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THE HARDWOOD RECORD

N. T. Britton Chief
New York Botanical
Garden
New York N. Y.

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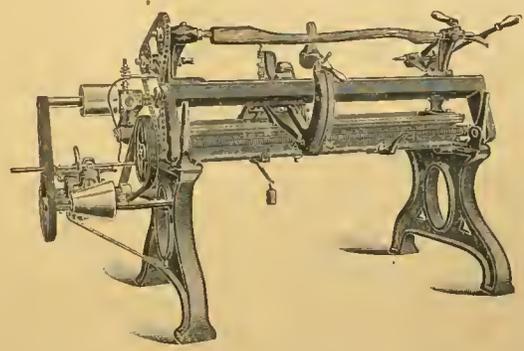
Vol. XIX.

CHICAGO, OCTOBER 25, 1904.

No. 1.

E. Sonzheimer Co.
MFRS. **HARDWOOD AND BASSWOOD LUMBER**
MAIN OFFICE
757 RAILWAY EXCHANGE
CHICAGO
Branch Yards: Cairo, Ill., Wausau, Wis., Paducah, Ky., Caruthersville, Mo.

THE OBER MANUFACTURING CO.
Chagrin Falls, Ohio, U. S. A.
Manufacturers of **PATENT HANDLE, SPOKE AND VARIETY TURNING LATHES, SANDERS, Etc.**



Lathes for turning
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and Mop Handles,
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MILWAUKEE, WIS.

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"NOW IS THE TIME"
POPLAR

is cheaper now than it will be in thirty days

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Poplar Beveled Siding "our long suit"
Our "Century" Oak Flooring
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on good moral risks at low rates

Hardwood yard risks especially solicited

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WE PAY CASH FOR OAK, ASH, HICKORY AND OTHER HARDWOODS.

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We are making White Oak and Yellow Poplar Lumber every hour in the twenty-four. We want the Hardwood Record readers to keep this fact in mind and whenever you are in need of either of these two kinds of lumber in any thickness or grade, we want to figure with you. We have such lumber in good shipping dry condition. Our quarter-sawed White Oak, which is made largely from Indiana logs, is above the ordinary in way of figure and quality.

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INCORPORATED 1903.

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PLAIN RED and WHITE OAK
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BLACK WALNUT**

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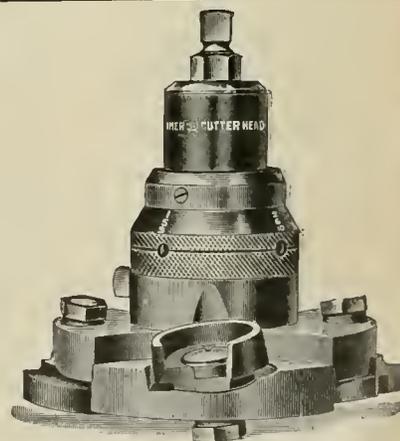
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1 in. to 1½ in. Cherry, 1s and 2s No. 1
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Is all it will cost you to list your stock or your wants in hardwood lumber in this space for three months.

Someone has the very stock you are wanting.

Or someone is anxious to sell what you particularly need.

GIVE IT A TRIAL.**IF** you want cash for your lumber, write**M. ROEDER,**

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

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We solicit stock lists from mill men North and South.

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Reaches the Hardwood Trade

THAT'S ALL.

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TELEPHONE, Canal 1587

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Hardwoods, Yellow Pine

AND CYPRESS

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Northern and Southern LumberCAR LOTS, BARGE LOTS,
CARCO LOTS OR MILL CUTSFor Future Shipments, Annual Con-
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SEE PAGE 28 & 29 FOR SPECIAL WANTS AND OFFERS

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FORPlain and Quartered Red
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Mill cuts solicited.**W. A. DAVIS**

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700,000 ft. 1, 1½, and 2 inch log run.

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450,000 ft. 1, 1¼, 1½ and 2 inch log run.

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125,000 ft. 2 and 3 inch common and better.

WHITE CEDAR
40,000 ft. 1 inch log run live unedged cedar.

Special price on following Southern stock which we want to move:
8 cars ¾, 1½, 2, 2½ and 3 inch common and 1st and 2d qtd. white oak.
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Plain Red and White Oak.

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

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And Agents for the sale of American Hardwoods, Etc.,
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OLD CHURCH YARD.
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—Importers of—

Oak, Cottonwood, Whitewood
Walnut, Pine, Mahogany, etc.

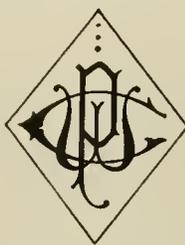
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MANUFACTURERS AND EXPORTERS **BLACK WALNUT LUMBER** EXCLUSIVELY.

THIN STOCK A SPECIALTY:
Always on the Market for Good Walnut Logs.
Ample Stock from ¾-inch up to 4-inches thick in all grades.
Annual Capacity, 7,000,000 feet.
Write or wire us when the subject is Walnut. It will pay you.

CABLE ADDRESS: WALNUT.
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in tracts of from five hundred to fifty thousand acres, also pine and cypress. All original growth, convenient to transportation facilities. Sold either in fee or on stumpage basis, at from \$4.00 to \$10.00 per acre, depending upon cut, etc.

Write for list of specific tracts, stating acreage and kind of timber preferred.

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SEABOARD AIR LINE RAILWAY

MEMPHIS.

MEMPHIS.

FOUR MILLION FEET

FINE DRY CYPRESS LUMBER
TO FILL ORDERS FROM

Write us for Prices

BLANTON-THURMAN COMPANY
Memphis, Tennessee

Hoyt & Woodin Cypress Co.

MEMPHIS, TENN.

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Memphis, Tenn.

EVERYTHING AND ANYTHING IN GUM.

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Advertisements will be inserted in this department of the Hardwood Record at the following rates:

One time -	15 cents per line.
Two times -	25 cents per line.
Three times -	30 cents per line.
Four times -	35 cents per line.

Eight words make a line.
Heading counts as two lines.
Copy of paper free with each insertion.
Send in your copy and we will mail you the bill.
If you have a special lot of lumber for sale, or want to buy a special bill of lumber.
If you want a good position, or wish to employ a competent man.
If you want to buy or sell timber land or stumpage.
Give our Wanted and For Sale Columns a trial.

THE HARDWOOD RECORD,
134 Monroe St., Chicago

We have in all thicknesses and sizes the following kinds and amounts of Lumber at places designated. Kindly send us your inquiries.

<p style="text-align: center;">At BERCLAIR, MISS.</p> <p>Quartered Red Oak 4,728 feet Plain Red Oak 28,431 " Cypress 259,761 " Ash 3,592 " Quartered White Oak 12,702 " Plain White Oak 13,879 "</p> <p style="text-align: center;">At SELMA, ALA.</p> <p>Poplar 965,567 feet Cypress 848,215 " Tupelo 332,474 " Ash 9,009 " Quartered White Oak 7,693 " Plain White Oak 13,752 "</p>	<p style="text-align: center;">At SELMA, ALA.</p> <p>Red Gum 1,733 feet Hickory 631 "</p> <p style="text-align: center;">At MEMPHIS, TENN.</p> <p>Quartered Ash 21,855 feet Plain Ash 874,705 " Quartered White Oak 13,938 " Plain White Oak 34,559 " Quartered Red Oak 119,406 " Plain Red Oak 4,790 " Cottonwood 495,610 " Cypress 791,505 " Poplar 509,723 " Gum 29,763 " Walnut 4,060 "</p>
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J. W. Thompson Lumber Co.

Office and Yards: Randolph Road and I. C. R. R. **MEMPHIS, TENN.**

MEMPHIS.

MEMPHIS.

J. W. DICKSON CO.
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OAK, ASH, GUM, ETC.
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 MILL & OFFICE, WOLF RIVER, MEMPHIS, TENN.
 N. B. We cut crating stock to order.

Anderson - Tully Company
 MEMPHIS, TENN., U. S. A.
 Manufacturers
**COTTONWOOD and GUM
 LUMBER and VENEERS**

Broughton & Co.
 Manufacturers and Wholesale Dealers In
Hardwood Lumber
 MEMPHIS, TENN.
 Quartered and Plain,
 Red and White Oak
 Ask, Cypress and
 Gum Lumber.

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 In Illinois, Wisconsin, Iowa, Minnesota, Upper Michigan,
 North and South Dakota, write to W. B. Davenport, In-
 dustrial Commissioner, 1329 Railway Exchange, Chicago.
Chicago, Milwaukee & St. Paul Railway

GOODLANDER-ROBERTSON LUMBER CO.
HARDWOOD LUMBER
 POPLAR, OAK, ASH, HICKORY and WALNUT
 We solicit orders for mixed cars, rough or dressed. **Memphis, Tenn.**

**INDUSTRIES
 ARE
 OFFERED
 LOCATIONS**
 WITH
 Satisfactory Inducements,
 Favorable Freight Rates,
 Good Labor Conditions,
 Healthful Communities,
 ON THE LINES OF
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ARTHUR LUMBER CO.
 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.

C. S. GLADDEN
 WHOLESALE AND MANUFACTURER
HARDWOOD LUMBER
 SPECIALTY—THIN QUARTERED WHITE OAK
 MEMPHIS, TENN.

INCORPORATED 1902.

The Michigan Maple Company

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609-611 Mich. Trust Bldg.,

GRAND RAPIDS, MICH.

Only Level Footings Are Needed

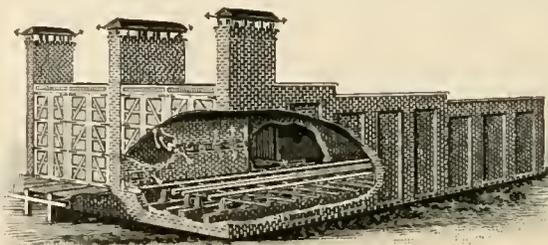
Instead of going to the expense and bother of building brick or concrete walls or piers on a slant, to parallel the incline of the tracks in your dry kiln, only *level footings* are needed—if you use the new

GRADUATED STEEL POST FOUNDATION OF THE STANDARD DRY KILN

in which the steel posts are *graduated in height* to provide the necessary incline to the tracks.

It can also be put into old kilns with timber foundations, whose stringers and posts have rotted away. We are now doing this for a number of concerns—the Pearl River Lumber Co., of Brookhaven, Miss. (8 kilns); the Cedar Creek Lumber Co., of Brewton, Ala. (6 kilns), and others.

Full particulars and prices sent on request. Ask for Catalogue "U."



The STANDARD DRY KILN CO.

Indianapolis, Ind.

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.)

Johnson & Knox Lumber Co.

313 & 314 Chamber of Commerce,
CHICAGO.

Manufacturers and
Wholesale Dealers in

Northern and Southern
Hardwoods

Buyers of all kinds of
Hardwoods

LINK-BELT

ELEVATORS—CONVEYORS

FOR HANDLING

LOGS, LUMBER, SLABS, SAWDUST AND
GENERAL MILL REFUSE.

EMERY LUMBER TRIMMERS
LUMBER TRANSFERS,
SLAB SLASHERS, ETC.

POWER TRANSMISSION MACHINERY.



LINK-BELT MACHINERY CO.,

LINK-BELT ENGINEERING CO.,
NEW YORK, PHILADELPHIA. CHICAGO, U.S.A.

Lumbermen, Attention!

If you own any timber or timber lands.
 If you are contemplating buying or selling any timber or timber lands.
 If you want your stumpage accurately estimated.
 If you want an exact survey or map of your property.
 If you want advice in any logging or lumbering proposition.

Write to us and find out what we can do for you. We send thoroughly reliable and practical engineers to all parts of the country, and guarantee quick and accurate work.

C. A. SCHENCK & CO., Biltmore, N. C.
CONSULTING FOREST ENGINEERS

LIBRARY
NEW YORK
BOTANICAL
GARDEN

THE HARDWOOD RECORD

VOL. XIX.

CHICAGO, OCTOBER 25, 1904.

No. 1

THE HARDWOOD RECORD.

PUBLISHED BY

C. V. KIMBALL,

ON THE 10TH AND 25TH OF EACH MONTH.

134 MONROE STREET, - CHICAGO, ILL.

C. D. STRODE - - - - EDITOR.

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.

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.

It seems reasonable that either Roosevelt or Parker will be elected, and it is now a matter of only another ten days or so; in fact, when another issue of this paper goes clattering down into the archives of the ages another president will have been chosen for another four years, and, so far as business interests are concerned, it doesn't make much difference whether that president is Roosevelt or Parker.

The business interests of the country, while experiencing less alarm than at any time since Cleveland was elected, seem inclined to wait the outcome before placing orders. Business is very dull at present and orders very hard to get, and such as there are are of the filling-in variety.

In the lumber business a good many orders are afloat that will need to be filled after the election. For the present, a wagon lot load order, or anything that will enable a manufacturer to run along until after election, is very popular and about all one can get. We will have to postpone further action looking towards the raising of prices until after the election.

A good many people are selling plain oak at prices at which it cannot be replaced. An investigating tour taken among the mills of the South shows no surplus stock on hand, and any attempt to replace the lumber at anything like the prices obtained meets with a disastrous result.

The same may be said of quarter-sawed oak—to a considerable extent. While more abundant than plain-sawed oak, the amount on hand is in no wise oppressive. There are large offerings in the lower grades, but they are readily taken. When the price of high-grade quartered oak reached such a height that consumers could not use it with profit, they were inducted into the use of the lower grades, which they found answered their purpose.

Of poplar there is not much to be said. Speaking of the stock on hand, a certain prominent manufacturer made the assertion that if everyone using poplar lumber was to order as little as a carload tomorrow, it would exhaust the supply. That is probably a strong statement, but the fact remains that the supply of poplar is not such as to account for the present low price.

Cottonwood, we are pleased to say, is doing better. It only weakened in sym-

pathy with poplar, not from any general condition of supply and demand.

In northern hardwoods, such as maple, birch, beech, etc., the situation is somewhat anomalous. It is beginning to dawn upon the Michigan Maple Company, and the trade generally, that some stock is going to have to be carried over. Now, the Michigan Maple Company doesn't have to hire petty dealers to carry the stock and give them anywhere from \$5 to \$10 a thousand to do it. They can as well afford to carry it as anyone, and all things considered, we believe they can better afford to do it. A peculiar situation has been reached in the market for maple. With the close of navigation less than thirty days away, the buyers who have been waiting all year for a chance to load up on a broken market are still waiting, and every day they have less time; in fact, they can't wait much longer. The Michigan Maple Company stands firmly to its guns and if it only has the nerve to stand awhile longer, as we believe it has, something has got to give.

Of the other northern hardwoods, as maple goes, so goes the list, with the possible exception of basswood, which is inclined to sympathize with poplar and cottonwood.

Taken as a whole, the business situation is scarcely so favorable as two weeks ago, owing, as we believe, to the near approach of the election. We have expected no great improvement until after the election anyhow, and until such time arrives we can do no better than to keep a stiff upper lip and hold on. We are going to get that advance in price yet.

ONLY TWO WEEKS MORE.

Only a little over a week remains until the presidential election, and when the next issue of The Hardwood Record goes to its readers the agony will be over, and the country will have been saved for four years more.

Everyone has made up his mind by this time how he is going to vote. Goodness knows he has had advice enough, and while apparently there is nothing at issue between the two parties, on the result hinges weighty matters. Whether or not we shall have the income tax, government ownership of railways, or any of the thousand and one reforms the Democrats have been promising the people for the last

eight years will be determined largely by the success or failure of that party.

We do not say that we are opposed to any of these measures. An income tax seems a just tax and for the government to own the railroad is better than for the railroads to own the government, as they are making good headway at doing. Only the agitation and adoption of any of the above reforms would tend to unsettle business for the time being. All of this section of the party is being muzzled more or less at present, but it is still hanging on to its cherished beliefs, and let the party once get into power and you will hear from them. The American people have twice pronounced against such measures, and it has been determined that no party can win that boldly advocates or enunciates such doctrines. They have consented to remain quiet for the time being.

The whole matter is up to the American people, where it can safely be left. They have not gone wrong heretofore, and they will not go wrong this time.

Here's to the new President, and for a good business administration and for a good business, no matter who he may be!

THE PRECIOUS GIFT OF HUMOR.

Of all the precious gifts bestowed upon man by the gods, none exceeds that of the sense of humor. If a man can, in written or spoken speech, force the American people to laugh, it is so much more precious than anything he can bestow, that it is but natural that the people should refuse to listen to his serious utterances. They can get a speech any time full of dry facts and figures, but only once in a while they can get a speech full of wit and humor.

A person may have the sense of humor in two ways. The perceptive, which is very common, and the creative, which is very rare. A man says too much or too little, or doesn't give the proper inflection to his words. Once in a while you meet with a man who knows when to stop and can make you laugh in spite of yourself. And you come in a short time to want that he shall do nothing else. You can hear a dry, logical speech at any time full of as good logic as anything he can possibly produce, so that a logical speech from such a man possesses no merit whatever, but you can very rarely hear genuine wit and humor and you insist on his giving you wit and humor whenever he addresses you.

The humorous man is pretty nearly always a wise man, and he is often angry that people will not take him seriously. Nothing is funnier to a person possessed of a genuine sense of humor than to see Mark Twain trying to get the people to listen to his pronouncements on politics, foreign policy, etc. Of course, he knows as much about that as the average man; he may know a good deal more, but he is

so far ahead of the average man in the matter of humor that there is no second, and the American people demand that he shall make them laugh, and leave politics alone to the care of the dull and stupid of the world. His essays on politics might have been written by any one of a thousand politicians, but there is only one man in the world can make the people laugh as he can, and the people insist that he do it.

We have, indeed, a case much nearer home in the hardwood lumber trade. Max Sondheimer is as genuine a humorist as Mark Twain or anybody else. He is also a very clear-headed business man, one of the best in the hardwood business, and at the head of one of the largest concerns in the United States. He cannot help it that the ludicrous always appeals to him and the people don't want to hear Max's views on the hardwood situation, etc., although they may be very good views. Everybody in the hardwood trade has views on the situation, but there is only one Max Sondheimer, and whenever he appears in public the public insists on being entertained. He might have been president of the National Hardwood Lumber Association had it not been for his sense of humor, but in making him president, the trade would have lost something infinitely better. Anyone may be president of the National Hardwood Lumber Association, but there is only one Max Sondheimer. Everyone recognizes his ability as a business man and a man of large affairs, but they recognize also his gifts as a humorist. Why spoil a good humorist to produce—well, a very good president? There are plenty of presidents who answer the purpose, but you don't run across a Max Sondheimer more than once in a lifetime.

The sense of humor, however, frequently stands in the way of the advancement of public men. The people know what they want and are inclined to be somewhat selfish, and if they do not wish to see a humorist become involved in extraneous matters for fear they may lose his humor, we cannot blame them, for the sense of creative humor is one of the rarest and noblest gifts to man, and it was not given him that he may enjoy it alone. If a man can make people laugh he ought to do it.

THE GLORY OF AUTUMN.

Modern writers have latterly invented the phrase, "the air was like wine." It seems a little stretched to the critical reader at first glance. But let that reader go out into the full, bracing glory of an autumn afternoon and then scoff if he dare.

There is something particularly intoxicating in the autumn air. The spring is beautiful in its freshness, its clearness of tone and smell and color. The summer is beautiful, with a certain solemn richness, a maturity of warmth and foliage of growth and of color. But the autumn—there is the dash and swing of the whole

list of seasons. There is at once the clearness of the spring air, the warmth of the summer sun, the refreshing nip of the winter breezes, all mixed together with a glory of color that defies pictures, whether of paint or pen.

People like to go to the country in the spring. It's a relief after the shut-in days of winter. They fly there of actual physical necessity in the summer. But very few realize the beauty of October days in the woods and fields and by the water. There really is not a more interesting time of year, from the viewpoint of those who go for the beauty, those who want to tramp, to ride or drive or watch the drama of country life.

The tints are wonderful, from the first flash of red that comes on tiny vines, running here and there on the trunks of trees or over an old rail fence, to the full glory of the morning after Jack Frost has done his prettiest and the maples put on their scarlet, the oak leaves their crimson and gold, and the beeches their delicate yellow. The very earth is covered with a carpet of royal richness. The asters gleam out blue and purple and the plumes of sumac are everywhere.

Then there are the fruits of the frost. The wild grapes, draped in profusion through the woods, spreading huge, mottled leaves, yellow and green, from tree to tree, behind which hide the sour little frost grapes whose twang is so delightful to their lovers. And there are the nuts, chestnuts, hickory nuts, walnuts and butternuts, shaking down in profusion all over the moss and leaves of the autumn forests.

The chestnuts are the best of all. The other nuts are not so prettily housed and not nearly so accessible for immediate use. But take out the most level-headed business man, the most conventional society woman, set them beneath a chestnut tree, and see what happens. There is a charm about the pretty, smooth, brown nuts, still nestling in their velvety beds or lying out on the ground, in plump, tempting array, that brings the stiffest knees down and makes the most unwilling hands reach out in eagerness.

Chestnut groves are besieged on Sundays, to be sure, by city folks. But what chance have they, after all the country dwellers have been there all the week, and the children, in especial, have had their Saturday and improved their time? No wonder there are more go back empty-handed than not.

Apart from the charms of the woods, there are those of the farms. There are trees where late apples still linger, glowing red against the trees. There is nothing prettier than a field of shocks of corn, with pointed banners rustling dryly in the wind, while around them are pumpkins, great heaps of gold, all ready to be made into the gay jock-o'-lantern on Hallowe'en. There can be corn roasts in the early

autumn and corn-husking parties later on.

Popcorn, parched corn—what a long list of good times and good things to eat we Americans get from corn anyhow! Then apple roastings by bonfires outdoors or open fires within, and trips to the cellar after sweet cider, that delight of men and women, boys and girls. Right up to Thanksgiving day there are all sorts of good times and a variety of beautiful things throughout the country.

The city folks will make plea that a school draws the children and business the grown-ups back to town with the first long evenings and the earliest signs of frost. But there are Saturdays, Sundays and late afternoons, when the full joy and beauty of an autumn ramble could and should be enjoyed.

AMERICAN WALNUT COMPANY.

A new deal in the trade is announced in the formation of the American Walnut Company, with headquarters in the Railway Exchange Building, Chicago. We are in receipt of a circular letter to the trade concerning the proposition, which is explanatory in detail, as follows:

To the Trade and Dealers in Walnut Lumber and Logs:

We take pleasure in announcing to the trade that we have entered into a long-time contract with the Lesh, Prouty & Abbott Company of East Chicago, Ind.; the East St. Louis Walnut Company of East St. Louis, Ill.; the K. & P. Lumber Company of Cincinnati, Ohio, and the Penrod Walnut Corporation of Kansas City, Mo., for the exclusive sale of their walnut.

These firms produced about 70 per cent of all the hand-sawed walnut lumber manufactured in the United States last year. We have also made other arrangements with smaller concerns by which we will have the exclusive sale of about 80 per cent of all the walnut lumber produced by commercial concerns in the United States.

These arrangements will enable us to have large stocks of lumber from which assortments of all grades and thicknesses can be readily obtained for the trade. We propose to establish and maintain a uniform grade of lumber from all the plants, so that the trade dealing with us may be assured that they will get the kind of lumber sold and of as nearly a uniform grading as it is possible to secure.

The officers of this company have long been connected with the walnut business and have been made fully to realize the disastrous and demoralizing effects caused by the dumping upon the foreign market of large consignments of lumber, without reference to the demands of the trade. By the arrangements we have entered into with the various concerns we hope to be able to greatly restrict, if not remove, this disturbing and demoralizing practice.

We guarantee to the trade fair and honorable treatment and ask the hearty co-operation of all dealers in our efforts to systematize the business.

We have opened our offices at 1305 Railway Exchange building, Chicago, Ill., at which place we will be in shape to receive orders on and after October 25, 1904. We will be pleased to have you place with us orders for such walnut lumber as you may need in your trade, and we wish to

assure you that all our customers will receive exactly the same treatment.

Hoping that we may have your liberal patronage and enthusiastic support in our efforts to improve and protect the trade, we remain,

Yours truly,
AMERICAN WALNUT COMPANY.
By J. N. Penrod, Pres.
Max Kosse, Secy.

AN IMPORTANT CHANGE.

The following notice, which is being mailed to the trade, sets forth an important change in the personnel of the management and ownership in a large concern in a terse yet complete manner.

The undersigned having disposed of and sold all their stock holdings in the Chicot Lumber Company to Messrs. A. T. Bliss and A. F. Cook, and having no further financial interest in the company, have resigned as officers and directors in the company. We bespeak your continued good will and patronage to the company as heretofore.

Yours truly,
E. G. LESZYNSKY,
GEO. H. MARTIN.
Chicago, October 24, 1904.

Relative to the move, it was learned from Mr. Leszynsky that the disposal of his interests was brought about by the decision of the board of directors, of which he was one, that the best interests of the company could best be served in removing their main office from Chicago to nearer base of operations, and his personal business being such that he could not advisedly follow the flag. He is still interested with Mr. Bliss and Mr. Cook in timber properties in Arkansas and the west coast, and that part of the business will go on uninterruptedly.

By this change in ownership the Chicot Lumber Company will be officered as follows:

A. T. Bliss, president.
John M. Cameron, vice-president.
A. F. Cook, secretary and treasurer.

Mr. Cook will also be general manager of the business, whose headquarters will be at Little Rock, Ark. Howard Coles, formerly of the Empire Lumber Company at Empire, Ark., will be superintendent at the plant at Blissville, Ark.

MAKING PROGRESS.

St. Louis, Oct. 12, 1904.
Hardwood Record, Chicago, Ill.

Gentlemen: We are sending you by express to-day, charges prepaid, a copy of the October edition of the Credit Rating Book. States which appeared in the April edition have been thoroughly revised, and new states which have been added in this issue are thoroughly complete, listing all car-load buyers of lumber. We have omitted the names of small local and custom mill operators, as they are often misleading to the wholesalers using the book as a buyers' guide.

Our book now contains twenty-three states as follows: Colorado, Delaware, Dis-

trict of Columbia, Illinois, Indiana, Indian Territory, Iowa, Kansas, Kentucky, Maryland, Michigan, Minnesota, Missouri, Nebraska, New Mexico, North Dakota, Ohio, Oklahoma, Pennsylvania, South Dakota, Texas, West Virginia, Wisconsin.

We are working on new states which will be issued as soon as each one is complete, in single state form until the April edition, 1905.

Our work is progressing rapidly, and by April next we hope to have nearly all of the states in our book.

Thanking you for past favors, we remain,
Yours very truly,
THE NATIONAL LUMBER MFRS. ASSN.,
W. F. Biederman,
Superintendent Credit Rating Department.

CHANGE OF NAME.

Chattanooga, Tenn., Oct. 17, 1904.
The Hardwood Record, Chicago, Ill.

This is to inform you that this day our charter has been amended, changing our name from S. A. Williams Company to Williams & Voris Lumber Company, with same interests and officers of former company, and the new company will continue under same management. Yours truly,

WILLIAMS & VORIS LUMBER
COMPANY.
S. A. Williams, President.
M. J. Voris, Franklin, Ind., Treasurer.

YELLOW PINE AS A FURNITURE WOOD.

The manufacturers of yellow pine have been at considerable trouble and expense to show us at St. Louis what can be done with yellow pine in the construction of furniture, as well as for interior finish. The pieces which they offer are successful in point of design and construction, but stains and finishes have been invoked to rob the fine wood which grows so abundantly in the South of all its natural characteristics. The same things might just as well be made of gum, or oak, or cypress, or river elm, or any other wood, and would look quite the same. All of which only confirms what we have previously said: Yellow pine is so much better adapted to other purposes, and there is so much other lumber which is suited to furniture making, and to little else, that the yellow pine producers are wasting their ammunition in trying to introduce their product as a furniture wood. Out on the Pacific Coast they are using fir and other of the woods akin to white pine, which are not accounted cabinet woods in the making of furniture. But this is not because the woods are best suited to the purpose, but because it is about all that is to be found, and the rates of freight on both furniture and lumber are such that low-priced furniture, by force of necessity, is made from the native woods. When there is nothing so good as yellow pine for furniture-making in sight, it will come into use, and not until then.—Furniture Journal.

Logan & Maphet Lumber Co.

MANUFACTURERS AND DEALERS.

PINE AND HARDWOOD

Watch This Space for Stock.

White Pine.

- 30 cars 1 inch log run.
- 2 cars 1½ inch No. 1, 2 and 3 common.
- 6 cars 1 inch No. 4 common.

Yellow Pine.

- 5 cars 1½ inch No. 1 and 2 clear.
- 2 cars 1½ inch No. 3 clear.
- 7 cars 1½ inch No. 1 common.
- 10 cars 1 inch log run.

Poplar.

- 2 cars 1 inch 1st and 2nds width 18 inches up.
- 1 car 1½ inch 1st and 2nds width 18 inches up.
- 2 cars 1½ inch 1st and 2nds, width 18 inches up.
- 10 cars 1 inch 1st and 2nds, width 8 to 17 inches.
- 10 cars 1½ inch 1st and 2nds, width 8 to 17 inches.
- 5 cars 1½ inch No. 1 common, including select.
- 1 car each 1½ inch and 2 inch No. 1 common, including select.
- 15 cars 1 inch No. 1 common, including select.
- 4 cars 1 inch clear bright s.p.
- 20 cars 1 inch shipping culls.
- 10 cars 1 inch mill cull.
- 1 car each 1½ inch and 2 inch shipping cull.

Mills: Clinton (Band Mill), La Follette, Pioneer and Turleys, Tenn.

Office: 105-107 Empire Building
KNOXVILLE, TENN.

Oak

We have a full line of both quartered and plain, Red and white, THOROUGHLY DRY, also some fine wide POPLAR and CHEST-NUT.

John Dulweber & Co.
CINCINNATI, O.

The Man About Town.

BY C. D. STRODE.

OFF FOR DETROIT.

I concluded to go to Detroit and there was no doing anything with me. Several of my friends tried to persuade me not to go, but it was useless to reason with me. I said no, that I was going, and I am glad I went.

It is the blamedest town for a place to eat and save your money. You go along the street and drop in most anywhere and you can get a meal for 10 cents to \$5; that is, I tried the 10 cent kind and have good evidence of the \$5 kind. Pretty nearly every other store is a place to eat, and the place between is a savings bank. You can spend all the money you want for things to eat, and if you have any left, you can put it in a savings bank.

For sure Detroit is a nice place. Thomas Forman has a plant there. This is the same Tom Forman that used to be at Petoskey, Mich., and of whom I have frequently written. He was burned out in Petoskey, and has since erected a plant in Detroit, and I want to tell you about that plant, but first I will tell you how to get out there. Don't believe anything a policeman or street car conductor tells you; if you do you will go clear wrong and never get there in the world, as I came pretty near not doing.

I will give you my experience in getting out to Mr. Forman's plant, so that if you go to Detroit, and I hope you may, you will know what not to do in order to get out to Mr. Forman's plant.

In the first place you don't want to get on just any old street car. The city directory says that the plant is at the crossing of the car line with the Pere Marquette Railway. I got on a car that the policeman and a street car conductor told me crossed the Pere Marquette Railroad, and the conductor put me off at the depot, which is only three or four blocks out, and I wandered around for two hours trying to find the plant, until at last a man with gray whiskers and wearing a Grand Army button put me next to the fact that I was entirely off my beat and that Thomas Forman's plant was clear at the end of the line.

* * *

When I got out to Thomas Forman's plant, however, I forgot all my troubles. He has an excellent, up-to-date plant, to which he has devoted a great deal of time and thought, and believes he can produce maple flooring of the very best quality at the lowest possible price.

After all is said and done, that is all there is to any business. That a man may produce an article at a lower cost than the next; that is, that is all to the manu-

facturing business. To this end Mr. Forman has turned all of his remarkable intelligence. To this end he has devoted all his energy, and I believe he has succeeded. One who sees his plant would think so.

It was believed for awhile that the trusts would throttle competition, but as I have said before, they carry their own remedy with them, and they cannot compete with well-directed individual effort. It is, of course, a beautiful idea that they will control the production in a certain line and boost prices to a remunerative point, but there is so much money in this country and so much energy and ability of the Thomas Forman variety, which can always command capital which will enter into active competition with the trusts, for them ever to completely control anything. There is nothing that will take the place of the active personal supervision of such a man as Thomas Forman. Money won't hire it and it is half the battle.

Among the lumbermen of Detroit I was extended the glad hand. Stillwell & Co., E. W. Leech, Leech, Roach & Co., Brownlee & Co., McClure Lumber Co., I found very pleasant gentlemen and altogether I was very glad I went to Detroit.

AT BUFFALO.

And I got sick at Buffalo. It is strange that a man such as I am, having the duties to perform that I have, should waste time being sick. I couldn't realize it for awhile. I hadn't been sick before since I can remember, and to be actually sick, lying prone on my back, and having to depend on somebody else to wait on me was certainly a new experience.

It wasn't very pleasant. I don't like to be sick. People were all very kind to me, and I want to especially mention in that category Taylor & Crate, Hugh McLean Lumber Company, Frank Vetter and Charlie Stanton; especially Charlie Stanton. The rest of the boys offered to do anything and asked me to call on them if there was anything they could do, which there wasn't, and Charlie Stanton took me out driving Sunday through all the suburbs of Buffalo and gave me companionship, which was what I needed.

THE DRIVE THROUGH BUFFALO.

I never enjoyed a drive more in my life. It was an ideal day. Charlie has got a good horse and we had a good time.

Charlie confided to me that it was the best horse in Buffalo, but some men are like that; if they own anything, from a rifle to a mowing machine, it is the best one of the kind there is. They are honest, too, and believe just what they tell you, but Charlie has got a good horse, in spite of being that kind of a man. If Charlie

has got an inspector or a billy goat, he is bound to believe he is the best in the business.

Charlie drove me along Delaware avenue; he also confided to me that with Euclid avenue, Cleveland; Madison avenue, New York; Michigan avenue, Chicago, and a few other avenues, that I can't remember, some people said Delaware avenue was one of the four finest avenues in the world. I told him I believed it, and I do believe it, for very few people have seen very many of the avenues of the world, and, as a general proposition, no one would dispute what he had to say, and it was a mighty fine avenue. I've noticed, however, that nearly every person, in every little town, believes the finest street in that town to be the finest there is, not casting any reflections on Charlie's drive, or his general hospitality, however. My view of the case may only be the result of my somewhat pessimistic nature.

Charlie took me to the cemetery. I don't know why he should do this, because if I should die in Buffalo I would not expect to be buried there. I looked the situation over, however, and picked out a spot where, if really the worst came to worse, I would not mind being planted.

They have a pretty romance in Buffalo and it is connected to the rude outer world by a very fine and costly monument, which everyone who comes to Buffalo is shown.

THE UNHAPPY ROMANCE OF BUFFALO.

To begin with, as I said, the romance has to do with tombstones. In one of the central lots of the cemetery of Buffalo is a very fine monument, or, rather, a set of monuments, enclosed in a glass case where everybody can see. The group consists of a young man, with the Jesse Thompson's style of mustache, reclining on a sofa, evidently far gone in consumption. An angel is about to crown him, though what for is not apparent; an old lady is standing by, offering him a bowl of soup. I guess if he eats the soup the angel is going to crown him.

That was all there was to the monument, and after I had walked around it and looked it over, Charlie took me in his buggy and told me the following story:

The young man, it seems, had fallen in love with a servant girl, and his father and mother, as was very evident from the statue, had set their face against it and the young man had died of a broken heart.

Now, that was too bad. And his parents felt awfully bad about it, and erected the costly tombstone before mentioned, which serves at the same time to advertise their wealth and you will naturally know to whom to go when you want to get a note discounted.

The young man is said to have died of a broken heart, but it rather seems to me it was the fear of having to work for a living that put his lights out. If he had

wanted the girl badly enough to die about it, it seems to me he would have wanted her badly enough to tell the old man to go shoot himself and would have married the girl and gone to work and supported her; but no, he was afraid the old man would cut him off from the discounting business and he would have to go to work, instead of lying around having consumption, and the shock killed him.

No, he didn't die with a broken heart, he died for fear he would have to go to work. Anyhow, it is strictly a family affair and the servant girl doesn't show among the statutes. She is probably still shooting biscuits, unless she has found somebody with more pluck than the man who died of a broken heart. Such tommy rot!

There is always this suspicion attaching to a person who erects a fine monument over a departed friend or relative, and that is as to how much of the sentiment is due to personal vanity, and a desire for self display. Tombstones are all right in their place, but why do you want to wait until a man is dead and don't know, nor care, what you do for him, and then erect a costly monument over his grave, when the chances are that he was eating his heart out for want of a few dollars while he lived? A has the tombstones, but long live Charlie Stanton.

* * *

Having gotten into a confidential mood and being affected by the beautiful weather, Charlie suggested to me, or I suggested to him, that a man who was poetically inclined ought to have a stenographer along to take down his poetical thoughts as he thought them. Whether Charlie suggested it to me or not, he agreed with me that it would be a good thing, but I told him I had not found a stenographer in Buffalo inclined to drive about with me; that if I did find one such, my wife would probably get a divorce, so we will have to make out somehow by remembering such of our beautiful thoughts as we may while sitting in a stuffy room at the hotel. I guess we can remember enough.

* * *

The lumber interests in Buffalo I found unchanged. There is some contest among the boys as to who gave me the first advertisement. I will put the matter forever at rest.

I called on Morris Wall first, as was natural, and he told me that if the Empire Lumber Company would sign a contract, he would. At the Empire Lumber Company, Mr. Yeager, who has since gone in business for himself, signed the contract. Then I went back and Morris Wall signed it also. That was something like five or six years ago, and the two advertisements have been running regular and drawing interest like a mortgage on a house.

I want it understood that there is no bloodshed over this affair; the contest was

E. E. Taenzer & Co.

(Incorporated)

MANUFACTURERS
AND DEALERS....

— HIGH - GRADE — Hardwood Lumber

*Band Sawn Thin Stock
a Specialty*

MAIN OFFICE AND MILL :
Florida Ave. and Y. & M. V. R. R.

MEMPHIS, : TENN.

ALSO MILL AT SHORT BEND, ARK.

WANTED.

We are in the market for the following lumber, must be in good dry condition, and if can furnish any or all, please quote us f. o. b. cars shipping point, describing stock, and how soon same can be reached.

10 to 20 cars 1 in. 1st and 2nd Plain White Oak.
2 cars 1 1/4 in. 1st and 2nd Plain White Oak.
1 car 1 1/2 in. 1st and 2nd Plain White Oak.
3 cars 1 3/4 in. 1st and 2nd Plain White Oak.
2 cars 2 in. 1st and 2nd Plain White Oak.
1 car 2 1/2 in. 1st and 2nd Plain White Oak.
5 cars 3 in. 1st and 2nd Plain White Oak.
1 car 4 in. 1st and 2nd Plain White Oak.

The above stock must be well manufactured, equalized trimmed lengths. Prefer band sawn stock. Could take 15% to 25% of good Common with same.

We are also in the market for the following:
10 cars 1 in. Common Plain White Oak.
5 to 10 cars 1 in. 1st and 2nd Plain Red Oak.
10 cars 1 in. Common Plain Red Oak.

FOR SALE.

2 cars 1 in. 1st and 2nd Quartered Red Oak.
2 cars 1 in. Common Quartered Red Oak.
1 car 1 in. x 10 in. and up 1st and 2nd Plain Red Oak.
1 car 1 1/4 in. x 10 in. and up 1st and 2d Ash.
1/2 car 1 1/2 in. x 10 in. and up 1st and 2nd Ash
1 car 1 1/4 in. x 12 in. and up 1st and 2nd Red Gum (two years old).
1 car 2 in. x 6 in. and up 1st and 2nd Red Gum (3 to 4 months old).
10 cars 1 in. Gum Crating lumber, can ship rough or d. 2 s.
3,000,000 ft. 1 in. Poplar.
1 1/4, 1 1/2 and 2 in. bang up stock, all grades and good lengths.

E. E. TAENZER & CO.

(Incorporated)

MEMPHIS

entirely friendly, and, in our presence at least, not the slightest resentment was shown. By knowing who was the first, our readers may probably know who is the sorriest.

We present herewith a number of views of the Buffalo Lumber Company's yards, which are scattered around over the country as these views are scattered over our paper.

This shows the difficulty, as nothing else does, of the plan to organize the manufacturers of the country against the middlemen or dealers, so-called. The Buffalo Hardwood Lumber Company is classed as dealers; so is the Hugh McLean Lumber Company, Taylor & Crate, Scatcherd & Son, and yet the amount of lumber which they produce or control the production of, collectively, is immense.

In fact, this rule works both ways, as many another rule does. In catering to the consuming trade, the manufacturers have made prices so close that there is but little profit for the middleman.

The result of all this is not in increased price to the manufacturer, but a lessening of the cost to the consumer, and an increase in competition in the manufacturer's own field.

For firms like the ones named, seeking for the wherewithal to meet ruinous competition, naturally turn to the producing field, and with their vast resources in capital and energy, turn to the manufacture of lumber and increase the competition in the manufacturer's own line.

In other words, they cannot buy lumber cheap enough, they must produce it or control the production of it themselves.

To show how varied are their interests and how wide the territory covered, we show a reproduction of one of the Buffalo Hardwood Lumber Company's yards at a mill in Pennsylvania. There on that mill yard they have piled an assortment of dry oak, birch, chestnut, basswood, maple and ash. Then we show another reproduction of a mill yard in Tennessee. This stock consists entirely of dry, plain and quarter sawed white oak.

Then we show a birdseye view of another mill situated, we believe, in West Virginia. Thus we see how the Buffalo Hardwood Lumber Company is fortified against high prices, and why they do not pay extremely fancy prices and cannot be made to. This only represents a portion of their reserve stock. It is strictly reserve stock upon which they may draw at any time to fill the orders for their immense business. There are no less than six firms in Buffalo alone which do business in the same way. Talk about driving the wholesaler out of business! You don't know what you are talking about. So long as he has got the money and brains it is difficult to drive him out of business. As before stated, there are at least six firms doing the same kind of business, equally large and equally as well equipped, in the

BIRDSEYE VIEW OF ONE OF THEIR YARDS IN THE SOUTH



city of Buffalo alone. We only use the Buffalo Hardwood Lumber Company as a sample.

* * *

I want to say in conclusion that I enjoyed my trip to Buffalo, or, would have had I not been sick. The time it took for me to get sick, be sick and get well again, absorbed all my spare time in Buffalo. One fine, beautiful morning I got time to

run over to Niagara Falls, and was surprised at nobody trying to take any money away from me. Maybe I looked too tough. I approached a cabman on the subject and reminded him of his duty, but he only grinned. I had a splendid time at Niagara and some time or other I will tell you about it, and in conclusion I wish to thank all the people in Buffalo who were kind to me. There wasn't any other kind.

From Near and Far

CHICAGO COMMENT.

F. W. Vetter, of the Empire Lumber Company, Buffalo, was in Chicago a day last week on his way to the mill at Empire, Ark.

* * *

Clarence Boyle, of the Clarence Boyle Lumber Company, is in the southern country this week and last, looking after shipments and new purchases.

* * *

Charles Christianson of Manistee, Mich., was in Chicago last week. He says the inspection business has been good this year, better than expected, and about the only kick he has coming is that when he gets a large crop of apples, like he did this year, these apples are so cheap you can't hardly give them away.

* * *

It was pleasant to see the face and feel the hand-clasp of such a friend as William Threlkeld and incidentally welcome him back into the ranks of hardwood lumbermen. Mr. Threlkeld was formerly with the Henry Maley Lumber Company at Evansville, Ind. For the past year he has been away from the lumber business and mixed up with traction interests in the Evansville district. A new deal lands him back into lumber circles and this time with Maley & Wertz. Mr. Threlkeld spent a couple of days in Chicago last week, going from here to New York and Boston.

* * *

Among other visitors to the Chicago market during the past two weeks may be mentioned Wm. H. White of Wm. H. White & Co., Boyne City, Mich.; J. W. Thompson, J. W. Thompson Lumber Company, Memphis, Tenn.; Earl Palmer, Ferguson & Palmer Company, Paducah, Ky.; C. S. Curtis, Curtis & Yale Company, Wausau, Wis.

* * *

H. B. Lewis, formerly manager of the Elk Rapids Iron Company, Elk Rapids, Mich., and more recently connected in a managerial capacity with a huge Cuban enterprise, was in Chicago a few days last week. Mr. Lewis is still interested in the Cuban company which he was instrumental in organizing, but has resigned active management, and is now concerned in the lumber business, having allied himself with Wm. H. White & Co., Boyne City, Mich.

The Chicago Hardwood Lumber Exchange held one of their regularly monthly meetings last Saturday, the 22nd inst, tendering a luncheon this time, making the affair both pleasant and profitable. The new firm of Hayden & Lombard were voted into membership and the report of the committee on prices was adopted, which was in effect that values as were current last spring are available now. Those present were:

W. O. King, W. O. King & Co.
L. B. Lesh, Lesh & Matthews Lumber Company.
Schreiber, Francis Beidler & Co.
H. S. Hayden, Hayden & Lombard.
E. B. Lombard, Hayden & Lombard.
C. Wolfe, Heath-Witbeck Company.
A. J. Ryan, Ryan & McParland.
John S. Benedict, John S. Benedict.
George Thamer, Empire Lumber Company.
Edward Schoen, Columbia Hardwood Lumber Company.
B. F. Richardson, Crandall & Richardson.
S. J. Vinnedge, S. J. Vinnedge & Co.
F. S. Hendrickson, Hendrickson Lumber Company.
A. J. Howard, A. J. Howard.
J. J. Fink, Fink-Heidler Company
Charles Miller, Miller Bros.
John Spaulding, Upham & Agler.
James Trainer, Trainer Bros. Lumber Company.
Winter Clark, Heath-Witbeck Company.

GOTHAM GLEANINGS.

(Special Correspondence.)

New York, Oct. 21, 1904.

The following out-of-town hardwood lumbermen were noted on the visiting list during the fortnight: R. P. Baer, R. P. Baer & Co., Baltimore, Md.; F. T. Sullivan, T. Sullivan & Co., Buffalo, N. Y.; J. H. Jenks, R. H. Jenks Lumber Company, Cleveland, O.; O. M. Bruner, O. M. Bruner & Co., Philadelphia, Pa.; R. L. Walker, Croby & Beckley Company, New Haven, Conn.; H. Humphreys, Philadelphia, Pa.; E. V. Babcock, E. V. Babcock & Co., Pittsburg; Frank F. Fee, Newark, O.; W. O. King, W. O. King & Co., Chicago, Ill.; H. J. Curll, Curll & Lytle Lumber Company, Pittsburg, Pa.; John W. Wood, Jefferson Saw Mill Company, Ltd., New Orleans, La.; Hugh McLean, Hugh McLean Lumber Company, Buffalo, N. Y.

* * *

Nelson A. Gladding, well-known man-

CYPRESS

We make a specialty of rough or dressed Cypress Lumber and Cypress Shingles in straight or mixed cars. Your inquiries solicited for single car orders or good round lots. Can also furnish Sound Cypress Dimension Stock.

The Borcharding Lumber Co.

Northern Office, Cincinnati, Ohio

FOR SALE

1 car $\frac{3}{4}$ inch Quarter-Sawed White Oak, common and better.
1 car $\frac{3}{4}$ inch Plain-Sawed Red Oak, common and better.
10 cars 1 inch Common Quarter-Sawed White Oak.
10 cars 1 inch 1st and 2ds Quarter-Sawed White Oak.
2 cars $1\frac{1}{2}$ inch 1st and 2ds Quarter-Sawed White Oak.
2 cars $1\frac{1}{2}$ inch 1st and 2ds Quarter-Sawed White Oak.
1 car each 1 inch, $1\frac{1}{2}$ inch and $1\frac{3}{4}$ inch Common Quarter-Sawed White Oak.
10 cars 1 inch C. & B. Quarter-Sawed Red Oak.
2 cars $1\frac{1}{2}$ inch C. & B. Quarter-Sawed Red Oak.
10 cars 1 inch No. 1 Common Plain-Sawed White Oak.
Several cars 1 inch No. 2 Common Plain-Sawed White Oak.
5 cars 1 inch No. 1 Common Plain-Sawed Red Oak.
3 cars 3x8 and 10 inch Red Oak, crossing plank, very cheap.

Also several cars of 6x8 and 7x9 switch ties of White Oak. Southern sweet Gum lumber, bone dry, from 1 to 2 inches thick, and a few cars of 3 inch long run Elm, also Hickory, Ash and Poplar in all grades.

Let us hear from you for anything you may want in these woods for winter and spring shipments.

We have a general line of Oak.

J. V. STIMSON,
HUNTINGBURG, INDIANA

BUY NOW!

We are selling

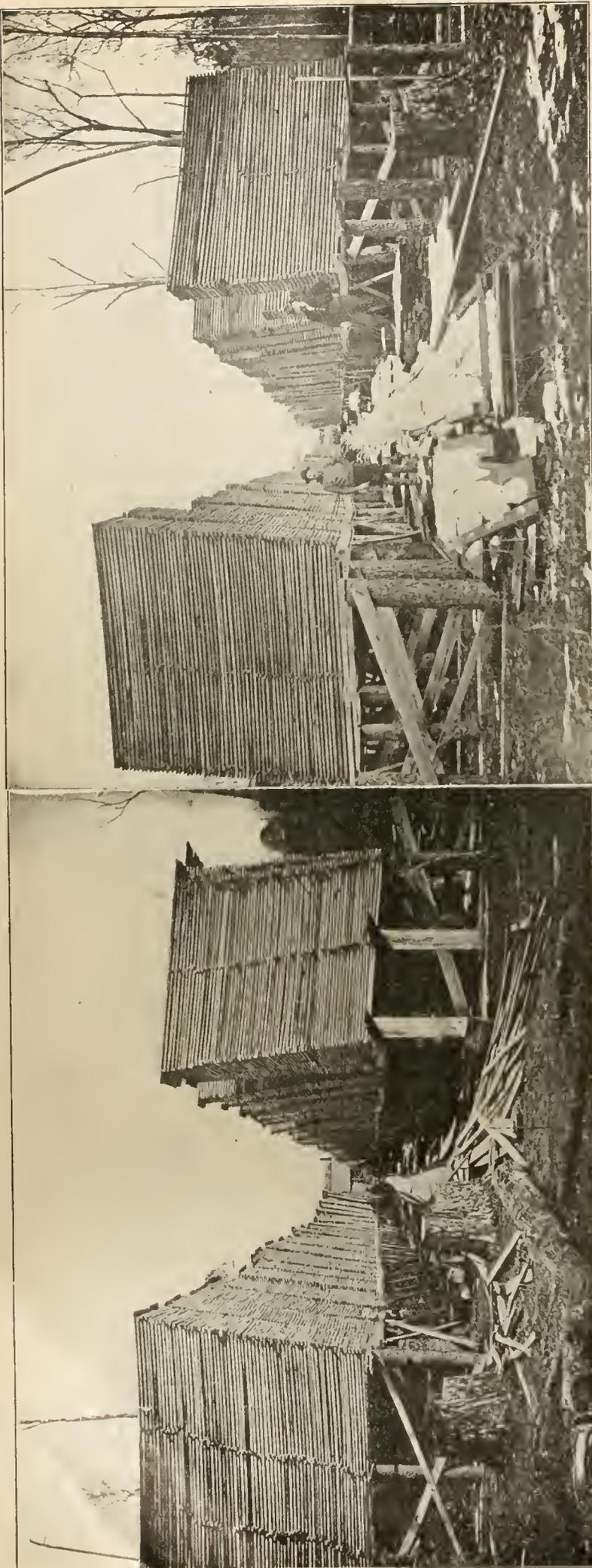
POPLAR

Any Grade, Any Thickness,
Any Amount

CHEAP

W. P. BROWN & SONS
LUMBER COMPANY

6th and Hill Streets, LOUISVILLE, KY.



A NICE BLOCK OF PLAIN AND QUARTER-SAWN WHITE OAK AT ONE OF THEIR MILLS IN TENNESSEE.

ager of E. C. Atkins & Co., saw manufacturers of Indianapolis, was a distinguished visitor in the machinery line during the past fortnight, making his headquarters at the Waldorf-Astoria.

* * *

Hugh McLean, head of the McLean hardwood lumber interests of Buffalo and the West, passed through the city last week, en route to Buffalo, after an extended tour of the eastern market, and reports business as quite satisfactory.

* * *

J. W. Thompson, head of the J. W. Thompson Lumber Company, Memphis, Tenn., passed through the city last week, en route home after a business trip to Boston and vicinity.

* * *

G. E. Hurdman, of Hurdman & Elmitt, Ottawa, Can., was in town during the past fortnight, looking over the trade. His firm has just purchased about 150 square miles of exceedingly choice basswood, pine and spruce timber in the Ottawa district and is going to make a specialty of the basswood stock for the coming year. Mr. Hurdman states that the basswood on this tract is in compact bodies and is as fine as he has ever seen, and that his firm has erected a mill in the timber and is going to have a very fine line of basswood to offer during the winter and spring seasons.

* * *

Charles H. Stanton, surveyor-general of the National Hardwood Lumber Association, headquarters Buffalo, was a visitor in town for a few days during the fortnight, on his way home from Baltimore, where he was in conference with the Baltimore Lumber Exchange officials in the matter of the appointment of an official inspector for that market. Mr. J. C. Creamer was chosen.

* * *

John W. Wood, who is prominently connected with the Jefferson Saw Mill Company, Ltd., New Orleans, La., spent several days in town in the interest of its large line of cottonwood and cypress, and reports business in that line to be very fair.

* * *

John L. Christy, of the wholesale hardwood firm of Christy, Moir & Co., 149 Broadway, was united in marriage at Norton, Conn., on the 12th inst., to Miss Louise Wilson, of that place. It was a distinct society event, special cars containing 300 guests from the city being attached to the 11 o'clock Boston express. Mr. Christy has made many friends in the local district since his advent as a wholesaler.

* * *

W. B. McEwen, of the McEwen-Gibson Lumber Company, hardwood manufacturers of Asheville, N. C., passed through the city on the 14th with his bride of a few days, en route to New Haven, where they will visit Mrs. McEwen's family.

* * *

Gouverneur E. Smith, the hardwood

wholesaler of Whitehall street, city, is in line for congratulations. It's a boy, born on the 9th.

BUFFALO BITS.

(Special Correspondence.)

Buffalo, N. Y., Oct. 22, 1904.

Mr. F. W. Vetter has been named for vicegerent snark of the Order of Hoo-Hoo for western New York, but owing to his time being so fully taken up with his lumber business he is afraid he could not give the office the time and attention it would demand. Unless he is induced to change his mind he will not accept the honor. Mr. Vetter has left on a trip to the company's mills in Arkansas, but expects to get back in time to put in a vote for Mr. Parker.

* * *

Mr. A. W. Kreinheder has returned from the South, where he has been busily engaged in shipping lumber from the company's mill in Tennessee.

* * *

The lawsuit between the Murphy Lumber Company of Green Bay, Wis., and E. D. Colie of Buffalo has been compromised. Mr. Colie continues business as heretofore.

* * *

Buffalo has another new lumber concern, the William Quast Lumber Company, which has opened a yard on Seneca street, where the Hugh McLean Lumber Company first started in business. Mr. Quast is a practical lumberman and is starting in at a good time to make some money.

* * *

Mr. F. T. Sullivan, of T. Sullivan & Co., is in Oregon giving his personal supervision to the fir interests of the concern.

* * *

The box factories are all more than busy and find it almost impossible to keep up with their orders.

* * *

Messrs. Angus and W. A. McLean, with a party of friends, start out this week on a hunting expedition after big game in the north of Canada, while Mr. Hugh McLean and party start for St. Louis to see the fair, including the Pike.

NEW ORLEANS.

(Special Correspondence.)

New Orleans, La., Oct. 22, 1904.

The extensive dry kilns and the large stock of lumber of Lott & Perkins, at Inda, Miss., a small town on the Gulf & Ship Island road, were destroyed by fire on the night of October 4. The mill proper was only slightly damaged. The loss was \$13,000, which was covered by \$6,000 insurance.

* * *

Advices received here from Port Cort, Honduras, state that the recent storm in Honduras was responsible for the loss of hundreds of dollars' worth of fine mahogany. The storm lifted the tide to 30 inches above normal and backed the water

up in the rivers. Many mahogany booms parted their moorings and the logs were washed out to sea and lost. The camps of C. C. Mengel & Bro. Company of Louisville and George D. Emery Sons of Boston, on the Chemelicon and Ulua rivers in Honduras and in Guatemala, lost a great amount of the timber they had collected.

* * *

The Hagerman Lumber Company of Pensacola, which has been buying hardwood timber in this section, has begun work on a new mill at Lake Srmonia. In connection with this the company will run a factory, using its lumber to manufacture sash, doors, blinds, etc.

MINNEAPOLIS.

(Special Correspondence.)

Minneapolis, Oct. 22, 1904.

W. C. Bailey, the pioneer hardwood lumber dealer of the Twin Cities, has left his business for a few days and has gone to St. Louis to take a look at the exposition.

* * *

Thomas E. Powe of St. Louis, vice-president of the Plummer Lumber Company, the hardwood wholesalers, paid a visit a few days ago to some of his customers in this city. He found some demand for southern hardwoods among the local consumers.

* * *

L. C. Nolan of the Bacon-Nolan Hardwood Company, Lambert, Miss., who has been ill at a St. Paul hospital with malarial fever, left last week with his family and will locate at Memphis, Tenn. They had formerly lived in St. Paul and remained there while Mr. Nolan was getting things started in the South.

* * *

Howard Watson, northwestern sales manager for the American Woodworking Machinery Company of New York, was in Minneapolis a few days ago on business.

* * *

The sash and door factory of Simonson Bros., in South Minneapolis, was entirely destroyed by fire October 7, with a loss of some \$40,000, about half of which was covered by insurance. The plant is being rebuilt, and will soon resume operations.

* * *

P. R. Hamilton of the Minneapolis Lumber Company paid a visit to St. Louis recently, combining business with fair.

PHILADELPHIA POST.

(Special Correspondence.)

Philadelphia, Pa., Oct. 22, 1904.

A movement has been inaugurated in the Lumbermen's Exchange to move from its present quarters on the second floor of the Bourse to a more central location, preferably near Broad and Chestnut streets. The chief objection to this move just now, some of the members assert, is that the lease of the present offices has until September of next year to run. They also say that this movement, unlike the one started three years ago, for the same purpose, and which failed, will be agitated until definite

PIERCE LUMBER CO.
Manufacturers and Wholesale Dealers in
HARDWOOD LUMBER
We will saw Red and White Oak exclusively for the next year
OFFICE and MILLS, OLYPHANT, ARK.

FOR SALE

OLD STOCK.

In.		Ft.
Oak.....1	1 & 2 and No. 1 Com.....	240,000
Plain Oak.....1	No. 1 and No. 2 Com.....	256,700
Plain Oak.....1	Sound Wormy.....	90,000
Gum.....1	Red, 1 and 2 and Com.....	82,000
Gum.....1	Clear Saps.....	50,400
Gum.....1	Sap Common.....	206,600
Gum.....1	No. 2 Common.....	67,200
Gum.....1	Mill Culls.....	94,800
Tupelo.....1	Log Run.....	73,100
Sycamore.....	Log Run.....	83,100
Poplar.....	No. 2 Common.....	20,000
Plain Oak.....2	No. 1 and No. 2 Common.....	24,900

NEW STOCK.

Quart'd Oak.....1	1 & 2, No. 1 & No. 2 Com.....	139,400
Plain Oak.....1	1 & 2, No. 1 & No. 2 Com.....	243,600
Plain Oak.....1	Sound Wormy.....	45,200
Plain Oak.....1 1/4	1 & 2, No. 1 & No. 2 Com.....	48,700
Plain Oak.....1 1/2	1 & 2 and No. 1 Common.....	15,400
Gum.....1	Red, 1 & 2 & No. 1 Com.....	22,400
Gum.....1	Clear Saps.....	84,450
Gum.....1	Sap Common.....	92,750
Gum.....1	Shipping Cull.....	57,400
Gum.....1	Mill Culls.....	31,300
Tupelo.....1	Log Run.....	31,000
Cottonwood.....1	1 & 2, No. 1 & No. 2 Com.....	19,900
Poplar.....1	Log Run.....	24,300
Sycamore.....1	Log Run.....	23,200
Ash.....1	1 and 2 in. Log Run.....	28,500

The above marked "Old Stock" is bone dry and ready for immediate shipment: it is band sawed from select logs, square, edged and trimmed.

Also at Paducah, Ky., 300,000 feet 1 inch, 1 1/4 inch, 1 1/2 inch and 2 inch Poplar of high grade, thoroughly dried and ready for immediate shipment. We will be glad to quote you.

NATIONAL LUMBER MFG. CO.
JACKSON, ALA.

EDWARD L. DAVIS & COMPANY,

MANUFACTURERS OF

WAGON STOCK

WHOLESALEERS OF

HARDWOOD LUMBER

9th and Oak Streets,
LOUISVILLE, KY.

BUFFALO HARDWOOD LUMBER CO., 940 SENECA STREET, BUFFALO, N. Y.



THIS PICTURE WAS TAKEN AT ONE OF THEIR PENNSYLVANIA MILLS, WHERE THEY HAVE PILED A NICE BLOCK OF DRY OAK, BIRCH, CHESTNUT, BASSWOOD, MAPLE AND ASH, ALL HAND-SAWED STOCK.

action is taken. At the last meeting of the exchange, a resolution providing for the selection of a new location was presented by Owen M. Bruner. The matter was referred to the board of directors to report at the next meeting. In the meantime Mr. Bruner is getting signers to a petition asking that the change be made. One of the arguments in favor of the removal to a location in the neighborhood of Broad and Chestnut streets, by those who wish the change, is that within a radius of four squares of that corner, thirty-nine of the 115 members of the exchange have their offices.

* * *

The Pansy Lumber Company has been incorporated at Scranton, with a capital of \$250,000.

* * *

Hugh McIlvain, Jr., of J. Gibson McIlvain & Co., is in New England on a pleasure trip.

* * *

William R. Gardy, a Virginia manufacturer, has opened offices in the Laud Title building, for a general wholesale business.

* * *

O. M. Hanscom and George H. Hugianier have opened offices in the Girard Trust building. They are manufacturers' sales agents.

* * *

J. W. Janney of this city has been elected president and treasurer of the recently organized Appomatox Planing Mill Company at Petersburg, Va.

LOUISVILLE NOTES.

(Special Correspondence.)

Louisville, Ky., Oct. 21, 1904.

Messrs. Turner Wells and William C. Taylor of Frenchburg, Menifee County, Kentucky, have completed arrangements for the construction at Paris, Bourbon County, of a \$50,000 planing mill and lumber plant. The mill will employ 100 men and will be of modern pattern. These men own four mills in the mountains and the Paris mill is designed to rehandle lumber from the other mills. Paris was chosen because of the beneficial freight rates from that point.

* * *

The Belt Line committee of the Louisville Commercial Club has formulated a report favoring the construction of a belt line to form a semi-circle about the city, connecting all railroads with the river above and below the city. The report will be considered at the meeting of the board of directors next month and steps will be taken to raise money for that purpose. The belt line will be of inestimable benefit to all lumbermen in the city.

* * *

The Mengel Box Company of Louisville has been awarded a gold medal by the commissioners at the World's Fair in St. Louis for the best display of whisky and tobacco boxes. The Mengel display at the fair is elaborate and expensive. The firm is the largest of its kind in the country.

The fight between the Lumbermen's Club and the Louisville Car Service Association has now entered the courts and a tedious struggle is predicted. The Kentucky Railroad Commission several days ago handed down a supplemental opinion in the case of the Lumbermen's Club against the Car Service Association, involving regulations referring to placing cars on public and private sidings and also relating to information to be afforded shippers, with reference to the arrival of cars. The commission went into the matter at great length. It had been reported that both the lumbermen and the railroads composing the Louisville Car Service Association had approved the opinion and that the Car Service Association was having printed a new set of rules, embodying those promulgated by the Railroad Commission. The commission fixed October 31 as the date for the rules becoming effective. The Monon Railroad Company on October 19 filed suit before Judge Walter Evans in the United States District Court for a restraining order, preventing the enforcement of the rules on the ground that the Kentucky Railroad Commission had no right to make laws for the Monon, which does only an interstate business. Judge Evans granted a temporary restraining order and set the hearing of the case for a permanent injunction for October 28. The chief point objected to by the Monon was the rule allowing forty-eight hours for shippers to unload cars after notice has been given. This they assert gives practically another day of free time. Edmund F. Trabue of Louisville and G. W. Kretzinger of Chicago, general solicitor of the Monon, filed the case. This brings the case to the point where it will probably assume national importance, in view of the determination of the shippers in this section to carry the matter through the courts and also to bring it before the Interstate Commerce Commission, if possible. A special meeting of the Lumbermen's Club will be held to consider the new phase of the question, as it was thought the railroads would abide by the decision of the Railroad Commission and no preparations had been made to confront a suit in court. However, the justness of their claims has made them determined to fight it to the end.

* * *

Kentucky's efforts in the Palace of Forestry, Fish and Game at the St. Louis fair have been rewarded with five gold medals, ten silver medals and six bronze medals. One of the gold medals is to the state at large on its collective exhibit and the superior jury of awards has been appealed to to raise this to the grand prize.

The list of prizes follows:

State of Kentucky, collective exhibit of logs, dressed specimens, etc., etc., gold medal.

Turner, Day & Woolworth Handle Company, Louisville, handles, gold medal.

Suwanee Spoke & Lumber Company,

Kuttawa, spokes and neck yokes, etc., gold medal.

Mengel Box Company, Louisville, boxes and buckets, gold medal.

The Ohio Valley Pulley Company, Maysville, split wood pulleys, gold medal.

Ferguson & Palmer, Paducah, logs and lumber, silver medal.

Von Behren-Russell Company, bent wood work, silver medal.

Hawsville Hub & Mfg. Co., Hawsville, hubs, silver medal.

Kentucky Wagon Company, Louisville, log wagons and load of logs, silver medal.

Louisville Box & Basket Company, Louisville, section of beech log and woven baskets, silver medal.

Roy Lumber Company, Nicholasville, specimens of lumber, silver medal.

Henderson Box & Basket Company, Henderson, specimens of shipping crates, silver medal.

W. W. Hite & Co., Louisville, ash boat oars, silver medal.

W. H. Gillette, Louisville, carriage poles and attachments, silver medal.

Driscoll Post Hole Auger Company, Paducah, augers, silver medal.

Voss, Cochran Mantel Company, wooden mantels with clock attached, bronze medal.

E. L. Davis & Co., Louisville, specimens of lumber, bronze medal.

Gamble Bros., Highland Park, bevel siding and hogshead staves and heading, bronze medal.

B. F. Avery & Sons, Louisville, oak plows, beams and handles, bronze medal.

L. Green & Son, Falls of the Rough, specimens of lumber, bronze medal.

G. E. Moody & Co., Louisville, specimens of lumber, bronze medal.

* * *

The Lumbermen's Club of Louisville is preparing a circular to be sent out to the lumbermen throughout the state setting forth the principles upon which it is desired to form a state lumbermen's association. A constitution and a set of by-laws are in course of arrangement, which will embody the best features of the constitutions and by-laws of the various state lumbermen's associations. The circulars have gone to the printer and will be out in a few days. They will also set forth the benefits to be derived from such an organization.

* * *

The large saw mill of S. E. Patton, near Jackson, Ky., was destroyed by fire last night, involving a loss of several thousand dollars. The extensive lumber yards near the plant were saved from damage.

* * *

The insurance on the plant of the Wood

CHATTANOOGA

GEORGE L. HUNT

713 E. 4th Street

CHATTANOOGA, TENN.

Wholesale Dealer in

HARDWOOD LUMBER

CASE LUMBER CO.

CHATTANOOGA, TENN.

Manufacturers and dealers in

HARDWOOD LUMBER

High Grade Band Sawed Quartered Oak and Poplar our Specialty.

Write us, We Have the Lumber.

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.

J. M. CARD, President

S. H. CARD, Vice-President

FRED ARN, Sec'y and Treas.

J. M. CARD LUMBER CO.

WHOLESALE and EXPORTERS OF HARDWOODS and YELLOW PINE

Members of

National Lumber Exporters' Association
National Hardwood Lumber Association

Chattanooga, Tenn.

FOR SALE HARDWOODS AND HEMLOCK

We have in pile at our mill in good shipping condition and wish to move the following: Block Ash, Basswood, Beech, Birch, Soft Elm, Pine, Hard and Soft Maple and Hemlock. Write for prices.

JOHN F. OTT LUMBER CO.
TRAVERSE CITY, MICH.

NEW WANTS AND OFFERS

Every Issue

Pages 31 to 34 Inclusive

FOR SALE

BY

THE R. G. PETERS SALT & LUMBER CO.

EASTLAKE, MICH.

No. 3 Common Hard Maple, 1, 1½, 2 and 3 inch.
No. 2 Common and Better Rock Elm, 1 and 1½ inch.
No. 2 Common and Better Beech, 1, 1¼ and 1½ inch.

BOYNE CITY**LUMBER CO.**

BOYNE CITY, MICH.

Michigan Rock Maple and other
Michigan Hardwoods.

Large Capacity. Prompt Shipments.
Rail or Cargo.

"THE NEW MILL"

Mosaic Flooring Company in New Albany, Ind., which burned recently, has been adjusted and the company has prepared contracts for a plant with a capacity almost double that of the one which burned. The old plant was valued at \$50,000 and was insured for nearly this amount. The company has purchased additional ground adjoining its old site and in addition to the main buildings of the plant will construct a handsome office building.

* * *

A party of lumbermen from Louisville and New Albany will leave to-morrow for the lumber camp of the Wood Mosaic Flooring Company on Gatinau river, province of Quebec, to inspect the camp and also to enjoy the hunting of game that abounds in that region. The party will be joined at Buffalo by several other men interested in the northern lumber fields. The party which will leave Louisville will consist of Messrs. W. A. McLean, manager of the New Albany plant of the Wood Mosaic Flooring Company; E. H. Bacon, Harry Tamplett, A. Davis and D. McDonald. Mr. Angus McLean, brother of W. A. McLean and manager of the Buffalo plant of the Wood Mosaic Flooring Company, will be in the party which will gather at Buffalo. The party will be absent about two weeks.

PITTSBURG PACKET.

(Special Correspondence.)

Pittsburg, Pa., October 22, 1904.

The planing mills of James B. Johnson, located at Center avenue and Beidler street, East End, were burned, with a total loss of \$20,000. Johnson's loss in building, machinery and stock, was \$10,000. The yards were fairly well stocked with finished lumber, nearly all of which was consumed. The mill was a big frame structure and one of the largest and best-known planing mills in Pittsburg. It will probably be rebuilt.

* * *

The Diebold Lumber & Manufacturing Company has a fine office at 6011 Center avenue, East End, and has established another office at Brushton avenue and the Pennsylvania railroad. The firm controls the output of one mill in Forest County,

Pennsylvania, which cuts 75,000 feet a day of oak and hemlock. They have one of the largest yards in the city at their mill on Wabash avenue, West End, and have enough timber under contract to keep them running two years.

* * *

J. H. Kidwell has sold 2,000 acres of timber in Highland County, West Virginia, to Charleston, W. Va., capitalists, who will build a short-line railroad and mills at once. The investment will be about \$25,000.

CINCINNATI GOSSIP.

(Special Correspondence.)

Cincinnati, O., October 22, 1904.

Ed Feuss is home from a trip to Highpoint, N. C. He visited the furniture trade there in the interests of the Ohio Scroll & Lumber Company. Business is in good shape, he says.

* * *

John Burch, representing C. Crane & Co., is visiting upper river points, securing men to work in the company's timber camps in West Virginia. It is reported that there is a scarcity of men prevalent throughout West Virginia.

* * *

M. F. Mohler of Charlestown, W. Va., who made an automobile trip from Charlestown to the St. Louis Exposition, was a recent visitor here, en route home. Mr. Mohler's family accompanied him.

* * *

A. G. Ward was appointed on October 14 by Judge A. C. Thompson, of the United States Court, to act as temporary receiver of the Ironton Door & Manufacturing Company, against which firm C. Crane & Co. and other lumber firms recently filed suit in involuntary bankruptcy. Receiver Ward will act until a trustee in bankruptcy can be elected. He will qualify in the sum of \$25,000, relieving the receiver of Lawrence County, who was appointed by the Common Pleas Court. The court directed that the new receiver work up material of the company that he finds on hand and fill orders for work to prevent a loss to the estate.

* * *

Wm. B. Hay, vice-president of the M. B.

WM. H. WHITE & CO.,

Boyne City, Mich.

MANUFACTURERS

HARDWOODS AND HEMLOCK,

ANNUAL CAPACITY:

30,000,000 Feet Lumber.

10,000,000 Cedar Shingles.

**MAPLE, SOFT AND ROCK ELM,
BASSWOOD, BIRCH, BEECH,**

Cedar Posts and Ties, Hemlock Tan Bark.

RAIL OR WATER SHIPMENTS.

Cargo Shipments a Specialty.

Farrin Company, is making a business trip through the South.

* * *

A. V. Jackson, of Stewart & Jackson, is home from Buffalo. Geo. Stewart, of the same firm, is at his desk again, after a pleasant vacation spent at eastern summer resorts.

* * *

The International Mahogany Company has removed its Cincinnati office to New York. The reason for the move was not made public.

EASTERN TENNESSEE.

(Special Correspondence.)

Nashville, Tenn., Oct. 22, 1904.

Carleton M. Lyman and E. C. Shafer of Buffalo, N. Y., who are financially interested in large furniture manufactories in that city, have been in Nashville recently to purchase large quantities of oak. They will buy something like 1,500,000 feet of lumber in the South, and it is expected that the greater part of this will be secured from Nashville firms. After being in the Nashville district for some days they will make Memphis, going from thence to Old Point Comfort and from there by boat to New York.

* * *

It is reported that Leander C. May of Chicago has closed a deal for the purchase of the large saw mill and lumber property at Yale, Bath County, Kentucky, together with the line of railway running from Yale to Salt Lick. The deal involves thousands of acres of timberlands, logs, staves, etc., and the purchase price is stated to be \$175,000.

* * *

The Middlesboro (Ky.) Mineral Railroad project along the headwaters of the Cumberland River in Harlan County, Kentucky, is again receiving attention from eastern capitalists, and the extension promises to open new timber and mineral districts.

* * *

The Prewitt-Spurr Company of Nashville will fight the test case as to lumbermen paying merchants taxes as desired by the state's revenue agents; at least this has been agreed on by the lumber folk, who will be all nominally represented in the test case referred to.

MEMPHIS MATTER.

(Special Correspondence.)

Memphis, Tenn., Oct. 22, 1904.

H. Petri, an exporter, who has had an office here for some time, has returned to Antwerp.

* * *

Memphis will early with 1905 have two new skyscrapers, each fifteen stories high, and higher than any buildings in the South, outside of Atlanta. One is being located on Main and the other on Madison.

* * *

The J. W. Thompson Lumber Company have about restored the lumber office they lost by fire in their North Memphis yard.

They had a new and good building and were considerably inconvenienced. Very little stacked lumber was damaged, owing to the prompt and good action of the fire department, together with volunteer assistance of their friends, who also offered private fire hose.

* * *

Mr. Green, proprietor of the Anchor Mill, on Wolf Island, that manufactures persimmon stock shuttles and dimension stock, has been spending a few weeks at Chicago.

* * *

James E. Stark, of James E. Stark & Co., has returned from Chicago and other northern points.

* * *

There is to be a meeting at Hotel Gayosa some time this month of the officials of the different railroads entering Memphis, with a view to reaching some conclusion about the building of a union depot. The outlook is much better now for the depot. W. H. Russe, E. E. Goodlander, and other prominent lumbermen are on the business men's committee that is pushing the consultation features along. George Gould, director in the Iron Mountain, who was here a few days ago to see about the receiving of the newly completed Belt line, gave much encouragement to the proposed union station project.

* * *

T. B. Marr, formerly of Louisville, Ky., and other woodworking capitalists, are preparing to erect at once a \$50,000 handle factory in South Memphis, that will have a capacity of 12,000 spokes per day and that will employ 100 men.

THE CLAUSES IN AMERICAN BILLS OF LADING.

We regret that the efforts which were made a year or so back to obtain better conditions in the terms of bills of lading issued for shipments of lumber from the United States to this country appear to have lapsed. Under the various bills of lading at present in use, it is practically impossible to obtain any redress from the steamship agents in respect of damaged goods, and trading upon this knowledge there is a general carelessness in handling the goods, with the result that cases of damage are numerous. The parties best able to bring pressure to bear upon the railroad companies and the allied steamship lines, in our opinion, are the shippers, and we are rather surprised that the various trade organizations interested in these export transactions have not followed the matter up more closely. Bills of lading, with the usual string of clauses exempting the ship from all kinds of liability, can certainly not be considered "clean," and we are not surprised to find there are importers on this side who, on this ground, make the shipper responsible for the damages which have occurred in transit.—
Timber Trades Journal, London, Eng.



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

East St. Louis Walnut Co
BAND MILL AND YARDS,
EAST ST. LOUIS, ILL.

MANUFACTURERS
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**WALNUT, OAK,
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In the market at all times for Walnut,
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Quartered Red Oak
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Plain Red Oak
Our Specialty is
QUARTERED WHITE OAK
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INCORPORATED
BROWNSVILLE, TENNESSEE

Write us for
prices on
**HARDWOOD
LUMBER**
OAK, POPLAR and
GUM LUMBER and
Dimension Stock

THE MARKETS

NEW YORK.

New York, Oct. 21, 1904.—(Special Correspondence.)—The conditions in the wholesale and retail hardwood trade of the metropolitan district are, according to the general opinion expressed, quite satisfactory, both as to price and demand. This is a time of year when the market is more or less between the devil and the deep sea, matters not having settled down to a winter base nor altogether out of the late summer season. There is, nevertheless, considerable inquiry for hardwood stocks, emanating from the general users, and quotations are being made on a basis which shows no decline in values. The furniture, piano and general manufacturing trade are buying freely for their wants in preparation for the Christmas season, the yards are buying in fairer volume for winter wants, and, taken as a whole, there is but little cause for complaint. Naturally, the hardwood wholesalers can do considerably more business than is being offered to them, but realizing that this is presidential year, and by no means an active season, the general view of the situation is optimistic.

Among the hardwood stocks plain oak, ash, chestnut, basswood and birch continue to be the leaders. Dry plain oak is decidedly scarce at manufacturing points and holders of dry stocks are having no difficulty in disposing of the same at firm and

advancing prices. Brown ash is practically out of the market and is in good call, together with dry white ash, the latter being by no means plentiful. In other words, ash is distinctly in a class by itself and where wanted dry stock is bringing top prices. Chestnut is also moving freely in the manufacturing trade, particularly among coffin and casket manufacturers. Basswood is likewise enjoying its full demand through the trunk, box trade and in such other lines in which it offers a substitute for higher-priced material. The demand for red birch continues unprejudicedly heavy. The amount of stock which has moved during the past months has been far greater than ever before known, and large quantities are being utilized for any number of purposes.

Poplar still continues to show little improvement, but its status is far from satisfactory. It is a source of some satisfaction to learn that holders of poplar stocks are keeping them off the market as a general thing until conditions right themselves.

It is a source of congratulation among the trade that the presidential campaign is cutting such a little figure in local trade circles. The volume of plans filed for new structures continues up to the normal, many of the retail yards are enjoying good volume of business for this season and the general opinion expressed is of an

optimistic character as to the fall and winter trade.

CHICAGO.

There is a continuation of the toning up process in the hardwood lumber market which began back in August. There began at that time a picking up in demand, and while that demand has not assumed any great proportions, it has been one of steady growth. Prices, which were inclined to be a little weak then, have become very firm, and in some cases shown an appreciable advance. There is some difference of opinion as to the matter of supply. Probably the more nearly correct report, in a general way, is to the effect that stocks are short, and this idea is borne out by actual conditions.

The situation in Chicago is not marked by any particular features. There is some little complaint regarding the call for packing box lumber, the depression being caused, it is said, by the strike in the Stock Yards during the summer. Furniture and cabinet trades are calling for a fair amount and the building trade is very active.

There is a good, healthy condition throughout and a decided improvement is looked for by some right after the election and by some others after the first of the year.

CINCINNATI.

Cincinnati, O., October 22, 1904.—(Special Correspondence.)—The situation in the hardwood trade of this district has

VOLLMAR & BELOW,
MARSHFIELD, WIS.

WISCONSIN HARDWOODS,

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We are in the Market at All Times for Stocks of Hardwood.
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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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WHOLESALE DEALER IN

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**NORTHERN
HARDWOOD LUMBER**

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G. P. A.
St. Louts.

M. H. BOHREER,
D. P. Agent.
Marquette Bldg.,
Chicago.

M. A. HAYS,
Agt. L. & I. Dept.,
225 Dearborn St.,
Chicago.



been eminently satisfactory the past two weeks. Besides further gradual improvement is making itself felt and the outlook for the future is given a rosy lining. There is one feature of the market, though, that is discouraging, viz., the fact that the demand from export sources has been extremely limited for a long time. The disturbances that usually accompany a presidential year have not been felt locally; the building trade, for instance, at this writing bidding fair to take a great deal of stock before heavy winter sets in. Furniture manufacturers are absorbing practically all the dry stock that they can lay their hands on, with the result that these stocks have rapidly gone down. Poplar, though, is an exception. Piano manufacturers have been in the market with both feet. They have bought freely, anticipating a lively winter's business. Vehicle manufacturers, for some reason or other, are proceeding slowly in laying in lumber for winter usage. The grain crops in adjacent country have been harvested and traveling salesmen have, in instances, received gratifying orders from country sources.

Quartered oak, both white and red, has been strong, though no general advance in prices has been recorded. Here and there rumors are current of sales made at \$2 per thousand higher. The upper grades of ash, especially thick stock, appear to be badly wanted and values have been firmly sustained. Practically the same thing may be said in regard to birch and chestnut. Owing to the low stage of the Ohio River receipts of cottonwood and gum from lower Mississippi mills have ceased and with a good demand these woods are up to the general strength of the market. The feeling in poplar has been bettered, though stocks are still adequate, while inquiries have continued to lack urgency. Receipts show curtailment and dealers expect conditions to materially improve, and, at that, in the near future.

PITTSBURG.

Pittsburg, Pa., October 22, 1904.—(Special Correspondence.)—The lumber market in Pittsburg is a trifle better in color than two weeks ago. This is indicated by the broadening inquiry, as well as by the better character of the orders placed. The improvement is not so marked as many dealers expected to see, but is sufficient to show that there will be plenty of business the coming winter for firms which have mills in good shape to make a big cut. A conspicuous feature of the local situation is that nearly every large firm in the city which has mills in Western Pennsylvania, West Virginia and the South has been engaged more or less the past year in putting them in the best of shape, making big additions and building hundreds of miles of tram. This shows the faith that Pittsburg firms have in the second Roosevelt administration, which they now regard as a surety, and although they have been lying on their oars, as far as making a big spread in public is concerned, they have been getting ready for a great wind-up of their tracts the next two years. All of which looks like hustling right away.

House building continues to increase at a rate that promises a very fair market for finishing materials and hemlock during the winter. Fully 500 houses have been or will be started in Pittsburg since September 1. This does not include the projects in the suburbs, which would probably aggregate 300 more. In general prospective work in the hands of architects has not been brought out from under cover, but from the most reliable sources it is evi-

dent that there is a large amount of this that will come in soon. Railroads and manufactories are planning improvements around Greater Pittsburg that will keep dealers busy supplying heavy stuff for some time to come.

There has been no change of importance in prices. Dealers are much less inclined to shave prices and are content to wait until buyers get ready to place their orders before they make any special advances. In general the run of quotations is being adhered to strictly. Hemlock and oak are the leaders in the market, with a stiff demand for both.

PHILADELPHIA.

Philadelphia, Oct. 22, 1904.—(Special Correspondence.)—A better tone now prevails in the local market than has existed for months. While many lines are still practically dormant, the trade as a whole is in a far better condition than at any time since the great slump of six months ago. There has been a considerable increase in buying, though the demand has by no means reached anywhere near the proportions which the lumbermen are hoping for. There are now but few adverse conditions in the market, and there seems to be no reason why the trade of the next few months should not be an unusually healthy one.

The increased demand for hemlock seems to be the feature of the present market. This stock has been moving steadily as a result of the improvement in the demand, and the dealers are much encouraged. Much dry stock is not to be found. The prices are close to the list. In yellow pine, there is also a good demand, while in spruce there is a better feeling existing, with confidence in the outlook. Spruce is in good demand and prices are steady.

In the white pine market there is scarcely any life. Poplar is also unusually inactive, while in North Carolina pine the demand is very light and prices very weak.

MINNEAPOLIS.

Minneapolis, Oct. 22, 1904.—(Special Correspondence.)—Yard trade in the Northwest is rather quiet, the only feature being a steady demand for white oak wagon stock and thick boards. Birch is not going out to the country yards so rapidly. Maple flooring is moving fairly well and the oak demand continues.

The most satisfactory feature of the market is the improvement in basswood. The factories are beginning to come for stock in larger quantities. The resumption of demand from the packing houses has improved the market and basswood is also returning more to favor from the furniture and molding factories. The high prices last year set them to buying gum and other woods, but now with basswood plentiful and not quite so high in

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Thick Maple (lengths piled separately) and end cured White Maple a specialty. Write for prices.

CADILLAC - MICHIGAN.

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DRY STOCK OAK AND GUM

OF ALL KINDS

Wright-Bachman Lumber Co.

PORTLAND, ARK.

HONECKER & SUMMERS

Public Accountants
and Auditors.

References from prominent lumbermen,
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McCLURE LUMBER CO.

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HARDWOOD LUMBER

OFFICE AND YARDS: 520 to 530 Franklin St., DETROIT, MICH.

Correspondence invited on all hardwoods.

price, they are returning to their first love, finding it more satisfactory. The sash and door factories here are taking oak and birch in somewhat larger quantities. The demand for special work continues and will be felt all through the winter season, as some large buildings are being completed on the inside in the late fall and winter. Elm is in steady demand and is growing scarce, some of the large dealers being entirely out. Ash is also rather hard to find in quantity.

LOUISVILLE.

Louisville, Ky., Oct. 21, 1904.—(Special Correspondence.)—The hardwood market in this section for the past two weeks has been rather quiet. However, there is a steady improvement in the demand, which has encouraged dealers and mill men to look for a pretty good fall trade. In this connection, however, it is pointed out that no boom is expected and that beyond a cleaning up of present stocks, no heavy movement is indicated. In poplar the demand is very much better than it was two weeks ago and prices are moving steadily upward. For five, six and eight quartered oak the demand is good, but No. 1, or four-quartered oak, is rather quiet. Plain oak is still in very good demand, with prices firm. Cottonwood is quiet, but prices are steady. Mill men report a broadening demand locally and also a better inquiry from outside points. Yard men also report a pretty fair demand. Inside finish men report business very active, there being orders ahead for several weeks, with continued reports of improving business from their men on the road. Hardwood floor men are working hard and are unable to cope with the demand. This is in consequence of the numerous old buildings be-

ing converted into flats and the replacing of old floors with hardwood floors. The box factories and stave and barrel plants are very busy. Chair and furniture factories are a little slack at the present time, but expect to run full within a short time.

The local yellow pine market is still booming, prices being from 50 cents to \$1 50 above those of a month ago.

NEW ORLEANS.

New Orleans, La., Oct. 22, 1904.—(Special Correspondence.)—Hardwoods during the last fortnight have assumed a stronger position in the markets, and the demand and prices have been showing a material improvement. The increase in the exports gives evidence that the export trade is improving. All in all, conditions are favorable for a betterment of the market.

For cypress there is a good demand and the prices are steady.

MEMPHIS.

Memphis, Tenn., Oct. 22, 1904.—(Special Correspondence.)—The lumber trade is showing some improvement at Memphis and a more optimistic feeling is expressed and felt in the controlling lumber circles here. Cypress is in better position, oaks continue strong, ash is in good demand. The undertone of gum, first-class cottonwood and cull cottonwood a little more favorable. The Memphis exporters have also received advices that stocks abroad are growing less, and it is hoped that the export trade will look up right soon, and the number of inquiries coming in already give a favorable view to domestic market conditions.

JOHN H. BURRELL & CO.'S WOOD CIRCULAR.

Liverpool, Oct. 1, 1904.

Ash Logs.—The arrivals as usual have been principally of round wood on contract.

Ash Lumber.—There is a fair inquiry for prime stock of good specifications.

Black Walnut Logs.—The arrivals have been moderate, and prime large logs continue in good demand, though medium, small and inferior wood is hard to sell even at low prices.

Black Walnut Lumber.—Demand quiet, supplies ample, and values ruling low.

Chestnut Logs.—No inquiry.

Hickory Logs.—The slightly improved demand noted in our last continues for strictly prime clean outts, but rough and inferior wood is very unsalable.

Oak Boards.—The supply of both plain and quartered stock is more than ample for the limited demand.

Oak Planks (Cabinet).—There has been a little more inquiry for strictly prime stock, but there is no improvement to record either in the demand or value of average parcels.

Oak Planks (Coffin).—There is rather more demand for prime parcels of good specification, but inferior planks continue to be very unsalable.

Oak Planks (Wagon).—There has been slightly more inquiry for prime parcels of suitable sizes, but it must be remembered that first quality planks 15½ feet and up 5x12 coupled with a large percentage of 3½x12 constitutes the only salable specification, as short 5x12 and thicker sizes are not now in demand, while second-class and inferior planks of any specification

B. F. McMILLAN.

C. V. McMILLAN.

B. F. McMILLAN & BRO.

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**Pine, Hemlock and Hardwood
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REAL ESTATE and LOANS,
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Hardwood Lumber

PLAIN RED
AND WHITE OAK.

QUARTERED RED
AND WHITE OAK.

POPLAR.

Always in Stock.

Our Specialty.

OAK TIMBER
AND

FLITCHES

up to 60 feet long

CUT TO ORDER.

T. F. McGEE & COMPANY

ACKERMAN, MISS.

—Manufacturers and Dealers in—

Poplar Lumber

WRITE US.

WE HAVE THE LUMBER

are excessively overstocked and quite unsalable.

Pitch Pine.—There has been a moderate import of hewn wood and the consumption has been fair. Sawm timber has again arrived freely and the stock is very excessive. Both import and consumption of planks and boards have been considerable.

Poplar Logs.—Prime, clean, well-made logs are in fair request, but medium and inferior shipments only command low values.

Poplar Lumber.—The import has been light, but the demand is quiet, and the competition among sellers to contract for future shipments is such as gives no chance for prices to rally.

Savin Walnut Lumber.—Good shipments of prime quality are in fair request.

Staves.—The demand generally continues quiet, and values are dull.

NASHVILLE.

Nashville, Tenn., Oct. 22, 1904.—(Special Correspondence.)—The trade is picking up quite a good deal now, more than any time since the new business season opened. It is believed that after the election time has passed there will be a good trade through the remainder of 1904. Chestnut and ash inquiries are plentiful and there are no considerable accumulations in these woods. Plain oak and quartered oak is quite strong. There is an improvement in high-grade poplar. From a railroad source it is gathered that lumber shipments have for some time been increasing here. These shipments include the manufactured oak, walnut, cedar, ash, poplar and sycamore grown in Tennessee, as well as the long leaf yellow pine lumber from Georgia. It is going in large quantities to the car manufacturers and to various other plants as well. Beyond an intimation that foreign stock is becoming depleted, there is no improvement in the export trade.

BUFFALO.

Buffalo, N. Y., Oct. 22, 1904.—(Special Correspondence.)—The yards here are not idle by any means, though business is not in full blast. They are all receiving stock right along and are shipping out, too, but receipts are larger than shipments. Taking into consideration how near we are to presidential election, conditions seem to warrant a very favorable prediction as to future business. It is admitted by the business interests generally that the result of the election will not materially affect business, whichever way it goes, and there is a pretty confident feeling that a marked improvement is near at hand. The fact remains, though, that factories hereabouts are not willing to buy any great quantity of lumber.

BUILDING NEWS.

Under above caption the Hardwood Manufacturers' Association of the United States furnishes its members the following letter:

October 17, 1904.

To All Members:—According to official reports to Construction News, permits were taken out in twenty-seven of the principal cities of the country during September for the construction of 9,614 buildings, aggregating \$37,014,194 in cost, against 7,108 buildings, involving an estimated cost of \$20,074,211 for the corresponding month a year ago, an increase of

2,506 buildings and \$16,939,983, or 84 per cent.

The most remarkable gain for any month so far this year was in June, when the aggregate increase was 42 per cent. Never before have such complete statistics been compiled from the standpoint of the number of cities represented. Of the twenty-seven cities enumerated, seventeen show increases varying from 3 to 386 per cent, while in two the figures are practically the same as they were a year ago, while eight show losses varying from 1 to 54 per cent. The most notable increase is in Pittsburg, where a few years ago building was upon a scale of unusual activity, but owing to the temporary depression in the iron and steel industries decreased materially, but recently that city has shown remarkable recuperative powers, permits having been taken out in September for 311 buildings, aggregating an estimated cost of \$5,089,679, against 269 buildings, involving a cost of \$1,044,190 for the corresponding month a year ago, an increase of 386 per cent. Notwithstanding the serious aspect of the labor market in New York City, permits were taken out for buildings aggregating an estimated cost of \$7,153,385, as against \$3,541,750 for the corresponding month last year, an increase of 102 per cent. Chicago's gain is notable. Permits were taken out during the month for 929 buildings, aggregating a total cost of \$6,671,920, against 614 buildings involving \$2,164,300, an increase of 208 per cent. Other notable increases were: Indianapolis, 124; Brooklyn, 130; San Francisco, 120, and Minneapolis, 109. The decreases were principally in Louisville, 51; Denver, 38; Washington, 31; Buffalo, 14; New Orleans, 12; Philadelphia, 11; Allegheny and Cleveland, each 1 per cent.

Using Chicago, St. Louis and other of the principal cities of the Middle West as a basis, indications point to a continuation, if not an increase, in the activity now prevailing. There is nothing so far discernible that will in any way interfere with a vast amount of building in all sections of the country. Yours truly,

LEWIS DOSTER, Secretary.

W. R. CHIVVIS

Successor to B. J. Ehnlis

WANTED AND FOR SALE

Hardwood Lumber

ASH, OAK, POPLAR, CYPRESS,
AGRICULTURAL AND WAGON STOCK,
Walnut and Cherry.
LESPERANCE STREET
AND THE
IRON MOUNTAIN RAILROAD TRACKS,
ST. LOUIS.

M. H. INCALLS

Manufacturers' Agent

Handling Northern and Southern
Hardwoods

On a commission basis strictly. I am on the market every day and get a chance at the going business. Let me do business for you.
Have inquiries now for

1 inch No. 2 Common Plain White and Red Oak
All thicknesses in 1st and 2nd Plain Red Oak
1 and 1½ inch No. 1 Common White Oak

—Address—

R. 422, 145 LaSalle St., Chicago.

TIMBER LANDS ALONG THE COTTON BELT ROUTE.

White oak, ash, hickory, gum, cypress, cottonwood. Sites and locations for mills and hardwood factories. Let us put you in touch with some good propositions in hardwood timber and timber lands. Write for full information, stating about what you want.

E. W. LA BEAUME, G. P. & T. A.,
Cotton Belt Route,
St. Louis, Mo.

GEORGE B. ZEARING CO.

Manufacturers and Dealers

Gum, Oak, Ash and Cottonwood

All thicknesses of Gum from ¾ to 3-inch in stock. We solicit your inquiries. We are also buyers of all Southern Hardwoods.

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Are always in position to supply the trade.
National Hardwood Association Grades Guaranteed
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NEW ORLEANS, LA.

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Cadillac, - Mich.
Hardwood dimension
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MAIN OFFICES,
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BRANCHES:
Cairo, Ill., Caruthersville, Mo.
and Memphis, Tenn.

Cash buyers of Cypress, Cottonwood, Gum and
Oak and solicit inquiries from the con-
suming trade for the following:

CYPRESS:

750,000 feet 1 inch 1sts and 2nds
200,000 " 1 1/4 inch 1sts and 2nds.
25,000 " 1 1/2 and 2 inch 1sts and 2nds.
850,000 " 1 and 1 1/4 inch select.
175,000 " 1 1/2 inch select.
90,000 " 2 inch select.
1,610,000 " 1, 1 1/4, 1 1/2 and 2 inch shop.

COTTONWOOD:

2,000,000 feet 1-inch, log run or on grade.

GUM:

2,500,000 feet 1-inch No. 2 and shipping cull.
500,000 " 1 and 1 1/4 inch furniture common.
390,000 " 1, 1 1/4 and 1 1/2 inch sap clear.

OAK:

650,000 feet 1, 1 1/2 and 2 inch Red and White
plain and quarter sawed 1sts and 2nds, No. 1
and No. 2 common.

**THE AMERICAN HARDWOOD CON-
TRACT FORM.**

A meeting of the American Hardwood Committee of the Timber Trade Federation was held at the London Chamber of Commerce on Tuesday last, to further consider the proposed American hardwood contract form, Mr. E. G. Leary presiding. The committee disapproved the draft forms (a) as revised at the meeting of July 12, 1904; (b) as further modified by the sub-committee, after considering the solicitors' report thereon; (c) and an alternative form suggested by the National Lumber Exporters' Association of the United States, from which a letter dated August 24 was read, asking that before any form was finally agreed to, the association, as representing shippers in America, should have an opportunity of making its recommendations. The three forms having been discussed at considerable length, a revised form, embodying the final conclusions of the committee, was adopted, for submission to a general meeting of the trade, under the auspices of the Hardwood Section of the Federation. The committee also approved of certain rules of procedure in arbitration arising out of the new contract form, which, it was suggested, should be printed on the back of the document for the information of parties concerned. Due notice will be given of the day and hour of the general meeting, at which it is intended to discuss not only the revised contract form, but some suggested modifications in the existing rules in force in the London Doeks for the measurement of American sawn lumber and sawn mahogany, with the object of bringing them into complete harmony with the practice in the United States; certain proposals as to the measurement of round and waxy edged legs; and a report from the sub-committee on the measurement of teak.—The Timber Trades Journal, London, Eng.

The whole of the plant of the Mobile Lumber Company, north of Mobile, Ala., was destroyed by fire and 1,000,000 feet of oak and cypress lumber was consumed, along with the wharves in front of the company's property.

**HARDWOOD TIMBER FOR MILL MEN
AND INVESTORS.**

We can put you in touch with some good things in white oak, ash, hickory, gum, cypress and other hardwoods along the Cotton Belt Route. We can give you valuable assistance in securing sites and locations for mills and factories. Write us your requirements and see what we can do.

E. W. LA BEAUME, G. P. & T. A.,
Cotton Belt Route,
St. Louis, Mo.

Read our "Wanted—For Sale—Exchange" columns, pages 32 to 36, inclusive.

H. C. HOSSAFOUS

Manufacturer and dealer in

Quartered Oak Dimension Stock, Ash, Plain
and Quartered Oak, Walnut, Cherry

DAYTON, OHIO

E. L. EDWARDS

DAYTON, OHIO

Yellow Pine, Poplar, Chestnut
White Pine

THE
**O. G. GARDNER
LUMBER CO.**

INCORPORATED

DEALERS IN

**HARDWOOD LUMBER,
TIMBERS AND DIMENSION STUFF**

Dressed Lumber, Mouldings and Turned Work

N. C. AND ST. L. R. R., FOOT OF LIBERTY ST.

JACKSON, TENN.

Jno. M. Smith
Wholesale Hardwood
LUMBER

DICKSON, TENN.

If you want straight grades,
good lengths and widths, first-
class stock in every particular,
write me for prices.

Yards at NASHVILLE, TENN.

PATENTS

Caveats, Trade Marks, Copyrights and Designs

Send your business direct to Washington.
Saves time and insures better service.

PERSONAL ATTENTION
Guaranteed. : 23 Years'

SPECIALTY—PATENTS THAT PROTECT.

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Patent Lawyers,

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WASHINGTON, D. C.

RED GUM OUR SPECIALTY FOR TWENTY-FIVE YEARS

Let us give you the benefit of the best methods of manufacture and treatment which a seasoned experience has taught us.

All grades and thicknesses, air and kiln dried, rough, dressed or worked-to-order.

We also manufacture White Oak, Red Oak, Ash, Cypress and Elm.

Himmelberger-Harrison Lumber Co.,
MOREHOUSE, MO.

THE NASH LUMBER CO.

SHANAGOLDEN, WIS.

Basswood, Birch, Soft Elm, Ash, Maple, Hemlock, Pine.

Shipping Point, Glidden, Wisconsin.

THE MCKINNIE VENEER AND PACKAGE CO.

MANUFACTURERS AND WHOLESALERS OF **HARDWOOD LUMBER**

Your orders solicited for anything in Oak, Poplar, Ash, Chestnut, Hickory or any kind of hardwoods native to this vicinity.

PADUCAH, KY.

Factory Locations and Timber Lands

May Be Found in the South Along the

SOUTHERN RAILWAY and MOBILE & OHIO RAILROAD.

Timber resources include Pine, Oak, Poplar, Hemlock, Cypress, Gum, Chestnut, Balsam, Ash, Elm and other varieties, in Virginia, Kentucky, Tennessee, North Carolina, South Carolina, Georgia, Alabama and Mississippi.

Fine locations for Furniture and Chair Factories, Spoke, Handle, Stave, Heading, Veneer and all other industries using timber.

Address for information

M. V. RICHARDS,
Land and Industrial Agent.
Southern Railway and Mobile & Ohio Railroad,
WASHINGTON, D. C.,

OR
CHAS. S. CHASE, Agent.
Chemical Building, St. Louis, Mo.

M. A. HAYS, Agent.
225 Dearborn St., Chicago, Ill.

W. A. MOYER, Agent,
271 Broadway, New York City.

Chicago

and

Cincinnati

are connected by railroad route having finely appointed trains, day and night—Sleepers and Parlors.

MONON—C. H. & D.

Ride this way once and you'll ride again—we think.

Special Homeseekers EXCURSIONS

VIA

Louisville & Nashville R. R.

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October 11 to November 15

Less than one Fare for the Round Trip

Tickets limited to return 21 days from date of sale.

For full information, rates, schedules, time tables and literature, descriptive of the various resources, agricultural, mineral and timber lands along the line, call on or address

J. E. DAVENPORT, D. P. A., - St. Louis.
H. C. BAILEY, N. W. P. A., - Chicago.
P. D. BUSH, D. P. A., - Cincinnati.
J. H. MILLIKEN, D. P. A., - Louisville.
C. L. STONE, Genl' Pass. Agt., Louisville, Ky.

READ OUR WANTED AND FOR SALE COLUMN

OHIO STOCKS**AT CONCORD, O.**

3,500 ft. 1-in. log run butternut.
100,000 ft. 1-in. log run beech.
26,000 ft. 1-in. log run chestnut.
25,000 ft. 1-in. log run elm.
70,000 ft. 1½-in. log run maple.

AT WARSAW, O.

30,000 ft. 2-in. log run pln. white oak.
40,000 ft. 1-in. log run pln. red oak.
45,000 ft. 2-in. log run pln. red oak.
29,000 ft. 3-in. log run pln. red oak.
21,000 ft. 1-in. log run poplar.

AT GARRETTSVILLE, O.

25,000 ft. 1-in. log run hardwood.
115,000 ft. 3-in. log run hardwood.

AT EARLVILLE, O.

14,000 ft. 1-in. cull chestnut.
75,000 ft. 1-in. log run poplar.
6,000 ft. 2-in. log run beech & maple.
15,000 ft. 3-in. log run beech & maple.

AT ORANGEVILLE, O.

8,000 ft. 3-in. log run hardwood.
10,000 ft. 2-in. log run pln. white oak.
7,000 ft. 3-in. log run pln. white oak.

AT NILES, O.

10,000 ft. 1-in. log run pln. white oak.
10,000 ft. 2-in. log run pln. white oak.
8,000 ft. 1-in. log run plain oak.
4,000 ft. 2-in. log run plain oak.

AT GLENMONT, O.

30,000 ft. 1-in. log run beech & maple.
147,000 ft. 1-in. log run poplar.
14,000 ft. 1-in. log run oak.
8,000 ft. 1-in. log run chestnut.
30,000 ft. 2-in. log run pln. white oak.
100,000 ft. 3-in. log run pln. white oak.
50,000 ft. 3-in. log run beech & maple.

AT STATE ROAD, O.

4,500 ft. 1-in. log run pln. red oak.
3,000 ft. 1-in. log run pln. white oak.
6,000 ft. 2-in. log run pln. red oak.
26,000 ft. 2-in. log run pln. white oak.
7,500 ft. 2-in. log run beech & maple.
53,000 ft. 3-in. log run beech & maple.

MILLS AT POINTS OFFICE
SHOWN ON LISTS 559 ROSE BUILDING

ADVANCE LUMBER CO.

CLEVELAND, OHIO

Stocks shown here are all in
good shipping condition and
manufactured from our own
timber tracts.

**Six Million Feet Bone Dry
HARDWOOD**
in our Cleveland Yard.

Have full assortment of Ties
and Piling on track ready for
immediate shipment.

SPECIALTIES { **PROMPT SERVICE**
GOOD GRADES
DRY STOCK

W. VA. STOCKS**GREENDALE, W. VA.****POPLAR.**

30,000 ft. 1-in. 1 & 2.
33,000 ft. 1-in. clr. saps.
36,000 ft. 1-in. No. 1 common.
5,800 ft. 1-in. box boards.
60,000 ft. 1-in. ship. cull.
23,000 ft. 1-in. mill cull.
12,000 ft. 1-in. log run (will sort).
12,000 ft. 1¼-in. log run (will sort).
28,000 ft. 1½-in. log run (will sort).
4,300 ft. 2-in. log run (will sort).
4,700 ft. 2-in. 1 & 2.
2,200 ft. 2-in. common.
500 ft. 2-in. ship. cull.
3,300 ft. 1-in. log run quartered.

QTD. WHITE OAK.

8,500 ft. 1-in. log run.
3,500 ft. 1-in. 1 & 2.
2,000 ft. 1-in. ship. cull.
800 ft. 1¼-in. common.

PLN. WHITE OAK.

6,000 ft. 1-in. log run.
2,500 ft. 1-in. 1 & 2.
9,500 ft. 1-in. ship. cull.
2,000 ft. 1-in. mill cull.
1,300 ft. 1¼-in. common.

CHESTNUT.

11,000 ft. 1-in. log run.
1,500 ft. 1-in. 1 & 2.
1,300 ft. 2-in. 1 & 2.
7,500 ft. 2-in. common.
3,500 ft. 2-in. mill cull.

BASSWOOD.

9,000 ft. 1-in. log run.
9,000 ft. 1-in. ship. cull.
1,200 ft. 1-in. mill cull.

AT PIKETON, O.

10,000 ft. 1-in. log run pln. oak.
4,500 ft. 4-in. log run pln. oak.
44,000 ft. 3-in. log run pln. oak.
1,800 ft. 1½-in. log run hickory.

LOT "C."

29,000 ft. 1-in. log run poplar.
14,000 ft. 1-in. log run oak.

AT SCARY, W. VA.

16,000 ft. 1-in. 1 & 2 poplar.
10,000 ft. 1-in. common poplar.
20,000 ft. 1-in. ship. cull poplar.
9,500 ft. 1½-in. ship. cull poplar.

MISSISSIPPI STOCKS**AT FITZHUGH, MISS.**

67,000 ft. 1-in. 1 & 2 & com. qtd. white oak.
12,000 ft. 1-in. 1 & 2 & com. qtd. red oak.
19,000 ft. 1-in. 1 & 2 & com. pln. white oak.
9,500 ft. 2-in. 1 & 2 & com. pln. white oak.
26,000 ft. 3-in. 1 & 2 & com. pln. white oak.
7,500 ft. 1-in. 1 & 2 & com. pln. red oak.
8,800 ft. 2-in. 1 & 2 & com. pln. red oak.

AT MAUD, MISS.

10,000 ft. 1-in. 1 & 2 & com. pln. red oak.
10,000 ft. 1-in. 1 & 2 & com. pln. white oak.
10,000 ft. 2-in. 1 & 2 & com. pln. R. & W. oak.
5,000 ft. 1-in. 1 & 2 & com. white ash.
5,000 ft. 2-in. 1 & 2 & com. white ash.
10,000 ft. 1-in. log run gum.

AT DUNDEE, MISS.

40,000 ft. 1-in. log run gum.

MISSISSIPPI STOCKS**(CONTINUED)****AT LULA, MISS.**

2 cars 1-in. log run qtd. red oak.
100,000 ft. 1-in. log run pln. red oak.
75,000 ft. 1-in. log run gum red oak.

ARKANSAS STOCKS**AT EDMONDSON, ARK.**

3,100 ft. 1-in. 1 & 2 & com. qtd. red oak.
196,000 ft. 1-in. 1 & 2 & com. pln. red oak.
3,400 ft. 2-in. 1 & 2 & com. pln. red oak.
486,000 ft. 1-in. log run gum.
20,500 ft. 1½-in. log run elm.
4,500 ft. 1-in. 1 & 2 & com. cypress.
29,000 ft. 1½-in. 1 & 2 & com. cypress.
12,000 ft. 2-in. 1 & 2 & com. cypress.

GEORGIA STOCKS**CASSANDRA, GA.**

50,000 ft. 1-in. 1 & 2 poplar, reg. widths.
10,000 ft. 1-in. 1 & 2 poplar, 24 in. & wider.
5,100 ft. 1-in. pop. box boards, 9 in. wide.
25,500 ft. 1-in. pop. box boards, 8 to 10 in. wide.
26,000 ft. 1-in. pop. box boards, 10 to 12 in. wide.
5,500 ft. 1-in. pop. box boards, 11 in. wide.
29,000 ft. 1-in. clear sap poplar.
50,000 ft. 1-in. No. 1 com. poplar.
12,000 ft. 1-in. wide com. poplar.
50,000 ft. Nos. 1 & 2 com. poplar, bg. stk.
40,000 ft. 1-in. No. 2 com. poplar.
12,000 ft. 1½-in. log run white ash.
7,000 ft. 1-in. 1 & 2 qtd. white oak.
9,000 ft. 1-in. 1 & 2 qtd. w. oak, 10 in. & wider.
8,000 ft. 1-in. com. qtd. red & white oak.
21,000 ft. 1-in. shipping cull qtd. red oak.
5,000 ft. 1-in. 1 & 2 plain white oak.
5,000 ft. 1-in. 1 & 2 plain red oak.
12,000 ft. 1-in. No. 1 com. plain red oak.
4,000 ft. 1-in. shipping cull pln. red & white oak.
14,000 ft. 2-in. com. & cull pln. red & white oak.
5,000 ft. 2-in. mill cull pln. red & white oak.
12,000 ft. 1-in. 1 & 2 chestnut.
16,000 ft. 1-in. No. 1 com. chestnut.
10,000 ft. 1-in. log run chestnut.
16,000 ft. 1-in. log run basswood.

WANTED—FOR SALE—EXCHANGE.

WANTED—POSITION

as book-keeper, thoroughly experienced in lumber and freights. Can give good references. Address L. M. C., care of Hardwood Record.

WANTED—SITUATION

as buyer and inspector of Hardwoods, export preferred. Acquainted with sources of supply. Will go anywhere. South preferred. Good references. Address "K," care of Hardwood Record.

WANTED

A first-class hardwood lumber inspector to act as buyer for factory to be located after October 1st at Cairo, Ill. Prefer party with some capital who can take business interest.

VEHICLE SUPPLY CO.,
North Manchester, Ind.

BUSINESS OPPORTUNITIES.

FOR SALE CHEAP.

A good saw and shingle mill; am willing to sell at a sacrifice if taken at once. Write or apply to WEBSTER MFG. CO., Station "B," Superior, Wis.

FOR SALE—SAW MILL.

A complete circular saw mill, including edger, trimmer, cut-off saw, bull wheel, log turner, engine, boiler, etc., now in operation in Mississippi. Also complete steam skidder with steel cables, blocks, etc. Address BLANTON-THURMAN CO., Memphis, Tenn.

FOR SALE OR EXCHANGE.

A fine modern residence in good state of repair, with large grounds located in good city in Central Indiana, now occupied by owner. Cost \$65,000 to build, cannot be duplicated for that sum now; worth \$50,000. Will sell cheap or exchange for pine or hardwood timber lands. Address S. F. C., care Hardwood Record.

NOTICE TO LOGGING CONTRACTORS.

On November 1, 1904, the National Lumber Manufacturing Company, 1019-20 Ashland Block, Chicago, will receive sealed bids for cutting and logging their 4,400-acre timber tract, known as the Dewhurst tract, near Smithfield, Wetzel County, W. Va. Conditions of contract to be:

Contractors to cut all the timber on the tract and deliver same to the Company's mill at the mouth of Archer Fork as required by them, estimated at 25,000 to 30,000 feet per day. Timber to be cut under the direction of the Company and scaled by them by the Doyle-Scribner rule. Bids to be made on a basis of price per thousand feet, scaled as delivered, and paid at intervals of thirty days.

Also bids to cut and deliver at Company's switch on the B. & O. Railroad all such timber as shall be desired to sell as piling. Price to be quoted per linear foot.

Also to cut, manufacture and deliver at same place all timber suitable for pole ties. Price on this item to be quoted by the piece.

Contractor may if desired take over the Company's logging equipment, consisting of about four miles of narrow gauge railroad, one Climax locomotive, fourteen logging cars, two flat cars, one double drum skidding engine with about five thousand feet of line, one single drum loading engine with about five hundred feet of line, and other tools and appliances, camp, etc.; same to be used exclusively for this contract and to be returned in good order at its expiration.

Contractor will be required to furnish a \$10,000.00 surety company bond conditioned on the faithful performance of the contract.

The Company reserves the right to reject any or all bids.

Plan to the tract may be seen at the Company's Chicago office, or the timber may be inspected by applying to their local manager at mill, near Smithfield, W. Va. Total estimated stumpage, 25,000,000 feet.

For further information address National Lumber Manufacturing Company, 1019-20 Ashland Block, Chicago.

FOR SALE.

600,000 feet dry log run gum.
Can furnish oak bills to order on quick notice—wagon, stock, piling timbers, etc.

Would sell out—property consisting of two saw mills, cotton gin, 40 lots, nine houses for employes, all in Success, Ark., 4,000 acres timber land adjoining, 300-acre farm. A first-class place for saw milling—splendid location for sack barrel factory. Will sell at a bargain.

JOE McCRACKEN & SON,
Success, Ark.

WORTH SEEING.

Do not fail to visit our exhibit in the Liberal Arts Building (section 20), World's Fair, St. Louis.

R. HOE & CO.,
Manufacturers Saws and Printing Presses,
New York.

WANTED—

Partner in Saw Mill Business.

I have well equipped and up-to-date circular saw mill, including shingle machine, planer and matcher, cut off saw and three saw edgers. Machinery all new and in good condition. I have more business on hand than I can look after and wish to sell a half interest to some good man experienced in saw milling. I have a splendid location for a saw mill, plenty of timber, such as pine, oak, poplar and hickory. Address

T. C. CRENSHAW,
Goldridge, Ga.

NORTHERN WISCONSIN RESOURCES

Northern Wisconsin offers the finest opportunities for manufacturing and settlement. Fine grazing lands, hardwood timber and splendid soil for the settler; iron ore, clay, marl and kaolin for the manufacturer, are awaiting those who seek the opportunity. Transportation facilities are of the best. Interesting booklets, maps, etc., are yours for the asking. W. H. Killan, land and industrial commissioner; Jas. C. Pond, general passenger agent, Wisconsin Central Railway, Milwaukee, Wis.

FOR SALE—SAW MILL.

We have a first-class band saw mill to offer at a bargain. The mill is complete in every respect, fully equipped with best leather belts, pulleys, sawdust conveyors, live rolls, shafting, etc.

The following is detailed list and description of it:

Saw Mill Machinery.

One McDonough 12 in. x 8 ft. wheel band mill.
One 16 ft. 4 block carriage, two Knight dogs, 36 ft. 10 in. shot gun feed.
One three saw McDonough gang edger.
One two saw trimmer—6 to 22 ft.
One three saw slab slasher.
One steam cut-off saw.
One over-head turner with chain and hook.
One bull wheel and log track with wire cable.
One derrick, fitted with raising and lowering apparatus and two wire cables.
Five 10 in. x 47 ft. band saws.
Six 28 in. slasher saws.
Two 24 in. cut-off saws.
Six 18 in. edger saws.
Four 18 in. trimmer saws.

Filing Room.

One Covel automatic band saw grinder.
One stretcher.
One lap grinder.
One 6 ft. filing clamp.
One anvil.
One 36 in. x 3 ft. leveling block.
One 6 ft. straight edge.
One Pribnow swage shaper.
One White swage.
One forge for heating brazing irons.
One 7 horse power vertical engine with all pipes and connections.

Boiler House.

Two 60 in. x 16 ft. boilers with smoke stack 48 in. x 65 ft.
One Gordon hollow blast grate with 24 in. fan to furnish draught.
One Erie City Engine 18x22 automatic governor, with all pipes and connections to boiler.
One feed pump to boiler.
One coil heater.
One steel tank.
The mill has only been used a short time and is as good as new. Address

A. R. VINEDGE LUMBER CO.
1003 Fort Dearborn Bldg. 134 Monroe Street.
Chicago, Illinois.

LUMBER WANTED.

WANTED—OAK TIMBER.

White oak, square edged and sound, mostly 12 x 12 and under. If you can get out such stock promptly and at a fair price, address

BROWNLEE & CO.,
Detroit, Mich.

SPECIAL WANTS.

Cash paid for 1 inch black walnut and 1 inch common and better plain oak. Advise what you have—will come and look over your stock. Address C. J. FRANK,
1809 North Alabama Street, Indianapolis, Ind.

WANTED

1st and 2nd clear yellow pine rough.
6 cars 1x6 and over wide.
1 car 1 1/4 x 6 and over wide.
1 car 1 1/2 x 6 and over wide.
2 cars 2x6 and over wide.
Quote price f. o. b. St. Louis, stating lengths, width and how dry.

THE BONSAK LUMBER COMPANY,
St. Louis, Mo.

WANTED.

1 1/2-inch shipping and mill cull Poplar.
1 1/2 and 2 inch cull Black Ash.
1 1/2-inch cull quarter-sawed Red Oak.
1-inch mill cull Basswood.
No. 3, 4 and 5 Pine boards.

PAGE & LANDECK LUMBER CO.,
Milwaukee, Wis.

WANTED.

Cottonwood in car lots, barge lots and mill cuts. Advise what you can furnish and quote us your very best prices F. O. B. C. your shipping point and prompt future shipments.

THE FULLERTON-POWELL HARDWOOD LUMBER CO.,
South Bend, Indiana.

WANTED TO BUY

Butternut or white walnut, 1sts and 2nds and common, 1 inch to 2 inches thick. Want principally 1 1/4 inch.

THE LITTLEFORD LUMBER CO.,
Cincinnati, Ohio.

WANTED—PLAIN RED AND WHITE OAK.

We can use for prompt and future shipment several hundred thousand feet of 1, 1 1/4, 1 1/2 and 2 inch common and better plain Red and White Oak. Advise what you have to offer, stating dryness and prices F. O. B. C. your shipping point. We will send an inspector to take up and ship this stock in lots of five cars or more.

THE FULLERTON-POWELL HARDWOOD LUMBER CO.,
South Bend, Indiana.

WANTED—ASH.

We are in the market for several carloads of 2-inch and thicker 1st and 2ds, and good Southern Ash. Advise what you have to offer with your very best prices F. O. B. C. your shipping point and state dryness.

THE FULLERTON-POWELL HARDWOOD LUMBER CO.,
South Bend, Indiana.

WANTED

Buyer for 200 M to 300 M feet 1 inch white and red plain and quarter-sawed oak, green from saw, or advance percentage on same as put on ticks. Address OAK, care Hardwood Record.

SOME OF OUR WANTS.

We want plain Red and White Oak, all grades and thicknesses.

One inch Cottonwood, all grades.
One inch Tupelo Gum, common and better.
One inch Red Gum, common and better.
One inch Cherry and Red Cedar.
One inch to two inch bass, Elm, Birch and Maple, in the various grades. Address

THE JOHN GILLESPIE LUMBER CO.,
Lumber and Seward Sts., Chicago.

THE GRAHAM LUMBER CO., Ltd.

MANUFACTURERS OF

YELLOW POPLAR LUMBER & HARDWOOD LUMBER

WHOLESALE DEALERS IN ALL KINDS OF

OFFICE: 41 E. Fourth St.

CINCINNATI, O.

WANTED—POPLAR.

Two cars 1-inch cull poplar.
MESSINGER HARDWOOD LUMBER CO.
Clybourn and Elston Aves., Chicago.

WANTED.

100,000 ft. 1 in. 1st and 2nd plain red oak.
100,000 ft. 1 in. common plain red oak.
100,000 ft. 1 in. 1st and 2nd plain white oak.
200,000 ft. 1 in. common plain white oak.
100,000 ft. 1 in. 1st and 2nd quarter-sawed white oak.
200,000 ft. 1 in. common quarter sawed white oak.
10,000 ft. 1 1/2 in. 1st and 2nd plain white oak.
10,000 ft. 1 1/2 in. common plain white oak.
10,000 ft. 1 1/2 in. 1st and 2nd plain red oak.
10,000 ft. 1 1/2 in. common plain red oak.
30,000 ft. 1 in. 1st and 2nd quarter-sawed red oak.
30,000 ft. 1 in. common quarter-sawed red oak.
20,000 ft. 1 1/4 in. 1st and 2nd quartered-sawed red oak.
30,000 ft. 1 1/2 in. common quarter-sawed red oak.
50,000 ft. 1 1/4 in. 1st and 2nd plain red oak.
50,000 ft. 1 1/4 in. common plain red oak.
Make prices f. o. b. your shipping points; to be inspected there.

W. A. DAVIS,
1612 Marquette Building, Chicago, Ill.

WE WANT:

20 cars 2 inch Hickory, half 12 and half 14 foot, 1st and 2nd and Common.
20 cars 2 1/2 inch and 3 inch, 12 and 14 foot Hickory, 1st and 2nd and Common.
20 cars 1 inch, 1 1/4 inch and 1 1/2 inch Cherry, 1st and 2nd, Common and Cull.
50 cars 1 inch Red Oak, plain sawed, 1st and 2nd and Common.
50 cars 1 inch White Oak, plain sawed, 1st and 2nd. Also 1 1/4 inch, 1 1/2 inch and 2 inch plain Red and White Oak.

EMPIRE LUMBER CO.,
North Branch and Blackhawk Sts., Chicago.

WANTED

Five carloads 1 inch log run birch.
One carload 1 inch 1sts and 2nds red birch.
One carload 1 inch common red birch.

DUEMEIER BROTHERS,
Cincinnati, Ohio.

WANTED.

1 inch 1st and 2nd plain oak.
P. G. DODGE LUMBER CO.
2116 Lumber Street, Chicago.

WANTED

Two cars 3/4 inch birch.
One car 1 inch 1st and 2nd cherry.
M. ROEDER.
1440 Roscoe Street, Chicago.

WANTED—HARDWOOD LUMBER

200 M feet 1 inch 1sts and 2nds plain red oak.
250 M feet 1 inch common plain red oak.
Want prices f. o. b. Chicago.
JOHNSON & KNOX LUMBER CO.
314 Chamber of Commerce, Chicago, Ill.

WANTED—WALNUT.

We can use several carloads of 1-inch Walnut log run or on grades green or dry for immediate shipment. Would also accept a small per cent of thicker stock. Advise what you have to offer with your very best prices F. O. B. C. your shipping point, stating dryness.
THE FULLERTON-POWELL HARDWOOD LUMBER CO.
South Bend, Indiana.

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 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

Wagon stock—Poles, reaches, holsters and axles.
1 inch, 1 1/4 inch, 1 1/2 inch and 2 inch plain and quartered red and white oak.
3 inch 1sts and 2nds plain white oak.
1 inch and 2 inch wormy oak.
2 inch and 3 inch log run soft elm.
1 inch, 1 1/2 inch and 2 inch wormy chestnut.
1 inch No. 2 and No. 3 common cottonwood.
1 inch No. 2 and No. 3 common gum.
1 inch No. 2 and No. 3 common poplar.
1 1/2 inch and 2 inch common and 1st and 2nd hickory.
Small oak dimension stock to be cut on order.
Send for list.

PAGE & LANDECK LUMBER CO.
Milwaukee, Wis.

WANTED—FOR CASH.

Walnut, oak and cherry logs and lumber. Correspondence solicited.

EAST ST. LOUIS WALNUT CO.,
East St. Louis, Ill.

WANTED.

We have a steady demand for the usual thicknesses in the different grades of Oak, Ash and Poplar. Write us for cash prices.
WM. F. GALLE & CO.,
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.

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—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.

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

WANTED.

The cut of a band mill sawing principally Oak, Ash and Poplar. Will pay cash weekly. Address
FERD BRENNER LUMBER CO.,
Chattanooga, Tenn.

WANTED—WALNUT.

All grades and thicknesses. Will pay cash and inspect at shipping point.
W. R. CHIVVIS,
Main and Lesperance Sts., St. Louis, Mo.

WANTED.

200 M feet 1-inch sound Wormy Chestnut.
100 M feet 1 1/4-inch sound Wormy Chestnut.
100 M feet 1 1/2-inch sound Wormy Chestnut.
100 M feet 2-inch sound Wormy Chestnut.
T. B. STONE LUMBER CO.,
Cincinnati, O.

WANTED TO BUY.

Dry stock and for prompt shipment, several cars each 1 1/4 inch 1st and 2nds and No. 1 common chestnut; 1 1/2 inch No. 1 common quartered white oak; 1 inch 1st and 2nds, No. 1 common and No. 2 common cherry; 1 1/4 inch 1st and 2nds and No. 1 common cherry, and 1 1/2 inch 1st and 2nds and No. 1 common cherry. Make prices f. o. b. cars Cincinnati, giving full description of stock as to quantity each thickness and grade, widths and lengths, and how long same has been on sticks. We pay cash.
L. W. RADIN & CO.,
S. W. Cor. Clark St. and Dalton Ave., Cincinnati, O.

WANTED.

I am in the market for 1-inch and thicker Birch
LELAND G. BANNING,
5th & Main Sts.,
Cincinnati, O.

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,
Blue Island av. and Robey Sts. Chicago.

WANTED.

10 cars 2 1/2-in. Common and Better Soft Elm.
10 cars 3-in. Common and Better Soft Elm.
W. & B. HARDWOOD LUMBER CO.
1084 So. Paulina St., Chicago.

WANTED.

To contract for
500,000 ft. 1-in. 1st and 2nd Plain Red Oak.
500,000 ft. 1-in. Common " " "
100,000 ft. 3/4-in. 1st and 2nd " " "
100,000 ft. 3/4-in. Common " " "
100,000 ft. 1/2-in. 1st and 2nd " " "
100,000 ft. 1/2-in. Common " " "
300,000 ft. 2 and 3 in. Common and Better Soft Elm.
If you can furnish all or any part of this order, address, with price F. O. B. mill or delivered in Chicago.

GEO. W. STONEMAN & CO.,
76-82 West Erie St., Chicago, Ill.

WANTED.

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

WANTED.

1-inch Walnut, all grades.
Plain and quartered Oak, all thicknesses and grades.
Will pay cash and receive at shipping point.
FINK-IEDLER CO.,
Ashland Ave. and 22nd St., Chicago.

BENNETT & WITTE**Cash**

Buyers of Well Manufactured

Poplar, Cottonwood, Gum

OAK, PLAIN AND QUARTERED—WHITE AND RED, ASH, ELM AND CYPRESS.

MAIN OFFICE:

Cable Address: "BENNETT," Cincinnati or Memphis.
Branch: 28 Southern Express Bldg., Memphis, Tenn.

222 W. 4th St., Cincinnati, O.

WANTED.

Oak and Ash poles for immediate delivery.
McCLURE LUMBER CO.,
 Detroit, Mich.

WANTED.

Plain Red Oak, 1sts and 2nds 1 and 1 1/4-inch.
 " " " common 1 and 1 1/4-inch.
 " " White Oak, 1sts and 2nds 1, 1 1/4, 1 1/2 and 2 in.
 " " " common 1, 1 1/4 and 1 1/2-inch.
 Quartered Red Oak, 1sts and 2nds 1 and 1 1/4-inch.
 " " " common 1 and 1 1/4-inch.
 " " White Oak, 1s and 2s 1, 1 1/4 and 1 1/2 in.
 " " " common 1, 1 1/4 and 1 1/2-inch.
 Cottonwood 1-inch all grades.
 Soft Elm 1 to 3 inch common and better.
 Cherry 1-inch all grades.
 Have permanent inspectors in various parts of the U. S. and will inspect at shipping point. Write us.

STANDARD LUMBER CO.,
 Buffalo, N. Y.

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.

1,000,000 feet plain Red and White Oak.
 500,000 feet quartered Red Oak.
 200,000 feet quartered White Oak.
 If you have anything in this line to offer kindly let me hear from you.
CHARLES DARLING,
 409 Merchants Loan & Trust Bldg., Chicago.

WANTED.

Two cars 2 inch 2 1/2 inch and 3 inch common and better plain white oak.
 Ten cars 1 inch common and 1st and 2nd plain white or red oak.
 Five cars 1 inch common and 1st and 2nd quartered white oak.
DUHLMEIER BROS.,
 Cincinnati.

LUMBER FOR SALE.

FOR SALE.

2 carloads dry 1st and 2nd white oak 1 inch boards.
 1 carload dry No. 1 common white oak 1 inch boards.
 1 carload dry No. 2 common white oak 1 inch boards.
 5 carloads dry No. 3 common white oak 1 inch boards.
 All 8, 10, 12, 14 and 16 feet long.
 1 carload dry inch log run basswood boards, 8, 10, 12, 14 and 16 feet long.
 1 carload dry 1st and 2nd 1 inch chestnut boards.
 3 carloads dry inch sound wormy chestnut boards.
 3 carloads dry clear oak squares, 2 in. x 2 in. x 18 in.
 2 carloads dry clear oak squares, 2 in. x 2 in. x 13 1/2 in.
 2 carloads dry clear oak squares, 2 in. x 2 in. x 15 1/2 in.
 1 carload dry clear oak squares, 2 in. x 2 in. x 19 in.
HENDERSON LUMBER COMPANY,
 Anthony, W. Va.

FOR SALE.

Three cars 1 1/2 inch soft grey elm.
 Maples, all standard thicknesses.
 Beech, 1 inch, 1 1/2 inch and 3 inch.
 Also basswood, birch and other northern hardwoods.
BROWNLEE & CO.,
 Detroit, Mich.

FOR SALE.

10 cars 1 inch log run maple.
 5 cars 1 1/2 inch log run maple.
 4 cars 2 inch log run maple.
 1 car 3 inch log run maple.
 Correspondence solicited.
LONGFELLOW & SKILLMAN LUMBER CO.,
 Grand Rapids, Mich.

FOR SALE.

Two cars 1-inch 1st and 2ds qtd. White Oak, 10 to 18 inches wide.
 Four cars 1-inch log run Walnut.
 One car 1 1/2 and 2 inch log run Walnut.
 Will sell on grades, wide and fine. All Indiana hand sawn stock.
WESTERN LUMBER CO.,
 Richmond St. and McLean Av.
 Cincinnati, O.

Lumber For Sale.

Cypress, Ash, Poplar and Oak.
 Our Cypress is Louisiana Gulf red stock air dry.
 Ash, tough white case.
 Poplar, soft yellow.
 We ship high-class grades, as we sell only rough lumber with no widths or selected boards picked out.
 We are always in the market with stocks. Put our name on your inquiry list. Address
SOUTHERN SAW MILL CO., LTD., New Orleans, La.

WANTED TO SELL.

One million feet gum lumber to be cut and delivered f. o. b. Southern Railway, ten miles from West Point, Miss. Call on or address
J. E. SEITZ,
 West Point, Miss.

FOR SALE.

Quartered white oak, 1 to 3 inches thick.
EDWARD L. DAVIS & CO.,
 Louisville, Ky.

FOR SALE

150,000 feet 1 inch, 8 inches wide and up, 1sts and 2nds selected clear maple, thoroughly dry.
 Apply H. C. S., care Hardwood Record.

FOR SALE

100,000 feet of 1, 1 1/2 and 2 inch soft elm, dry, cut from large timbers at \$30 for 1sts and 2nds; \$20 for No. 1 common f. o. b. Detroit, Mich. Address
E. W. LEECH, Detroit, Mich.

FOR SALE

Eight cars 1 in. No. 2 common plain white and red oak, thoroughly dry, \$10 per 1,000 f. o. b. St. Louis.
 Address B. B. care Hardwood Record.

WANTED TO SELL

500,000 ft. 1 and 2 inch Cypress.
 500,000 ft. 1 and 2 inch Red Gum.
KNIGHT BROS.,
 Glover, Miss.

WANTED ORDERS

For large quantities of white oak sawed timbers; car stock; crossing plank; switch ties and bridge timbers, 40 feet and shorter.
DUNBAR MILL & LUMBER CO.,
 Bardwell, Ky.

FOR SALE

1 car 1 inch No. 1 common poplar.
 1 car 1 inch No. 2 common poplar.
 1 car 1 inch common and better linn and 2 inch 1sts and 2nds ash.
GEORGE L. HUNT,
 Chattanooga, Tenn.

FOR SALE-CYPRESS.

One million feet 1 inch shop.
 500 M ft. 1 inch common.
HOYT & WOODIN CYPRESS CO.,
 Randolph Building, Memphis, Tenn.

FOR SALE

We have a large and complete stock of quartered white oak.
 Ohio stock, all thicknesses.
 Can make low prices.
 Lumber finely figured.
 Send us your inquiries.
DUHLMEIER BROTHERS,
 Cincinnati, Ohio.

FOR SALE

Ten cars 3 inch grey elm, 80% 1sts and 2nds, 20% No. 1 common.
 Ten cars 2 inch grey elm, 80% 1sts and 2nds, 20% No. 1 common.
 Ten cars 2 inch birch, 75% 1sts and 2nds, 25% No. 1 common.
 Five cars 1 inch quartered red oak strips.
 Five cars 1 inch quartered white oak strips.
THOMPSON LUMBER CO., Ltd.,
 National City Band Bldg.,
 Grand Rapids, Mich.

FOR SALE-POPLAR

40,000 feet 1-inch select.
 60,000 feet 1-inch common.
 50,000 feet 1-inch saps.
 60,000 feet 1-inch cull.
 Three cars bevel siding.
T. F. MCGEE & CO.,
 Ackerman, Miss.

LUMBER FOR SALE.

1 car 3/4-in. poplar beaded ceiling.
 We will make a low price on the above. Write for particulars.
CYPRESS LUMBER CO.,
 Cincinnati, O.

FOR SALE.

Ten cars 3-inch oak planking.
 Ten cars 2-inch oak planking.
MOWBRAY, ROBINSON & EMSWEILER,
 Cincinnati, Ohio.

FOR SALE.

A complete stock of dry quartered White and Red Oak, 1, 1 1/4, 1 1/2 and 2 inches thick in both 1st and 2nd and common grades, good widths and figure; ready for prompt shipment.
THOMPSON & McCLURE,
 278 Randolph Bldg.,
 Memphis, Tenn.

FOR SALE.

10 cars 1 in. to 2 in. Birch.
 1 car Curly and Red Birch.
 100 cars 1 in. to 4 in. Maple.
 20 cars 1 in. and 1 1/2 in. Basswood.
 3 cars Cherry.
J. S. GOLDIE,
 Cadillac, Mich.

FOR SALE

100,000 feet 1 inch 1sts and 2nds chestnut.
 150,000 feet 1 inch No. 1 common chestnut.
 Stock dry, and fine widths.
 Will quote delivered prices on request.
DUHLMEIER BROTHERS,
 Cincinnati, Ohio.

FOR SALE.

200,000 feet 1 inch No 1 common, seasoned Poplar
 15,000 feet 1 inch first and second, seasoned Poplar 20 inches and up wide.
 10,000 feet 3/4 inch first and second, seasoned Poplar 18 inches and up wide.
 100,000 feet 1 inch No. 1 common plain White Oak.
 100,000 feet 1 inch No. 1 common quartered White Oak.
THE NORMAN LUMBER CO.,
 Louisville, Ky.

FOR SALE.

Send us your wants for dry stock in Oak and Gum.
WRIGHT-BACHMAN LUMBER CO.,
 Portland, Ark.

WANTED TO MOVE AT ONCE

200 M feet 1 inch 1sts and 2nds popular 1 to 2 inches thick.
JNO. M. SMITH,
 Dickson, Tenn.

FOR SALE.

500 M ft. 1 inch Common and Better Cottonwood.
 300 M ft. 1 inch Select Common Cottonwood.
 300 M ft. 1 inch Common Plain Red Oak.
 100 M ft. 1 inch Common Plain White Oak.
 100 M ft. 1 1/4 inch 1st and 2nd White Ash.
 100 M ft. 3 inch 1st and 2nd White Ash.
 500 M ft. 1 inch Common and Better Gum.
 500 M ft. 1 1/2 inch Common and Better Gum.
 100 M ft. 1 inch Wisconsin Red Oak, 1st and 2nd.
 150 M ft. 1 inch to 2 inch Common and Better Black Ash.
 5 cars each 1 1/2 inch and 1 1/4 inch Quartered White Oak.
 1,000,000 ft. 1 inch Common and Better Basswood.
E. SONDHEIMER Co.,
 Address Main Office, 757 Railway Exchange,
 Chicago.

FOR SALE.

25 M ft. 1 inch 1st and 2nd quartered white oak.
 40 M ft. 1 1/2 inch common and better soft elm.
 40 M ft. 2 inch common maple.
 25 M ft. 2 inch 1st and 2nd maple.
 40 M ft. 2 inch 1st and 2nd poplar.
 30 M ft. 2 inch cull poplar.
 One car 1 1/2 inch 1st and 2nd quartered red oak.
 One car 1 1/2 inch 1st and 2nd quartered white oak.
MESSINGER HARDWOOD LUMBER CO.,
 Clybourne Place and Elston Ave., Chicago.

FOR SALE.

90,000 ft. 1 1/4 inch Basswood No. 1 Common and Better.
 150,000 ft. 1 inch No. 2 Common and Better Birch.
 15,000 ft. 1 1/4 inch No. 2 Common and Better Birch.
 30,000 ft. 1 1/4 inch No. 2 Common and Better Birch.
 8,000 ft. 2 inch No. 2 Common and Better Birch.
 25,000 ft. 1 inch No. 3 Common Birch.
 32,000 ft. 1 inch No. 1 Common and Better Cherry.
 20,000 ft. 1 inch and thicker No. 3 Common Cherry.
ENGEL LUMBER CO.,
 Grand Rapids, Mich.

FOR SALE-GUM.

300 M feet 3/4 inch common and better gum, dry.
 300 M feet 1 inch gum box boards, 13 inches to 17 inches wide, dry.
 200 M feet 1 inch 1st and 2nd sap gum, 12 inches and wider, dry.
GEORGE B. ZEARING & CO.,
 De Valls Bluff, Ark.

WANTED-OAK PLANK.

3-inch common, white or burr oak plank, 8 inch and wider, 12, 14 and 16 ft. long.
 12 x 12 timbers.
 Also 3-inch plank and 12 x 12 timbers 20 ft. and longer.
CONTINENTAL LUMBER CO.,
 Monadnock Bldg. Chicago

**WANTED
 Hardwood Lumber**

Plain oak, quartered oak, walnut, poplar and cottonwood. Willing to contract for season's cut of mill. Bandmill preferred. Address with full particulars.
C. M. R. 45 care Hardwood Record.

FOR SALE.

Poplar, Oak, Ash, Chestnut in any grade or thickness. Can make prompt delivery from our new yards at Winton Junction, Cincinnati.
 STEWART & JACKSON,
 612 Mercantile Library Bldg., Cincinnati, O.

FOR SALE.

Pennsylvania stock. 60,000 feet 2-inch log run Birch, band sawed and end trimmed. 30,000 feet 3-inch common and better Birch, band sawed and end trimmed. 12,000 feet 2-inch log run White Oak. 27,000 feet 2-inch plain Red Oak. 12,000 feet 1-inch log run plain White Oak.
Tennessee stock. One carload of 1-inch to 2-inch common and better Chestnut, 25% 1st and 2nd, mostly 1 inch.

At another point. 3,831 feet 1-inch 1st and 2nd Chestnut. 7,380 feet 1-inch No. 1 common. 475 feet 1 1/4-inch 1st and 2nd. 1,660 feet 1 1/4-inch 1st and 2nd. 1,024 feet 1 1/4-inch 1st and 2nd Chestnut.

At another point. 2,350 feet 1-inch 1st and 2nd Chestnut. 2,870 feet 1-inch No. 1 common. 439 feet 1-inch to 2-inch 1st and 2nd. 1,701 feet 1-inch No. 1 common. 559 feet 1 1/4-inch 1st and 2nd. 178 feet 1 1/4-inch common. 1,830 feet 1 1/4-inch No. 1 common.

At another point. 2,130 feet 1-inch 1st and 2nd. 2,964 feet 1-inch No. 1 common. 7,816 feet 1-inch S. W.

At another point. One car of 2 inch common and better Hickory.

We have in our yard here 304,000 feet extra fine Cherry besides a complete stock of Oak, Ash, Mahogany, Maple, Birch and all kinds of cabinet woods.

Please favor us with your inquiries.

ROSS LUMBER CO.,
 Jamestown N. Y.

FOR SALE.

Our revised stock list appears in this paper the first issue of every month. Look it over and write us your wants. We make prompt shipments.

C. & W. KRAMER,
 Richmond, Indiana.

FOR SALE.

We offer:

- 200 M feet 2 inch Maple Log Run.
- 100 M " 1 1/2 inch Maple Log Run.
- 100 M " 1 inch Maple Log Run.
- 100 M " 1 inch No. 1 and No. 2 common Birch.
- 50 M " 1 inch common Basswood.
- One car of 1 inch No. 1 common Cherry.

DUDEY & DANIELS LUMBER CO.,
 Grand Rapids, Mich.

FOR SALE.

We wish to move our cut—
 1 inch to 1 1/2 inch No. 2 common and better maple.

2 inch to 4 inch No. 1 common and better maple.
 1 inch No. 2 common and better basswood.
 1 inch and 2 inch No. 2 common and better rock elm.

1 inch and 2 inch No. 2 common and better birch.

1 inch and 1 1/4 inch No. 2 common and better soft maple.

1 inch to 2 inch No. 2 common and better black ash

1 inch to 2 inch No. 2 common and better beech.

1 inch No. 2 common and better cherry
 1 inch and thicker No. 3 common hardwood in this cut.

Specialties—75 M feet 5/8 inch beech No. 2 common and better.

50 M feet 1 inch beech No. 2 common and better, 50 per cent 1sts and 2nds

50 M feet 1 inch birch No. 3 common.

100 M feet 1 inch to 4 inch birch No. 2 common and better.

100 M feet 1 inch soft elm No. 2 common and better.

3 cargoes 1 inch and thicker maple, basswood, birch, elm, etc., No. 2 common and better.

We ask your inquiries for above stock. Quotations promptly given.

GIBBS & HALL,
 Grand Rapids, Mich.

FOR SALE.

We have piled at a mill in Arkansas, 300,000 feet of 1 inch log run cottonwood, which we are anxious to move. Will sell either on grades or log run.

BUFFALO HARDWOOD LUMBER CO.,
 940 Seneca Street, Buffalo, N. Y.

FOR SALE—INDIANA BAND SAWED QUARTERED WHITE OAK.

At Indiana points of shipment.

36 M ft. 3/8 in. clear face quartered Oak strips, 2 to 3 1/2 in. wide.

40 M ft. 3/8 in. clear face quartered Oak strips, 4 to 5 1/2 in. wide

7 M ft. 3/8 in. clear face quartered Oak strips, 2 1/2 to 5 1/2 in. wide.

20 M ft. No. 1 common 3/4 in. quartered Oak.

25 M ft. 1st and 2ds, 3/4 in. quartered Oak.

35 M ft. No. 1 common 3/4 in. quartered Oak.

8 1/2 M ft. 1st and 2ds, 3/4 in. quartered Oak.

R. A. KIPP & CO.
 816-828 W. 6th St., Cincinnati, O.

FOR SALE.

The following lot of Mississippi Soft Yellow Cypress Lumber in grades of shop common, selects and 1st and 2nds, from which prompt shipments can be made:

- About 750,000 ft., 1 1/4 inch.
- 500,000 ft., 1 1/4 "
- 500,000 ft., 1 "
- 500,000 ft., 2 "
- 100,000 ft., 3 "
- 50,000 ft., 2 1/4 "

All on sticks at our mills in Mississippi.
 BLANTON & THURMAN CO.,
 Memphis, Tenn

MACHINERY.

NARROW GAUGE EQUIPMENT FOR SALE.

One 28-ton Lima engine.
 One 28-ton Mogul.
 One 22-ton American type
 15 No. 1 Russell logging cars.
 Four miles 20-lb. steel rail.
 Two miles 25-lb. steel rail.
 One mile 30-lb. iron rail.
 One double e-drum log loader.
 All 36-inch gauge. All in thorough repair.
 Write for prices.

ROBBINS LUMBER CO.,
 Rhinelander, 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

A. L. K.,
 Care Hardwood Record.

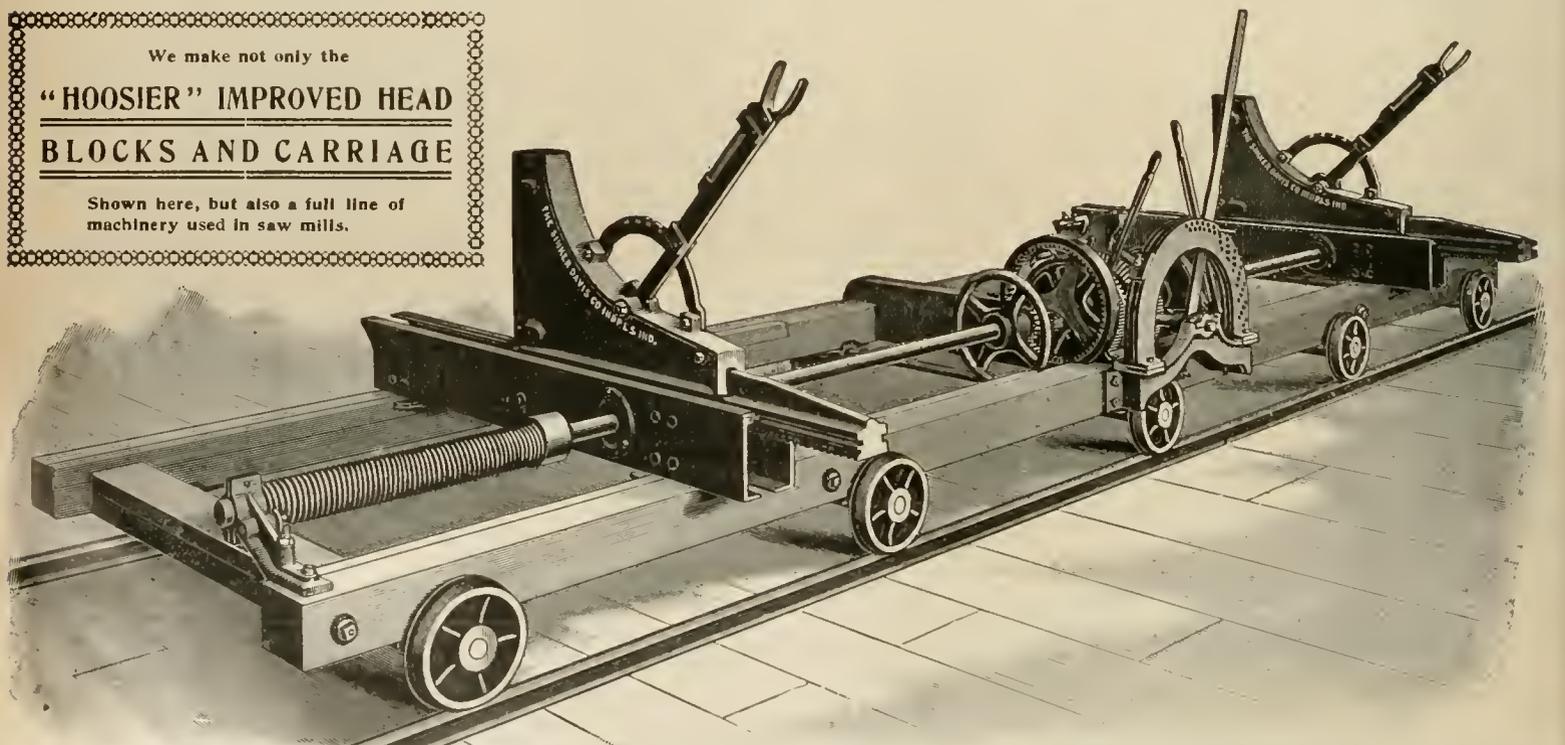
TIMBER PROPOSITIONS.

FOR SALE.

10,000 acres Mississippi Delta. Elegant land and good timber. Worth \$10 an acre; will take \$7.50 per acre. Address for full particulars
 S. M. T., care Hardwood Record.

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.

Buyers and Sellers in
GRAND RAPIDS, MICHIGAN
 THE GREAT FURNITURE MANUFACTURING MART

WANTED!

25 cars enll Gum, Cottonwood or Yellow Pine for crating purposes. Quote price delivered in Grand Rapids. Also 10 cars 3x3-18 to 36 inch in white or red oak.
A. H. DAVID, Grand Rapids, Mich.
 Buyer of All Kinds of Hardwoods.

J. F. QUIGLEY LUMBER CO.,
 Grand Rapids, MICH.
Hardwood Lumber.

We have complete stocks of dry hardwoods in Grand Rapids, all kinds, all grades, all thicknesses, mixed car load lots our specialty.
 General Office and Yards: South East Street and Pere Marquette R. R. Down Town Office: Michigan Trust Building, 94 Pearl Street.

THOMPSON LUMBER CO., Ltd.

Hardwood Lumber

GRAND RAPIDS, - MICHIGAN.

We are in the market at all times for plain and quartered Oak, both Red and White.

Send us your stock lists and prices.

DUDLEY & DANIELS LUMBER CO.,
 Manufacturers and Dealers
Michigan Hardwood Lumber,

Maple, Elm, Ash, Birch, Beech, Hemlock Shingles.
GRAND RAPIDS, - - - MICHIGAN.
 Please Note—We have a complete stock of Southern Oak on our yards, at Logansport, Indiana.
 12-6-10-8-6

GEORGE S. WILKINSON, Pres. W. C. WINCHESTER, Vice Pres. N. J. G. VAN KEULEN, Sec'y and Treas

Van Keulen & Wilkinson Lumber Co.
 Manufacturers and Wholesale Dealers
HARDWOOD LUMBER AND CRATING STOCK

Office, 337 and 339 Michigan Trust Company Building
GRAND RAPIDS, MICHIGAN
 See our list on Want and For Sale Page.

— READ OUR —
WANTED—FOR SALE—EXCHANGE
 Pages 31 to 34 Inclusive

DO YOU WANT

Ash, Elm, Basswood, Birch or Maple?

IF SO WRITE
LONGFELLOW & SKILLMAN LUMBER CO.,
 GRAND RAPIDS, MICH.
 Manufacturers and Dealers.



Do You Want to Know

about the most delightful places in this country to spend the Summer?

A region easy to get to, beautiful scenery, pure, bracing, cool air, plenty of attractive resorts, good hotels, good fishing, golf, something to do all the time—economical living, health, rest and comfort. Then write today (enclosing 2c stamp to pay postage) and mention this magazine and we will send you our 1904 edition of

"MICHIGAN IN SUMMER" containing 64 pages, 200 pictures, maps, hotel rates, etc., and interesting information about this famous resort region reached by the **Grand Rapids & Indiana Railway**

"The Fishing Line"

PETOSKEY	WEQUETONING	MACKINAC ISLAND
BAY VIEW	WALLOON LAKE	TRAVERSE CITY
HARBOR POINT	CROOKED LAKE	NORTHPORT

A fine train service, fast time, excellent dining cars, etc., from St. Louis, Louisville, Indianapolis, Cincinnati, Chicago.

C. L. LOCKWOOD, Gen'l Passenger Agt.

Grand Rapids & Indiana R. y



Grand Rapids, Michigan.

WANTED! | FOR SALE

ALL KINDS OF
Michigan Hardwoods
 Grand Rapids, Mich.
ENGEL LUMBER CO., - - -
 402-403 Houseman Bldg. See our list of special wants and offers in Wanted and For Sale column.

ARCHIBALD GIBBS

WINTHROP C. HALL

GIBBS & HALL

Wholesale Dealers in Michigan Forest Products

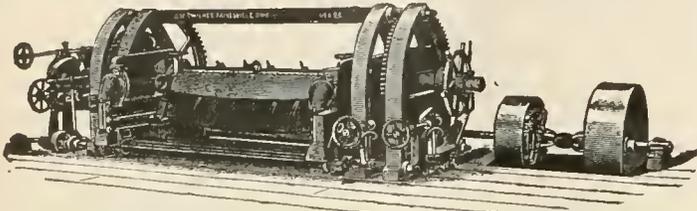
Pine, Hemlock, Lath, Shingles, Etc.
Hardwood Lumber a Specialty

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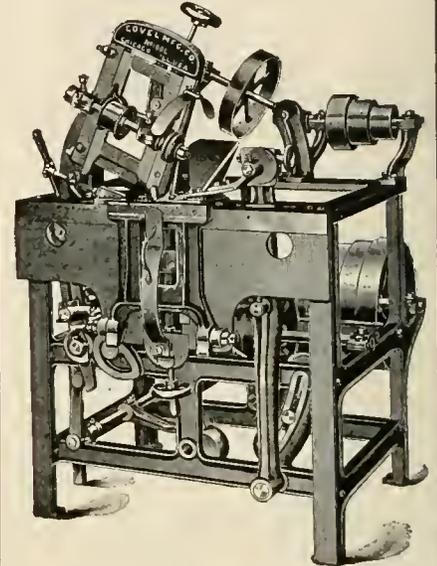


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The book is devoted exclusively to the line you are interested in and it is not necessary for you to wade through information you are not interested in. ::

Remember we also have a well organized COLLECTION DEPARTMENT and solicit your business in this line. :: :: ::

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Hollow Blast Grates, Edgers and Trimmers.



The TOWER 2 and 3 saw Edgers, improved. For mills cutting not to exceed 20,000 feet in ten hours.

The TOWER EXTRA 3-saw Edgers. A larger and heavier edition of the "TOWER," for mills cutting up to 30,000 ft.

OF THESE EDGERS THERE ARE

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Among the many reasons for their great popularity are the following:

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3. The feed rolls are adjustable in FOUR directions, which means absolute accuracy.
4. The saws may be removed easily and quickly without disturbing the arbor.
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We also manufacture the celebrated Gordon Hollow Blast Grate and the TOWER One-man 2-saw Trimmer.

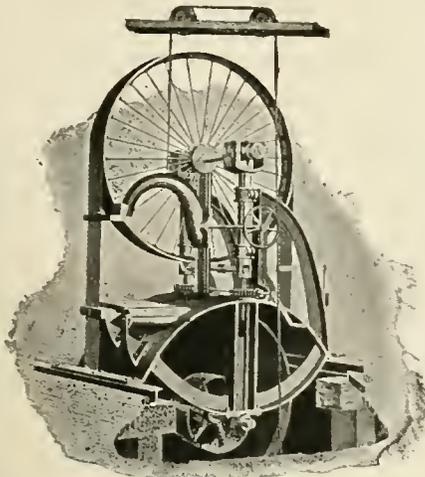
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KALISPELL, Mont., Dec. 21, 1903.
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 Gentlemen: Your inquiry regarding the six-foot band mill we purchased of you some time since is at hand.

In answer will say that it gives good satisfaction. With one 12x14 engine we saw and plane on an average of thirty-three thousand feet per day.

We are confident it will cut forty thousand per day without running the planer.

We have some 2x40-inch plank that speak for themselves and show what the mill will do
 Yours very truly.

MAUCH & REDLINGSHAFFER.

The band mill here shown has wheels 6 feet in diameter, uses saws 8 inches wide, cuts a kerf one-eighth of an inch in width, and requires ten per cent less power to run it than a rotary doing the same work

PHOENIX MFG. CO.,
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50 and 50 Off

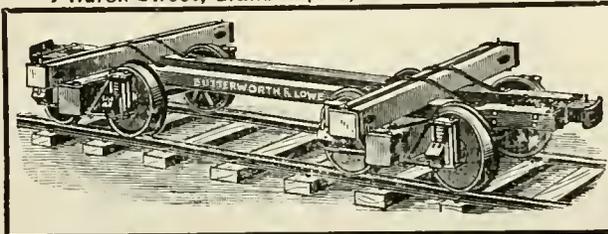
All sizes and kinds of Solid and inserted tooth Second-Hand Saws will be put in perfect order and shipped on trial guaranteed to be as good as new at 50 & 40 and 50 & 50 per cent from list price.
 This means a saving of from \$20.00 to \$50.00 on a saw.

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Quality is the Thing!

HIGH-GRADE SILVER STEEL SAWS, his eyes would open and he would marvel at the ease and smoothness with which operations were conducted. It isn't at all doubtful but that he would immediately consign every one of his own troublesome saws to the scrap pile and forthwith place ATKINS SAWS at every position in the mill where there was the slightest degree of annoyance. At least, that would be the logical adjustment of the matter.



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ATKINS SAWS are covered by a broad warranty that protects the user and places him at his ease.



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A LESSON IN ECONOMY; OR, Why Some Lumbermen Prosper—and Others Don't.

You up-to-date lumbermen can't still be using a circular mill; if you are just read this and see why you are not rich: "We have found that the band mill is saving us at least 2,500 feet of lumber a day, or over \$40.00 a day. We figure that we have lost in the last five years by using a circular mill, \$100,000 worth of lumber—so you couldn't induce us to get another circular mill."

There's a sermon in this frank admission—and this is the lesson: To keep up the pace you have got to use up-to-date tools—and you know it, too. The difference between success and failure lies in the machine—so use the best—use up-to-date tools.

The circular mill takes out an average of 5-16 of an inch saw kerf.

This BAND MILL, with an 18-gage blade, about 1-16 of an inch.

A gain of 4-16 of an inch on every cut.

A saving of 20 per cent.

An inch of good lumber on every five cuts.

20 cents on every dollar of lumber cut.

A great saving on ANY kind of lumber—but what a saving on FINE lumber.

Now don't you think such a money-saver is worth inspection? Besides, it is safer to operate, does faster work, and does it much better.

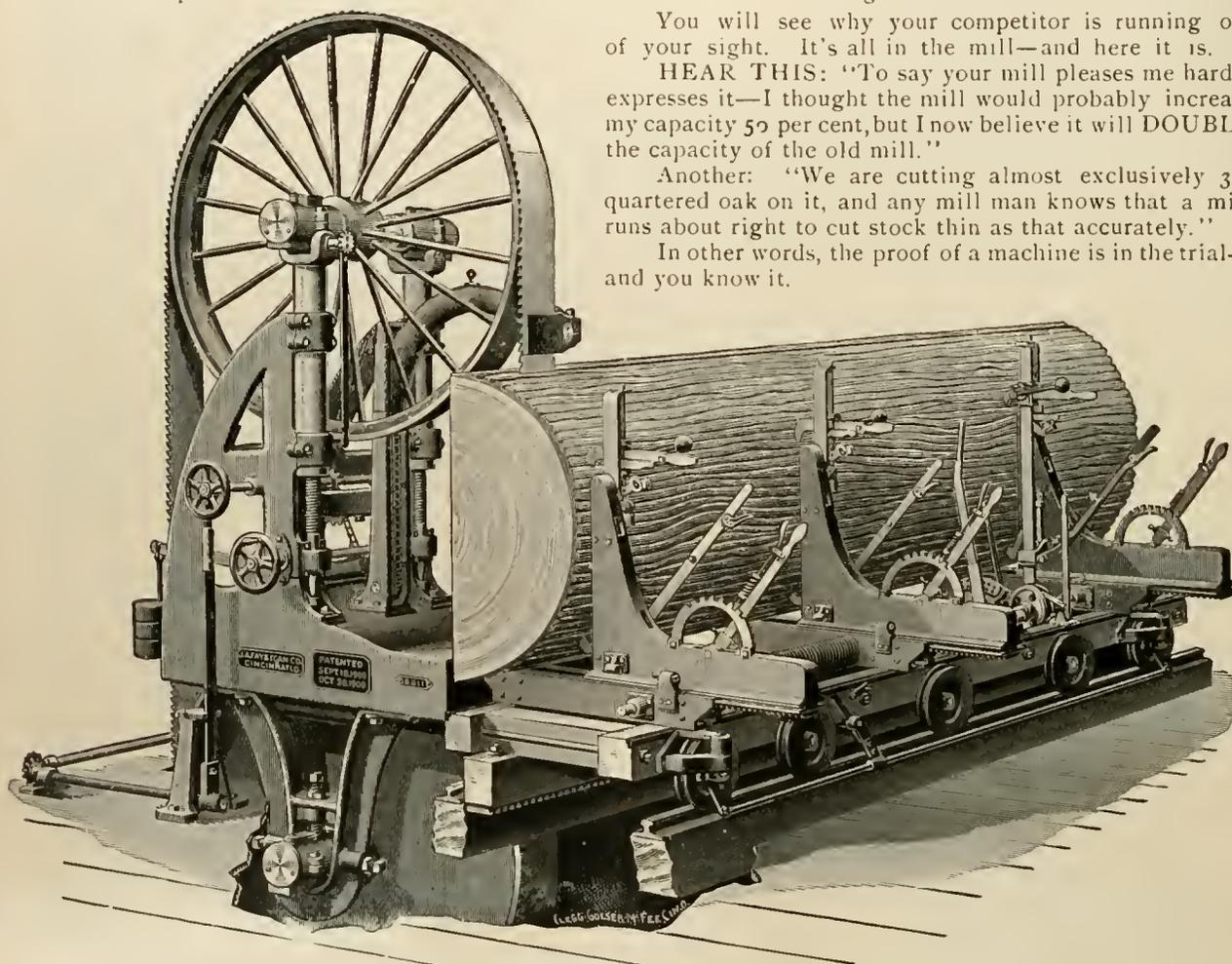
Write for copies of letters we have received from those who are now using it.

You will see why your competitor is running out of your sight. It's all in the mill—and here it is.

HEAR THIS: "To say your mill pleases me hardly expresses it—I thought the mill would probably increase my capacity 50 per cent, but I now believe it will DOUBLE the capacity of the old mill."

Another: "We are cutting almost exclusively 3-8 quartered oak on it, and any mill man knows that a mill runs about right to cut stock thin as that accurately."

In other words, the proof of a machine is in the trial—and you know it.



NO. 57 PATENT PONY BAND MILL.

For fine sawing in hard wood. Tension on saw blade hung on knife edge balance.

Free: Catalogue. Sender Book, Band Saw Pamphlet. Postal does the trick—Send it now.

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BEWARE OF IMITATIONS



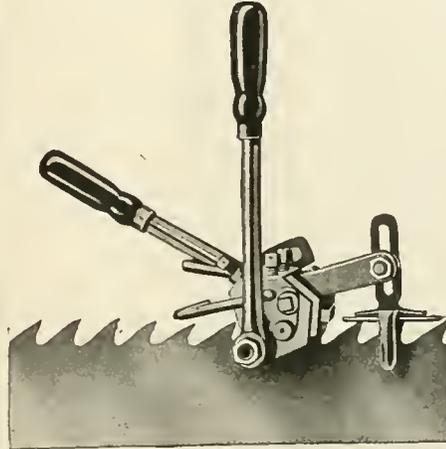
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Adjustable Saw Swage**

FOR ALL KINDS OF SAWS



Let us send you one to use free of charge for thirty days. Then if you feel that you can afford to do without it, you are to return it at our expense.

A trial will cost you nothing. We can

**SAVE YOU
Time, Files,
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By the action of the dies the steel is refined which causes the saw to carry a better cutting edge, and prevents splitting and crumbling of teeth, thus

Hanchett Band Saw Swage.

Increasing the Life of the Saw from Twenty to Thirty Per Cent.

Did you ever see our Swage Shaper ?

Write for Circular "N" to

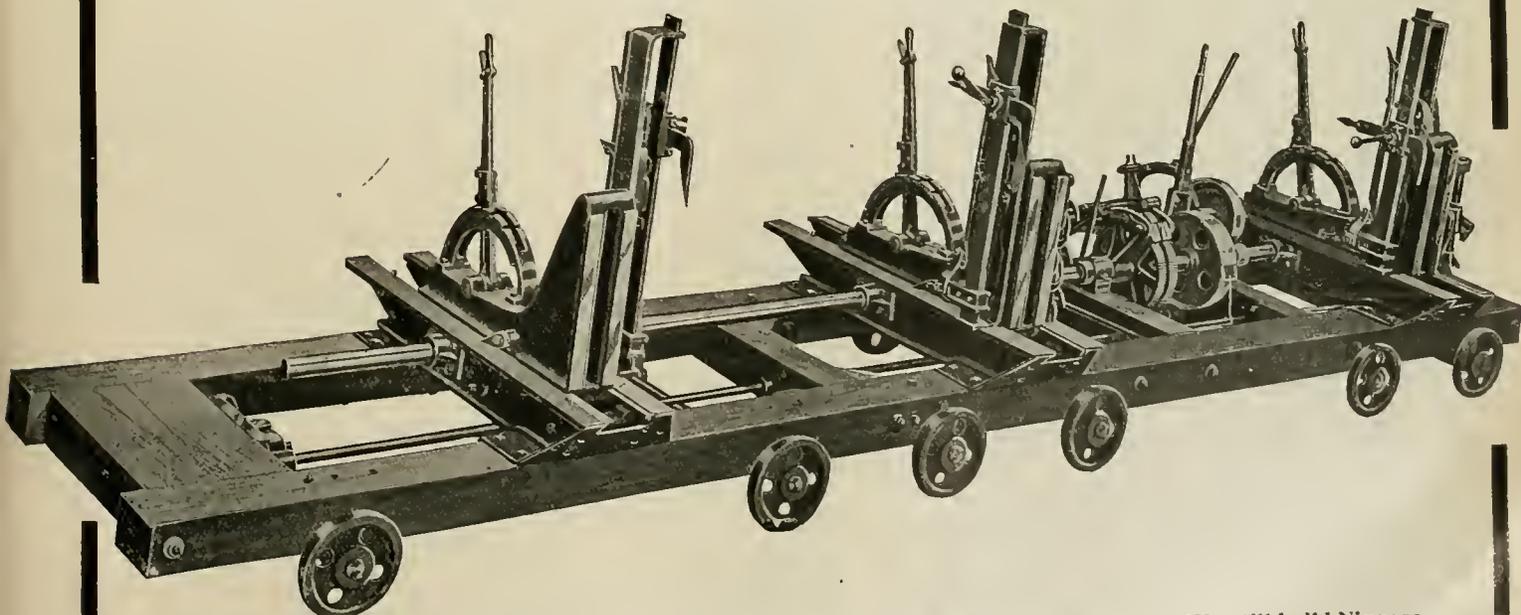
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A NIGGER CANNOT BREAK THIS CARRIAGE

If properly handled because it has Forged Steel Blocks, Cast Steel Knees, Forged Steel Racks, and other parts of Best material obtainable.



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MILL MEN! Send us a list of what you have in all kinds of Hardwoods. Quote lowest cash price and freight rate to Indianapolis.

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Thin Stock a Specialty
Ample Stocks—High Class Lumber
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Ship Timber and Heavy Oak a Specialty

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Below is a partial list of stock which we offer **FOR SALE :**

- 5 cars 1 inch No. 1 Common Poplar, saps and selects in.
 - 1 car 2 inch 1st and 2nd Poplar, 17 inches to 42 inches wide, 50 per cent 24 inches and up wide.
 - 1 car each 7 inch to 12 inch Poplar and Cottonwood Box Boards.
 - 1 car each 13 inch to 17 inch Poplar and Cottonwood Box Boards.
 - 1 car 18 inches and up Cottonwood Box Boards.
 - 10 cars 1 inch Common and Better Cottonwood.
 - 2 cars 3 inch 1st and 2nd Plain White Oak.
 - 1 car 4 inch 1st and 2nd Plain White Oak.
 - 1 car 1 1/4 inch Rejects Quartered White Oak, 10 inches and up wide.
 - 2 cars 3 inch 1st and 2nd Quartered White Oak.
 - 1 car 2 1/2 inch to 6 inch 1st and 2nd Quartered White Oak.
 - 3 cars each 1 inch, 1 1/4 inch and 1 1/2 inch 1st and 2nd Quartered White Oak.
 - 3 cars each 1 inch, 1 1/4 inch and 1 1/2 inch Common Quartered White Oak.
 - 1 car each 2 inch Common and 1st and 2nd Quartered White Oak.
 - 2 cars 2 1/2 inch to 5 1/2 inch Quartered White Oak Strips.
 - 2 cars 2 1/2 inch to 5 1/2 inch Quartered Red Oak Strips.
 - 1 car each 3/4 inch and 3/8 inch 1st and 2nd Quartered White Oak.
 - 1 car each 3/4 inch and 3/8 inch Common Quartered White Oak.
 - 1 car each 3/4 inch 1st and 2nd Quartered White Oak, 10 inches and up wide and 12 inches and up wide.
 - 1 car each 1 inch 1st and 2nd Quartered White Oak, 10 inches and up wide and 12 inches and up wide.
 - 1 car each 1 1/4 inch 1st and 2nd Quartered White Oak, 10 inches and up wide and 12 inches and up wide.
 - 2 cars 1 inch Rejects Quartered White Oak, 10 inches and up wide.
 - 1 car 2 1/2 inch to 6 inch 1st and 2nd Cherry, small per cent of common.
 - 1 car 1 inch 1st and 2nd Black Walnut.
 - 1 car 2 1/2 inch to 6 inch 1st and 2nd Black Walnut.
- We have a very complete assortment in the above kinds of Indiana hardwoods and solicit inquiries.
- MALEY & WERTZ, Evansville, Ind.**

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YES, THIS IS INDIANA LUMBER

—Dry stock and we can furnish it
cut thin or thick.

- 1 Car each 3/4-in. common and 1st and 2nds q't'd. White Oak.
- 2 Cars " 3/4-in. " " " " " " " "
- 6 " " " 1-in. " " " " " " " "
- 8 " " " 1-in. common " " " " " " " "
- 2 " " each 1 1/4-in. common and 1st and 2nds " " " "
- 1 Car " 1 1/2-in. " " " " " " " "
- 1 " " " 2-in. " " " " " " " "
- 2 Cars " " 3-in. " " " " " " " "
- 1 Car " " 3-in. common " " " " " " " "
- 1/2 " " each 1-in and 1 1/4-in. 1st and 2nds. " " Red Oak.
- 2 Cars " " 2-in. 1st and 2nds " " " " " "
- 2 " " " 1-in. " " " " " " plain " " "
- 1 " " " 1-in. " " " " " " " White " " "
- 1 Car each 1 1/2-in. " " " " " " plain Red and White Oak.
- 1 " " " 3-in. " " " " " " " " " "
- 1 " " " 3/4-in. common " " " " " " Poplar.
- 4 Cars " " 3/4-in., 8-in. and up " " " " " Sap Poplar
- 3 " " " 3/4-in. 1st and 2nds " " " " " Poplar. " " " "
- 2 " " " 3/4-in. " " " " " " " 14 to 19 in. wide.
- 1 Car " " 3/4-in. " " " " " " " 20 to 23 in. "
- 2 Cars " " 3/4-in. " " " " " " " 24 to 27 in. "
- 1/2 Car " " 3/4-in. " " " " " " " 28 in. and up "
- 3 Cars " " 1-in. " " " " " " " " " "
- 2 " " " 2-in. " " " " " " " " " "
- 5 " " " 3-in. " " " " " " " " " "
- 10 " " " 2-in. common " " " " " " " " " "
- 7 " " " 1-in. " " " " " " " " " "
- 4 " " " 1-in. Box Boards " " " " " " " " " "
- 10 " " " 3-in. 1st and 2nds. " " " " " " Hickory.

May, Thompson & Thayer,
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CASH BUYERS POPLAR, WALNUT CHERRY, QUARTERED OAK,
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Plain White and Red Oak
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We can furnish Rotary Poplar, Ash, Gum,
Maple and Walnut from thick to thin and
lumber grades which make you grin.

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principally 1¼ in. thick,
but can use all thicknesses from 1 in. to 2 in. common
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WILL PAY CASH FOR DESIRABLE LOTS OF

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WE WANT

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**Quartered White Oak,
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In all grades and thicknesses. We pay cash for all we buy and inspect at point of shipment when desired to do so. Write to us at our Buffalo office.

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Plain Sawed Red Oak and Chestnut in
All Grades and Thicknesses.

ALSO OTHER HARDWOODS.

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We Want to Buy for Cash

Plain-Sawed Oak, 1 inch and thicker.
Quarter-Sawed Oak, 1 inch and thicker.
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Vol. XIX.

CHICAGO, NOVEMBER 10, 1904.

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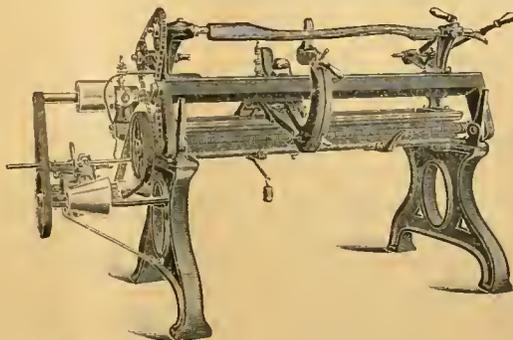
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 Fork, Hoe, Rake,
 Broom, Ice Hook
 and Mop Handles,
 Pike Poles, Whif-
 fletrees, Yokes,
 Spokes, Porch
 Spindles, Table
 Legs, Tent Stakes,
 Ball Bats, Mallets,
 Gun Stocks, Etc.

Boring Machines,
 Automatic Sanders,
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C H E R R Y

In our yards now, 300,000 feet of dry stock, ready for
 immediate shipment, which comprises the finest and
 most complete stock in the country to-day.

We also have a large stock of white ash, and should be
 pleased to receive your inquiries for all kinds of lumber.

Ross Lumber Co.
 JAMESTOWN, N. Y.

THE

A. R. Vinnedge Lumber Co.

WHOLESALE DEALERS IN

HARDWOOD LUMBER

OFFICE: 134 Monroe Street **CHICAGO** YARDS: Division and No. Branch Sts.

WE ARE IN THE MARKET

[FOR A GENERAL LINE OF DRY

Northern and Southern Hardwoods

Would be pleased to receive your correspond-
 ence and memorandum of dry stocks on hand.



Everything in Hardwoods
THICK MAPLE A SPECIALTY

A. L. DENNIS

E. E. DENNIS



GRAND RAPIDS, MICH

PROMPT SHIPMENTS DIRECT FROM OUR MILLS BY RAIL OR WATER.
WE PAY CASH FOR OAK, ASH, HICKORY AND OTHER HARDWOODS.

Ohio River Saw Mill Company

Manufacturers of

BAND SAWED YELLOW POPLAR AND WHITE OAK

We are making White Oak and Yellow Poplar Lumber every hour in the twenty-four. We want the Hardwood Record readers to keep this fact in mind and whenever you are in need of either of these two kinds of lumber in any thickness or grade, we want to figure with you. We have such lumber in good shipping dry condition. Our quarter-sawed White Oak, which is made largely from Indiana logs, is above the ordinary in way of figure and quality.

Our Specialty: 5/8 Inch Poplar

Mill, Yard and Office, Shelby and Fulton Streets

LOUISVILLE, KENTUCKY

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CHARLES C. MENGEL, Vice-President.

A. L. MUSSELMAN, Secretary and Treasurer.

C. C. MENGEL & BRO. CO.

MANUFACTURERS OF

MAHOGANY



STOCKLIST

Honduras	Stock	African
1,382 feet	1/2 inch	1,000 feet
111,082 "	3/4 "	11,261 "
8,112 "	1 "	1,000 "
1,569,033 "	1 1/2 "	235,999 "
27,100 "	2 "	1,000 "
152,515 "	2 1/2 "	42,835 "
235,619 "	3 "	51,984 "
9,200 "	3 1/2 "	2,100 "
202,104 "	4 "	65,329 "
55,714 "		6,673 "
121,069 "		10,200 "
7,064 "		1,000 "
2,499,994 feet	Total, 2,930,375 feet.	430,381 feet
	French Congo Corall Wood.....	120,704 feet
	East India Padouk.....	90,000 "
	Prima Vera.....	49,314 "
	Australian Cedar.....	10,000 "

ESTABLISHED 1877.

INCORPORATED 1903.

LOUISVILLE,

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KY.



Manufacturers
— OF —
**Tobasco
Mahogany**
— AND —
Quartered
OAK

R. E. BECKER COMPANY
Station S. CINCINNATI, OHIO

THE NORMAN LUMBER CO.
LOUISVILLE, KY.
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HARDWOODS

**QUARTERED WHITE and RED OAK
PLAIN RED and WHITE OAK
CHESTNUT
BLACK WALNUT**

YARDS AND OFFICE, THIRD ST. BET. SOUTHERN AND L. N. R. R. S.

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

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**HARDWOOD
LUMBER
AND
WAGON STOCK**

ST. LOUIS, - - - MO.

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Hardwood and Hemlock Lumber

Thick Maple (lengths piled separately) and end
cured White Maple a specialty. Write for prices.
CADILLAC - MICHIGAN.

P. W. GILCHRIST, Prest. F. R. GILCHRIST, V.-Prest. W. B. 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.

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**A Strong, Serviceable
Cutter Head is The
Shimer Cutter Head**

With Conical Duplex Bit Seats. It keeps your
machine going and your output is faultless in
form and fit of tongue and groove joint.

We send the Heads on 30 days' free trial to
any and all responsible woodworkers. This is
an opportunity made especially for your benefit
and to demonstrate that we can save you time,
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We have on hand a good stock of Tobacco and Cuban Mahogany, all grades and thicknesses.

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Lumber inspected at point of shipment.

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- 1 in. to 1½ in. Cherry, 1s and 2s No. 1 Common and No. 2 Common.
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Or anything you have for sale in Hardwoods. Always in the market.

M. H. INGALLS

Manufacturers' Agent

Handling Northern and Southern Hardwoods

On a commission basis strictly. I am on the market every day and get a chance at the going business. Let me do business for you.

Have inquiries now for

1 inch No. 2 Common Plain White and Red Oak
All thicknesses in 1st and 2nd Plain Red Oak
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—Address—

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\$1.25, Carriage Prepaid.Send your orders to the
HARDWOOD RECORD,
134 Monroe Street.**IF you want cash for your lumber, write****M. ROEDER,****1440 Roscoe St., CHICAGO.****HEATH-WITBECK COMPANY.****DEALERS
IN****HARDWOODS****MILL CUTS
SOLICITED****WILL SEND INSPECTOR TO TAKE UP DRY OR GREEN STOCKS.****We are Always in the Market for Quartered and Plain White and Red Oak, Ash, Poplar, Yellow Pine, Etc.**ADVISE US WHAT YOU HAVE,
WITH FREIGHT RATE TO CHICAGO.**22nd and Loomis Streets, CHICAGO.**

CHICAGO.

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**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.

Messinger Hardwood Lumber Co.

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We are in the market for Oak, Poplar, Cherry, Ash, Chestnut and Yellow Pine.

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We are Constantly in the Market for All Kinds of Hardwood Lumber.

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HARDWOOD LUMBER

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

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YARDS ON OOSE ISLAND. OFFICE, 235 CHERRY AVE.
TELEPHONE, NORTH 907.

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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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HARDWOOD LUMBER OF ALL KINDS.

WRITE US BEFORE SELLING.

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LUMBER AND SEWARD STREETS, CHICAGO, ILL.

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We solicit stock lists from mill men North and South.

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

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

THE HARDWOOD RECORD

Reaches the Hardwood Trade

THAT'S ALL.

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TELEPHONE, Canal 1537

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AND CYPRESS

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CAR LOTS, BARGE LOTS,
CARGO LOTS OR MILL CUTS

For Future Shipments, Annual Con-
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SEE PAGE 28 & 29 FOR SPECIAL WANTS AND OFFERS

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HARDWOOD
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*Make Me Prices F. O. B.
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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**

BIRCH
1,700,000 ft. 1, 1¼, 1½, 2, 2½ and 3 inch log run.

ROCK ELM
700,000 ft. 1, 1½, and 2 inch log run.

BLACK ASH
250,000 ft. 1, 1¼ and 1½ inch log run.

SOFT ELM
600,000 ft. 1, 1½ and 2 inch log run.

BASSWOOD
450,000 ft. 1, 1¼, 1½ and 2 inch log run.

BUTTERNUT
80,000 ft. 1, 1¼, 1½ and 2 inch log run.

RED OAK
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WHITE OAK
125,000 ft. 2 and 3 inch common and better.

WHITE CEDAR
40,000 ft. 1 inch log run live unedged cedar.

Special price on following Southern stock which we want to move:
8 cars ¾, 1½, 2, 2½ and 3 inch common and 1st and 2d qtd. white oak.
4 cars quartered and plain white oak strips.

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F. W. GILCHRIST, PREST. F. R. GILCHRIST, V.-PREST. W. E. SMITH, SEC'Y-TREAS

W. E. SMITH LUMBER CO.

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Hardwood Lumber

CAIRO, ILLINOIS.

Plain Red and White Oak.

MICHIGAN PINE HARDWOODS AND HEMLOCK.

WHITE CEDAR
AND
WHITE PINE **Shingles.**

PINE (Norway) AND HEMLOCK LATH.

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High Grade Maple Flooring

Kiln Dried, End Matched, Polished, and Bored.

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And Agents for the sale of American Hardwoods, Etc.,
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Oak, Cottonwood, Whitewood
Walnut, Pine, Mahogany, etc.

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THIN STOCK A SPECIALTY:

Always on the Market for Good Walnut
Logs.

Ample Stock from ¾-inch up to 4-inches
thick in all grades.

Annual Capacity, 7,000,000 feet.

Write or wire us when the subject
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in tracts of from five hundred to fifty thousand acres,
also pine and cypress. All original growth, con-
venient to transportation facilities. Sold either in
fee or on stumpage basis, at from \$4.00 to \$10.00
per acre, depending upon cut, etc.

Write for list of specific tracts, stating acreage
and kind of timber preferred.

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General Industrial Agent, Portsmouth, Virginia
SEABOARD AIR LINE RAILWAY

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MEMPHIS.

FOUR MILLION FEET

FINE DRY CYPRESS LUMBER
TO FILL ORDERS FROM

Write us for Prices

BLANTON-THURMAN COMPANY
Memphis, Tennessee

Hoyt & Woodin Cypress Co.
MEMPHIS, TENN.

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J. W. THOMPSON, Secretary.
J. N. PENROD, Treasurer.

BENNETT HARDWOOD LUMBER CO.,
MANUFACTURERS AND DEALERS IN
SOUTHERN HARDWOODS

OAK, ASH, GUM
POPLAR, COTTONWOOD,
CYPRESS.

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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.

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Advertisements will be inserted in this department of the Hardwood Record at the following rates:

One time -	15 cents per line.
Two times -	25 cents per line.
Three times -	30 cents per line.
Four times -	35 cents per line.

Eight words make a line.
Heading counts as two lines.
Copy of paper free with each insertion.
Send in your copy and we will mail you the bill.
If you have a special lot of lumber for sale, or want to buy a special bill of lumber.
If you want a good position, or wish to employ a competent man.
If you want to buy or sell timber land or stumpage. Give our Wanted and For Sale Columns a trial.

THE HARDWOOD RECORD,
134 Monroe St., Chicago

We have in all thicknesses and sizes the following kinds and amounts of Lumber at places designated. Kindly send us your inquiries.

<p style="text-align: center;">At BERCLAIR, MISS.</p> <p>Quartered Red Oak 4,728 feet Plain Red Oak 28,431 " Cypress 259,761 " Ash 3,592 " Quartered White Oak 12,702 " Plain White Oak 13,879 "</p> <p style="text-align: center;">At SELMA, ALA.</p> <p>Poplar 965,567 feet Cypress 848,215 " Tupelo 332,474 " Ash 9,009 " Quartered White Oak 7,693 " Plain White Oak 13,752 "</p>	<p style="text-align: center;">At SELMA, ALA.</p> <p>Red Gum 1,733 feet Hickory 631 "</p> <p style="text-align: center;">At MEMPHIS, TENN.</p> <p>Quartered Ash 21,855 feet Plain Ash 874,705 " Quartered White Oak 13,938 " Plain White Oak 34,559 " Quartered Red Oak 119,406 " Plain Red Oak 4,790 " Cottonwood 495,610 " Cypress 791,505 " Poplar 509,723 " Gum 29,763 " Walnut 4,060 "</p>
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J. W. Thompson Lumber Co.

Office and Yards: Randolph Road and I. C. R. R. **MEMPHIS, TENN.**

MEMPHIS.

J. W. DICKSON CO.

Manufacturers and Wholesale Dealers

OAK, ASH, GUM, ETC.

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MILL & OFFICE, WOLF RIVER, MEMPHIS, TENN.

N. B. We cut crating stock to order.

MEMPHIS.

Anderson - Tully Company

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**COTTONWOOD and GUM
LUMBER and VENEERS**

Broughton & Co.

Quartered and Plain.
Red and White Oak
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Gum Lumber.

Manufacturers and Wholesale Dealers in

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POPLAR, OAK, ASH, HICKORY and WALNUT

We solicit orders for mixed cars, rough or dressed.

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**OFFERED
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WITH

Satisfactory Inducements,
Favorable Freight Rates,
Good Labor Conditions,
Healthful Communities,

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L. P. ARTHUR Secy. & Treas.

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.

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WHOLESALE AND MANUFACTURER

HARDWOOD LUMBER

SPECIALTY—THIN QUARTERED WHITE OAK

MEMPHIS, TENN.

INCORPORATED 1902.

The Michigan Maple Company

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609-611 Mich. Trust Bldg.,

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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.)

Johnson & Knox Lumber Co.

313 & 314 Chamber of Commerce,
CHICAGO.

Manufacturers and
Wholesale Dealers in

Northern and Southern Hardwoods

Buyers of all kinds of Hardwoods

The Standard Channel Steel Roller Bearing Dry Kiln Trucks

have channel steel frames, *malleable* iron wheels and spreaders, steel rollers with *cone-shape* (anti-friction) ends, *lathe-cut* axles with *milled* ends (so you can take the truck apart without injuring the axles), and a number of other exclusive and important features of superiority.

"STANDARD" improved trucks cost little more than the ancient styles of ten years back, and you'll find them worth a good deal more than they cost you.

If you want to know all about these good trucks, write for Catalogue "U" and our booklet "TRUCK TRUTHS."



PAT. OCT. 20, 1896

The Standard Dry Kiln Co.
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ELEVATORS—CONVEYORS

FOR HANDLING

LOGS, LUMBER, SLABS, SAWDUST AND
GENERAL MILL REFUSE.

EMERY LUMBER TRIMMERS LUMBER TRANSFERS, SLAB SLASHERS, ETC.

POWER TRANSMISSION MACHINERY.

LINK-BELT MACHINERY CO.,
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NEW YORK. PHILADELPHIA. CHICAGO, U.S.A.

Lumbermen, Attention!

If you own any timber or timber lands.

If you are contemplating buying or selling any timber or lands.

If you want your stumpage accurately estimated.

If you want an exact survey or map of your property.

If you want advice in any logging or lumbering proposition.

Write to us and find out what we can do for you. We send thoroughly reliable and practical engineers to all parts of the country, and guarantee quick and accurate work.

C. A. SCHENCK & CO., Biltmore, N. C.
CONSULTING FOREST ENGINEERS

THE HARDWOOD RECORD

VOL. XIX.

CHICAGO, NOVEMBER 10, 1904.

No. 2

THE HARDWOOD RECORD.

PUBLISHED BY

C. V. KIMBALL,

ON THE 10TH AND 25TH OF EACH MONTH.

134 MONROE STREET, - CHICAGO, ILL.

C. D. STRODE - - - - EDITOR.

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

ADVERTISING RATES ON APPLICATION.

THE BUSINESS SITUATION.

We are going to get it now. We mean that advance in the price of lumber of which we have spoken in the past. We knew if we would keep on predicting long enough we would hit it after a while. For lumber has not advanced much as yet. It has held its own, has gone no lower, but as a general thing the advance has not been much. We had to kind of jolly ourselves along until after the election.

But the election is over and whatever a man's sentiments may be, he will acknowledge it has undoubtedly gone the best way for business. We are going to go ahead with the same administration we have always had and we know now there will be no change for four years more, and anything a business man dreads is change.

We know we have got a good man for President and we look for business to improve from this time on. In fact, after the first of the year we look for a period of prosperity the equal of anything that has gone before. It is now, however, late in the season, it being barely a month and a half until the first of the year and everyone wants to have his stock low for invoicing and when everyone will spit on his hands and take a long breath for a new effort. So we don't expect any big

things immediately, but we have the utmost confidence in the ultimate outcome. Stocks throughout the country are light in the hands of manufacturers, dealers and consumers, but there are still those offering lumber at less than it can be had for in the country, but not many of them. They will find when the stock on hand is exhausted and they go to figure on replacing it, that prices have stiffened up in the country and consequently they will raise the price in the city.

There has undoubtedly, in the last two weeks, been considerable pressure to sell and much harm has been done the central markets by manufacturers trying to force their goods on an unwilling market. This, of course, is written the day following the election and cannot deal with any demand which will spring up as a consequence of the country being saved for four years more.

In plain-sawed oak the supply is very slack, but still we hear of numerous lots having been sold in this market for as low as \$36 for firsts and seconds. Dealers who know their business are asking \$40, and will, we believe, get it. In a short time we look for \$40 to be the prevailing price for plain-sawed oak lumber.

Quarter-sawed oak is holding its own very well, especially in the good grades. There is no urgent demand for large quantities of this stock, but anyone having good lumber to offer can get a good price for it.

Poplar is moving very freely, but at a low price. It seems to be winning back its old markets to a considerable extent. The price, in fact, is so low as to be very attractive to the consumers and they are buying it rather freely.

Cottonwood has already advanced and is commanding \$3 or \$4 per thousand more than it was sixty days ago.

Gum is moving freely at not much gain in price.

In northern hardwoods, the situation in maple remains unchanged. There is considerable difference between what is being asked and what is being obtained, but each side to the argument is standing firm—and the close of navigation is not far away. The holders of maple lumber have maintained their prices until after the election and they will get a good price, if not this fall, at least next spring.

The rest of the list is firm with the exception of basswood, which is very weak.

Taken all together, the situation is one

favorable to the manufacturer of lumber and we hope he will not become discouraged, but will lend his assistance toward our desire to advance the price of lumber.

THEODORE ROOSEVELT, PRESIDENT.

It is all over and the country is saved once more. It is curious how much "saving" this country will stand.

We have four years before us of what we believe will be a good business period, and Theodore Roosevelt is elected to the highest office in the world by an overwhelming majority. And it is the highest office in the world. Anybody can be a king, a czar or a kaiser if he happens to be born right. But only one citizen out of 80,000,000 can be President of the United States. He is a king of 80,000,000 kings. They have selected him voluntarily to rule them for the next four years. He is their undoubted choice, whereas a king or a kaiser is always doubtful in his own mind whether or not he is the people's choice, or would be if they were given a free and unrestricted vote. And Roosevelt is worthy of the choice. He is a clean and honest man and will, we hope, make us a good president. And conditions are favorable. Both houses are republican and he is surrounded by a good cabinet. If ever the issue was fairly and clearly drawn, it was in this case. The election of Mr. Roosevelt president means that the people have weighed the two candidates and have decided in favor of Roosevelt.

It means peace—the peace of righteous, conscious strength, not the peace of fear.

A strong nation, like a strong man, rarely gets into trouble. It is the weak and timid and those who are afraid some one will think that they are afraid who get into trouble.

It means there will be carried into effect a consistent program for the controlling of illegal trusts.

It means that the greatest living diplomat will conduct the foreign affairs of our government.

It means, the Hardwood Record hopes, a revision of the tariff and reciprocity with Canada.

And, the Hardwood Record hopes, it does not mean that the race question of the South will be further agitated.

It means that Theodore Roosevelt will be President the next four years in his own personality and not be filling out the unexpired term of President McKinley.

Thus we will get to see the kind of a President Theodore Roosevelt is.

When he was made President by the unfortunate death of Wm. McKinley he pledged himself to carry out the policy of his predecessor, but now he is President in his own right with both houses of Congress in harmony with him, and he has a glorious opportunity to write his name high in the history of his country and deep in the hearts of his countrymen.

GOOD BYE! DEMOCRATIC PARTY.

We guess we will have to say good-bye.

We used to be a democrat, but we cannot find any democratic party any more, and it has undoubtedly ceased to exist. We were wont to chase our dreams to the bitter end, but we fear we have reached it. The radical wing tried it twice and the conservative wing tried it once and the two wings refused to flop together, so it looks as if we would have to separate and I guess we will henceforth ally ourselves with the republican party.

You can't fool the American people very long. That has been demonstrated in the recent election. This thing of nominating a trust candidate on an anti-trust platform; a gold democrat who says he voted for Bryan; a non-partisan judge who was chairman of the State Central Committee of New York in as corrupt a time as ever was, won't work. Our principal objection to Parker was that he acknowledged that he voted for Bryan and contributed to the campaign for him. Now, we did not like to vote for McKinley—it was a pretty bitter dose for a democrat to take, but we felt it the duty of every good American citizen to vote against Bryan. And all the time Parker was killing our vote. Any gold democrat who would vote for Bryan is a hypocrite, especially if he has a logical mind enough to be a judge of the Supreme Court of New York.

Let us separate and we will understand one another hereafter. The old democratic party is no more. The name may survive to be used by Bryan and his following, but the real democracy is dead and the future contest will be between the radicals composed of Bryan and his followers advocating government ownership, the income tax and all sorts of things on the one hand and the conservative class of business men on the other.

The results have shown that neither radicals nor conservatives among the democrats voted for Parker. He was not satisfactory to either wing of the party, being neither fish nor fowl. He was a gold democrat and yet he twice voted for the apostle of free silver, which was never a democratic doctrine. He says he did at least (although we doubt it), but if he had not the courage to come out and say that he did not vote for him, he is not fit to be president.

And the old-time democratic party is dead. It was a party of conservatism and has been captured by the extreme radi-

cals. The old democracy is dead, but Roosevelt is good enough for us.

UNITED EUROPE.

Several years ago the Hardwood Record predicted that one of the first effects of American competition would be that the powers of Europe would be forced to draw closer together. Now the daily papers have got around to it, and with Andrew Carnegie and a few far-sighted statesmen, they see in the settlement of the North Sea incident between Russia and England, which a few years ago would have caused war, a harbinger of united Europe. They have not got around to the cause as yet, but they will eventually figure it out.

Europe cannot compete with this rich new country, all divided up as it is into a dozen smaller countries, each fenced in by a tariff wall and each with a big standing army and navy to support. They must get rid of their taxes.

This country has set the pace and they must keep up or starve, and they must abolish the cumbersome system of every man devoting the best years of his life to military service, a custom that is driving her best citizens to this country every year, and it keeps them busy to keep up the population.

The mistake is being made in some quarters of attributing the changed and better conditions to the good will of the czar or the kaiser. If the czar and the kaiser do anything for the poor people of Europe, they do it because an enlightened public opinion is forcing them to do it. Wars are a device of despotic rulers.

It is fine to die for one's country, but as a general thing it is finer to live, and more popular. It is a fine thing if you are a prominent general, like General Stoessel, and can send your name rattling down the ages; that is, if you are thirsty for glory. But for every General Stoessel's reputation, 50,000 soldiers give up their lives, and for them or their descendants is no royal dukedom. Not any. The wife loses her husband, the children lose their father, and have to struggle through the world without one. That is their only reward.

It is by means of wars that princes keep their people poor and ignorant; and only by keeping their people poor and ignorant are princes possible. No; whatever move the czar or kaiser or king make in that direction, it is forced on them by the increased enlightenment of their people, and as the people look about them, and as they are more and more enlightened, and, most of all, as American competition pinches them harder and harder, they will realize that they cannot afford an expensive government. If they cannot afford it they will abolish it and set up on a cheaper basis. Maybe they will get so far advanced they will figure that royalty is useless and expensive and do away with that, too.

Anyhow, the appeal to a man's pocket-book is the greatest influence in the world,

and it is not a bad thing it is so. Many a man is saved from being a rake because he cannot afford it, and that is why the poor boy prevails in every walk of life as against the rich boy in this country to-day. He does not develop evil and unnecessary habits because he cannot afford it. Consequently he grows up, trained to habits of industry and frugality, because he has to, and is held up as a shining example to all, while the rich young man is to be pitied because he can afford so many things.

Poverty is often a blessing in disguise and eventually it will unite and draw Europe closer together. It has already made the people of Europe study and they are beginning to think. The rest will follow. And when it comes it will not come as a gift from the king, the czar or the kaiser.

OBITUARY.

It is with the sincerest regret that we chronicle the death of Mr. Herman Kreinheder, member of the Standard Lumber Company of Buffalo, N. Y., which occurred at his home, October 19, 1904.

Mr. Kreinheder was a thorough lumberman and a nice gentleman, and to show that he was appreciated at his true worth, he was deputy excise commissioner in his own city and chairman of the Republican general committee.

He was buried from his residence, and interment was in Forest Lawn Cemetery.

At a meeting of the executive committee of the Republican general committee the following resolutions were unanimously adopted:

The Republican general committee of Erie County, deeply regretting the death of its former chairman, Herman J. Kreinheder, places on record the following memorial:

Resolved, That in the death of Mr. Kreinheder the city of Buffalo has lost a good citizen, and the Republican party a zealous, faithful worker, whose services were of the highest value. From his youth up he was a Republican by principle and conviction, and he was always conspicuous for loyalty and devotion to the party cause. As a member of the general committee he was noted for good judgment and earnest, honorable effort to promote Republican success. His advancement to the chairmanship was a well-earned mark of confidence that was fully justified. He discharged the duties of that position during the campaigns of 1898, 1899 and 1900 in a manner that brought honor to himself and won the commendation, not only of his associates, but of the party at large in the city and county. He was courteous, efficient, untiring, and the victories achieved under his direction brought his active political career to a remarkably noteworthy and successful culmination. We deplore the loss of our esteemed associate and friend, and we respectfully tender to his family our sincere condolence in their bereavement.

Mr. Kreinheder was an able business man and a genial, whole-souled gentleman, and in his death the Buffalo trade has sustained an irreparable loss.

The Man About Town.

BY C. D. STRODE.

GETTING OUT THE PAPER.

Billy Bennett used to say that it was my custom to ramble around until I could not put off the getting out of the paper any longer, then I would sit down wherever I happened to be—on a log or anywhere—and write up the Hardwood Record. Billy was wrong in this. It is more of a job to write up the Hardwood Record than you might think and more of a job now than it used to be. Where thousands of readers are hanging on what you say, watching to see you trip and writing you long letters about it if you do, you have got to be mighty careful. And on account of being sick in Buffalo one Sunday, which, by the way, is about the only time I devote to writing up the paper, is Sundays, I got down to Cleveland without having any copy sent in, and Kimball was worried, writing and telegraphing me for copy, but I figured that I still had a day and that in a day a good deal could be done, so I went around looking up a stenographer and finally got one, and began unwinding myself on paper. There were three pages of "Man About Town" and two or three pages of editorials on every subject under the sun and I gave it to her all in a bunch. The first three or four pages she did not say anything, but when I began romping away about the glories of autumn, how nice it was to be a humorist, etc., she threw up her hands. Said she had taken for a good many people, but they usually had notes or something to dictate from, and seeing me reel it off without any notes almost caused heart disease. Well, it is not much of anything when you get used to it and she did not know how many mistakes I made. I don't think I made any, but if I did she would not know it. And I got the stuff to the paper and I cannot see but what it was as good as any. Maybe the subscribers noticed the difference, but the entire issue of the Hardwood Record, business situation and all, was written up in a day, without saying anything about the stuff I sent in which was unfit for publication, for various reasons. You see, when I am away from the office any length of time, things constantly happen which render the publication of certain things unwise and I have to leave Kimball some discretion when I go away.

THE ADVANCE LUMBER COMPANY.

Then, the paper being off my mind, I went first of all to see the Advance Lumber Company, and I want to say right here that the Advance Lumber Company of Cleveland is probably the largest hardwood concern—hardwood did I say? They handle white pine, hemlock and every-

thing under the sun, in addition to their hardwood.

At the head of the Advance Lumber Company is Henry C. Christy, one of the big men in the hardwood trade. A millionaire two or three times over, Mr. Christy devotes more time to his business than any employe of the concern, and yet has time to be a most pleasant and agreeable gentleman. He is president of the Advance Lumber Company, vice-president of a bank carrying \$12,000,000 deposits, is head of a grocery company and several other concerns of equal importance, and he is no dead weight in any of them.

He took me around and introduced me to a number of the bright young men he has in his employ. He asked me whom I would like to meet first and I told him the treasurer, if it was just the same. I don't know why, but I always like to know the treasurer, and he introduced me to A. G. Webb. Mr. Webb is a very pleasant man and quite a wealthy man, and owns a substantial interest in the Advance Lumber Company, and besides being director of three or four banks, he is one of the best informed men I have ever met, and he thinks it would be to the general interest of the trade if Roosevelt should be elected. He and I heartily agreed upon that point, and, in fact, there was no difference whatever. I have noticed that I hardly ever have any difference of opinion with the treasurer of a good substantial company.

Next I shook hands with W. P. Hilton, manager of what they call their "specialty department," a thorough mechanic and aggressive business man, full of ambition and energy and pushing his department to the front.

The next man I met was D. C. Phelps. He has charge of the white pine department, and anyone who knows Mr. Phelps, knows that he is a hustler.

I also met F. C. Peitch, assistant general manager, A. S. Bliss, assistant to Mr. Peitch and H. P. Blake, city salesman, all first-class men in their way and nice people to meet.

Then I shook hands with E. B. Smith, and he took me down to lunch. Smith is a nice fellow, but he has a hard task. He has charge of the company's freight matters and they feel if he fails to get a claim there is not much use in anybody else trying. Mr. Smith generally takes the opposite side of every argument, I presume from force of habit. He pretended to be in favor of the election of Mr. Parker. I guess, though, it was just to bring out the facts in the matter and am confident that if I were a general freight agent and Smith would tell me

Logan & Maphet Lumber Co.

MANUFACTURERS AND DEALERS.

PINE AND HARDWOOD

Watch This Space for Stock.

White Pine.

- 30 cars 1 inch log run.
- 2 cars 1½ inch No. 1, 2 and 3 common.
- 6 cars 1 inch No. 4 common.

Yellow Pine.

- 5 cars 1½ inch No. 1 and 2 clear.
- 2 cars 1½ inch No. 3 clear.
- 7 cars 1½ inch No. 1 common.
- 10 cars 1 inch log run.

Poplar.

- 2 cars 1 inch 1st and 2nds, width 18 inches up.
- 1 car 1½ inch 1st and 2nds, width 18 inches up.
- 2 cars 1½ inch 1st and 2nds, width 18 inches up.
- 10 cars 1 inch 1st and 2nds, width 8 to 17 inches.
- 10 cars 1½ inch 1st and 2nds, width 8 to 17 inches.
- 5 cars 1½ inch No. 1 common, including select.
- 1 car each 1½ inch and 2 inch No. 1 common, including select.
- 15 cars 1 inch No. 1 common, including select.
- 4 cars 1 inch clear bright sap.
- 20 cars 1 inch shipping culls.
- 10 cars 1 inch mill cull.
- 1 car each 1½ inch and 2 inch shipping cull.

Mills: Clinton (Band Mill), La Follette, Pioneer and Turleys, Tenn.

Office: 105-107 Empire Building
KNOXVILLE, TENN.

Oak

We have a full line of both quartered and plain, Red and white, THOROUGHLY DRY, also some fine wide POPLAR and CHEST-NUT.

John Dulweber & Co.
CINCINNATI, O.

E. E. Taenzer & Co.

(Incorporated)

MANUFACTURERS
AND DEALERS.....

— HIGH - GRADE — Hardwood Lumber

**Band Sawm Thin Stock
a Specialty**

MAIN OFFICE AND MILL :
Florida Ave. and Y. & M. V. R. R.

MEMPHIS, : TENN.

ALSO MILL AT SHORT BEND, ARK.

WANTED.

We are in the market for the following lumber, must be in good dry condition, and if can furnish any or all, please quote us f. o. b. cars shipping point, describing stock, and how soon same can be reached.

10 to 20 cars 1 in. 1st and 2nd Plain White Oak.
2 cars 1½ in. 1st and 2nd Plain White Oak.
1 car 1¾ in. 1st and 2nd Plain White Oak.
3 cars 1¾ in. 1st and 2nd Plain White Oak.
2 cars 2 in. 1st and 2nd Plain White Oak.
1 car 2½ in. 1st and 2nd Plain White Oak.
5 cars 3 in. 1st and 2nd Plain White Oak.
1 car 4 in. 1st and 2nd Plain White Oak.

The above stock must be well manufactured, equalized trimmed lengths. Prefer band sawn stock. Could take 15% to 25% of good Common with same.

We are also in the market for the following:
10 cars 1 in. Common Plain White Oak.
5 to 10 cars 1 in. 1st and 2nd Plain Red Oak.
10 cars 1 in. Common Plain Red Oak.

FOR SALE.

2 cars 1 in. 1st and 2nd Quartered Red Oak.
2 cars 1 in. Common Quartered Red Oak.
1 car 1 in. x 10 in. and up 1st and 2nd Plain Red Oak.
1 car 1½ in. x 10 in. and up 1st and 2d Ash.
½ car 1½ in. x 10 in. and up 1st and 2nd Ash
1 car 1¾ in. x 12 in. and up 1st and 2nd Red Gum (two years old).
1 car 2 in. x 6 in. and up 1st and 2nd Red Gum (3 to 4 months old).
10 cars 1 in. Gum Crating lumber. can ship rough or d. 2 s.
3,000,000 ft. 1 in. Poplar.
1½, 1½ and 2 in. bang up stock, all grades and good lengths.

E. E. TAENZER & CO.

(Incorporated)

MEMPHIS

that he had a just claim, that I would pay it.

Altogether, I enjoyed my visit to the offices of the Advance Lumber Company very much. Mr. Christy has gathered about him as bright a lot of young men as you will meet in a journey from the Pacific to the Atlantic, and with Mr. Christy presiding, the Advance Lumber Company cannot fail to make money. That sort of an aggregation would make it anywhere.

I then went down to call on the Martin-Barriss Company.

This is an old reputable and reliable concern, whose card will appear on the back page of the Record, a fact upon which we congratulate ourselves. Mr. Martin showed me about the place, and I was surprised to find it one of the best equipped yards in the country. Almost the entire yard is under a shed or a series of sheds, in fact, there is very little lumber that is not under a shed. Then they have a large manufacturing plant. The saw mill was put in to cut their mahogany logs, but they could not keep it running all the time on mahogany, and in the interval they make very fine hardwood lumber from domestic logs. The mill was not running when I was there, being shut down for some purpose, but some very fine logs were on the roadway, and they are in the true sense manufacturers and dealers.

Robert H. Jenks Company is another very large concern with different departments, and they wisely decided to advertise the hardwood department in the coming issues of the Record.

They were all nice people in Cleveland, and when I thought I had done all the damage I could, and leave things in shape so I could call again some time in the future, I hied me away to pastures new.

THE DISAPPEARING COAT.

I had a queer experience in Beaver Falls, Pa. I had never been in the town before, and there were no 'busses to meet the train, so I inquired of a way-faring man the way to the principal hotel in town. He told me that the Grand Hotel was a little ways up the street. A little ways developed into about a mile, and I found the Grand Hotel situated right next to the morgue.

But it was a very nice hotel and they gave me a very nice room for \$2 a day, overlooking the morgue. Having no rate higher than \$2 per day, there was no private bathroom, but I noticed, as I was shown up to my room, a public bathroom, which seemed to be the only one in the house. I asked the boy if that was for the use of the guests and he told me it was, and accordingly after a good night's sleep, I made my way to the bathroom. It was early in the morning, shortly after 6 o'clock, and when I noticed there was no soap or towels, I made a trip back to my room to remedy that defect, and immediately proceeded to enjoy a bath. It was

nice warm water and did not cost a cent. So I splashed around at a great rate. Hoopla! No wonder they call it a Grand Hotel. When I was right in the middle of my bath, the chambermaid, who had gone to work in the meanwhile, stuck her head in the door to see what was the matter, but hastily withdrew with a little shriek, from which I inferred that the bathroom was not extensively used. Else why did she shriek? Anyhow, she dampened my ardor, and after a hasty rub-down, I donned my nightshirt and went back to my room, where I proceeded to perform a careful toilet. When I had completed my toilet all except my coat, and packed my grip as I went along, I noticed that my coat was gone. Yes, sir, I looked all over the room and it was not there. Then I looked again. Under the bed, behind the bed, there was no doubt about it, it had disappeared. I remembered distinctly hanging it on the door right where anyone interested in doing so could reach over the transom, and by a little exertion, secure all my clothes. I remembered when I came to think of it that there was a queer noise of some kind when I awoke. I stirred and coughed and the noise ceased. Evidently someone had reached over the transom and taken the coat and the vest and pants would have followed it, had I not coughed and made a noise. Yes, sir, you could not fool me, and the landlord would find out that I was from Chicago and that he would have to make my loss good. My pants and vest, containing my watch and money, were safe, but the coat was gone.

However, I would not be rash, but would take another careful look. I did so, and even shook out all the bedclothes to make certain. There was my overcoat hanging on a hat rack in the corner, but no undercoat in sight. I would go down and have it out with the landlord, but in the meantime, fortunately, my overcoat was a short, light coat, which would answer every purpose for the time being. I wanted to be certain that I was not mistaken and had a notion to call the chambermaid to assist me in the search, but felt a slight hesitation in doing so, owing to the contretemps of a few moments ago. So I finally concluded to go on alone, and after thoroughly searching in every conceivable place, I proceeded to don my overcoat, and, in doing so, I noticed that my overcoat was not my overcoat, but my undercoat, the coat I had lost. My overcoat was down in the office, and a check for it in my trousers. I did not say a word.

WORK DONE IN YOUR INTEREST.

I got to thinking about it and it occurred to me that you people were not making the amount of money you ought to make and I thought I would get some machinery advertising. I would have got it before if I had thought of it, but as I was journeying along on the train, I saw the "Enterprise Manufacturing Company" on a big sign and

I thought I would get off and I did, being worried about you people and all, and got them to put a page advertisement in the Hardwood Record setting forth the merits of their concern. It was a good looking concern or I should not have stopped. They are advertising in this issue their portable engine and saw mill, but that is not all they make. They make cut-off saws, gang edgers, saw swages, saws, cant hooks, sawmill dogs and goodness knows what all. Mr. Detwiler had some doubt as to whether the advertisement would pay him, but I told him that would be all right and quieted his fears. He seemed to be afraid that you would not reply to the advertisement, but I told him that you were good at replying to advertisements and that you would send for a catalogue anyhow, so that he could get a line on you. These catalogues don't cost a cent, or they will cost you a cent for a postal card. Mine did not cost me anything and it is before me now and it gives me some new ideas about machinery. They have one saw mill on wheels, same as a threshing machine and it is portable in the best sense. All you have to do is to attach it to a portable engine and pull it to where you want it and chock the wheels, do a little leveling and start to cutting lumber, and then when you want to move it all you have to do is to hitch your portable engine to it and pull it somewhere else. The slickest thing you ever saw. And the catalogue only costs you a postal card. It cost the Enterprise Manufacturing Company a good deal more than that, but when they send it to you they have a line on you and may follow it up with some letters which will induce you to buy a new saw mill—which may make you rich. We assure you it is a first-class concern, or it would not be in the Hardwood Record. I would suggest that you make them an earnest appeal and tell them you saw their advertisement in the Hardwood Record.

* * *

After this was all closed up and settled, I boarded the train again and got to thinking further about you. I felt that I had neglected your interests in this matter, so I went to Painesville, Ohio, and got the Coe Manufacturing Company to increase their space to attract some attention. They had sent us a little ad. by mail, but had never been called upon and talked to for their own good. I found the Coe Manufacturing Company a mighty good company, and Mr. Henry Coe a very pleasant young man and considerably swelled up over a letter he had got telling him that his company had obtained First Prize or "Grand Prix," as the Frenchman says, which means the same thing, on their display at the St. Louis Exposition. They got Grand Prize, in other words, for making the best veneer machinery, which will be found illustrated as far as can be in a page advertisement, in another part of our paper. It shows you how veneers are made—if you do not know. It is said the

manufacture of veneers is of very ancient origin, that, in fact, the ancient Egyptians—thousands of years ago—knew of and practiced veneering. But they had a very expensive way of making veneers by hand, which made it cost an awful lot and Mr. Coe got to studying about it, and he developed veneer-making machinery until now veneers are within the reach of all. You just take a log and "whiz"—it is all cut up into veneers and they are used for every purpose under the sun. Now, a log that would not make very much lumber and would not bring very much money in making lumber, would make an awful lot of veneers and bring an awful lot of money, and you can make them just as well as anybody if you have one of the Coe machines. Most anything is good enough for veneers. The cheap logs can be made into veneers for baskets, butter tubs, etc., and the high-priced logs can be used in furniture and the like. Mr. Coe is the most accommodating man you ever saw, and will send you a catalogue with all his machines illustrated in it, and you can take your choice. One beauty about him is that he will allow you perfect freedom of choice. And don't fail to mention the fact that you saw his advertisement in the Hardwood Record, because this is where I come in. You see, I am looking out for you, protecting your interests, and you can boost my game to some extent by saying you saw their advertisement in the Hardwood Record. I will boost your game and you boost mine. See?

* * *

Then I got on the train again, and although my conscience was easier, I was still worried about you. I worry about you more than you think. So I stopped at Canton, Ohio, which is McKinley's town, and persuaded the Canton Saw Company, who make saw mill dogs and all sorts of things for the saw mill man, to put an advertisement in the only hardwood lumber paper on earth. I thought you would want some saw mill dogs and things of that kind and would want to know where to buy them. They too, like the other people, would gladly send catalogues, etc.

* * *

Then, while still thinking of a way to save you money, I stopped at Sandusky, Ohio, and gave the Toledo Fire & Marine Insurance Company an opportunity to place an ad. before the thousands of readers of this paper. They will insure your lumber at one-fifth less price than your regular agent. They will save you on your insurance the agent's commission, which is a good deal, and give you the very best insurance. In fact, they have got a good scheme and it is backed by some of the best lumbermen in the country and they are the first to send you your check in case of loss. Now, you can write to these people and they will insure your lumber and veneers at the best possible rates.

* * *

Then, while I was at it, I thought I would stop at Defiance, Ohio, and get that ex-

CYPRESS

We make a specialty of rough or dressed Cypress Lumber and Cypress Shingles in straight or mixed cars. Your inquiries solicited for single car orders or good round lots. Can also furnish Sound Cypress Dimension Stock.

The Borcharding Lumber Co.
Northern Office, Cincinnati, Ohio

FOR SALE

OLD STOCK.

in.	Ft.
Oak.....1	1 & 2 and No. 1 Com.....240,000
Plain Oak....1	No. 1 and No. 2 Com.....256,700
Plain Oak....1	Sound Wormy.....90,000
Gum.....1	Red, 1 and 2 and Com.....82,000
Gum.....1	Clear Saps.....50,400
Gum.....1	Sap Common.....206,600
Gum.....1	No. 2 Common.....67,200
Gum.....1	Mill Culls.....94,800
Tupelo.....1	Log Run.....73,100
Sycamore.....	Log Run.....83,100
Poplar.....	No. 2 Common.....20,000
Plain Oak....2	No. 1 and No. 2 Common. 24,900

NEW STOCK.

Quart'd Oak 1	1 & 2, No. 1 & No. 2 Com..139,400
Plain Oak....1	1 & 2, No. 1 & No. 2 Com. 243,600
Plain Oak....1	Sound Wormy.....45,200
Plain Oak....1 1/2	1 & 2, No. 1 & No. 2 Com. 48,700
Plain Oak....1 1/2	1 & 2 and No. 1 Common. 67,400
Gum.....1	Red, 1 & 2 & No. 1 Com... 22,400
Gum.....1	Clear Saps.....84,450
Gum.....1	Sap Common.....92,750
Gum.....1	Shipping Cull.....57,400
Gum.....1	Mill Culls.....31,300
Tupelo.....1	Log Run.....31,000
Cottonwood..1	1 & 2, No. 1 & No. 2 Com. 19,900
Poplar.....1	Log Run.....24,300
Sycamore.....1	Log Run.....23,200
Ash.....1	1 and 2 in. Log Run.....28,500

The above marked "Old Stock" is bone dry and ready for immediate shipment: it is hand sawed from select logs, square, edged and trimmed.
Also at Paducah, Ky., 300,000 feet 1 inch, 1 1/2 inch, 1 3/4 inch and 2 inch Poplar of high grade, thoroughly dried and ready for immediate shipment. We will be glad to quote you.

NATIONAL LUMBER MFG. CO.
JACKSON, ALA.

FOR SALE

- Poplar lumber; West Virginia stock.
- 80 M feet 1 in. log run or on grade.
- 30 M feet 2 in. No. 1 common, 7 in. and up wide.
- 20 M feet 2 in. 1sts and 2nds, 7 in. and up wide.
- 11 M feet 3 in. and 4 in. 1sts and 2nds, 10 in. and up wide.
- 11 M feet 3 in., 4 in., 5 in. and 6 in. 1sts and 2nds, 10 in. and up wide.
- 25 M feet 3 in., 4 in., 5 in. and 6 in. No. 1 common, 10 in. and up wide.
- 40 in. 3 to 8x10 in. and up export poplar, green.
- 11 M feet 1 in. 1sts and 2nds, 18 in. and up.

- 1 car 2 in. log run beech.
- 2 cars 1 in. log run bass.
- 6 cars 1 in., 1 1/4 in., 1 1/2 in. and 2 in. sawed, wormy chestnut.
- 6 cars 1 in. log run white oak.
- 1 car 2x12 sawed white pine.

To the Kentucky and Ohio river mills, the following logs will be for sale at Valley View, Ky., after next tide, principally common and better.

- | RAFT | OAK |
|---|-----|
| No. 1, 16 and 14 ft., 14 in. and up, 11,737 ft. | |
| No. 3, 14 ft., 14 in. and up, 11,602 ft. | |
| No. 5, 16 ft., 14 in. and up, 14,245 ft. | |
| No. 6, 12 ft., 22 in. and up, 12,500 ft. | |
| No. 7, 14 ft., 22 in. and up, 13,000 ft. | |

- | POPLAR |
|--|
| No. 1, 16 and 14 ft., 14 in. and up, 2,386 ft. |
| No. 3, 14 ft., 14 in. and up, 2,169 ft. |
| No. 5, 16 ft., 14 in. and up, 2,032 ft. |
| No. 6, 12 ft., 22 in. and up, 3,500 ft. |
| No. 7, 14 ft., 22 in. and up, 3,200 ft. |
- Will be glad to mail log tally sheet on each raft at your request.

MARIETTA LUMBER CO., Marietta, Ohio

J. S. GOLDIE

**LUMBER AND
POSTS**
Cadillac, - Mich.
Hardwood dimension
stock a specialty

THE
Crittenden Lumber Co.

MANUFACTURERS

**Oak, Ash,
Cypress
and Gum**

MILLS:
EARLE, ARK.

OFFICE:
336-337 Scimitar Building.

MEMPHIS, TENN.

**MISSISSIPPI VALLEY
LUMBER CO.,**

MAIN OFFICES,
LINCOLN TRUST BLDG., SAINT LOUIS.

BRANCHES:
Cairo, Ill., Caruthersville, Mo.
and Memphis, Tenn.

Cash buyers of Cypress, Cottonwood, Gum and
Oak and solicit inquiries from the con-
suming trade for the following:

CYPRESS:

750,000 feet 1-inch 1sts and 2nds
200,000 " 1½ inch 1sts and 2nds.
25,000 " 1½ and 2 inch 1sts and 2nds.
850,000 " 1 and 1½ inch select.
175,000 " 1½ inch select.
90,000 " 2 inch select.
1,610,000 " 1, 1½, 1¾ and 2 inch shop.

COTTONWOOD:

2,000,000 feet 1-inch, log run or on grade.

GUM:

2,500,000 feet 1-inch No. 2 and shipping cull.
500,000 " 1 and 1½ inch furniture common.
390,000 " 1, 1½ and 1¾ inch sap clear.

OAK:

650,000 feet 1, 1½ and 2 inch Red and White
plain and quarter sawed 1sts and 2nds, No. 1
and No. 2 common.

cellent concern—the Defiance Machine Works, to place their goods before you. They make machinery for utilizing what might otherwise go to waste. They have got machines advertised in their page advertisement for making hubs and felloes, double surface planer, automatic hoop cutter, machines for making neck yokes, hoe handles, broom handles and everything under the sun. And they, like all the rest of them, would be glad to furnish you a catalogue on application, giving full information as to how to set up and run their machines, and it is mighty interesting.

All these concerns are good and reliable concerns, and only ask to be permitted to be of use to you. You are mighty fortunate to have so many good men catering to your wants and about five cents invested in postal cards will secure you enough literature on saw mill and kindred industries to furnish you a winter's reading, and you will see where you can save and make enough money to make you rich. All you want is a little timber to work up.

And then I came home to vote.

IN BRITISH HONDURAS.

The little city of Belize, British Honduras, was all excitement on the morning of October 10 over the arrival from the states of a wonderful little craft in the shape of a gasoline launch, sent there by the C. C. Mengel & Bro. Company of Louisville,

been especially designed by the engineer of the C. C. Mengel & Bro. Company in order to meet the conditions of the Belize River, which is so shallow in places that heretofore no boat, with the exception of the pitpans, has ever been constructed of little enough draft to navigate its waters.

These pitpans are rather cumbersome dugouts, made from cedar logs, varying in length from 40 to 60 feet and propelled by the natives with poles and oars. All the freight and all the mail has had to be carried on these pitpans, requiring from eight to ten days to go from Belize to El Cayo, a distance which this launch, the "Clarance Mengel, Jr.," can cover in a day.

On the 18th of October the launch started off on its maiden trip to El Cayo. On board were W. V. Shepardson, branch manager of the C. C. Mengel & Bro. Company, the city officials, and several other distinguished citizens of Belize, and last, but not least, the British mail. Captain Hewlett was in charge of the engine, and Simon Smith, an old pitpan captain, thoroughly familiar with the waters of the river, was at the helm. With flags flying, the launch started off at full speed, while the crowds on both sides of the river waved their hands and cheered. And well may they cheer, for does not the success of this boat foreshadow better things for British Honduras? Easy communication will put the interior of the colony in touch



COMING DOWN THE BELIZE RIVER.

Ky., to be used in carrying dispatches and supplies in their mahogany camp, situated at El Cayo, 105 miles north, on the Belize River.

A boat of this description had never been seen in the colony before. It was 40 feet over all, 8 feet beam, propelled by a 4-cylinder, 2-cycle vertical engine of 40 horsepower, and drawing only 10 inches of water, with a speed of 10 miles per hour. It was of peculiar construction, having

with the civilization of the world. Thus does education and all forms of progress follow in the wake of commerce.

The C. T. Nelson Company of Columbus, O., are erecting a band mill on a tract of hardwood timber near Woodrow, W. Va. They will have about 5,000,000 feet of lumber to manufacture at that point, including poplar, oak, ash, basswood and maple.

From Near and Far

CHICAGO COMMENT.

Our weekly grist of locals is rather small this week. Everybody has been at home looking out for the election, celebrating and getting well of it. Not very many visitors have been in town and not much happened of moment.

The election, however, is satisfactory to almost all.

Mr. J. W. Thompson of Memphis, the John Sharp Williams of the lumber trade, got in after the election was held. He made several election bets, which he lost.

"And," said Jesse, "they were all good bets. For instance, one of them was that Indiana would not go more than 20,000 for Roosevelt. That's a good enough bet for anybody, and I thought I had a cinch. I was not expecting an earthquake."

* * *

The new credit rating department of the National Lumber Manufacturers' Association is now in working order and their correction sheet comes in with remarkable regularity. This is a good thing. Push it along.

* * *

Mr. A. F. Cook, successor of Mr. E. G. Leszynski as manager of the Chicot Lumber Company, was in Chicago this week, superintending the removal of their office to Little Rock, Ark. We dislike to lose Mr. Leszynski from the lumber trade and hope he will make some further connections and remain with us. But if we have to lose him, Mr. Cook is a mighty good man for his successor.

* * *

Mr. A. G. Wetmore, formerly of the Paepcke-Leicht Lumber Company of this city, has severed his connection with that firm and is now in business for himself at Memphis, Tenn. The style of the new firm is the Southern Hardwood Lumber Company and Mr. Wetmore's wide acquaintance, his boundless energy and his capabilities as a business man make the venture an assured success. Here is wishing them good luck.

* * *

Mr. R. L. Walkley, of the Crosby & Beckley Company, was a caller at this office in the past two weeks. Mr. Walkley is treasurer and a partner in the Crosby & Beckley Company of New Haven, Conn., and a mighty fine gentleman.

* * *

Mr. W. E. Smith, of the Three States Lumber Company of Cairo, Ill., and the W. E. Smith Lumber Company, also of that place, has been in town since the election. He says that the two companies which he represents will remove their office to Memphis after the first of the year, occupying quarters in the Scimitar building.

Billy is still single. Being a very desirable catch, he receives considerable atten-

tion from the young ladies and their fond mothers, and it is a wonder he has escaped this long. Billy says, however, that the firm still has some tall timber standing and when the chase gets too hot he takes to the woods. He cannot think what will happen when the timber is all gone, and it won't last a great while longer.

Billy will probably be caught and be punished for running away, as he ought to be.

* * *

Billy Bennett was in town and came into our private office, put his 250 pounds of avoirdupois down in our only chair and busted it. We don't believe that Mr. Bennett did it intentionally, and we cherish no malice. Come again, Billy.

* - *

Mr. Earl Palmer, the best president the National Hardwood Lumber Association ever had, was shaking hands with friends (he has no enemies) in town this week.

CLEVELAND LETTER.

(Special Correspondence.)

Cleveland, O., Nov. 7, 1904.

William Thomas Mason, of Mason, Gordon Company, Montreal, was a recent visitor here, stopping off on his way to the South. He reports a very satisfactory business for the year, with good prospects of a continuance of same.

* * *

C. W. Young, of the Elk River Stave Company of Charleston, W. Va., was in Cleveland Friday. He reports a building boom in Charleston, and a good demand for all kinds of lumber. His firm makes a specialty of staves for the oil and wine trade.

* * *

One of our wholesale firms recently shipped several carloads of oak timbers from their mills in West Virginia to points on the north shore of Lake Superior. These timbers are used in dock and construction work and the shippers advise that they ship a good deal of this class of material to different Canadian points.

* * *

G. W. Meyers, general manager of the Mud Lake Lumber Company, Raheer, Mich., is in town for a few days, conferring with his principals. His firm manufactures large quantities of hardwoods, such as birch, maple, etc.

* * *

E. D. Poole of Buffalo, a lumberman of many years' experience, is representing the hardwood department of the Robert H. Jenks Lumber Company in New York state.

* * *

The Nicola Bros. Company suffered a loss of \$500 by fire a few days ago. This company has been particularly unfortunate, having suffered a loss of about \$75,000 a few months ago. Both fires are thought to have been of incendiary origin.

FOR SALE

- 3 cars 4-4 1 and 2 Poplar. 30 cars 4-4 No. 1 Common Poplar.
- 2 cars 5-4 1 and 2 Poplar. 3 cars 5-4 No. 1 Common Poplar.
- 2 cars 6-4 1 and 2 Poplar. 5 cars 6-4 No. 1 Common Poplar.
- 5 cars 8-4 1 and 2 Poplar. 3 cars 8-4 No. 1 Common Poplar.
- 1 car 10-4 1 and 2 Poplar. 1 car 10-4 No. 1 Common Poplar.
- 2 cars 12-4 1 and 2 Poplar. 1 car 12-4 No. 1 Common Poplar.
- 30 cars 4-4 Cull Poplar.
- 2 " 5-4 " "
- 2 " 6-4 " "
- 2 " 8-4 " "
- 1 " 10-4 " "
- 1 " 12-4 " "
- 3 " 4-4 1 and 2 Plain W. or R. Oak.
- 1 " 5-4 1 and 2 " " "
- 1 " 6-4 1 and 2 " " "
- 2 " 8-4 1 and 2 " " "
- 1 " 12-4 1 and 2 " White "
- 25 " 4-4 Common Plain R. or W. Oak.
- 3 " 5-4 " " "
- 2 " 6-4 " " "
- 2 " 8-4 " " "

Any grade, quantity or thickness in Qt. Red or White Oak.

CHESTNUT

- 10 cars 4-4 1 and 2.
- 5 " 4-4 Common.
- 20 " 4-4 Sound Wormy.
- 2 " 5-4, 6-4 and 8-4.

WRITE US

W. P. Brown & Sons Lumber Co.
LOUISVILLE, KY.

EDWARD L. DAVIS & COMPANY,

MANUFACTURERS OF

WAGON STOCK

WHOLESALEERS OF

HARDWOOD LUMBER

9th and Oak Streets,
LOUISVILLE, KY.

NEW WANTS AND OFFERS
Every Issue
Pages 31 to 34 Inclusive



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

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.

Thompson & McClure
HARDWOODS

Quartered White Oak
Quartered Red Oak
Plain White Oak
Plain Red Oak
Our Specialty is
QUARTERED WHITE OAK
Write us
MEMPHIS, :: :: TENN.

The F. J. Blackwell Co.
INCORPORATED
BROWNSVILLE, TENNESSEE

Write us for
prices on
**HARDWOOD
LUMBER**
OAK, POPLAR and
GUM LUMBER and
Dimension Stock

The lumber dealers organized a special watchman service, and for some time the yards were free from fire. Recently this service was discontinued, and one or two fires have been reported.

W. L. Blue, formerly with W. O. King & Co. of Chicago, represents the same firm in Pennsylvania territory.

R. H. Jenks, of the Robert H. Jenks Lumber Company, is in the South, and J. H. Jenks is in Canada.

W. J. Cude, an extensive hardwood manufacturer, was here October 19. He reports trade to be in a satisfactory condition and the outlook good.

CINCINNATI GOSSIP.

(Special Correspondence.)

Cincinnati, Nov. 5, 1904.

The annual car shortage has made its local appearance. Dealers are complaining that they cannot get a sufficient number of box cars to ship out dry stock, and are using flat cars instead. The supply of the latter is far from plentiful and strained conditions are not unexpected.

The Tri-State Vehicle & Implement Association held its annual meeting in this city the latter part of October, with several hundred members in attendance. It was unanimously decided to fight the harvester trust to the bitter end. New officers were elected as follows: George W. Young, Eminence, Ky., president; H. T. Trueblood, Washington, Ind., vice-president, and Kent R. Wigger, Marion, Ind., A. F. Miller, Crawford, Ind., and J. L. Watkins Lexington, Ky., directors.

M. B. Farrin, president of the M. B. Farrin Company, is home from St. Louis, where he combined business with a visit to the World's Fair.

A. V. Jackson, of the firm of Stewart & Jackson, located in the new Mercantile Library building on Walnut street, is making a business trip through South Carolina.

Local mahogany dealers have received information from credited sources to the effect that shipments from Central America will be from 50 to 60 per cent short this year. It is said that the shortage is due to the rainiest season known for more than thirty years, which has completely checked lumbering operations and prevented the hauling of mahogany from the interior to the coast.

A recent caller on the local trade was James Richardson of Wm. Mallinson & Co. of London, England. He spoke favorably of hardwood conditions abroad.

The movement of lumber by rail for the month of October, 1904, as taken from the record books at the Chamber of Commerce, was as follows: Receipts, 5,161

cars; shipments, 3,939 cars. For the corresponding month last year the figures were: Receipts, 6,374 cars; shipments, 4,882 cars.

Saw mill operations at Ironton, Portsmouth, Marietta and other points on the upper Ohio, look for sufficient tides during November to bring out much of the timber in the mountain streams of Kentucky and West Virginia, and those that have been in idleness throughout the summer expect to resume sawing shortly.

A party of 150 business men of this city went to Toledo, Ohio, on Tuesday, November 1, as the guests of President Eugene Zimmerman of the C., H. & D. system, to inspect the property of the Toledo Railway & Terminal Company. The officials of the Toledo end of the line gave the visitors a practical view of the workings of the belt line, affording proof that a similar method established in Cincinnati would result in more rapid handling of freight both ways and would relieve the congestion of cars, which has been for years a menace to the growth of this city. All the business organizations of Cincinnati sent delegates. The Cincinnati Lumbermen's Club, which, at its October meeting, unanimously passed a resolution indorsing the efforts of the Receivers' and Shippers' Association for the securing of a belt system and improved terminals and promising earnest support, was represented by the following members: T. J. Moffett, C. F. Korn and M. B. Farrin.

Representatives of several railroads have met the business men of this city in several conferences since the return of the Toledo inspection party, and it is highly probable that plans will be perfected in the near future for the establishment of a belt line system and improved terminals in this city.

BUFFALO BITS.

(Special correspondence.)

Buffalo, N. Y., November 7, 1904.

In my last letter I mentioned that Mr. Angus McLean and Mr. W. A. McLean of New Albany, Ind., members of the Hugh McLean Lumber Company, proposed taking a party to their hunting and fishing preservations near Ottawa, Ontario. The second day after the arrival of the party at their destination on the Getenieu River, the pleasure of the party was abruptly brought to an end in a terrible manner. The two youngest members of the party, Donald McLean, son of Angus McLean, and Fred Rychen, were drowned by the overturning of their canoe. Both young men were well known in Buffalo and were general favorites. Mr. McLean returned home to the bereaved family, the balance of the party remaining to search for the bodies, which were recovered later. A strange incident in connection with this very sad affair is that it was three years

ago to a day when Mr. Hugh McLean lost his oldest boy in almost as sudden and unexpected a manner. Mr. Angus McLean and family have the sincere sympathy of a very large circle of friends.

* * *

Mr. Herman J. Kreinheder, president of the Standard Lumber Company of Buffalo, died October 25. Mr. Kreinheder was well known in Buffalo, having served for three years as chairman of the Republican executive committee and was excise commissioner at the time of his death. While unobtrusive in his manner, Mr. Kreinheder had a way of making friends and holding them and his death has called forth expressions of sympathy and regret from all who knew him.

* * *

While the lumber market is quiet, there seems to be a confident feeling that there will be a marked improvement so far as the movement of lumber is concerned when election is over and done with. Just how soon after depends a good deal on how the election goes.

IN EASTERN TENNESSEE.

(Special Correspondence.)

Nashville, Tenn., Nov. 7, 1904.

The American Lead Pencil Company has decided to rebuild its plant that burned at Lewisburg, instead of coming to Nashville. The company owns considerable cedar timber, now a rare article around Lewisburg, and it is more convenient for them to manufacture there. The finishing of the pencils is done at their eastern place.

* * *

The Davidson-Benedict Company is now well settled down in its new offices, and is quite busy in all departments. This firm has, perhaps, the most extensive out-of-town holdings of any firm in the city of Nashville, having a chain of establishments in the mountains of Eastern Tennessee. Here in Nashville, furniture factory, box, planing mill and hardwood lumber departments are kept busy by the management.

* * *

Lewis Doster, secretary of the Hardwood Manufacturers' Association, was recently through this district, while making a tour of the southern states.

* * *

The Standard Oak Veneer Company of Johnson City, Tenn., has acquired several more acres of property at that place and will erect another factory for its plant. The concern manufactures panels.

* * *

Odie Davis of Madisonville, Ky., and J. H. Higdon of Providence, Ky., have gone to Tutweiler, Miss., and will open up a large saw mill.

* * *

The National Implement Association meets at Chattanooga, Tenn., for several days beginning the 15th of this month, and is of incidental interest to the lumber trade. Chattanooga has considerable

prominence as a vehicle stock and implement manufacturing point.

* * *

It is reported that the Jas. Strong Lumber Company will resume work at its mills a few days. These mills have a capacity of 150,000 feet at Bristol and have been closed down for several months.

MEMPHIS MATTER.

(Special Correspondence.)

Memphis, Tenn., Nov. 7, 1904.

W. A. Bennett, of Bennett & Witte, Cincinnati, has been down at the Memphis office the last few days. Mr. Bennett was seen by the Hardwood Record's man and expressed the view that the lumber situation was fairly good and was improving in a good way. While here Mr. Bennett was much in demand with his friends, and his visits are always a source of pleasure to the Memphis folks.

* * *

Mr. Neely, of McDonald Bros., Helena, Ark., was a visitor in Memphis lumber circles.

* * *

William Mallinson, head of William Mallinson & Co., and his representative, James Richardson of London, England, were visitors in Memphis a few days ago while touring the southern states.

* * *

The Goodlander & Robertson Lumber Company are operating at Humphreys and another point in Arkansas, and busy shipping out of Memphis to the four corners of the earth. This firm never knew a dull season.

* * *

R. J. Darnell states that the export trade gives signs of some improvement, and he thinks quartered oak and gum are both in stronger position than in the spring. His established export trade kept up fairly well during the especially dull season. He now thinks the consignments to the English and continental Europe markets are much reduced.

* * *

The Memphis Lumbermen's Club is meeting regular these days and getting very profitable sessions about the luncheon board at the Gayosa, holding down railroads, pushing up cottonwood and saving the country generally.

* * *

A party of investors from Vincennes, Ind., who have just returned to Memphis from Mississippi, where they purchased valuable timberlands, are registered at the Clarendon. The party comprises William L. Tewalt, William N. Robeson, William H. Moore, Fred Marone, Anthony Doll and Barnabus Butz. They have formed a company and have purchased 4,972 acres of timberland in Sharkey County. They intend to erect saw mills on the property and put the timber on the market.

* * *

Two new lumber offices have recently been opened in Memphis. The Paepcke-Leicht Lumber Company of Chicago has opened an office at 356 Randolph build-

H. C. HOSSAFOUS
 Manufacturer and dealer in
 Quartered Oak Dimension Stock, Ash, Plain
 and Quartered Oak, Walnut, Cherry
DAYTON, OHIO

E. L. EDWARDS
 DAYTON, OHIO
 Yellow Pine, Poplar, Chestnut
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HARDWOOD LUMBER,
TIMBERS AND DIMENSION STUFF
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 good lengths and widths, first-
 class stock in every particular,
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CHATTANOOGA, TENN.
Wholesale Dealer in

HARDWOOD LUMBER**CASE LUMBER CO.**

CHATTANOOGA, TENN

Manufacturers
and dealers in

HARDWOOD LUMBER

High Grade Band Sawed Quartered Oak and
Poplar our Specialty.

Write us, We Have the Lumber.

**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. Cor-
respondence solicited.

ing. George F. Riel, who has represented the company at other points in the South, is in charge.

* * *

The Farrin-Korn Lumber Company of Cincinnati has recently opened an office at 556 Randolph building that will look after a portion of the firm's gum, cottonwood and cypress business in the South.

MINNEAPOLIS.

(Special Correspondence.)

Minneapolis, Minn., Nov. 5, 1904.

Building operations in the twin cities are extensive for the season of year, and much of the work now going on is in large buildings calling for considerable high grade interior finish. The result is a steady demand from the sash and door factories to fill these special orders. Minneapolis building permits for October were valued at \$538,135, a larger total than for July or August.

* * *

W. H. Sill, of the Minneapolis Lumber Company, was called away last week by the death of an uncle in Pennsylvania.

* * *

Lee Gibson of the Medford Manufacturing Company, Medford, Wis., was in Minneapolis a few days ago, looking after their hemlock business. They are not worrying about the marketing of their hardwood output, as they have sold it all to the American Hardwood Lumber Company of Madison.

* * *

D. F. Clark of Osborne & Clark, the local wholesalers, has returned from a business trip through northern Wisconsin, looking for some odd stocks of hardwood to fill out their line.

GOTHAM GLEANINGS.

(Special Correspondence.)

New York, Nov. 5, 1904.

The following out-of-town hardwood lumbermen visited the metropolis during the fortnight: M. C. Burns, Palen & Burns, Buffalo, N. Y.; F. W. Lawrence, Lawrence & Wiggins, Boston, Mass.; R. W. Wistar, Wistar & Underhill, Philadelphia, Pa.; F. H. Reilly, W. W. Reilly & Bro., Buffalo, N. Y.; E. A. Smith, E. A. Smith & Co., Boston, Mass.; W. A. Lister, W. N. Cooper, Asheville, N. C.; F. L. Winchester, Philadelphia, Pa.; E. S. Foster,

Whiting Lumber Company, Elizabethton, Tenn.; Harry S. Dewey, Whiting Lumber Company, Elizabethton, Tenn.; W. H. Russe, Russe & Burgess, Memphis, Tenn.; Robert Patterson, Patterson Lumber Company, Wilkesboro, N. C.

* * *

James A. Noone, the hardwood wholesaler of 15 Park Row, has been appointed permanent receiver for the Vossnack Lumber Company, hardwood dealers of Long Island City, and the concern will be dissolved. It was reported in these columns in June last that the company had been placed in Mr. Noone's hands as temporary receiver upon the application of Herman Vossnack, Jr., to the courts, claiming his dissatisfaction as to its management, at which time the final hearing as to the permanency of the receivership was deferred until the October sitting of the court, with the above result. It is a voluntary dissolution, without any financial embarrassment, as the receiver's schedule shows assets of \$32,807 and liabilities of \$24,155, and everyone will be paid in full. This company was organized several years ago by Herman Vossnack, Jr., and has always made a specialty of thin basswood, a line in which it has been very successful. A little over a year ago it was incorporated through the addition of W. N. Cooper, the large lumber manufacturer of Asheville, N. C., and Max Mossou, the Brooklyn hardwood dealer, to its personnel.

* * *

W. H. Russe, Russe & Burgess, Memphis, the genial gentleman of many titles in lumber association affairs, is in town visiting his friends in the trade. Mr. Russe is the same wherever he goes (smiling and popular), but no one who knows him or ever meets him would ever think he came from so close to Missouri. He, of course, had some lumber to sell, but didn't look worried about it a bit. In fact, looked like a genuine "stand patter," and, judging from a few remarks he made, that's what he's a-doin'.

* * *

Secretary E. F. Perry, of the National Wholesale Lumber Dealers' Association, has been visiting Philadelphia, Baltimore and Boston during the fortnight, in connection with association affairs.

* * *

John Cathcard, the large hardwood manufacturer and wholesaler of 115 Franklin street, city, and mills at Decatur, Ala., Glasgow, Ky., and latterly at Pittsfield, Vt., has just returned from a tour of inspection at his new plant at Pittsfield, and reports everything as progressing nicely all along the line. The new operation at Pittsfield consists of a modern band mill, which is cutting on a tract of about 50,000,000 feet of birch, beech and maple, which he pronounces the "best ever." Some of this stock will be in line for market shortly and Mr. Cathcard prognosticates a veritable hot-

J. M. CARD, President

S. H. CARD, Vice-President

FRED ARN, Sec'y and Treas.

J. M. CARD LUMBER CO.

WHOLESALE and EXPORTERS OF
HARDWOODS and YELLOW PINE

Members of

National Lumber Exporters' Association
National Hardwood Lumber Association

Chattanooga, Tenn.

cake sale. Certain it is that if anybody knows good hardwood he does.

* * *

The new freight traffic bureau of the National Wholesale Lumber Dealers' Association, which is under the management of Mr. C. W. Throckmorton, is progressing finely, and during the fortnight Mr. Throckmorton made an extended trip to Cleveland, Buffalo, Tonawanda and other points in the interest of the bureau and reports a decided interest among the membership.

* * *

E. S. Foster, who for several years has been associated with the local trade as representative of several large wholesale houses, has joined forces with Mr. R. B. Currier, a wholesale lumberman of Springfield, Mass., as manager for the hardwood end of that business in both the buying and selling departments. Mr. Foster will continue to keep in touch with his many customers in the local trade, where he enjoys a wide popularity.

MICHIGAN ITEMS.

(Special Correspondence.)

Calumet, Mich., Nov. 8, 1904.

C. H. Worcester of Chicago, a member of the Worcester Lumber Company of Chassell, has been at the mill the last few days on business. The company has a camp near Bessemer, on the South Shore Railroad, where it will put in 3,000,000 feet of hardwood this winter. The logs will be hauled to Tula and shipped 125 miles by rail to Chassell. The mill at the latter place has been closed down for repairs. It will start up again in two months and run day and night for ten months.

* * *

The Walker Veneer & Panel Works, Factory B, at Grand Marais, has been reorganized as the Great Lakes Veneer & Panel Company, capitalized at \$80,000, in \$40,000 common and \$40,000 preferred.

* * *

The Sagola Lumber Company of Sagola is building an addition 100x25 feet to its mill and three machines for the manufacture of hardwood flooring will be installed. A warehouse 40x80 feet will be built. It will be used for storing the flooring.

* * *

W. B. Mershon and George B. Morley have bought 24,000 acres of spruce and hardwood lands in Mackinac, Chippewa and Luce counties. They are lower Michigan lumbermen and secured the timber from A. M. Chesbro of Toledo, Ohio.

* * *

Brownlee & Co. of Detroit are large manufacturers of Northern Michigan hardwoods. They report a good improvement in the demand for thick maple from eastern buyers.

* * *

The wood mill which the I. Stephenson Company has installed at its hardwood plant at Wells is in commission. Tops and crooked lengths unsuitable for logs run through the wood mill, where they are cut into 32-inch lengths, split by a steam

splitting machine, conveyed out of the mill to the railroad cars and then hauled to the chemical plant, where they are utilized in the manufacture of wood alcohol and charcoal.

* * *

Charles A. Goodman, manager of the Sawyer-Goodman Company of Marinette, says there is a fair trade for hardwoods and hemlock, which comprise the bulk of his company's product now. Mr. Goodman recently returned from the St. Louis Exposition. While returning he stopped over in Kansas City, where he is interested in a lumber concern.

LOUISVILLE NOTES.

(Special Correspondence.)

Louisville, Ky., Nov. 5, 1904.

Louisville Hoo-Hoos are preparing to attend a concatenation of Hoo-Hoos to be held in Winchester, Ky., December 9. Mr. William Ballard, a local hardwood dealer, who is vice-gerent of the Kentucky District, will preside over the meeting. Between ten and twelve new members will be initiated.

A concatenation has also been arranged for this city December 29, when about twenty new members will be initiated.

* * *

Mr. C. H. Callahan, secretary of the Louisville Lumbermen's Club, has just returned from St. Louis where he attended the convention of the Interstate Commerce Law Association, which met in the Fair City, October 28, and took steps to bring before Congress a bill providing for the extension of the powers of the Interstate Commerce Commission, which shall make it an executive body. Mr. Callahan says the representation at the meeting was the best of any meeting he has ever attended in the interest of the lumbermen, and that the action of the meeting will prob-

ably result in the desired result. Lumbermen, particularly, are interested in this matter and were largely represented at the meeting.

* * *

The business of the furniture manufacturers of Louisville, comparing the volume last year and this year, shows that for 1904, so far, the sales were very much larger. However, with reference to earnings, the showing is not so favorable, as concession in price and time have been made.

* * *

Chairman E. L. Davis of the State Association Committee of the Lumbermen's Club, who is at present with the hunting party which left Louisville and Buffalo and which lost two of its members by drowning in a lake in the Canadian woods, is expected to return in a few days and to begin an active campaign for the formation of a state association of lumbermen. The victory of the Lumbermen's Club of Louisville over the Car Service Association has brought to the front the importance of unit action, and Secretary Callahan of the Lumbermen's Club has

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received a great many answers to his circular letter regarding the proposed state association, asking for information regarding the plans for the organization. These plans have not as yet been perfected, but will be got into shape as soon as possible, when a mass meeting of lumbermen will be held, probably in Louisville, to make some definite action.

* * *

According to the books of Assistant building Inspector Samuel Webb of Louisville, the total cost for construction of buildings in this city during the month of October was smaller for that month than for the same month during the past several years. Although the cost was smaller the number of permits was greater. The total number of permits for 1904 was 188, and the total cost was \$198,575.

* * *

The Louisville Board of Trade has passed a resolution protesting against the use by railroads of the non-negotiable bill of lading, and calls upon all shippers to refuse to receive freight or to honor any draft for commodities to which the new non-negotiable bill of lading is attached. This new measure vitally affects the lumber interests of the city. The Board of Trade will also send delegates to the conference arranged by the Interstate Commerce Commission in Philadelphia, November 21, to discuss the subject relating to differential freight rates to North Atlantic ports.

* * *

The Commercial Club of Louisville, at its meeting last Wednesday, adopted the report of the Belt Line Committee, which was investigating the feasibility of the construction of a belt line railroad to connect all the railroad lines in the city with the river above and below the falls. The report was in substance that the railroads be appealed to with a view to having them jointly construct the belt line. However, several of the roads are known to be opposed to interchangeable switching.

and unless they recede from their stand, the project will fail. In this event it is proposed that the Commercial Club proceed to raise the money necessary for the construction of the proposed belt line. It is estimated the line will cost between \$2,500,000 and \$3,000,000. The lumbermen are largely instrumental in attempting to secure the belt line, as it would be of immense value to them, as well as to other shippers.

PITTSBURG PACKET.

(Special Correspondence.)

Pittsburg, Pa., Nov. 7, 1904.

The Forest Lumber Company, which owns 1,500,000 feet of timber in West Virginia, has arranged for the output of a large mill at Cherry Grove, Forest County, Pa., near the state line.

* * *

The International Mahogany Company is arranging to build a standard gauge railroad from Punta San Juan on the northern coast of Cuba, 18 miles into its tract, and later to connect it with the main east and west line running across the island.

* * *

A few of the West Virginia mills are preparing to shut down for the winter. The Curl & Lytle Lumber Company is one of the lucky firms which has a big pond of warm water to protect its mill against the winter freezing and will continue to make a big cut all winter.

* * *

The H. C. Huston Lumber Company is delivering an order of 200,000 feet of lumber for the Baltimore & Ohio Railroad shops at Glenwood, in the Twenty-third ward of Pittsburg.

* * *

The Cheat River Lumber Company is putting in a mill at Point Marion, Pa., to cut 20,000 feet a day. The company owns 12,000,000 feet of chestnut, poplar and oak in West Virginia.

* * *

The planing mill of the Monongahela

River Consolidated Coal & Coke Company, near Brown station, on the Baltimore & Ohio Railroad, burned. The loss was estimated at \$30,000.

DIRECTORS' MEETING.

At a joint meeting of the board of managers and the inspection bureau committee of the National Hardwood Lumber Association, held at Chicago, on November 10, 1904, the resignation of Mr. C. H. Stanton as surveyor-general was accepted.

An arrangement has been effected whereby Mr. Stanton will continue temporarily the duties of that office, under the supervision of Mr. M. M. Wall, Buffalo, N. Y., former surveyor-general, until such time as the inspection bureau committee are able to fill the vacancy.

This arrangement will continue the proper conduct of this important office and will fully protect the best interest of all members of the association.

The following gentlemen were present:

Earl Palmer, Paducah, Ky.
O. O. Agler, Chicago, Ill.
J. Watt Graham, Cincinnati, O.
W. S. Darnell, Memphis, Tenn.
A. R. Vinnedge, Chicago, Ill.
W. A. Bonsack, St. Louis, Mo.
Gardner I. Jones, Boston, Mass.
W. A. Bennett, Cincinnati, O.
J. W. Thompson, Memphis, Tenn.
E. E. Goodlander, Memphis, Tenn.
D. F. Clark, Minneapolis, Minn.
O. E. Yeager, Buffalo, N. Y.
E. F. Dodge, Chicago, Ill.
W. E. Smith, Cairo, Ill.
W. J. Wagstaff, Oshkosh, Wis.
W. W. Knight, Indianapolis, Ind.
M. M. Wall, Buffalo, N. Y.
E. C. Coleord, St. Albans, W. Va.

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AND LOGS.**

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lumber. I inspect at point of shipment. Correspondence solicited.
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THE MARKETS

CHICAGO MARKET.

There has been during the few days that have succeeded the election a feeling of jubilation among the lumbermen.

There is no doubt but that they believe the election of Roosevelt means higher prices for lumber. It is not thought that prices will advance very rapidly, but it is believed there will be a better demand. The consumers of Chicago have for some time been following a hand-to-mouth policy, buying only what they need to run them until the election was over. The dealers look for a good demand from the consumers to supply their wants until after the first of the year and then they expect them to go to buying freely. We do not know whether the consumers will do this, but that is what is expected of them.

There is not much doing this week, but still some good orders are being placed.

LOUISVILLE.

Louisville, Ky., Nov. 5, 1904.—(Special Correspondence.)—There is little or no change in the local lumber situation, except possibly a little more accentuation of the general dullness due to the election Tuesday. While the interest in the election, that is, that interest which disturbs business, has not been as great during this campaign as is usual, business has been affected to some extent in all lines. This with the approach of winter has reduced business to a state where it can be said there is little doing. This refers to the actual lumber industry, although business in the affiliated trades is very good. The box factories and the furniture factories are enjoying especially good trade, particularly the latter. The stave and barrel factories are also working full time. The Avery Plow Company, the largest plow factory in the world, is also working full time and putting in some overtime. Yards generally are experiencing a period of quiet. Prices on the whole are steady to firmer, especially on oak and poplar. The yellow pine market is still booming and prices are advancing.

CINCINNATI.

Cincinnati, Ohio, Nov. 8, 1904.—(Special Correspondence.)—Conditions in this market during the past two weeks have been most favorable. While there hasn't been any noticeable improvement in the general demand, it has not fallen off, and in consequence, dealers are in a

happy state of mind. Plain and quartered oak are still the leaders. Dry stocks of these woods are scarce and holders have experienced no difficulty in disposing of them at full prices. Here and there, dealers are met who claim that quotations are \$2 per 1,000 feet higher, but this advance is not general, though it is within the range of possibility that such an advance will soon be made, owing to the limited supplies and prevailing good demand. White and brown ash are in good call at stiff quotations. The same can be said in regard to hickory. Box manufacturers are eagerly taking the little cottonwood that is offered them at advancing prices. Basswood is firm and moving well. Demand for poplar has been confined within rather moderate limits, and with holders not pressing their offerings, prices have been well sustained. High grades of chestnut are in good demand from eastern dealers who are making good bids.

MINNEAPOLIS.

Minneapolis, Nov. 5, 1904.—(Special Correspondence.)—The factories in this city and in St. Paul are in the market for stock to a greater extent than any time this fall. Dealers here are also getting some good sized orders from consumers in territory east and south, and are marketing some of their stocks in Wisconsin at Chicago. The furniture people are doing a good business, and are getting in orders that insure them plenty of work for the winter. They are in better shape than for a long while, so they are preparing for a good season by laying in some stock. Even now they do not order heavily. They seem to have become committed to the policy of buying in small quantities, and though the stocks on hand are small and needs steady, they are only taking stock to carry them along without "skipping." In the present condition of oak, birch and other stocks, their policy is probably wise, as concerted heavy buying would clean up the yards and force an advance of prices.

NEW YORK.

New York, Nov. 4.—(Special Correspondence.)—The improvement noted in general business conditions in our last letter continues to manifest itself, notwithstanding the fact that politics form the chief topic of discussion on the whole. But by the time this issue of the Record reaches its readers this quadrennial disturbance will be over, and in line with the general opinion expressed in the trade

business will with little doubt revive still more.

Taking the hardwood trade as a unit, the demand during the fortnight has been very fair, although, of course, both wholesalers and retailers could handle a good deal more business than is offering. But on the whole very little complaint is heard, owing to the fact that it is generally appreciated that until election is over and the commercial world settled down again, it is unreasonable to expect very much activity. It is a source of gratification, however, to all that prices continue to maintain themselves firmly. Even poplar, which has been the sore spot for many months, has shown a tendency to improve slightly in demand, although prices are still low.

MEMPHIS.

Memphis, Tenn., Nov. 7, 1904.—(Special Correspondence.)—The Memphis folks are shipping rather more lumber to the western states and middle West than a month ago, and business continues to pick up slowly. Nevertheless occasional complaints of dullness can be heard. The feeling here is that the export business has now reached the stage where it will begin to pick up. No heavy stocks, with perhaps one exception, are in condition anywhere, the exporters say, to be pushed upon the market. There is a touch of the car shortage here already, but not acute as yet. The cypress and poplar trade shows a little improvement, and a more trifling improvement is noted on cottonwood and gum. Everything else is in very good shape.

PITTSBURG.

Pittsburg, Pa., Nov. 7, 1904.—(Special Correspondence.)—The lumber business in Pittsburg might be much better than it is just now. And it might be a whole lot worse. Which means that while there is plenty of business in the air orders are coming in at a rather slow pace and in small amounts. A carload of lumber is now entered up on the books with a relish, and local dealers are scouting among the outside buyers with a determination to get all the trade there is in sight. Most of the salesmen have been returned to the road. These men report an excellent inquiry, but comparatively few orders placed.

It is a little hard to explain the situation. Election interest may be responsible for some of the trouble, but that has cut so little figure this year that it has not previously been taken into account. Manufacturing firms are bracing up all along the line and are announcing projects that will require big bills of lumber to carry out. The railroads, too, are getting ready to make extensive improvements, but most

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of their buying will be along their own individual lines and will not enter into the general market much. The local yards are carrying fair stocks and are beginning to buy considerably in anticipation of a larger winter trade. There is an excellent spirit in the air, and dealers expect to see a marked improvement in conditions soon.

PHILADELPHIA.

Philadelphia, Nov. 5, 1904.—(Special Correspondence).—While the volume of business for the local lumber trade for the past month has not been as large as for the corresponding weeks of the past year, the dealers are nevertheless very optimistic over the outlook, and say that there is a better color in the conditions than has prevailed for months. While business in general has been more or less dull, there can be no question about its gradual increase day by day, with the gradual approach of winter. The yards have of necessity been busier than usual, and though they are not carrying large stocks, the

demand has been so absolute in so many quarters that they have been compelled to buy. Spruce has been the strongest feature of the local market, and is one of the few lines which is viewed with satisfaction by the dealers. While there is but a slight current demand for hemlock, the stock is far more active than it has been for some time, and the dealers feel that there will be a heavier demand in the next few weeks. The new list is being lived up to, and the wholesalers say that they are meeting with no trouble in maintaining it. The demand for the hardwoods far exceeds that of the past few months, and though this increase is not of a revolutionary nature, it indicates an even larger trade for the future. Oak and chestnut are most wanted, but none of the dealers are overstocked with these. The yellow pine outlook is brighter than it has been since early spring. Prices are stronger and the demand fair. Poplar is scarcely moving, even at the prices of early spring.

BUFFALO.

Buffalo, November 7, 1904.—(Special correspondence).—During the past two weeks there has been but very little business doing on this market, which is accounted for by the fact that the campaign has been drawing to a close. As a matter of fact, there has been but very little effort made toward getting business, the salesmen thinking it more profitable to put in their time fixing up their stock list and getting ready for business after the election.

There has been no change in the price situation and everybody seems to think that after election there will be a good healthy improvement in demand and it is a certain fact, admitted by all, that the supply will hardly be sufficient to meet any material growth in the trade.

There are some two or three items in the list of hardwoods that are weak now, basswood and poplar being the chief of these. There is no fear regarding these woods so far as any slump is concerned, but the strength shown in oak, ash and other southern hardwoods is not expected in the matter of poplar and basswood.

NASHVILLE.

Nashville, Tenn., Nov. 7, 1904.—(Special Correspondence).—The lumbermen in this part of the country will be glad when the election is over to-morrow, one way or another. Between now and the first of the year they expect some picking up in trade. Some lumber is in active request. Oak and chestnut both are firmer in price than seven or eight months ago, and the demand is fair. There is some improvement in the tone of poplar. Only one or two firms in Nashville export very heavily, but these receive advices now that indicate a brightening up in the export situation.

IMPORTANT REMOVAL NOTICE.

Chicago, Ill., Nov. 5, 1904.

About November 15, 1904, the Chicago office of the Chicot Lumber Company will be moved to Little Rock, Ark. We, therefore, kindly request that on and after November 15 all correspondence for this office be addressed to the Chicot Lumber Company, People's Building and Loan Association building, Little Rock, Ark. Please bear the above in mind when communicating with the Chicago office.

Thanking you for the courtesies shown us in the past and assuring you of our appreciation of same, beg to remain,

Yours very truly,
CHICOT LUMBER COMPANY.

HOO-HOO CONCATENATION.

On the evening of November 19, a concatenation will be held at Great Bend, Kan. This will be the first concatenation to be held in the short-grass region of the Sunflower State. It is really the introduction of Hoo-Hoo in a new territory. Mr. Chas. C. Isley, of the Arkansas Valley Lumber Company of Great Bend, and the Louisiana Red Cypress Lumber Company, is the man at the head of the local arrangements. He is well backed up by the vicegerent for Western Kansas, J. R. Mc-Lauren of Ellsworth, also ex-Vicegerent J. E. Marss of Winfield, John L. Barwich of Wichita and Henry A. Gorsuch of Kansas City, who will probably act as Junior. The meeting is being widely advertised all over the state and an elaborate banquet has been arranged for, to which the ladies will be invited.

NEWS SUMMARY.

The C. V. McMillan Company has been incorporated at Fond du Lac, Wis., with a capital of \$200,000, by B. F. McMillan, F. S. McMillan and others, to conduct a general lumber business.

The Stave, Veneer & Package Company has been incorporated in Ashland, Wis., with a capital of \$40,000, by Milwaukee capitalists and will establish a plant there.

The Mountain Lumber & Heading Company has been incorporated at Cortland, N. Y., by John E. Davis, Walter S. Hayden and Frank E. Price.

The C. R. Cummins Export Company has been incorporated at Houston, Tex., with a capital of \$300,000, by C. B. Cummins, W. C. Huff and others, for the purpose of manufacturing lumber.

TIMBER LANDS ALONG THE COTTON BELT ROUTE.

White oak, ash, hickory, gum, cypress, cottonwood. Sites and locations for mills and hardwood factories. Let us put you in touch with some good propositions in hardwood timber and timber lands. Write for full information, stating about what you want.

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ASH, OAK, POPLAR, CYPRESS,
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Always in the market for choice lots of hardwoods.

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That it will pay you to list your wants in hardwood lumber in . . .

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Below is a partial list **FOR SALE:**
of stock which we offer

- 5 cars 1 inch No. 1 Common Poplar, saps and selects in.
 - 1 car 2 inch 1st and 2nd Poplar. 17 inches to 42 inches wide, 50 per cent 24 inches and up wide.
 - 1 car each 7 inch to 12 inch Poplar and Cottonwood Box Boards.
 - 1 car each 13 inch to 17 inch Poplar and Cottonwood Box Boards.
 - 1 car 18 inches and up Cottonwood Box Boards.
 - 10 cars 1 inch Common and Better Cottonwood.
 - 2 cars 3 inch 1st and 2nd Plain White Oak.
 - 1 car 4 inch 1st and 2nd Plain White Oak.
 - 1 car 1 1/4 inch Rejects Quartered White Oak, 10 inches and up wide.
 - 2 cars 3 inch 1st and 2nd Quartered White Oak.
 - 1 car 2 1/2 inch to 6 inch 1st and 2nd Quartered White Oak.
 - 3 cars each 1 inch, 1 1/4 inch and 1 1/2 inch 1st and 2nd Quartered White Oak.
 - 3 cars each 1 inch, 1 1/4 inch and 1 1/2 inch Common Quartered White Oak.
 - 1 car each 2 inch Common and 1st and 2nd Quartered White Oak.
 - 2 cars 2 1/2 inch to 5 1/2 inch Quartered White Oak Strips.
 - 2 cars 2 1/2 inch to 5 1/2 inch Quartered Red Oak Strips.
 - 1 car each 3/4 inch and 1 inch 1st and 2nd Quartered White Oak.
 - 1 car each 3/4 inch and 1 inch Common Quartered White Oak.
 - 1 car each 3/4 inch 1st and 2nd Quartered White Oak, 10 inches and up wide and 12 inches and up wide.
 - 1 car each 1 inch 1st and 2nd Quartered White Oak, 10 inches and up wide and 12 inches and up wide.
 - 1 car each 1 1/4 inch 1st and 2nd Quartered White Oak, 10 inches and up wide and 12 inches and up wide.
 - 2 cars 1 inch Rejects Quartered White Oak, 10 inches and up wide.
 - 1 car 2 1/2 inch to 6 inch 1st and 2nd Cherry, small per cent of common.
 - 1 car 1 inch 1st and 2nd Black Walnut.
 - 1 car 2 1/2 inch to 6 inch 1st and 2nd Black Walnut.
- We have a very complete assortment in the above kinds of Indiana hardwoods and solicit inquiries.
- MALEY & WERTZ, Evansville, Ind.**

A R D W O O D

FOR SALE

- 1 car 3/4 inch Quarter-Sawed White Oak, common and better.
- 1 car 3/4 inch Plain-Sawed Red Oak, common and better.
- 10 cars 1 inch Common Quarter-Sawed White Oak.
- 10 cars 1 inch 1st and 2ds Quarter-Sawed White Oak.
- 2 cars 1 1/4 inch 1st and 2ds Quarter-Sawed White Oak.
- 2 cars 1 1/2 inch 1st and 2ds Quarter-Sawed White Oak.
- 1 car each 1 inch, 1 1/4 inch and 1 1/2 inch Common Quarter-Sawed White Oak.
- 10 cars 1 inch C. & B. Quarter-Sawed Red Oak.
- 2 cars 1 1/4 inch C. & B. Quarter-Sawed Red Oak.
- 10 cars 1 inch No. 1 Common Plain-Sawed White Oak.
- Several cars 1 inch No. 2 Common Plain-Sawed White Oak.
- 5 cars 1 inch No. 1 Common Plain-Sawed Red Oak.
- 3 cars 3x8 and 10 inch Red Oak, crossing plank, very cheap.

Also several cars of 6x8 and 7x9 switch ties of White Oak. Southern sweet Gum lumber, bone dry, from 1 to 2 inches thick, and a few cars of 3 inch long run Elm, also Hickory, Ash and Poplar in all grades.

Let us hear from you for anything you may want in these woods for winter and spring shipments.

We have a general line of Oak.

J. V. STIMSON,
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The Miami Lumber & Veneer Co.

MANUFACTURERS AND
WHOLESALE DEALERS IN

HARDWOOD LUMBER

Specialties: { High grades of quartered
and plain Oak, Sycamore,
Ash, Walnut and Cherry.

CAPACITY 40,000 FEET DAILY.

Office, Mills and Yards,

1921-1935 East First Street,

DAYTON, OHIO.

MOWBRAY, ROBINSON & EMSWILER

Wholesale Lumber

CINCINNATI, OHIO

Yards :
6th St., below Harriet

Office :
1219 W. 6th Street

We have bone dry and ready for immediate shipment

POPLAR

2 cars 1 inch 1st and 2nd
2 cars 1 1/4 inch 1st and 2nd
2 cars 1 1/2 inch 1st and 2nd
5 cars 2 inch 1st and 2nd
1 car 2 1/4 inch 1st and 2nd
1 car 3 inch 1st and 2nd
1 car 4 inch 1st and 2nd
3 cars 1 inch common
3 cars 1 1/4 inch common
3 cars 1 1/2 inch common
3 cars 2 inch common
3 cars 1 inch shipping cull
3 cars 1 1/4 inch shipping cull
3 cars 1 1/2 inch shipping cull
3 cars 2 inch shipping cull

CHESTNUT

1 car each 1 inch 1st and 2nd
No. 1 common and sound
wormy
1 car 1 1/4 inch common and
better

PLAIN WHITE OAK

10 cars 1 inch 1st and 2nd
10 cars 1 inch common
2 cars 1 1/4 inch 1st and 2nd
2 cars 1 1/4 inch common
1 car 1 1/2 inch 1st and 2nd
1 car 1 1/2 inch common
2 cars 2 inch 1st and 2nd
2 cars 2 inch common

PLAIN RED OAK

10 cars 1 inch 1st and 2nd
10 cars 1 inch common
2 cars 1 1/4 inch 1st and 2nd
2 cars 1 1/4 inch common
2 cars 2 inch 1st and 2nd
2 cars 2 inch common

QUARTERED WHITE OAK

10 cars 1 inch 1st and 2nd
10 cars 1 inch common

10 cars 3 inch oak planking, 10 to 16 feet
10 cars 2 inch oak planking, 10 to 16 feet

SEND US YOUR INQUIRIES

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.

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.

BAND SAWED YELLOW POPLAR

5-8 TO 4 INCHES THICK

Let us quote you prices. Correspondence
Solicited.

THE ROBT. H. JENKS LUMBER CO.
CLEVELAND, OHIO

RED GUM OUR SPECIALTY FOR TWENTY-FIVE YEARS

Let us give you the benefit of the best methods of manufacture and treatment which a seasoned experience has taught us.

All grades and thicknesses, air and kiln dried, rough, dressed or worked-to-order.

We also manufacture White Oak, Red Oak, Ash, Cypress and Elm.

Himmelberger-Harrison Lumber Co.,
MOREHOUSE, MO.

THE NASH LUMBER CO.

SHANAGOLDEN, WIS.

Basswood, Birch, Soft Elm, Ash, Maple, Hemlock, Pine.

Shipping Point, Glidden, Wisconsin.

THE MCKINNIE VENEER AND PACKAGE CO.

MANUFACTURERS AND WHOLESALEERS OF **HARDWOOD LUMBER**

Your orders solicited for anything in Oak, Poplar, Ash, Chestnut, Hickory or any kind of hardwoods native to this vicinity.

PADUCAH, KY.

Factory Locations and Timber Lands

May Be Found in the South Along the

SOUTHERN RAILWAY and MOBILE & OHIO RAILROAD.

Timber resources include Pine, Oak, Poplar, Hemlock, Cypress, Gum, Chestnut, Balsam, Ash, Elm and other varieties, in Virginia, Kentucky, Tennessee, North Carolina, South Carolina, Georgia, Alabama and Mississippi.

Fine locations for Furniture and Chair Factories, Spoke, Handle, Stave, Heading, Veneer and all other industries using timber.

Address for information

- M. V. RICHARDS,**
Land and Industrial Agent,
Southern Railway and Mobile & Ohio Railroad,
WASHINGTON, D. C.,
- OR
- CHAS. S. CHASE,** Agent,
Chemical Building, St. Louis, Mo.
- M. A. HAYS,** Agent,
225 Dearborn St., Chicago, Ill.
- W. A. MOYER,** Agent,
271 Broadway, New York City.

Chicago
and
Cincinnati

are connected by railroad route having finely appointed trains, day and night — Sleepers and Parlors.

MONON—C. H. & D.

Ride this way once and you'll ride again—we think.

Special Homeseekers EXCURSIONS

VIA

Louisville & Nashville R. R.

TO ALL POINTS IN SOUTHEAST

October 11 to November 15

Less than one Fare for the Round Trip

Tickets limited to return 21 days from date of sale.

For full information, rates, schedules, time tables and literature, descriptive of the various resources, agricultural, mineral and timber lands along the line, call on or address

- J. B. DAVENPORT,** D. P. A., - St. Louis.
- H. C. BAILEY,** N. W. P. A., - - Chicago.
- F. D. BUSH,** D. P. A., - - - Cincinnati.
- J. H. MILLIKEN,** D. P. A., - - - Louisville.
- C. L. STONE,** Gen'l Pass. Agt., Louisville, Ky.

READ OUR WANTED AND FOR SALE COLUMN

NOVEMBER

Below is partial list of stock on hand ready for shipment

1904**AT RICHMOND, IND.****QUARTERED WHITE OAK**

- 3 M feet 1 inch firsts and seconds, 12 in. and up wide.
 2 M feet each, 2 inch firsts and seconds, 12 in. and up wide.
 30 M feet 1 inch firsts and seconds.
 30 M feet 1½ inch firsts and seconds
 28 M feet 1½ inch firsts and seconds.
 18 M feet 2 inch firsts and seconds.
 70 M feet 1 inch common
 20 M feet 1½ inch common.
 22 M feet 1½ inch common.
 15 M feet 2 inch common.
 8 M feet 1 inch common strips.
 10 M feet 1 and 1½ inch cull.

QUARTERED RED OAK

- 2 M feet 1½ inch firsts and seconds.
 15 M feet 1 inch common.
 16 M feet 1 inch firsts and seconds.

PLAIN WHITE OAK

- 10 M feet 1 inch common.
 25 M feet 1½ inch common.
 18 M feet 2 inch common.
 4 M feet 1 inch firsts and seconds.

WALNUT

- 5 M feet 1½ inch firsts and seconds.
 3 M feet 1½ inch firsts and seconds.
 3 M feet 2 inch firsts and seconds.
 25 M feet 1½ and 1¾ inch commons.
 1 M feet 2 inch common.

- 5 M feet 1½ inch cull.
 3 M feet 1½ inch cull.

WHITE ASH

- 10 M feet 1 inch common.
 8 M feet 1 inch firsts and seconds.
 12 M feet 1½ inch firsts and seconds and common
 25 M feet 1½ inch firsts and seconds
 8 M feet 1 inch cull.
 10 M feet 2 inch firsts and seconds
 8 M feet 3 inch firsts and seconds
 15 M feet 1½ inch common
 12 M feet 2 inch common

QUARTERED WHITE ASH

- 25 M feet 1 inch firsts and seconds and common

HICKORY

- 7 M feet 2 inch firsts and seconds.
 8 M feet 2 inch common.
 4 M feet 1½ and 2 inch cull
 5 M feet 1½ inch firsts and seconds.
 9 M feet 2 inch firsts and seconds and common

QUARTERED SYCAMORE

- 10 M feet 1 inch firsts and seconds, 6 inch and up
 5 M feet 1, 1¼, 1½ and 2 inch 12 inches and up.

CHERRY

- 8 M feet 1 inch common.
 15 M feet 1 inch cull.

MAPLE

- 15 M feet 1 inch common and better soft.

LINN

- 18 M feet 1 inch common and better.

BUTTERNUT

- 6 M feet 1 inch common and better.

AT TALLEGA, KY.**QUARTERED WHITE OAK**

- 8 M feet 1 inch common

QUARTERED RED OAK

- 5 M feet 1 inch firsts and seconds
 3¼ M feet 1 inch common

PLAIN WHITE OAK

- 25 M feet 1 inch common

ASH

- 8 M feet 1½ inch firsts and seconds
 2 M feet 1½ inch common.

POPLAR

- 20 M feet 1½ inch firsts and seconds
 40 M feet 1½ and 2 inch sap common

OAK TIES

- 12 M feet 7x8—8½
 8 M feet 6x8—8

AT EVANSVILLE, IND.**PLAIN RED OAK**

- 160 M feet 1 inch first and seconds.
 250 M feet 1 inch common.
 15 M feet 2 inch first and seconds.
 10 M feet 2 inch common.

QUARTERED RED OAK

- 25 M feet 1 inch firsts and seconds.
 10 M feet 1½ inch firsts and seconds.
 7 M feet 2 inch firsts and seconds.
 22 M feet 2 inch common.
 7 M feet 1½ inch first and seconds.
 13 M feet 1 inch common.
 13 M feet 1½ inch common.

QUARTERED WHITE OAK

- 20 M feet 1 inch firsts and seconds.
 20 M feet 1 inch common.

PLAIN WHITE OAK

- 24 M feet 1 inch firsts and seconds.
 12 M feet 1 inch commons.

ELM

- 60 M feet 2 inch common and better

GUM

- 60 M feet 1 inch common and better
 25 M feet 2 inch common and better

We are continually manufacturing and adding to our holdings, and would be pleased to have your inquiries

C. & W. KRAMER CO.,**RICHMOND, IND.**

THE FULLERTON-POWELL HARDWOOD LUMBER COMPANY

SOUTH BEND, INDIANA

MILLS IN

INDIANA MICHIGAN
 TENNESSEE KENTUCKY
 ARKANSAS MISSOURI



DISTRIBUTING YARDS

SOUTH BEND, INDIANA
 AND
 MT. VERNON, ILLINOIS

MANUFACTURERS AND WHOLESALERS

OF ALL KINDS OF

**HARDWOOD
LUMBER**

OUR SPECIALTIES:

**OAK, GUM
WALNUT**

WANTED—FOR SALE—EXCHANGE.

WANTED—POSITION

As shipper, yard foreman or hardwood inspector by young man of four years' experience. Best of references. Address C. C. C., care Hardwood Record.

WANTED—POSITION

as book-keeper, thoroughly experienced in lumber and freights. Can give good references. Address L. M. C., care of Hardwood Record.

WANTED—SITUATION

as buyer and inspector of Hardwoods, export preferred. Acquainted with sources of supply. Will go anywhere. South preferred. Good references. Address "K," care of Hardwood Record.

BUSINESS OPPORTUNITIES.

FOR SALE CHEAP.

A good saw and shingle mill; am willing to sell at a sacrifice if taken at once. Write or apply to WEBSTER MFG. CO., Station "B," Superior, Wis.

FOR SALE—SAW MILL.

A complete circular saw mill, including edger, trimmer, cut-off saw, bull wheel, log turner, engine, boiler, etc., now in operation in Mississippi. Also complete steam skidder with steel cables, blocks, etc. Address BLANTON-THURMAN CO., Memphis, Tenn.

FOR SALE OR EXCHANGE.

A fine modern residence in good state of repair, with large grounds located in good city in Central Indiana, now occupied by owner. Cost \$65,000 to build, cannot be duplicated for that sum now; worth \$80,000. Will sell cheap or exchange for pine or hardwood timber lands. Address S. F. C., care Hardwood Record.

FOR SALE.

600,000 feet dry log run gum. Can furnish oak bills to order on quick notice—wagon, stock, piling timbers, etc. Would sell out—property consisting of two saw mills, cotton gin, 40 lots, nine houses for employes, all in Success, Ark., 4,000 acres timber land adjoining, 300-acre farm. A first-class place for saw milling—splendid location for slack barrel factory. Will sell at a bargain. JOE McCRACKEN & SON, Success, Ark.

WORTH SEEING.

Do not fail to visit our exhibit in the Liberal Arts Building (section 20), World's Fair, St. Louis. R. HOE & CO., Manufacturers Saws and Printing Presses, New York.

WANTED—

Partner in Saw Mill Business.

I have well equipped and up-to-date circular saw mill, including shingle machine, planer and matcher, cut off saw and three saw edgers. Machinery all new and in good condition. I have more business on hand than I can look after and wish to sell a half interest to some good man experienced in saw milling. I have a splendid location for a saw mill, plenty of timber, such as pine, oak, poplar and Hickory. Address T. C. CRENSHAW, Goldridge, Ga.

NORTHERN WISCONSIN RESOURCES

Northern Wisconsin offers the finest opportunities for manufacturing and settlement. Fine grazing lands, hardwood timber and splendid soil for the settler; iron ore, clay, marl and kaolin for the manufacturer, are awaiting those who seek the opportunity. Transportation facilities are of the best. Interesting booklets, maps, etc., are yours for the asking. W. H. Killen, land and industrial commissioner; Jas. C. Pond, general passenger agent, Wisconsin Central Railway, Milwaukee, Wis.

LUMBER WANTED.

WANTED.

To buy at once, 500,000 feet or any part thereof of 6 x 8 white or burr oak switch ties 9 to 15 feet long. Need not be gotten out in sets. Also 100,000 feet of 3 x 10 crossing plank. Address J. C., care Hardwood Record.

WANTED TO BUY.

3-inch white oak, 1st 2nd and No. 1 common. State how old and how much you can furnish. MOWBRAY, ROBINSON & EMSWILER, Cincinnati, O.

WANTED.

To contract for 600,000 to 800,000 feet of oak freight car stock or any part thereof. Will advance money on bill of lading if desired. Sizes and price upon application. Shipments commencing immediately. Address D. J., care Hardwood Record.

WANTED—ASH.

We are in the market for several carloads of 2-inch and thicker 1st and 2ds, and good Southern Ash. Advise what you have to offer with your very best prices. F. O. B. C. your shipping point and state dryness. THE FULLERTON-POWELL HARDWOOD LUMBER CO., South Bend, Indiana.

WANTED.

For immediate delivery, 1-inch to 2-inch 1st and 2nds; also selects and 1½-inch and 2-inch common in yellow poplar. For cash or will advance on bill of lading. Address K. C., care Hardwood Record.

WANTED.

1,000,000 feet plain Red and White Oak, 500,000 feet quartered Red Oak, 200,000 feet quartered White Oak. If you have anything in this line to offer kindly let me hear from you. CHARLES DARLING, 409 Merchants Loan & Trust Bldg., Chicago.

WANTED.

Two cars 2 inch 2¼ inch and 3 inch common and better plain white oak. Ten cars 1 inch common and 1st and 2nd plain white or red oak. Five cars 1 inch common and 1st and 2nd quartered white oak. DUHLMEIER BROS., Cincinnati.

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.

Plain Red Oak, 1sts and 2nds 1 and 1½-inch. " " common 1 and 1½-inch. " White Oak, 1sts and 2nds 1, 1¼, 1½ and 2 in. " " common 1, 1¼ and 1½-inch. Quartered Red Oak, 1sts and 2nds 1 and 1½-inch. " " common 1 and 1½-inch. " White Oak, 1s and 2s 1, 1¼ and 1½-inch. " " common 1, 1¼ and 1½-inch. Cottonwood 1-inch all grades. Soft Elm 1 to 3 inch common and better. Cherry 1-inch all grades. Have permanent inspectors in various parts of the U. S. and will inspect at shipping point. Write us. STANDARD LUMBER CO., Buffalo, N. Y.

WANTED TO BUY

Butternut or white walnut, 1sts and 2nds and common, 1 inch to 2 inches thick. Want principally 1½ inch. THE LITTLEFORD LUMBER CO., Cincinnati, Ohio.

WANTED—OAK TIMBER.

White oak, square edged and sound, mostly 12 x 12 and under. If you can get out such stock promptly and at a fair price, address BROWNLEE & CO., Detroit, Mich.

SPECIAL WANTS.

Cash paid for 1 inch black walnut and 1 inch common and better plain oak. Advise what you have—will come and look over your stock. Address C. J. FRANK, 1809 North Alabama Street, Indianapolis, Ind.

WANTED

1st and 2nd clear yellow pine rough. 6 cars 2x6 and over wide. 1 car 1¼x6 and over wide. 1 car 1½x6 and over wide. 2 cars 2x6 and over wide. Quote price f. o. b. St. Louis, stating lengths, width and how dry. THE BONSAK LUMBER COMPANY, St. Louis, Mo.

WANTED.

1½-inch shipping and mill cull Poplar. 1½ and 2 inch cull Black Ash. 1¼-inch cull quarter-sawed Red Oak. 1-inch mill cull Basswood. No. 3, 4 and 5 Pine beards. PAGE & LANDECK LUMBER CO., Milwaukee, Wis.

WANTED.

Cottonwood in car lots, barge lots and mill cuts. Advise what you can furnish and quote us your very best prices. F. O. B. C. your shipping point and prompt future shipments. THE FULLERTON-POWELL HARDWOOD LUMBER CO., South Bend, Indiana.

WANTED—PLAIN RED AND WHITE OAK.

We can use for prompt and future shipment several hundred thousand feet of 1, 1¼, 1½ and 2 inch common and better plain Red and White Oak. Advise what you have to offer, stating dryness and prices. F. O. B. C. your shipping point. We will send an inspector to take up and ship this stock in lots of five cars or more. THE FULLERTON-POWELL HARDWOOD LUMBER CO., South Bend, Indiana.

WANTED

Two cars ¾ inch birch. One car 1 inch 1st and 2nd cherry. M. ROEDER, 1440 Roscoe Street, Chicago.

WANTED HARDWOOD LUMBER

200 M feet 1 inch 1sts and 2nds plain red oak. 250 M feet 1 inch common plain red oak. Want prices f. o. b. Chicago. JOHNSON & KNOX LUMBER CO., 314 Chamber of Commerce, Chicago, Ill.

WANTED—WALNUT.

We can use several carloads of 1-inch Walnut log run or on grades green or dry for immediate shipment. Would also accept a small per cent of thicker stock. Advise what you have to offer with your very best prices. F. O. B. C. your shipping point, stating dryness. THE FULLERTON-POWELL HARDWOOD LUMBER CO., South Bend, Indiana.

SOME OF OUR WANTS.

We want plain Red and White Oak, all grades and thicknesses. One inch Cottonwood, all grades. One inch Tupelo Gum, common and better. One inch Red Gum, common and better. One inch Cherry and Red Cedar. One inch to two inch Bass, Elm, Birch and Maple. In the various grades. Address THE JOHN GILLESPIE LUMBER CO., Lumber and Seward Sts., Chicago.

THE GRAHAM LUMBER CO., Ltd.

MANUFACTURERS OF

YELLOW POPLAR LUMBER & HARDWOOD LUMBER

WHOLESALE DEALERS IN ALL KINDS OF

CINCINNATI, O.

OFFICE: 41 E. Fourth St.

WANTED-POPLAR.

Two cars 1-inch cull poplar.
MESSINGER HARDWOOD LUMBER CO.
Clybourn and Elston Aves., Chicago.

WANTED.

100,000 ft. 1 in. 1st and 2nd plain red oak.
100,000 ft. 1 in. common plain red oak.
100,000 ft. 1 in. 1st and 2nd plain white oak.
200,000 ft. 1 in. common plain white oak.
100,000 ft. 1 in. 1st and 2nd quarter-sawed white oak.
200,000 ft. 1 in. common quarter sawed white oak.
10,000 ft. 1 1/2 in. 1st and 2nd plain white oak.
10,000 ft. 1 1/2 in. common plain white oak.
10,000 ft. 1 1/2 in. 1st and 2nd plain red oak.
10,000 ft. 1 1/2 in. common plain red oak.
30,000 ft. 1 in. 1st and 2nd quarter-sawed red oak.
30,000 ft. 1 in. common quarter-sawed red oak.
20,000 ft. 1 1/4 in. 1st and 2nd quartered-sawed red oak.
30,000 ft. 1 1/2 in. common quarter-sawed red oak.
50,000 ft. 1 1/4 in. 1st and 2nd plain red oak.
50,000 ft. 1 1/4 in. common plain red oak.
Make prices f. o. b. your shipping points; to be inspected there.

W. A. DAVIS,
1612 Marquette Building, Chicago, Ill.

WE WANT:

20 cars 2 inch Hickory, half 12 and half 14 foot, 1st and 2nd and Common.
20 cars 2 1/2 inch and 3 inch, 12 and 14 foot Hickory, 1st and 2nd and Common.
20 cars 1 inch, 1 1/4 inch and 1 1/2 inch Cherry, 1st and 2nd, Common and Cull.
50 cars 1 inch Red Oak, plain sawed, 1st and 2nd and Common.
50 cars 1 inch White Oak, plain sawed, 1st and 2nd. Also 1 1/4 inch, 1 1/2 inch and 2 inch plain Red and White Oak.

EMPIRE LUMBER CO.,
North Branch and Blackhawk Sts., Chicago.

WANTED

Five carloads 1 inch log run birch.
One carload 1 inch 1sts and 2nds red birch.
One carload 1 inch common red birch.
DUHLMEIER BROTHERS,
Cincinnati, Ohio.

WANTED.

1 inch 1st and 2nd plain oak.
P. G. DODGE LUMBER CO.,
2116 Lumber Street, Chicago.

WANTED TO BUY.

Dry stock and for prompt shipment, several cars each 1 1/4 inch 1st and 2nds and No. 1 common chestnut; 1 1/4 inch No. 1 common quartered white oak; 1 inch 1st and 2nds, No. 1 common and No. 2 common cherry; 1 1/4 inch 1st and 2nds and No. 1 common cherry, and 1 1/2 inch 1st and 2nds and No. 1 common cherry. Make prices f. o. b. cars Cincinnati, giving full description of stock as to quantity each thickness and grade, widths and lengths, and how long same has been on sticks. We pay cash.
L. W. RADINA & CO.,
S. W. Cor. Clark St. and Dalton Ave., Cincinnati, O.

WANTED.

I am in the market for 1-inch and thicker Birch
LELAND G. BANNING,
5th & Main Sts.,
Cincinnati, O.

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,
Blue Island av. and Robey Sts. 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, 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-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

Wagon stock—Poles, reaches, bolsters and axles.
1 inch, 1 1/4 inch, 1 1/2 inch and 2 inch plain and quartered red and white oak.
3 inch 1sts and 2nds plain white oak.
1 inch and 2 inch wormy oak.
2 inch and 3 inch log run soft elm.
1 inch, 1 1/2 inch and 2 inch wormy chestnut.
1 inch No. 2 and No. 3 common cottonwood.
1 inch No. 2 and No. 3 common gum.
1 inch No. 2 and No. 3 common poplar.
1 1/2 inch and 2 inch common and 1st and 2nd hickory.
Small oak dimension stock to be cut on order.
Send for list.

PAGE & LANDECK LUMBER CO.
Milwaukee, Wis.

WANTED-FOR CASH.

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

WANTED.

We have a steady demand for the usual thicknesses in the different grades of Oak, Ash and Poplar. Write us for cash prices.
WM. F. GALLE & CO.,
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.

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-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.

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

WANTED.

The cut of a hand mill sawing principally Oak, Ash and Poplar. Will pay cash weekly. Address
FERD BRENNER LUMBER CO.,
Chattanooga, Tenn.

WANTED-WALNUT.

All grades and thicknesses. Will pay cash and inspect at shipping point.
W. R. CHIVVIS,
Main and Lesperance Sts., St. Louis, Mo.

WANTED.

200 M feet 1-inch sound Wormy Chestnut.
100 M feet 1 1/4-inch sound Wormy Chestnut.
100 M feet 1 1/2-inch sound Wormy Chestnut.
100 M feet 2-inch sound Wormy Chestnut.
T. B. STONE LUMBER CO.,
Cincinnati, O.

WANTED.

10 cars 2 1/2-in. Common and Better Soft Elm.
10 cars 3-in. Common and Better Soft Elm.
W. & B. HARDWOOD LUMBER CO.
1084 So. Paulina St., Chicago.

WANTED.

To contract for
500,000 ft. 1-in. 1st and 2nd Plain Red Oak.
500,000 ft. 1-in. Common " " "
100,000 ft. 3/4-in. 1st and 2nd " " "
100,000 ft. 3/4-in. Common " " "
100,000 ft. 3/4-in. 1st and 2nd " " "
100,000 ft. 3/4-in. Common " " "
300,000 ft. 2 and 3 in. Common and Better Soft Elm.
If you can furnish all or any part of this order, address, with price F. O. B. mill or delivered in Chicago.
GEO. W. STONEMAN & CO.,
76-82 West Erie St., Chicago, Ill.

WANTED.

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

WANTED.

1-inch Walnut, all grades.
Plain and quartered Oak, all thicknesses and grades
Will pay cash and receive at shipping point.
FINK-HEIDLER CO.,
Ashland Ave and 22nd St., Chicago.

WANTED.

Oak and Ash poles for immediate delivery.
McCLURE LUMBER CO.,
Detroit, Mich.

LUMBER FOR SALE.

FOR SALE.

500 M ft. 1-inch No. 3 common beech, maple and birch. Good rate to Chicago.
LONGFELLOW & SKILLMAN LUMBER CO.,
Grand Rapids, Mich.

FOR SALE

Ten cars 3 inch grey elm, 80% 1sts and 2nds, 20% No. 1 common.
Ten cars 2 inch grey elm, 80% 1sts and 2nds, 20% No. 1 common.
Ten cars 2 inch birch, 75% 1sts and 2nds, 25% No. 1 common.
Five cars 1 inch quartered red oak strips.
Five cars 1 inch quartered white oak strips.
THOMPSON LUMBER CO., Ltd.
National City Band Bldg.,
Grand Rapids, Mich

BENNETT & WITTE

Cash

Buyers of Well Manufactured

Poplar, Cottonwood, Gum

OAK, PLAIN AND QUARTERED-WHITE AND RED, ASH, ELM AND CYPRESS.

MAIN OFFICE:

222 W. 4th St., Cincinnati, O.

Cable Address: "BENNETT," Cincinnati or Memphis.
Branch: 28 Southern Express Bldg., Memphis, Tenn.

FOR SALE FOR PROMPT SHIPMENT.

100 M ft. 1 1/4-inch culls and sound wormy chestnut. This stock is bone dry, good average width and nicely manufactured

THE LITTLEFORD LUMBER CO.,
Cincinnati, O.

FOR SALE-POPLAR.

1, 1 1/4, 1 1/2 and 2 inch common and cull, rough or dressed.
4, 5 and 6 inch bevel siding.

T. F. MCGEE & CO.,
Ackerman, Miss.

FOR SALE-SOFT ELM.

Two cars 3-inch, two cars 1 1/4-inch, five cars 1 1/2-inch common and better soft elm.

BROWNLEE & CO.,
Detroit, Mich.

FOR SALE.

We invite your inquiries for

GRAY ELM-

One car 1-inch No. 2 C. & B.
Five cars 2-inch No. 1 C. & B.
One car 3-inch and 4-inch No. 1 C. & B.

BEECH-

One car 1-inch 1st and 2nds, 8-inch and wider.
Ten cars 1-inch No. 2 C. & B.

BIRCH-

1-inch No. 2 C. & B.
Our Cut: 1 1/2-inch No. 1 C. & B.
2-inch to 3-inch No. 1 C. & B.

MAPLE-

1-inch to 1 1/4-inch No. 2 C. & B.
Our Cut: 1 1/2-inch to 4-inch C. & B.
Ten cars 2-inch No. 1 C. & B.
Two cars 1-inch 1st and 2nds.
Two cars 3-inch 1st and 2nds.
Our cut 4-inch 1st and 2nds.

BASSWOOD-

Two cars 1-inch to 3-inch on grades.
Quotations promptly made.

GIBBS & HALL,
Grand Rapids, Mich.

FOR SALE.

We offer:

200 M feet 2 inch Maple Log Run.
100 M " 1 1/4 inch Maple Log Run.
100 M " 1 inch Maple Log Run.
100 M " 1 inch No. 1 and No. 2 Common Birch.
50 M " 1 inch Common Basswood.
One car of 1 inch No. 1 Common Cherry.
DUDLEY & DANIELS LUMBER CO.,
Grand Rapids, Mich.

FOR SALE.

2 carloads dry 1st and 2nd white oak inch boards.
1 carload dry No. 1 common white oak inch boards.
1 carload dry No. 2 common white oak inch boards.
5 carloads dry No. 3 common white oak inch boards.
All 8, 10, 12, 14 and 16 feet long.
1 carload dry inch log run basswood boards, 8, 10, 12, 14 and 16 feet long.
1 carload dry 1st and 2nd 1 inch chestnut boards.
3 carloads dry inch sound wormy chestnut boards.
3 carloads dry clear oak squares, 2 in. x 2 in. x 18 in.
2 carloads dry clear oak squares, 2 in. x 2 in. x 13 1/2 in.
2 carloads dry clear oak squares, 2 in. x 2 in. x 15 1/2 in.
1 carload dry clear oak squares, 2 in. x 2 in. x 19 in.
HENDERSON LUMBER COMPANY,
Anthony, W. Va.

FOR SALE.

Our revised stock list appears in this paper the first issue of every month. Look it over and write us your wants. We make prompt shipments.
C. & W. KRAMER,
Richmond, Indiana.

FOR SALE.

Two cars 1-inch 1st and 2ds qtd. White Oak, 10 to 18 inches wide.
Four cars 1-inch log run Walnut.
One car 1 1/2 and 2 inch log run Walnut.
Will sell on grades, wide and fine. All Indiana band sawn stock.
WESTERN LUMBER CO.,
Richmond St. and McLean Av.
Cincinnati, O.

16 Ft. Louisiana Cypress CUT PRICES

600 M ft. 1 in. 6 mos. dry La. Cypress.
100 M ft. 1 1/4 in. 6 mos. dry La. Cypress.
100 M ft. 1 1/2 in. 6 mos. dry La. Cypress.
100 M ft. 2 in. 6 mos. dry La. Cypress.
30 M ft. 6 in. strips.
Above runs 800 M ft. 16 ft., balance 10, 12 and 14 ft. Grade 50 per cent select and better. Address
SOUTHERN SAW MILL CO., LTD., New Orleans, La.

WANTED TO SELL.

One million feet gum lumber to be cut and delivered f. o. b. Southern Railway, ten miles from West Point, Miss. Call on or address
J. E. SEITZ,
West Point, Miss.

FOR SALE.

Quartered white oak, 1 to 3 inches thick.
EDWARD L. DAVIS & CO.,
Louisville, Ky.

FOR SALE

150,000 feet 1 inch, 8 inch-wide and up, 1sts and 2nds selected clear maple, thoroughly dry.
Apply H. C. S., care Hardwood Record.

FOR SALE

100,000 feet of 1, 1 1/4 and 2 inch soft elm, dry, cut from large timbers at \$30 for 1sts and 2nds; \$20 for No. 1 common f. o. b. Detroit, Mich. Address
E. W. LEECH, Detroit, Mich.

FOR SALE

Eight cars 1 in No. 2 common plain white and red oak, thoroughly dry. \$1.0 per 1,000 f. o. b. St. Louis.
Address B. B. care Hardwood Record.

WANTED TO SELL

500,000 ft. 1 and 2 inch Cypress.
500,000 ft. 1 and 2 inch Red Gum.
KNIGHT BROS.,
Glover, Miss.

WANTED ORDERS

For large quantities of white oak sawed timbers; cut stock; crossing plank; switch ties and bridge timbers, 40 feet and shorter.
DUNBAR MILL & LUMBER CO.,
Bardwell, Ky.

FOR SALE

1 car 1 inch No. 1 common poplar.
1 car 1 inch No. 2 common poplar.
1 car 1 inch common and better hwn and 2 inch 1sts and 2nds ash.
GEORGE L. HUNT,
Chattanooga, Tenn.

FOR SALE-CYPRESS.

One million feet 1 inch shop.
500 M ft. 1 inch common.
HOYT & WOODIN CYPRESS CO.,
Randolph Building, Memphis, Tenn.

FOR SALE

We have a large and complete stock of quartered white oak.
Ohio stock, all thicknesses.
Can make low prices.
Lumber finely figured.
Send us your inquiries.
DUHLMEIER BROTHERS,
Cincinnati, Ohio.

FOR SALE.

The following lot of Mississippi Soft Yellow Cypress Lumber in grades of shop common, selects and 1st and 2nds, from which prompt shipments can be made:
About 750,000 ft. 1 1/4 inch.
500,000 ft. 1 1/2 " "
500,000 ft. 1 " "
500,000 ft. 2 " "
100,000 ft. 3 " "
50,000 ft. 2 1/2 " "
All on sticks at our mills in Mississippi.
BLANTON & THURMAN CO.,
Memphis, Tenn

FOR SALE.

Three cars 1 1/2 inch soft grey elm.
Maples, all standard thicknesses.
Beech, 1 inch, 1 1/2 inch and 3 inch.
Also basswood, birch and other northern hardwoods.
BROWNLEE & CO.,
Detroit, Mich.

LUMBER FOR SALE.

1 car 3/4-in. poplar beaded ceiling.
We will make a low price on the above. Write for particulars.
CYPRESS LUMBER CO.,
Cincinnati, O.

FOR SALE.

A complete stock of dry quartered White and Red Oak, 1, 1 1/4, 1 1/2 and 2 inches thick in both 1st and 2nd and common grades, good widths and figure; ready for prompt shipment.
THOMPSON & McCLURE,
278 Randolph Bldg.,
Memphis, Tenn.

FOR SALE.

10 cars 1 in. to 2 in. Birch.
1 car Curly and Red Birch.
100 cars 1 in. to 4 in. Maple.
20 cars 1 in. and 1 1/2 in. Basswood.
3 cars Cherry.

J. S. GOLDIE,
Cadillac, Mich.

FOR SALE

100,000 feet 1 inch 1sts and 2nds chestnut.
150,000 feet 1 inch No. 1 common chestnut.
Stock dry, and fine widths.
Will quote delivered prices on request.
DUHLMEIER BROTHERS,
Cincinnati, Ohio.

FOR SALE.

200,000 feet 1 inch No 1 common, seasoned Poplar
15,000 feet 1 inch first and second, seasoned Poplar 20 inches and up wide.
10,000 feet 3/4 inch first and second, seasoned Poplar 18 inches and up wide.
100,000 feet 1 inch No. 1 common plain White Oak.
100,000 feet 1 inch No. 1 common quartered White Oak.
THE NORMAN LUMBER CO.,
Louisville, Ky.

FOR SALE.

Send us your wants for dry stock in Oak and Gum.
WRIGHT-BACHMAN LUMBER CO.,
Portland, Ark.

WANTED TO MOVE AT ONCE

200 M feet 1 inch 1sts and 2nds poplar 1 to 2 inches thick.
JNO. M. SMITH,
Dickson, Tenn.

FOR SALE.

500 M ft. 1 inch Common and Better Cottonwood.
300 M ft. 1 inch Select Common Cottonwood.
300 M ft. 1 inch Common Plain Red Oak.
100 M ft. 1 inch Common Plain White Oak.
100 M ft. 1 1/4 inch 1st and 2nd White Ash.
100 M ft. 3 inch 1st and 2nd White Ash.
500 M ft. 1 inch Common and Better Gum.
500 M ft. 1 1/4 inch Common and Better Gum.
100 M ft. 1 inch Wisconsin Red Oak, 1st and 2nd.
150 M ft. 1 inch to 2 inch Common and Better Black Ash.
5 cars each 1 1/4 inch and 1 1/2 inch Quartered White Oak.
1,000,000 ft. 1 inch Common and Better Basswood.
E. SONDEHEIMER Co.
Address Main Office, 757 Railway Exchange,
Chicago.

FOR SALE.

25 M ft. 1 inch 1st and 2nd quartered white oak.
40 M ft. 1 1/2 inch common and better soft elm.
40 M ft. 2 inch common maple,
25 M ft. 2 inch 1st and 2nd maple.
40 M ft. 2 inch 1st and 2nd poplar.
30 M ft. 2 inch cull poplar.
One car 1 1/2 inch 1st and 2nd quartered red oak.
One car 1 1/2 inch 1st and 2nd quartered white oak.
MESSINGER HARDWOOD LUMBER CO.,
Clybourne Place and Elston Ave., Chicago.

FOR SALE.

90,000 ft. 1 1/4 inch Basswood No. 1 Common and Better.
150,000 ft. 1 inch No. 2 Common and Better Birch.
15,000 ft. 1 1/4 inch No. 2 Common and Better Birch.
30,000 ft. 1 1/2 inch No. 2 Common and Better Birch.
8,000 ft. 2 inch No. 2 Common and Better Birch.
25,000 ft. 1 inch No. 3 Common Birch.
32,000 ft. 1 inch No. 1 Common and Better Cherry.
20,000 ft. 1 inch and thicker No. 3 Common Cherry.

ENGEL LUMBER CO.,
Grand Rapids, Mich.

FOR SALE-GUM.

300 M feet 3/4 inch common and better gum, dry.
300 M feet 1 inch gum box boards, 13 inches to 17 inches wide, dry.
200 M feet 1 inch 1st and 2nd sap gum, 12 inches and wider, dry.
GEORGE B. ZEARING & CO.,
De Valls Bluff, Ark.

WANTED-OAK PLANK.

3-inch common, white or burr oak plank, 8 inch and wider, 12, 14 and 16 ft. long.
12 x 12 timbers.
Also 3-inch plank and 12 x 12 timbers 20 ft. and longer.
CONTINENTAL LUMBER CO.,
Monadnock Bldg. Chicago

**WANTED
Hardwood Lumber**

Plain oak, quartered oak, walnut, poplar and cottonwood. Willing to contract for season's cut of mill, Bandmill preferred. Address with full particulars.
C. M. R. 45 care Hardwood Record.

FOR SALE.

Poplar, Oak, Ash, Chestnut in any grade or thickness. Can make prompt delivery from our new yards at Winton Junction, Cincinnati.

STEWART & JACKSON,
612 Mercantile Library Bldg., Cincinnati, O.

FOR SALE.

Pennsylvania stock. 60,000 feet 2-inch log run Birch, band sawed and end trimmed. 30,000 feet 3-inch common and better Birch, band sawed and end trimmed. 12,000 feet 2-inch log run White Oak. 27,000 feet 2-inch plain Red Oak. 12,000 feet 1-inch log run plain White Oak.

Tennessee stock. One earload of 1-inch to 2-inch common and better Chestnut, 25% 1st and 2nd, mostly 1 inch.

At another point. 3,831 feet 1-inch 1st and 2nd Chestnut. 7,380 feet 1-inch No. 1 common. 475 feet 1½-inch 1st and 2nd. 1,660 feet 1½-inch 1st and 2nd. 1,024 feet 1½-inch 1st and 2nd Chestnut.

At another point. 2,350 feet 1-inch 1st and 2nd Chestnut. 2,870 feet 1-inch No. 1 common. 439 feet 1-inch to 2-inch 1st and 2nd. 1,701 feet 1-inch No. 1 common. 559 feet 1½-inch 1st and 2nd. 178 feet 1½-inch common. 1,830 feet 1½-inch No. 1 common.

At another point. 2,130 feet 1-inch 1st and 2nd. 2,964 feet 1-inch No. 1 common. 7,816 feet 1-inch S. W.

At another point. One car of 2-inch common and better Hickory.

We have in our yard here 304,000 feet extra fine Cherry besides a complete stock of Oak, Ash, Mahogany, Maple, Birch and all kinds of cabinet woods.

Please favor us with your inquiries.

ROSS LUMBER CO.,
Jamestown, N. Y.

FOR SALE—INDIANA BAND SAWED QUARTERED WHITE OAK.

At Indiana points of shipment.

36 M ft. ¾-in. clear face quartered Oak strips, 2 to 3½ in. wide.

40 M ft. ¾-in. clear face quartered Oak strips, 4 to 5½ in. wide.

7 M ft. ¾ in. clear face quartered Oak strips, 2½ to 5½ in. wide.

20 M ft. No. 1 common ¾-in. quartered Oak.

25 M ft. 1st and 2ds, ¾-in. quartered Oak.

35 M ft. No. 1 common ¾-in. quartered Oak.

8½ M ft. 1st and 2ds, ¾-in. quartered Oak.

B. A. KIPP & CO.
816-828 W. 6th St., Cincinnati, O.

FOR SALE.

We have piled at a mill in Arkansas, 300,000 feet of 1 inch log run cottonwood, which we are anxious to move. Will sell either on grades or log run.

BUFFALO HARDWOOD LUMBER CO.,
940 Seneca Street, Buffalo, N. Y.

TIMBER PROPOSITIONS.**FOR SALE.**

10,000 acres Mississippi Delta. Elegant land and good timber. Worth \$10 an acre; will take \$7.50 per acre. Address for full particulars,

S. M. T., care Hardwood Record.

FOR SALE.

Choice lot of gum timber all in one body, estimated on a conservative basis forty-five or fifty million feet. This is located in St. Francis Basin, Arkansas, and no finer gum can be found anywhere. Has railroad and river facilities. If interested address "R. P.," care Hardwood Record.

MACHINERY.**NARROW GAUGE EQUIPMENT FOR SALE.**

One 28-ton Lima engine.

One 28-ton Mogul.

One 22-ton American type

15 No. 1 Russell logging cars.

Four miles 20-lb. steel rail.

Two miles 25-lb. steel rail.

One mile 30-lb. iron rail.

One double-drum log loader.

All 36-inch gauge. All in thorough repair.

Write for prices.

ROBBINS LUMBER CO.,

Rhineland, 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

A. L. K.,

Care Hardwood Record.

FOR SALE—CHEAP—SAW MILL.

One circular saw mill complete with engine, boiler, edger, two saws, etc. All in good working condition. Write for information.

LONGFELLOW & SKILLMAN LUMBER CO.,
Grand Rapids, Mich.

FOR SALE—SAW MILL.

We have a first-class band saw mill to offer at a bargain. The mill is complete in every respect, fully equipped with best leather belting, pulleys, sawdust conveyors, live rolls, shafting, etc.

The following is detailed list and description of it:

Saw Mill Machinery.

One McDonough 12 in. x 8 ft. wheel band mill.
One 16 ft. 4 block carriage, two Knight dogs, 36 ft. 10 in. shot gun feed.
One three saw McDonough gang edger.
One two saw trimmer—6 to 22 ft.
One three saw slab saw.
One steam cut-off saw.
One over-head turner with chain and hook.
One bull wheel and log track with wire cable.
One derrick, fitted with raising and lowering apparatus and two wire cables.
Five 10 in. x 47 ft. band saws.
Six 28 in. slasher saws.
Two 24 in. cut-off saws.
Six 18 in. edger saws.
Four 18 in. trimmer saws.

Filing Room.

One Covel automatic band saw grinder.

One stretcher.

One lap grinder.

One 6 ft. filing clamp.

One anvil.

One 36 in. x 3 ft. leveling block.

One 6 ft. straight edge.

One Pribnow swage shaper.

One White swage.

One forge for heating brazing irons.

One 7 horse power vertical engine with all pipes and connections.

Boiler House.

Two 60 in. x 16 ft. boilers with smoke stack 48 in. x 65 ft.

One Gordon hollow blast grate with 24 in. fan to furnish draught.

One Erie City Engine 18x22 automatic governor, with all pipes and connections to boiler.

One feed pump to boiler.

One coil heater.

One steel tank.

The mill has only been used a short time and is as good as new.

Address

A. R. VINNEDGE LUMBER CO.,
1003 Fort Dearborn Bldg. 134 Monroe Street.

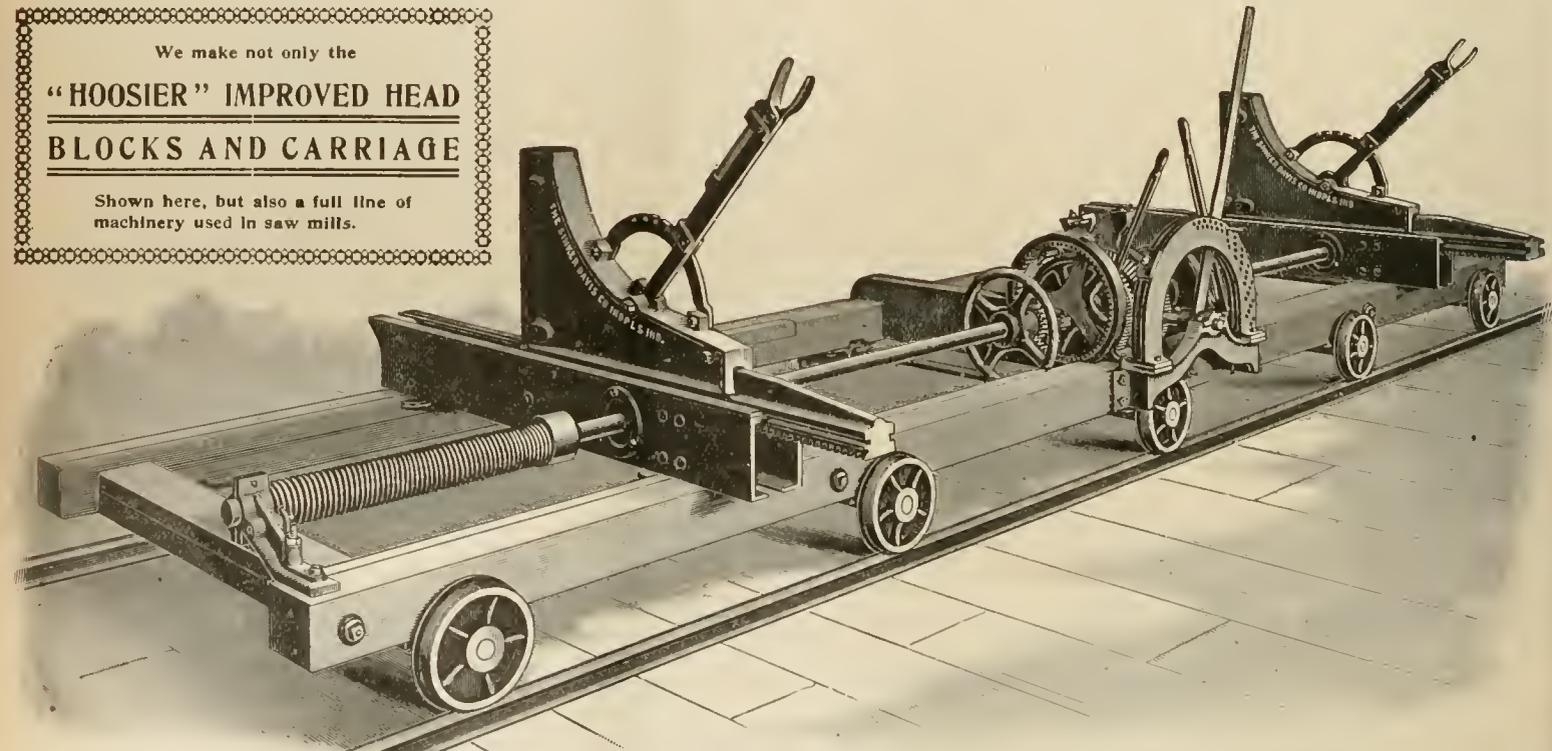
Chicago, Illinois.

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.

Buyers and Sellers in
GRAND RAPIDS, MICHIGAN
 THE GREAT FURNITURE MANUFACTURING MART

WANTED!

25 cars cull Gum, Cottonwood or Yellow Pine for crating purposes. Quote price delivered in Grand Rapids. Also 10 cars 3x3-18 to 36 inch in white or red oak.
A. H. DAVID, Grand Rapids, Mich.
 Buyer of All Kinds of Hardwoods.

THOMPSON LUMBER CO., Ltd.
Hardwood Lumber

GRAND RAPIDS, - MICHIGAN.

We are in the market at all times for plain and quartered Oak, both Red and White.

Send us your stock lists and prices.

FOR SALE

BY

THE R. G. PETERS SALT & LUMBER CO.
EASTLAKE, MICH.

No. 3 Common Hard Maple, 1, 1½, 2 and 3 inch.
 No. 2 Common and Better Rock Elm, 1 and 1½ inch.
 No. 2 Common and Better Beech, 1, 1¼ and 1½ inch.

BOYNE CITY LUMBER CO.

BOYNE CITY, MICH.

Michigan Rock Maple and other Michigan Hardwoods.

Large Capacity. Prompt Shipments.
 Rail or Cargo.

"THE NEW MILL"

J. F. QUIGLEY LUMBER CO.,
 Grand Rapids, MICH.
Hardwood Lumber.

We have complete stocks of dry hardwoods in Grand Rapids, all kinds, all grades, all thicknesses, mixed car load lots our speciality.
 General Office and Yards: South East Street and Pere Marquette R. R.
 Down Town Office: Michigan Trust Building, 94 Pearl Street.

DUDLEY & DANIELS LUMBER CO.,
 Manufacturers and Dealers
Michigan Hardwood Lumber,

Maple, Elm, Ash, Birch, Beech, Hemlock Shingles.
GRAND RAPIDS, - - - MICHIGAN.
 Please Note—We have a complete stock of Southern Oak on our yards, at Logansport, Indiana.
 12-6-10-8-6

GEORGE S. WILKINSON, Pres. W. C. WINCHESTER, Vice Pres. N. J. G. VAN KEULEN, Sec'y and Treas

Van Keulen & Wilkinson Lumber Co.
 Manufacturers and Wholesale Dealers
HARDWOOD LUMBER AND CRATING STOCK

Office, 337 and 339 Michigan Trust Company Building
GRAND RAPIDS, MICHIGAN

See our list on Want and For Sale Page.

DO YOU WANT

Ash, Elm, Basswood, Birch or Maple?

IF SO WRITE

LONGFELLOW & SKILLMAN LUMBER CO.,

GRAND RAPIDS, MICH.

Manufacturers and Dealers.

WANTED! | FOR SALE

Ash, Basswood and Elm, and have
ENGEL LUMBER CO., - - - Grand Rapids, Mich.

402-403 Houseman Bldg. See our list of special wants and offers in Wanted and For Sale column.

ARCHIBALD GIBBS

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GIBBS & HALL

Wholesale Dealers in Michigan Forest Products

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Hardwood Lumber a Specialty

422 WIDDICOMB BUILDING

GRAND RAPIDS, MICH.

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HONECKER & SUMMERS

Public Accountants
and Auditors.

References from prominent lumbermen,
leading capitalists and finan-
cial institutions.

145 La Salle Street,

Room 201 Roscoe Bldg.
TELEPHONE CENTRAL 4200. **CHICAGO**

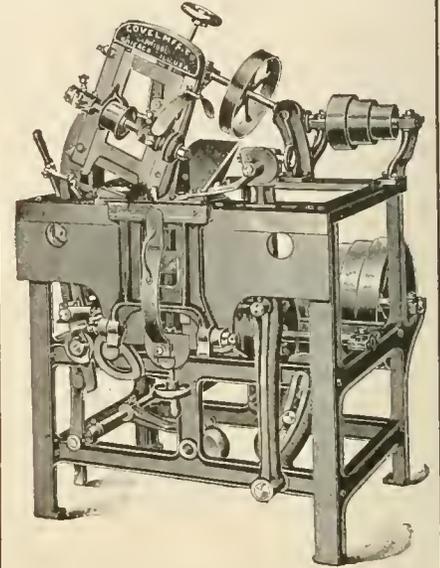
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COVEL MFG. CO.

AUTOMATIC AND HAND MACHINERY
AND TOOLS FOR THE FILING ROOM
8 and 10 S. Canal St., CHICAGO



New Covell No. 100 Automatic Band Saw
Sharpener

Mechanical construction, workmanship
and results obtained guaranteed by the
manufacturers to be superior to any like
machine on the market.

Send for Catalogue

WE HAVE WHAT YOU WANT THE BEST IS THE CHEAPEST, AND WE HAVE THE BEST

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PULP WOOD CONVEYOR



EMPLOYING JEFFREY
ROLLER CARRIER CHAIN

COIL
CABLE and
DRAG CHAINS

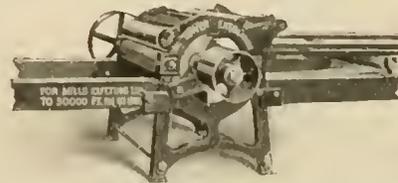
WIRE ROPE CABLE
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MAILED FREE

THE JEFFREY MFG. COMPANY
COLUMBUS, OHIO., U. S. A.

New York Chicago Pittsburg
Denver Charleston, W. Va.

THE WORLD'S HEADQUARTERS FOR Hollow Blast Grates, Edgers and Trimmers.



The TOWER 2 and 3 saw Edgers, improved. For mills cutting not to exceed 20,000 feet in ten hours.

The TOWER EXTRA 3-saw Edgers. A larger and heavier edition of the "TOWER," for mills cutting up to 30,000 ft.

OF THESE EDGERS THERE ARE

1,500 IN DAILY USE.

Among the many reasons for their great popularity are the following:

1. They take up little room.
2. They require little power.
3. The feed rolls are adjustable in FOUR directions, which means absolute accuracy.
4. The saws may be removed easily and quickly without disturbing the arbor.
5. The mechanism for shifting the saws is up-to-date, convenient and positive.
6. The vital parts are carried by a substantial iron husk resting solidly on the floor.
7. They are pre-eminently simple and practical.
8. There is no edger made approaching them in cheapness.

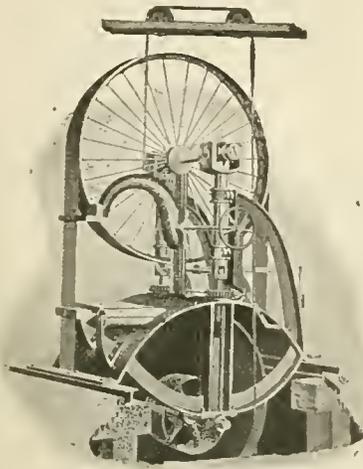
We also manufacture the celebrated Gordon Hollow Blast Grate and the TOWER One-man 2-saw Trimmer.

The Gordon Hollow Blast Grate Co.,

ESTABLISHED 1889

GREENVILLE, MICHIGAN,

The Largest Manufacturer of Blast Grates, Edgers and Trimmers in the World.
Send for Catalogue F.



This Is the Mill They Refer To.

KALISPELL, Mont., Dec. 21, 1903.
Phoenix Mfg. Co., Eau Claire, Wis.
 Gentlemen: Your inquiry regarding the six-foot hand mill we purchased of you some time since is at hand.
 In answer will say that it gives good satisfaction. With one 12x14 engine we saw and plane on an average of thirty-three thousand feet per day.
 We are confident it will cut forty thousand per day without running the planer.
 We have some 2x40-inch plank that speak for themselves and show what the mill will do.
 Yours very truly,
 MAUCH & REDLINGSHAFFER.

The hand mill here shown has wheels 6 feet in diameter, uses saws 8 inches wide, cuts a kerf one-eighth of an inch in width, and requires ten per cent less power to run it than a rotary doing the same work

PHOENIX MFG. CO.,
 EAU CLAIRE, WIS.

50 and 50 Off

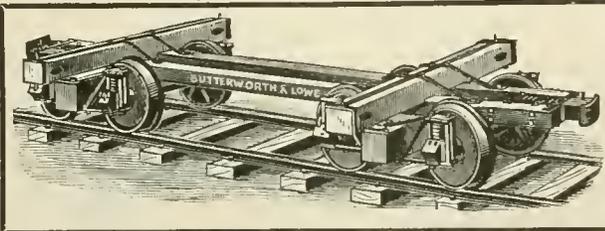
All sizes and kinds of Solid and inserted tooth Second-Hand Saws will be put in perfect order and shipped on trial guaranteed to be as good as new at 50 & 40 and 50 & 50 per cent from list price.
 This means a saving of from \$20.00 to \$50.00 on a saw.

J. H. MINER,
 LUMBERTON, - - MISS.

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.

Direct Route from the West and Northwest to the East and South, via MANITOWOC, WIS., KEWAUNEE, WIS., MENOMINEE, MICH., AND MANISTIQUE, MICH.

THE FAVORITE ROUTE FOR LUMBER SHIPPERS.

A. ALLISON,
 Commercial Agent,
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 Commercial Agent,
 MILWAUKEE, WIS.

W. H. BENNETT,
 General Freight Agent,
 TOLEDO, OHIO.

BLIND TO HIS ADVANTAGES

Quality is the Thing!

HIGH-GRADE SILVER STEEL SAWS, his eyes would open and he would marvel at the ease and smoothness with which operations were conducted. It isn't at all doubtful but that he would immediately consign every one of his own troublesome saws to the scrap pile and forthwith place ATKINS SAWS at every position in the mill where there was the slightest degree of annoyance. At least, that would be the logical adjustment of the matter.



ATKINS ALWAYS AHEAD

ATKINS SAWS are covered by a broad warranty that protects the user and places him at his ease.



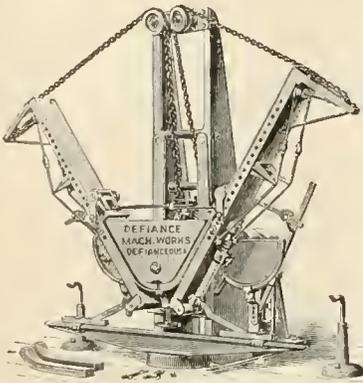
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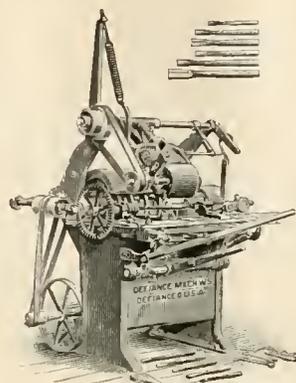
Indianapolis, Ind.

BRANCHES:
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 Atlanta, Ga.
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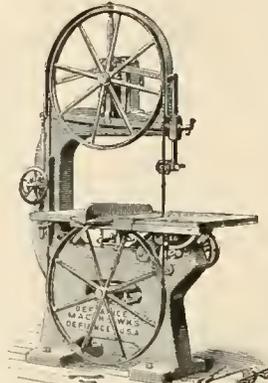
BRANCHES:
 Portland, Ore.
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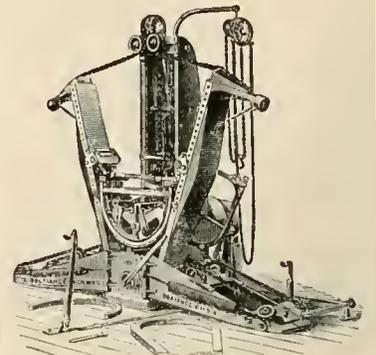
HAME AND SLED RUNNER BENDER



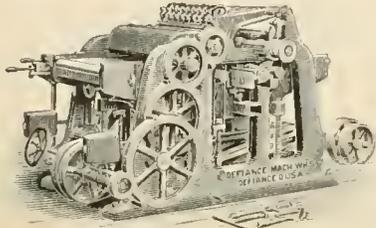
HAMMER & HATCHET HANDLE LATHE



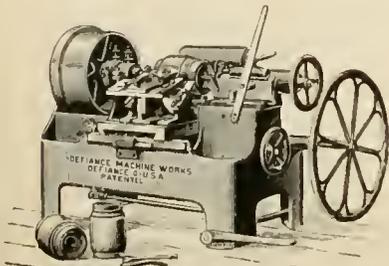
36-INCH BAND SAW



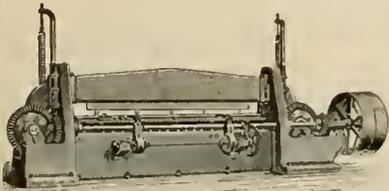
12-INCH RIM, BOUND AND BOW BENDER



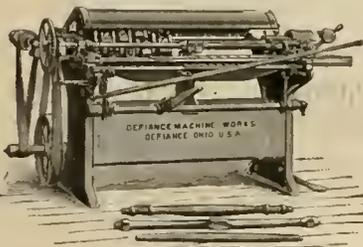
26-INCH DOUBLE SURFACE PLANER



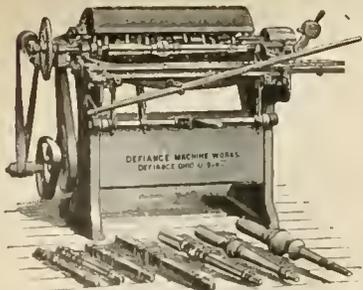
AUTOMATIC HUB LATHE



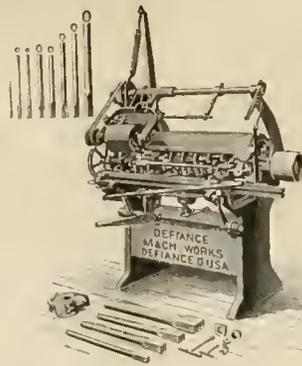
AUTOMATIC HOOP CUTTER



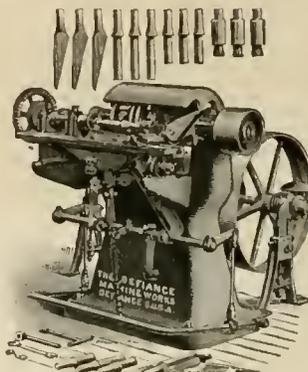
NECK-YOKE AND SINGLE-TREE LATHE



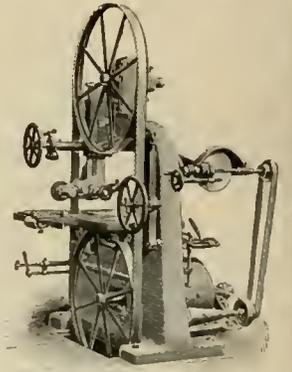
32-INCH VARIETY TURNING LATHE



42-INCH SPOKE AND HANDLE LATHE



INSULATOR PIN LATHE



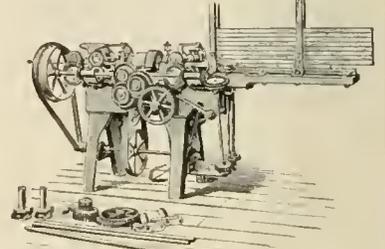
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**Work Your Hardwood
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INCLUDING
Your "Off Fall"

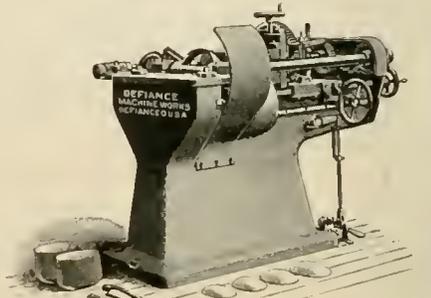
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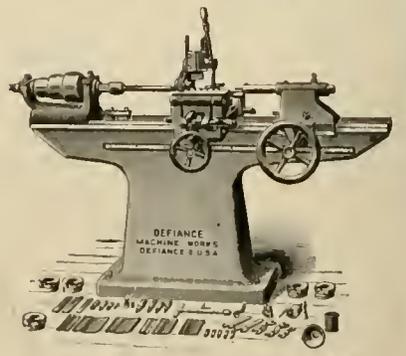
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VARIETY TURNING AND BORING LATHE

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MAKES MONEY
FOR THE MILLMAN**

**IMITATED
BUT
NEVER
EQUALED.**

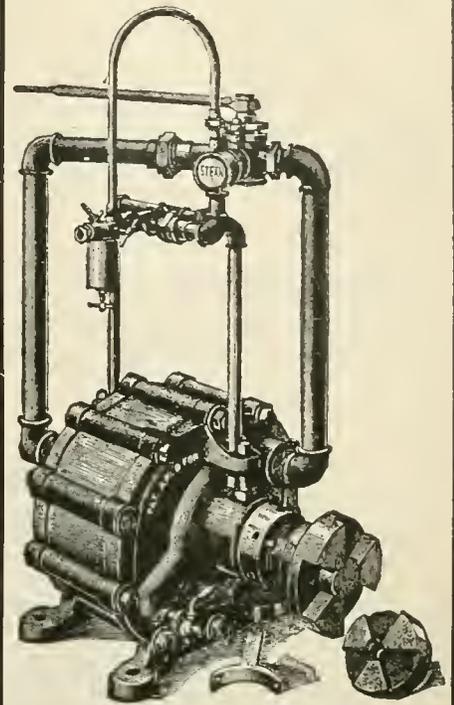
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just made expenses,
put in a

Soule Steam Feed

and you will soon
get rich



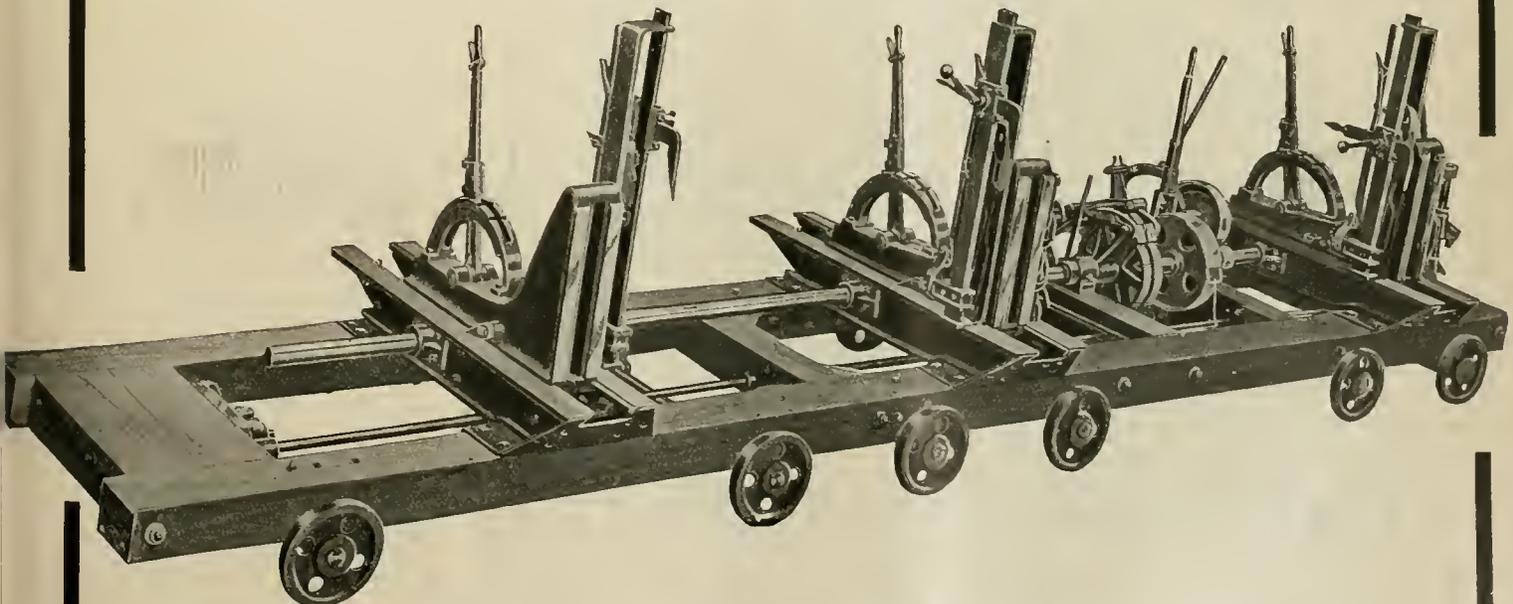
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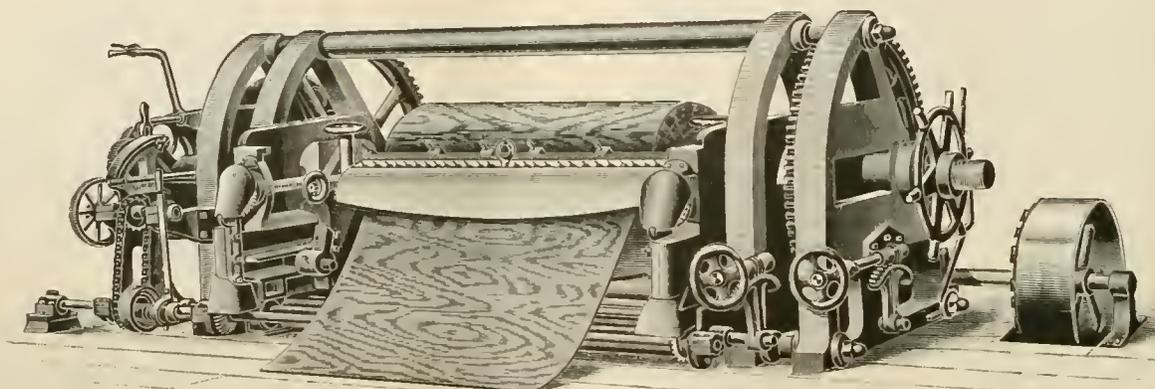


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Made in sixty sizes, two to ten feet. Knife to handle any timber that grows. Our motto—good machines, right prices, quick delivery.

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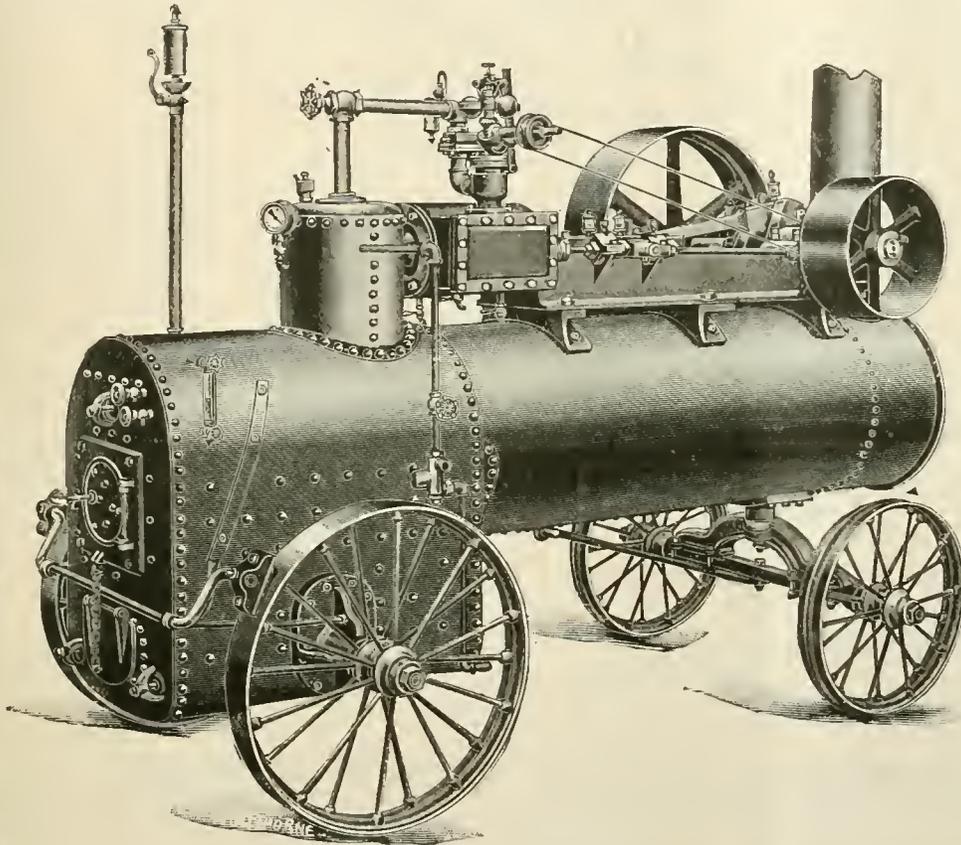
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PAINESVILLE, OHIO, U. S. A.

Enterprise Manufacturing Company, Columbiana, Ohio

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Saw Mill Engines and Saw Mills

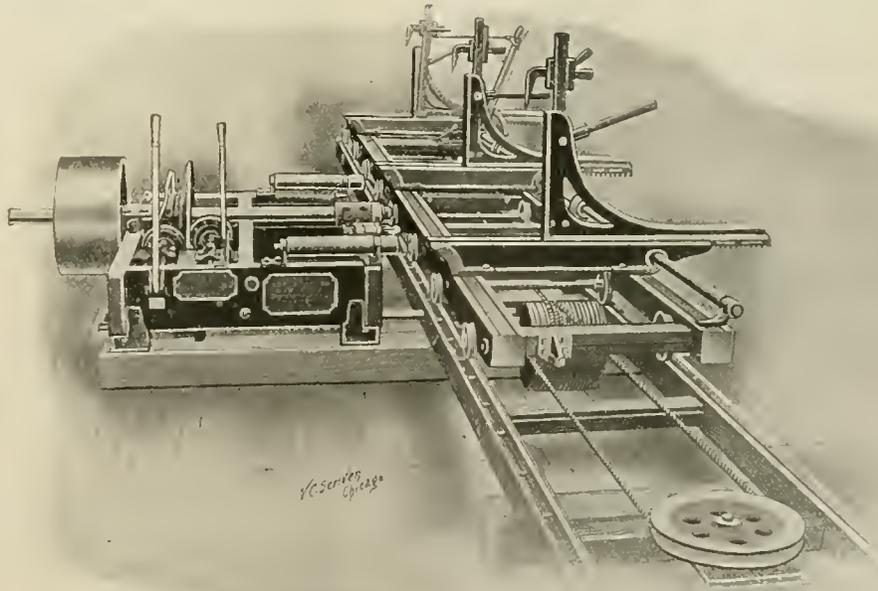


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The new Buckeye Improved Mill is built in four sizes. We guarantee it to be the most modern and up-to-date saw mill on the market. These mills are built very strong and rigid throughout, and with the large variation of feed makes them suitable for either light or heavy power. Has all the essential points of a portable mill. Quickly taken up and reset. Easy running.

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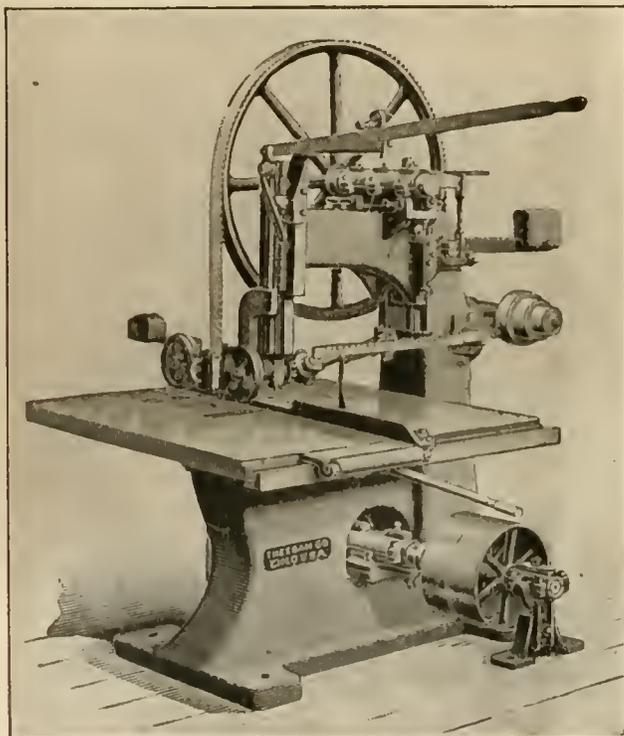
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The C. W. Sowles Lumber Co., Cincinnati, Ohio.



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THE PROOF OF A MACHINE IS IN THE TRIAL

And as the judge of this trial is the user, we'll convince you through him. Convince you of what? That if you have lumber to rip on a small or large scale you are meeting with the success of your competitor who uses our hand rip saws; but that if you are sticking on by the skin of your teeth, and don't know what decent profits are, it's because you're using, well, any old tools - you're not using ours.

Concerning economy, your competitor says:

"The circular saw cannot compare with it, as this hand rip saw produces **ten times more work**, with much more satisfactory results, and at **less expense**; would not be without it for treble its cost."

Concerning speed, another competitor says:

"The four hand rip saws have been in constant service, and are giving entire satisfaction in every respect. We are constantly ripping poplar at a speed of **200 feet a minute**, and doing it without any 'ifs' or 'ands,' too. We are more than satisfied with the results."

Concerning safety, your competitor says:

"We are pleased to state that the hand rip saw which we are using as a bolter, is the best machine for the purpose we have ever seen. It can be operated with **absolute safety**, hence it **gives the operator confidence**, and thereby gives an increased output."

Concerning efficiency, which we all want, your competitor says:

"I am pleased to state that the eight hand rip saws **are giving me perfect satisfaction**, and I hereby highly recommend them to anyone."

Send for circulars, new catalogue, hand saw book and book on Sanders - any free on receipt of postal

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THIN LUMBER
VENEERS**

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but can use all thicknesses from 1 in. to 2 in. common
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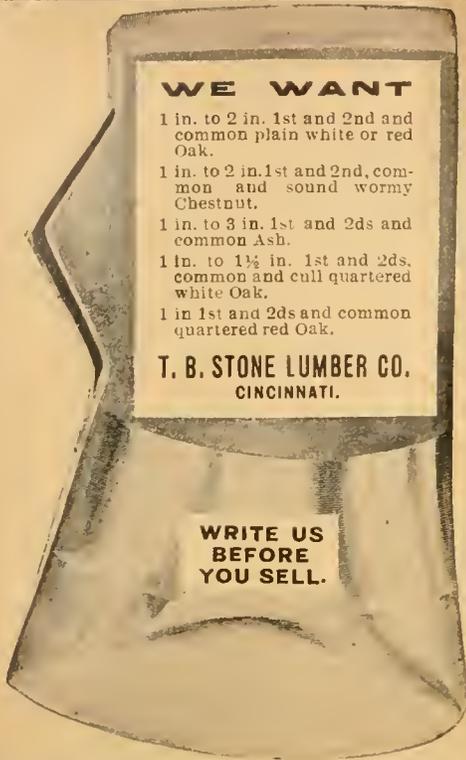
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YOU SELL.**

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Plain Sawed Red Oak and Chestnut in
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Especially at the Present Time.

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In all grades and thicknesses. We pay cash for all we buy and inspect at point of shipment when desired to do so. Write to us at our Buffalo office.

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Always in market for

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N. L. Britton Chief Editor
New York Botanical Garden
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Vol. XIX.

CHICAGO, NOVEMBER 25, 1904.

No. 3.

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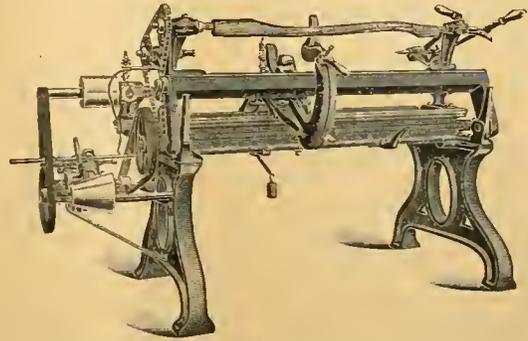
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MAHOGANY

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1,382 feet	1/2 "	1,000 feet
111,082 "	3/4 "	11,261 "
8,112 "	1 "	1,000 "
1,569,033 "	1 1/4 "	235,999 "
27,100 "	1 1/2 "	1,000 "
152,515 "	1 3/4 "	42,835 "
235,619 "	2 "	51,984 "
9,200 "	2 1/4 "	2,100 "
202,104 "	3 "	65,329 "
55,714 "	3 1/2 "	6,673 "
121,069 "	4 "	10,200 "
7,064 "		1,000 "
2,499,994 feet	Total, 2,930,375 feet.	430,381 feet
	French Congo Corall Wood.....	120,708 feet
	East India Padouk.....	90,000 "
	Prima Vera.....	49,314 "
	Australlan Cedar.....	10,000 "

ESTABLISHED 1877.

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LOUISVILLE,

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OF
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Mahogany**
AND
Quartered
OAK

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CHESTNUT
BLACK WALNUT**

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—Manufacturer of—
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Thick Maple (lengths piled separately) and end
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Reaches the Hardwood Trade

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SEE PAGE 28 & 29 FOR SPECIAL WANTS AND OFFERS

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Advertisements will be inserted in this department of the Hardwood Record at the following rates:

One time -	-	15 cents per line.
Two times -	-	25 cents per line.
Three times -	-	30 cents per line.
Four times -	-	35 cents per line.

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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.
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Give our Wanted and For Sale Columns a trial.

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Plain Red Oak	28,431 "
Cypress	259,761 "
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Quartered White Oak	12,702 "
Plain White Oak	13,879 "

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Poplar.....	965,567 feet
Cypress.....	848,215 "
Tupelo.....	332,474 "
Ash	9,009 "
Quartered White Oak.....	7,693 "
Plain White Oak	13,752 "

At SELMA, ALA.

Red Gum.....	1,733 feet
Hickory	631 "

At MEMPHIS, TENN.

Quartered Ash	21,855 feet
Plain Ash.....	874,705 "
Quartered White Oak	13,938 "
Plain White Oak.....	34,559 "
Quartered Red Oak	119,406 "
Plain Red Oak	4,790 "
Cottonwood	495,610 "
Cypress.....	791,505 "
Poplar.....	509,723 "
Gum	29,763 "
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HARDWOOD LUMBER

SPECIALTY—THIN QUARTERED WHITE OAK

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INCORPORATED 1902.

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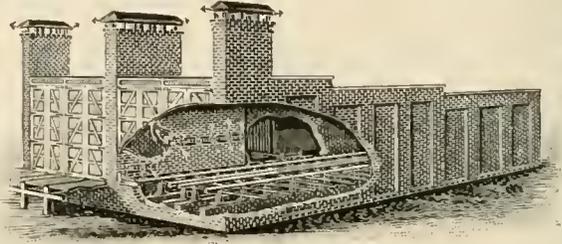
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A New Foundation For Old Kilns

That old dry kiln, with its antiquated timber foundation, whose stringers and posts are in such bad shape, can now be rejuvenated and its usefulness prolonged by putting in the new

Graduated Steel Post Foundation of The Standard Dry Kiln

Only level footings are required—all the trouble and expense of building brick or concrete walls *on a slant* is done away with—because the steel posts are *graduated in height* to provide the necessary incline to the tracks. Write for catalogue "U."



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LINK-BELT MACHINERY CO.,
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Lumbermen, Attention!

If you own any timber or timber lands.
If you are contemplating buying or selling any timber or timber lands.
If you want your stumpage accurately estimated.
If you want an exact survey or map of your property.
If you want advice in any logging or lumbering proposition.

Write to us and find out what we can do for you. We send thoroughly reliable and practical engineers to all parts of the country, and guarantee quick and accurate work.

C. A. SCHENCK & CO., Biltmore, N. C.
CONSULTING FOREST ENGINEERS

THE HARDWOOD RECORD

VOL. XIX.

CHICAGO, NOVEMBER 25, 1904.

No. 3

THE HARDWOOD RECORD.

PUBLISHED BY

C. V. KIMBALL,

ON THE 10TH AND 25TH OF EACH MONTH.

134 MONROE STREET, - CHICAGO, ILL.

C. D. STRODE - - - EDITOR.

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

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

THE BUSINESS SITUATION.

This is the time to stand firm. Don't expect your lumber to advance three or four dollars a thousand, all in a minute. At the same time you can rest assured of an ultimate advance. And do not contract your lumber for future delivery at too low a price.

We were talking to a gentleman from North Dakota and he told us that in the face of a big crop the farmers in his section were getting from \$1.10 to \$1.15 a bushel for their wheat. The farmers in the corn belt, with one of the best crops on record, are getting 50 cents a bushel for their corn out of the field. And the planters of the South, with one of the biggest crops on record, are getting 10½ to 11 cents for it. This, taken in connection with the high price of hogs, cattle, potatoes and other farm products, spells general prosperity. It means new houses, new barns and all sorts of buildings; it means new furniture, new implements, in short, a good demand for lumber.

And we find that there is but very little lumber in the country. I hear of So-and-so having a big stock of logs up the river, in the poplar section, but no lumber on hand. Throughout the oak section there is no plain oak and very little quartered, and other lumbers in proportion. And the demand is bound to come.

There is this difference between the present and former periods of depression. There is not excessive stocks in any line. The present depression appears to come from the slackness of demand rather than from a superabundance of stock.

And we believe the demand has caught up with the supply in all lines. We never saw a presidential year that did not bring a let-up in the demand, but at present stocks are low and the lumbermen should have a good season. We do not look for much to be doing before the first of the year, but the next season should show up well.

There is not any plain-sawed oak worth mentioning. Lumber buyers of every description are scouring the country for them, and still we hear of some sales that are made at a ridiculously low figure. This is all wrong and shows that there are some lumbermen who are either hard pressed for money or don't understand the situation.

There is no change for quarter-sawed oak. The good grades are still firm and only want concerted action to bring a high

price. The lower grades are not in so great a demand.

Poplar is still weak, though goodness knows why. They have no tides in the rivers and no heavy stocks on hand, but somehow the price still saws. Some one wants to take a brace.

Cottonwood is doing well and is said to have advanced several dollars a thousand. So if you have any cottonwood you can afford to be firm.

Gum, ash and other hardwood of the South are doing well and holding their own.

The northern hardwood conditions are somewhat mixed. Close of navigation finds no weakness in the price of maple. The Michigan Maple Company is firm in its demands, although there is some stock carried over. The test will come when the new crop of logs is put in. There isn't much maple standing, and if it can be controlled so as to put it on the market in moderate quantities it will bear a good price. If, however, those who own stumpage insist in putting it on the market all at one time they must take what they can get.

Other northern hardwoods are about the same as last report.

THE RAILROADS.

It is a fact beyond dispute that the railroads have the business interests of the country by the throat and can shut off the wind of the said business interests whenever they see fit to do so. They can make or unmake a town, community or industry. By means of a secret rebate to favorites they can make or break a shipper in any line of business. These things they can do when they see fit. That they do not always exercise their power is a fact to their credit, but that they have that power and exercise it in certain cases is beyond question.

And now they are talking about combining all the railroads of the country under one management. For years it has been pointed out that this was the ultimate result of the work of combining the railroad interests of the country, but when actual notice that it was being attempted was first served upon the people, it came as a shock.

Well, it was pointed out also that the consolidation of the railroads under one management would tend to hasten the time when the United States government would take them over and operate them

for the good of the people, for it must be borne in mind that in this country of ours the people are still "boss." The boss even of the railroads.

The American people are very patient, but they never submit to oppression without a vigorous protest. They know all the time that they have the power, but they hesitate to exercise it.

An evidence of this is furnished in the case of the Indiana Car Service Association. A direct fight on this association in the United States court to prove that the organization, termed a partnership among railroads, is a violation of the federal anti-trust law, is planned by Indianapolis shippers. The mandamus proceeding against the Big Four Company, begun by the Republic Chemical and Creosoting Company, is the opening of an attack, which shippers hope will result in a dissolution in the Car Service Association. It is said while Mr. Reilly, manager and principal owner of the creosoting company, began his fight on behalf of his concern alone, a number of shippers made known their wish to join him in the fight as soon as they learned of it. The new organization of Indianapolis shippers has taken no action yet.

Counsel for the Big Four Company has made return on the writ of mandamus issued in Circuit Court. Owing to stress of business in that court the matter was continued until the next day and has since been tried, although we have not learned of the outcome. In the meantime an injunction suit against the Car Service Association to prevent the further delay of lumber and pitch shipped to the creosoting company will be filed by Mr. Reilly.

The ground on which the shippers expect to take the matter before the federal grand jury is that the organization is in violation against particular shippers. It is possible for a railroad company to hold back cars billed for a certain concern until enough have accumulated to swamp the concern when they are delivered. For instance, it is cited, cars of material for an Indianapolis factory may be held up in Shelbyville or any Indiana town until fifteen or twenty are accumulated, and then the whole number delivered. The factory cannot unload the cars rapidly enough to prevent being penalized for delay by the Car Service Association. It is not charged that this is done, but it will be shown that it can be done, and that for that reason the association is unlawful.

It will also be shown, it is said, that railway companies have a system of allowing a secret rebate to favored shippers. Of the amount that is collected by the Car Service Association, it is alleged, the greater part is turned over to the company owning the cars. The railway company may then, if it desires to win or hold the friendship of a big shipper,

refund this money. In all cases, it is charged, the penalty is exacted by the association, but frequently big shippers get this rebate from the railroad company.

We notice among the associations engaged in this fight is the Indiana Hardwood Association, and we trust success will attend their efforts. We observe, too, that President Roosevelt has taken steps to prevent the merger of all the railroads, as he did that of the northwestern companies. We are prepared to indorse anything that the president does, but we believe that in this case the surest and simplest remedy will be to let the companies go ahead and consolidate, and then when they have the power let them go ahead working injustice on the people to the fullest extent. In such a case, being oppressed beyond endurance, people will the sooner authorize the government to take over the railroads.

JUST HONESTY.

Just honesty. That's all. A perfectly simple proposition. A child could see it. But it took a big man to work it.

Just honesty. Thou shalt not steal. When Moses said it, it was already old. When Folk said it, it was still new. It runs through autoeracy, aristocracy, democracy, and all other forms of government, and if it doesn't vivify them they are dead. The election in Missouri went to the roots of life.

Just honesty. Why should a man who believes in it be reviled as a revolutionist? Because the business men who were advancing their interests in Missouri by bribery regarded any change as a revolution. They wanted no change. They were conservatives. Folk wanted a big change. He was a radical. There was no telling how far he might go. If he objected to having business interests control the legislature by bribery he might object to having them control it by discrimination in freight rates.

Meanwhile he gives no indication of having anything in mind except honesty. Honesty has elected him democratic governor of Missouri.

AN IMPORTANT MEETING.

Mr. James Wilson, secretary of the Department of Agriculture, is also president of the American Forestry Association, and as such he has called a meeting of a Forestry Congress, to be held at Washington, D. C., January 2 to 6 next. The editor is in receipt of the following letter:

Mr. C. D. Strode, Editor Hardwood Record, 134 Monroe Street, Chicago, Ill.

Dear Sir:—A forest congress under the auspices of the American Forestry Association will meet in Washington, D. C., January 2-6, 1905.

The purpose of this congress will be to consider the forest in its relation to lumbering, transportation, mining, irrigation and grazing, and by forwarding the conservative use of the forest resources to meet the present and future needs of these great industries. Since the work

of the congress should point the way for effective federal and state legislation, it is of the first importance that lumbering interests, which you eminently represent, should be fully considered.

The fact that the president of the United States will address the congress and receive its members is significant of its national importance, while the promised attendance of many of the foremost men of our industrial life assures definite and far-reaching results from its deliberations. The program will be of especial interest to lumbermen by reason of its dealing throughout with the more profitable use of the forest. The lumber industry in its relation to the forest will be the theme of an entire session, at which a number of papers will be read by prominent lumbermen.

The official call will be issued about November 10 and the program about December 1. All lumber associations will be requested to send delegates and I shall be glad if you will assist in calling public attention to this congress through the Hardwood Record. I have the honor to be,

Yours with respect,

JAMES WILSON,

President American Forestry Association.

No graver question or one of greater importance faces the American people, and especially the lumbermen of the country, than the preservation of the forest resources of the country.

It is folly to insist that the lumbermen, out of sheer love of posterity, shall do this work alone. Let us meet together and discuss the matter.

The lumberman's business is to destroy the forest; to convert the trees into logs and the logs into lumber. As well expect the carpenter to protect the supply of nails or the shoemaker to preserve the leather for future generation. The only hope in this connection is to prove to the lumberman that it is to his own selfish interests to stay his hand somewhat. In other words, that he can make more by preserving the forests than by destroying them.

The lumbermen are as patriotic and as anxious for the welfare of posterity as anybody, but as long as he can get more for the land when it is cleared than he can with all the timber resources untouched, so long he will continue the work of forest denudation.

This is a pretty big proposition. If the forests of Indiana remained untouched today they would be a source of vast wealth, but if the forests were untouched Indiana would, of course, be practically unpopulated and her smiling and fruitful farms and all the wealth they produce year by year would be an impossibility. Indiana is worth more as she is, and if anyone owning Indiana stumpage had held it intact for the last fifty years he would not only have lost the revenue to be derived all of these years, but would be but little better off than if he had cleared the line and put it in cultivation years ago.

The lumberman says, "Preserve the forest? You must show me."

We shall always have trees. We believe that there are as many trees in the

United States as ever there were, but they are set out in orchards, groves—for shade and wind protection, and are not placed where they will interfere with the cultivation of the soil.

It may be that there is some relation between forestry and rainfall. Just as they used to say, and furnish facts and figures, too, that there was relation between the rainfall and the ponds of Illinois. And that when the ponds were drained out Illinois would be a desert.

We confess to a prejudice in favor to fitting the land for cultivation. If it is unfit for cultivation let the government do some experimenting in forestry. It will furnish work for a number of idle citizens and good positions to a number of college graduates; but don't expect the lumbermen to do the work. They have no more interest in the preservation of the forest than the shoemaker or groceryman.

But let us meet together and talk it over.

THE SOUTH'S AMAZING PROGRESS

The following figures are from the Manufacturers Record of Baltimore, Md., and were by them compiled from the census department.

	1880.	1890.	1903.
Pig iron made, tons.....	397,000	2,600,000	3,300,000
Coal mined, tons.....	6,000,000	21,200,000	60,000,000
Value of lumber products.....	\$39,000,000	\$90,700,000	\$200,000,000
Capital invested in cotton mills.....	21,000,000	60,000,000	200,000,000
Number of spindles in cotton mills.....	667,000	1,712,000	8,250,000
Cotton consumed in southern mills, bales.....	225,000	546,000	2,000,000
Capital invested in manufacturing.....	\$257,000,000	\$659,000,000	\$1,200,000,000
Value of manufactured products.....	457,000,000	917,589,000	1,600,000,000
Foreign exports through southern ports.....	261,000,000	306,000,000	508,000,000
Railroads, miles in operation.....	20,600	42,900	60,000
Value of cotton crop.....	\$313,696,000	\$390,000,000	\$ 625,000,000
Value of all agricultural products.....	660,000,000	773,000,000	1,700,000,000

These figures need no comment. They speak for themselves, but we cannot forbear to make a few remarks. There is any amount of land in the South which is the best land in the world, from which the timber has been taken, and the mission of the lumbermen being over, can be had for \$8 or \$10 an acre.

This land, when properly brought under cultivation (valuing money at 5 per cent), is worth \$200 an acre. It will not bring it at present in the South, for people in that section expect big interest—8 or 10 per cent. But with cotton at the present price, it can be easily demonstrated.

But the American citizen is particular where he lives. He doesn't want to live down South, for he will have chills and fever. We can remember when the great state of Illinois offered no better inducements in that respect than the South does to-day. We have started from home and skated ten miles, going from one pond to another, and could probably have skated to Chicago. That land is all drained at present and cannot be bought for less than \$160 per acre. And the chills and fever won't hurt anybody. We used to be lonesome without them.

We have always been somewhat of a

crank on the possibilities of the South, and we firmly expect within the next half century to see all the land in the Delta region worth \$200 per acre. It is the richest and strongest land in the world and there is no reason why it should not be.

We see that the Italian Consul is interesting himself in the matter to the extent of using the power of his government to divert the tide of emigration from the cities to the South. Two hundred thousand and some odd was the number of Italians that came to this country during the present year. They are a hardy and industrious race of people, who have been brought to this country by the railroads and have been taught to believe that everybody over here works on the railroad, and they don't know anything else. They come from the same latitude, and in many respects from the same condition, that will surround them in the South; and at home they are an agricultural people.

And when they learn, if the consul's scheme is successful, they will be a good substitute for the lazy negro and shiftless "white trash," upon which the South must depend for its labor.

MORE MEN WANTED.

In spite of the immigration figures for the year, which are enormous, there is a crying need, throughout all the country, for more men. Not more men are needed in the cities, but from northern Michigan to the Gulf, from the Atlantic to the Pacific, there is need of more men in the country.

How many men could the state of Michigan utilize on her waste lands? Men of moderate means, sufficient to make the first payment on lands? Many thousands, no doubt. There are thousands of acres of good hardwood land lying idle, that are capable of making good homes—a good deal better homes than the people are used to.

And how many men could the South utilize to advantage? Men with a small amount of cash; men to take forty or eighty acres of land—clean it up and make a home of it? Many thousands, no doubt.

And the great Northwest—how many could it utilize? They would have to rough it for a while, but in the end they will see the land which cost them seven or eight dollars an acre increase in price to a hundred dollars an acre.

It is no use to expect the American citizen to do this work and take these chances; they are accustomed to conditions being too easy. The poor people of Europe can, however, have a golden opportunity in this country, and in the end they can possess a good home, which they could never get in Europe.

The lumbermen should take some concerted action. They own hundreds of thousands of acres of good land, which is unsalable for no other reason than that good men cannot be found to clean it up and put it in cultivation.

They want to watch the labor unions that no restriction is placed upon immigration of desirable citizens.

The Japanese should not only be admitted free of all restrictions, but encouraged to come. It is acknowledged that they make the best of citizens. The only objection to them is that they can live on a little and consequently they work cheaply. We don't want them to stop in the cities. What would 50,000 Japs with their energy and intelligence and sobriety accomplish on the wild lands of Michigan alone? Or Wisconsin or any northern State? They would make it blossom like the rose, and they would own good homes in a few years; and they would produce a good living from that which is now going to waste.

There is scarcely an acre of land in the United States to-day that isn't worth \$100 an acre. It only needs intelligent cultivation.

If the lumbermen would organize and by concert of action place the true facts before the foreigners and prevent them from congesting in our large cities, where their presence is a positive evil, and would get them to come direct to the farms, it would be to their profit.

JACOB CUMMER DEAD.

Jacob Cummer, one of the pioneer lumbermen of that great lumbering state, Michigan, reached the end of a long and useful life at his home in Cadillac, Mich., the early part of this month. For a year or more he had been slowly losing strength as the result of old age; he had just reached the ripe old age of 81 years when death called him.

Mr. Cummer was born November 1, 1823, at Toronto, Ont. In 1860 he came to Michigan, purchasing a saw mill in Newaygo County. This was the beginning of a business career that has carried the name of Cummer all over the world. In 1876 he began operations at Cadillac, and that section of Michigan owes not a little of its present prosperity to the influence of Mr. Cummer and his industrial activities.

In business circles Mr. Cummer was known and spoken of as honest and upright in all his dealings, and those who knew him personally and in a social way speak of him as generous in his relations with his employes, liberal in his charities, thoughtful of his neighbors, helpful to the community in which he lived—a kindly Christian man, honored and respected by all.

Logan & Maphet Lumber Co.

MANUFACTURERS AND DEALERS.

PINE AND HARDWOOD

Watch This Space for Stock.

White Pine.

- 30 cars 1 inch log run.
- 2 cars 1½ inch No. 1, 2 and 3 common.
- 6 cars 1 inch No. 4 common.

Yellow Pine.

- 5 cars 1½ inch No. 1 and 2 clear.
- 2 cars 1½ inch No. 3 clear.
- 7 cars 1½ inch No. 1 common.
- 10 cars 1 inch log run.

Poplar.

- 2 cars 1 inch 1st and 2nds, width 18 inches up.
- 1 car 1½ inch 1st and 2nds, width 18 inches up.
- 2 cars 1½ inch 1st and 2nds, width 18 inches up.
- 10 cars 1 inch 1st and 2nds, width 8 to 17 inches.
- 10 cars 1½ inch 1st and 2nds, width 8 to 17 inches.
- 5 cars 1½ inch No. 1 common, including select.
- 1 car each 1½ inch and 2 inch No. 1 common, including select.
- 15 cars 1 inch No. 1 common, including select.
- 4 cars 1 inch clear bright sap.
- 20 cars 1 inch shipping culls.
- 10 cars 1 inch mill cull.
- 1 car each 1½ inch and 2 inch shipping cull.

Mills: Clinton (Band Mill), La Follette, Pioneer and Turleys, Tenn.

Office: 105-107 Empire Building
KNOXVILLE, TENN.

Oak

We have a full line of both quartered and plain, Red and white, THOROUGHLY DRY, also some fine wide POPLAR and CHEST-NUT.

John Dulweber & Co.
CINCINNATI, O.

The Man About Town.

BY C. D. STRODE.

GRAND RAPIDS.

Kimball had it figured out that I ought to go South by the way of Grand Rapids, Mich. I agreed with him, but thought it was a funny way to go South. I found the Grand Rapids boys feeling well and doing well. I renewed all my contracts and had a good time visiting among the lumbermen, and then around the hotel I met Kelley and Scheve, and there I got things mixed.

It was just a few minutes until noon when I met Kelley and he invited me to lunch; almost immediately afterward Scheve dropped in, and he invited me to lunch with him. I am not finding fault with anyone, but I cannot use two invitations to lunch on the same day. Why couldn't they come on separate days?

Then Scheve took me to the show. I promised I wouldn't say anything about it, but the show was "rotten." However, I promised Scheve I wouldn't say anything about it, and I won't. It was the only show in town, and not, strictly speaking, high class. It was the rottenest show I ever saw, and I have seen some pretty rotten shows in my time. We would have gone away before it let out, but we had a curiosity to see how rotten a show could get. Every act was rotten, but the succeeding act was sure to be worse, but I promised Scheve I wouldn't say anything about it, and I won't.

It will be a dark secret between Scheve and myself.

BIG RAPIDS.

I thought, being so near and having a pass, and all, I would run up to Big Rapids and get acquainted with Ward Bros.

I understand that the first settlers called the town Big Rapids, thinking that that was as high sounding a name as they could get, but someone came along and scooped them by naming a town a little further down the river "Grand Rapids," since which time Big Rapids has taken a back seat.

I called on Ward Bros., and am glad I did. I met one of the Mr. Wards (I suppose his name was Ward, but whatever his name, he is an intelligent and thoughtful man), and I spent a couple of hours discussing the topics of the day. He is one of the intelligent men scattered about the country who read the Hardwood Record.

In fact, there is a school of us, and Mr. Ward stands well up toward the head of the class. We did not agree upon all subjects, but he showed himself to be an independent thinker and reasoner.

I also met while in his office a man whom the man I took to be Mr. Ward called the "Doctor." He didn't agree with

either of us, and said so; and a tall, slim young man, who had different views from any of us and was not backward about expressing them, and altogether we had an enjoyable time.

WILL STONE MARRIED.

Will Stone is married. Wouldn't that jar you? Not that there is anything surprising about it. Will is of marriageable age, come to think of it, but that fact shows that Tom Stone and I are getting old, but I don't care, and if I wasn't married and had a large and interesting family I should feel like doing as Will has done, and I believe that Tom would, too.

But this isn't about Tom Stone or I; it's about Will; and Will is married, and to Miss Helen Breneman, the daughter of Herbert L. Breneman of this city. He has taken the step that means so much. And it only seems a few days ago when Will was comparatively a young man, going out among the girls.

And he has done right. Every young man should get married. And Will is a good boy; he is polite to his elders, for one thing—and I like to see a boy polite to his elders. It doesn't cost anything, and even if the boy knows more, or thinks he knows more, than those who are older than he, it isn't always the part of wisdom to let on.

And Will has followed his father's footsteps and gone into the lumber business. There is no telling what he will be, for he has a long life before him. Tom wasn't a lumberman when he was of Will's age, and I guess he had no thought of being.

And he learned the lumber business in a good school. There are some men I would no more let a boy of mine learn the lumber business from than I would take him out and shoot him. But Will learned the lumber business of his father, who is a square man as well as a successful one. I mean Tom Stone, of the T. B. Stone Lumber Company of Cincinnati.

I am talking a good deal about Tom Stone and some about myself in Will's write-up, but I know Will won't object, and as a person gets older the tendency to talk about himself is more pronounced. You see the time is getting short and we cannot trust to anyone else to talk about us, but Will has got lots of time.

God bless the young people! They have got a long life before them and lots to learn. But Will is an intelligent boy, willing to listen to those who are older, and will learn. Especially if he believes all that is told him.

His wedding trip embraced Colorado, and the West generally. And he has now returned and has settled down to busi-

ness in his father's office. We wish the young couple every possible good thing.

THE RAILROADS.

The railroads are mighty independent. If you get to the depot on time and see marked on the blackboard "On time," and then watch the time slip by, five minutes, ten minutes, and you vainly look up the tracks until the train reported "on time" is an hour late, and when it comes in the passengers are so glad to get started that they instantly forget all about the things they had resolved to do to that railroad, and they climb aboard and end by not doing anything.

The American people are very patient. The only time I have known of a train being exactly on time to the minute was when I arrived at the depot one minute late. You see, the train being late probably causes the passengers to miss connections or to lay over a day, which causes not only expense, but no telling how much loss in what Wall would call "consequential damages," and the passengers have to stand it all.

And in case of wrecks. In going up to Sandusky from Mansfield there was a wreck and we had to walk around it while transferring from one train to another, and carry our grip and overcoat. It was nearly a mile; it was a wam day and we walked through a wheat field. Did the railroad suffer anything? No, sir. Did the officers of the road offer to carry our grips? Not at all. No, sir; the passengers carried the grips, and it was the passengers who were delayed and inconvenienced.

While we are moving in this railroad matter, there should be a law passed that the president, vice-president and general manager should be made to carry the passenger's grip, at least. This matter is referred to the Indiana Hardwood Lumber Association to see that something is done about it.

* * *

And as we had to wait until all the baggage was transferred, we had to wait about an hour and a half, and there was nothing to do but listen to the wind whistling about the car eaves.

It was a nice day for the time of the year, but the wind whistled strangely, telling of falling weather; telling of storms brewing—storms of sleet and snow and rain.

The wind tells lots of things to people who know how to interpret it. You see, it goes so far and sees so much, whistling around houses and peeping in at windows, it learns an awful lot, and if you only know how to interpret the language of the wind you've got a cinch.

There were men at work in the wheat field and we watched them quit and go to dinner. We had no dinner ourselves and the officials of the road didn't bring us any, so we could only speculate upon the dinners those ignorant farmhands got.

I'll bet they sat down to eat a dinner fit for a king. I suppose they had fruit

and vegetables of all kinds, for that was a fruit and vegetable country. And, like as not, they had fresh spareribs and backbones. Lots of farmers kill a hog for early meat. The idea of such men sitting down, in their uncouth way, to such a dinner, while I, who am superior—vastly superior, I hope—don't get a thing, is ridiculous.

* * *

I don't care. We'll talk about the weather. This has been a beautiful fall and it doesn't seem that there has been weather severe enough to dislodge the leaves from the trees. When it comes to a certain season, however, they go.

As a man's friends forsake him in time of trouble, so the leaves forsake the trees when the storms of winter come, but that doesn't matter to the trees. They manage to pull through till spring without any leaves, and then they get a new crop.

And what do they raise around here? Not bananas and oranges and other tropical fruits, for we are up near the lakes, and if a man should attempt to raise tropical fruits they would all be frozen. But they raise wheat and potatoes, to which the soil and climate is adapted and which the world cannot do without.

That is the secret of all farming—to find out what the soil is adapted to raise, and raise it. A man in Louisiana will make \$50 per acre raising cotton, while a man in Michigan will make \$50 an acre raising potatoes, but if the Michigan man should attempt to raise cotton and the man in Louisiana would attempt to raise potatoes, they wouldn't either one make a cent and would declare that farming didn't pay.

So it is with men. They must find out what they are adapted for and do it.

There is many a man wasting strength enough pounding the pulpit to make him a success at splitting rails. That is the secret of success in life—to know what you are adapted for. There is an old saying, "Man, know yourself," and that is all there is to it. You may not be adapted to secure a very high or important position and a thorough self-examination may reveal the fact. Someone, however, must fill subordinate positions. And to fill a subordinate position thoroughly and acceptably is no slight matter. It is better to be the best bricklayer in town and earn good wages than to be an attorney and starve to death.

These things have nothing to do with the lumber business, but I have to think of something, and not having anything to eat is an advantage in thinking.

THE BLESSEDNESS OF GIVING.

While in Grand Rapids recently I read in the daily paper that they had quite a "doings" at Muskegon. Mr. Hackley, of the Hackley-Bonnell Lumber Company, of Grand Rapids, Mich., had given to the city of Muskegon a free hospital, thus raising the total amount of his benefactions to that city to a million and a half.

E. E. Taenzer & Co.

(Incorporated)

MANUFACTURERS
AND DEALERS.....

— HIGH - GRADE — Hardwood Lumber

Band Sawn Thin Stock
a Specialty

MAIN OFFICE AND MILL :
Florida Ave. and Y. & M. V. R. R.

MEMPHIS, : TENN.

ALSO MILL AT SHORT BEND, ARK.

WANTED.

We are in the market for the following lumber, must be in good dry condition, and if can furnish any or all, please quote us f. o. b. cars shipping point, describing stock, and how soon same can be reached.

10 to 20 cars 1 in. 1st and 2nd Plain White Oak.
2 cars 1½ in 1st and 2nd Plain White Oak.
1 car 1½ in. 1st and 2nd Plain White Oak.
3 cars 1¾ in. 1st and 2nd Plain White Oak.
2 cars 2 in. 1st and 2nd Plain White Oak.
1 car 2½ in. 1st and 2nd Plain White Oak.
5 cars 3 in. 1st and 2nd Plain White Oak.
1 car 4 in. 1st and 2nd Plain White Oak.

The above stock must be well-manufactured, equalized trimmed lengths. Prefer band sawn stock. Could take 15% to 25% of good Common with same.

We are also in the market for the following:
10 cars 1 in. Common Plain White Oak.
5 to 10 cars 1 in. 1st and 2nd Plain Red Oak.
10 cars 1 in. Common Plain Red Oak.

FOR SALE.

2 cars 1 in. 1st and 2nd Quartered Red Oak.
2 cars 1 in. Common Quartered Red Oak.
1 car 1 in. x 10 in. and up 1st and 2nd Plain Red Oak.
1 car 1½ in. x 10 in. and up 1st and 2d Ash.
½ car 1½ in. x 10 in. and up 1st and 2nd Ash
1 car 1¾ in. x 12 in. and up 1st and 2nd Red Gum (two years old).
1 car 2 in. x 6 in. and up 1st and 2nd Red Gum (3 to 4 months old).
10 cars 1 in. Gum Crating lumber, can ship rough or d. 2 s.
3,000,000 ft. 1 in. Poplar.
1½, 1¼ and 2 in. bang up stock, all grades and good lengths.

E. E. TAENZER & CO.

(Incorporated)

MEMPHIS

CYPRESS

We make a specialty of rough or dressed Cypress Lumber and Cypress Shingles in straight or mixed cars. Your inquiries solicited for single car orders or good round lots. Can also furnish Sound Cypress Dimension Stock.

The Borcharding Lumber Co.
Northern Office, Cincinnati, Ohio

FOR SALE OLD STOCK.

In.		Fl.
Oak	1 & 2 and No. 1 Com.	240,000
Plain Oak	No. 1 and No. 2 Com.	256,700
Plain Oak	Sound Wormy	90,000
Gum	Red, 1 and 2 and Com.	82,000
Gum	Clear Saps	50,400
Gum	Sap Common	206,600
Gum	No. 2 Common	67,200
Gum	Mill Culls	94,800
Tupelo	Log Run	73,100
Sycamore	Log Run	83,100
Poplar	No. 2 Common	20,000
Plain Oak	No. 1 and No. 2 Common	24,900

NEW STOCK.

Quart'd Oak	1 & 2, No. 1 & No. 2 Com.	139,400
Plain Oak	1 & 2, No. 1 & No. 2 Com.	243,600
Plain Oak	Sound Wormy	45,200
Plain Oak	1 & 2, No. 1 & No. 2 Com.	48,700
Plain Oak	1 & 2 and No. 1 Common	15,400
Gum	Red, 1 & 2 & No. 1 Com.	22,400
Gum	Clear Saps	84,450
Gum	Sap Common	92,750
Gum	Shipping Cull	57,400
Gum	Mill Culls	31,300
Tupelo	Log Run	31,000
Cottonwood	1 & 2, No. 1 & No. 2 Com.	19,900
Poplar	Log Run	24,300
Sycamore	Log Run	23,200
Ash	1 and 2 in. Log Run	28,500

The above marked "Old Stock" is bone dry and ready for immediate shipment: it is band sawed from select logs, square, edged and trimmed.

Also at Paducah, Ky., 300,000 feet 1 inch, 1 1/4 inch, 1 1/2 inch and 2 inch Poplar of high grade, thoroughly dried and ready for immediate shipment. We will be glad to quote you.

NATIONAL LUMBER MFG. CO.
JACKSON, ALA.

FOR SALE

- Poplar Lumber; West Virginia stock.
80 M feet 1 in. log run or on grade.
30 M feet 2 in. No. 1 common, 7 in. and up wide.
20 M feet 2 in. 1sts and 2nds, 7 in. and up wide.
11 M feet 3 in. and 4 in. 1sts and 2nds, 10 in. and up wide.
11 M feet 3 in., 4 in., 6 in. and 6 in. 1sts and 2nds, 10 in. and up wide.
25 M feet 3 in., 4 in., 5 in. and 6 in. No. 1 common, 10 in. and up wide.
40 in. 3 to 8x10 in. and up export poplar, green.
11 M feet 1 in. 1sts and 2nds, 18 in. and up.
1 car 2 in. log run beech.
2 cars 1 in. log run bass.
6 cars 1 in., 1 1/4 in., 1 1/2 in. and 2 in. sawed, wormy chestnut.
6 cars 1 in. log run white oak.
1 car 2x12 sawed white pine.

To the Kentucky and Ohio river mills, the following logs will be for sale at Valley View, Ky., after next tide, principally common and better.

- RAFT**
OAK
No. 1, 16 and 14 ft., 14 in. and up, 11,737 ft.
No. 3, 14 ft., 14 in. and up, 11,602 ft.
No. 5, 16 ft., 14 in. and up, 14,245 ft.
No. 6, 12 ft., 22 in. and up, 12,500 ft.
No. 7, 14 ft., 22 in. and up, 13,000 ft.
- POPLAR**
No. 1, 16 and 14 ft., 14 in. and up, 2,386 ft.
No. 3, 14 ft., 14 in. and up, 2,169 ft.
No. 5, 16 ft., 14 in. and up, 2,032 ft.
No. 6, 12 ft., 22 in. and up, 3,600 ft.
No. 7, 14 ft., 22 in. and up, 3,200 ft.
- Will be glad to mail log tally sheet on each raft at your request.

MARIETTA LUMBER CO., Marietta, Ohio

Mr. Hackley evidently believes with Carnegie that it is a disgrace to die rich. If I should give away a million and a half dollars it would pretty nearly break me.

It is more blessed to give than to receive. At least Shakespeare says so, and Shakespeare was a mighty wise man.

In this country, leading the world today in its most advanced period, are necessarily the smartest men in the world, and these men have evolved a new philosophy. It is that you should bend every nerve to make money, to show people that you are capable of making money—and then give it away. Not in your will. That was the fashion in the days of Peter Girard and is out of fashion now. The newest thing is to give it away while you are still living and can get all the glory out of it. By the modern method you get to sit on a platform surrounded by admirers from Chicago and elsewhere and listen to a laudatory speech by the president of a university and have your picture in the paper. Shakespeare must have had something of this kind in mind when he said, "It is more blessed to give than to receive."

And don't you know I'd like to give away a million dollars and have people gush about me, as they would. If I had it to give, I should be glad to know that the president of the university was convinced that I was a great and good man. I should like to have my picture in the paper as a man who throws millions around, but I'm afraid I never shall.

And they are so afraid of pauperizing the dear people. They don't believe in feeding the hungry and clothing the naked. Oh! bless me, no! That would pauperize them—the people, I mean. And the president of the university wouldn't stand a show—and they wouldn't get their picture in the paper.

In the first place, if they were free and generous, they would never make a million dollars to give away. If Carnegie had been of a generous disposition he would have divided up with his workmen instead of having the bloody riots at Homestead.

The Lord never meant people to give away a million dollars. If a man makes money honestly he is entitled to keep it. If he makes it dishonestly the people don't want it.

AN EVIDENCE OF GREAT PROSPERITY.

It follows that, when one makes a specialty of a thing, he becomes more and more skilful in that direction and constantly works to better advantage, owing to his increasing dexterity. This principle also applies in manufacturing. Where a limited line is built, instead of a general line, special machinery adapted to the most advantageous possible construction of the same can be installed, the various parts can be run through in large lots, which reduces the cost to the minimum,

the men become exceedingly proficient in the work, etc.

It is to this fact, and to the fact that they have one of the most severely practical designers in the country, that the Gordon Hollow Blast Grate Company of Greenville, Mich., the largest manufacturer of hollow blast grates, edgers and trimmers in the world, attributes its wonderful success.

Having found its former facilities unequal to its constantly and rapidly increasing business, it is adding to them by the installation of new special and other machinery, including a Corliss engine, and by two additions, one 22x40 feet, two stories high, and one 40x80 feet, also two stories high. Further improvements are also contemplated.

The company has also added to its office furniture a 75-file Amberg Imperial cabinet, making a total of three cabinets now in use by it, to take care of its voluminous correspondence.

BUILDING NEWS.

Secretary Doster, of the Hardwood Manufacturers' Association, in a letter to its members sets forth building conditions throughout the country, as follows:

To All Members:

Building continues active in all sections of the country. Official reports to Construction News from twenty-four of the principal cities of the country show that during the month of October permits were taken out for the construction of 8,206 buildings, involving \$27,775,019, against 6,892 buildings, at an estimated cost of \$21,325,722 during the corresponding month a year ago, an increase this year of 1,314 buildings and \$6,449,297, or 30 per cent. The figures in detail are as follows:

This is certainly a highly satisfactory showing, and more particularly so because it is so late in the season. It shows that there is a tremendous demand for new buildings for all purposes, and that with the exceptional impetus it now has it should continue extremely active throughout November. A falling off is to be expected during the winter months, but people who are capable of judging believe that the decrease during the winter will not be very great. The activity is general, not confined to any particular part of the country.

By reference to the accompanying table it will be seen that the gains are pretty large in each instance. In Cincinnati there was unusual activity, the increase being 277 per cent, and this was followed by New Orleans, with 163; Buffalo, 93; Cleveland, 92; Indianapolis, 87; Memphis, 87; San Francisco, 84; Pittsburg, 76; New York, 30; Minneapolis, 29; Chicago, 22; Philadelphia, 16; St. Louis, 14; Milwaukee, 13; Los Angeles, 9; Allegheny, 6, and Omaha, 2 per cent. Only five show losses, and they are in each instance small: Tacoma, 31 per cent; Louisville, 16; St. Paul, 7; Seattle, 4, and Atlanta, 2 per cent.

Yours truly,
LEWIS DOSTER, Secretary.

Read our "Wanted—For Sale—Exchange" columns, pages 29 to 32 inclusive.

From Near and Far

THE FORESTRY MEETING.

The American Forestry Association has issued the official call for the meeting of the American Forest Congress, mentioned editorially in this issue, as follows:

An American Forest Congress, under the auspices of the American Forestry Association, will meet in Washington, D. C., January 2 to 6, 1905.

The purpose of this congress is to establish a broader understanding of the forest in its relation to the great industries depending upon it; to advance the conservative use of forest resources for both the present and the future need of these industries; to stimulate and unite all efforts to perpetuate the forest as a permanent resource of the nation.

All who are interested in securing these ends are urged to attend this congress.

The fact that the president of the United States will address the congress and receive its members is significant of its national importance, while the promised attendance of many of the foremost men of our industrial life assures definite and far-reaching results from its deliberations.

The congress will include: Members of the United States Senate and House of Representatives; ambassadors, ministers and other representatives of foreign nations; governors of states and territories; members of the Society of American Foresters; faculties of forest schools; state forest officials; professional foresters in private work; 100 delegates from the American Forestry Association; editors of lumber and other trade journals of industries dependent upon the forest; 25 delegates from the Bureau of Forestry of the United States, Department of Agriculture; 25 delegates from the United States Geological Survey; 50 delegates from the United States General Land Office and Forest Reserve Service; 75 delegates from the National Irrigation Association; 75 delegates from the National Irrigation Congress; 5 delegates from each forestry association, state or local; 10 delegates from the Canadian Forestry Association; 5 delegates from the Canadian Forest Service; 5 delegates appointed by the governor of each state and territory; 5 delegates from each lumberman's association; 5 delegates from each woodworking association; 5 delegates from each mining association; 5 delegates from each stockmen's association; 5 delegates from each turpentine association; 2 delegates from each railroad, telegraph or telephone company; 15 delegates from the American Society of Civil Engineers; 15 delegates from the American Institute of Mining Engineers; chiefs of bureaus and divisions of the United States Department of Agriculture; 2 delegates from each Chamber of Commerce and Board of Trade; delegates-at-large appointed by the president of the congress from forest landowners and those who have rendered distinguished service to the cause of American forestry.

On Monday at 12 o'clock noon, January 2, the delegates will be received in a body at the president's New Year's reception at the White House.

Morning and afternoon sessions will be held on January 3, 4, 5 and 6. A subject of wide industrial importance will be discussed at each session by men whose experience and standing qualify them to speak authoritatively upon it.

The subjects, each of which will receive attention at a separate session, are:

1. Relation of the Public Forest Lands to Irrigation.
2. Relation of the Public Forest Lands to Grazing.
3. The Lumber Industry and the Forest.
4. Importance of the Public Forest Lands to Mining.
5. Forestry in Relation to Railroad Supplies.
6. National Forest Policy.
7. State Forest Policy.

The sessions of the congress will be held in the National Rifles Armory, 920 G street, northwest, which has a seating capacity of 800. All meetings at this hall will be open to the public. On the afternoon of January 5 a special meeting will be held in the Lafayette Theater, which will be addressed by the president of the United States and other men prominent in our industrial and national life. Admission to this meeting will be by ticket.

A rate of one and one-third fare for the round trip, on the certificate plan, has been granted by nearly all railroads in the United States and Canada in case 100 persons attend the congress. In order to secure this rate delegates must procure certificates at starting points.

The headquarters of the congress will be maintained at the National Rifles Armory for the registration of the delegates, the issuance of membership certificates and the general information and convenience of those in attendance.

The co-operation of all newspapers and other publications is requested in giving wide publicity to this official call and in directing attention to the national importance of this congress.

THE AMERICAN FORESTRY ASSOCIATION,
James Wilson, President.

CHICAGO COMMENT.

Mr. Young, of the American Hardwood Lumber Company, Madison, Wis., was in Chicago this week and paid the Record office an appreciated call.

* * *

E. K. Pritchett, formerly the lumber buyer with the Globe Wernicke Company at Cincinnati, now occupying the same berth with the Macey-Wernicke Company of Grand Rapids, Mich., was in Chicago this week.

* * *

Max Sondheimer, of the E. Sondheimer Company, is spending two weeks at the mill of the Ranger Hardwood Export Company, Ranger, Texas, in which company he is interested.

* * *

Herman Buck, formerly national inspector on this market, is now manager of the Morton Grove Lumber Company at Morton Grove, Ill.

* * *

Lou Lesh, of the Lesh & Matthews Lumber Company, is in Memphis looking after their southern interests this week.

* * *

Wm. H. White, of Wm. H. White & Co., Boyne City, Mich., and Mrs. White, were in Chicago to-day, on their way to take a look at the World's Fair at St. Louis.

PIERCE LUMBER CO.
Manufacturers and Wholesale Dealers in
HARDWOOD LUMBER
We will saw Red and White Oak exclusively for the next year
OFFICE and MILLS, OLYPHANT, ARK.

THE
Crittenden Lumber Co.
MANUFACTURERS
Oak, Ash,
Cypress
and Gum
MILLS:
BARLE, ARK.
OFFICE:
336-337 Scimitar Building.
MEMPHIS, TENN.

MISSISSIPPI VALLEY LUMBER CO.,
MAIN OFFICES,
LINCOLN TRUST BLDG., SAINT LOUIS.

BRANCHES:
Cairo, Ill., Caruthersville, Mo.,
and Memphis, Tenn.;

Cash buyers of Cypress, Cottonwood, Gum and Oak and solicit inquiries from the consuming trade for the following:

CYPRESS:

750,000 feet 1 inch 1sts and 2nds
200,000 " 1½ inch 1sts and 2nds.
25,000 " 1½ and 2 inch 1sts and 2nds.
850,000 " 1 and 1½ inch select.
175,000 " 1½ inch select.
90,000 " 2 inch select.
1,610,000 " 1, 1½, 1½ and 2 inch shop.

COTTONWOOD:

2,000,000 feet 1-inch, log run or on grade.

GUM:

2,500,000 feet 1-inch No. 2 and shipping cull.
500,000 " 1 and 1½ inch furniture common.
390,000 " 1, 1½ and 1½ inch sap clear.

OAK:

650,000 feet 1, 1½ and 2 inch Red and White plain and quarter sawed 1sts and 2nds, No. 1 and No. 2 common.

FOR SALE

3 cars 4-4 1 and 2 Poplar. 30 cars 4-4 No. 1 Common Poplar.
 2 cars 5-4 1 and 2 Poplar. 3 cars 5-4 No. 1 Common Poplar.
 2 cars 6-4 1 and 2 Poplar. 5 cars 6-4 No. 1 Common Poplar.
 5 cars 8-4 1 and 2 Poplar. 3 cars 8-4 No. 1 Common Poplar.
 1 car 10-4 1 and 2 Poplar. 1 car 10-4 No. 1 Common Poplar.
 2 cars 12-4 1 and 2 Poplar. 1 car 12-4 No. 1 Common Poplar.
 30 cars 4-4 Cull Poplar.
 2 " 5-4 " "
 2 " 6-4 " "
 2 " 8-4 " "
 1 " 10-4 " "
 1 " 12-4 " "
 3 " 4-4 1 and 2 Plain W. or R. Oak.
 1 " 5-4 1 and 2 " " "
 1 " 6-4 1 and 2 " " "
 2 " 8-4 1 and 2 " " "
 1 " 12-4 1 and 2 " White "
 25 " 4-4 Common Plain R. or W. Oak.
 3 " 5-4 " " "
 2 " 6-4 " " "
 2 " 8-4 " " "

Any grade, quantity or thickness in Qt. Red or White Oak.

CHESTNUT

10 cars 4-4 1 and 2.
 5 " 4-4 Common.
 20 " 4-4 Sound Wormy.
 2 " 5-4, 6-4 and 8-4.

WRITE US

W. P. Brown & Sons Lumber Co.
 LOUISVILLE, KY.

EDWARD L. DAVIS & COMPANY,

MANUFACTURERS OF

WAGON STOCK

WHOLESALEERS OF

HARDWOOD LUMBER

9th and Oak Streets,
 LOUISVILLE, KY.

NEW WANTS AND OFFERS
 Every Issue
 Pages 31 to 34 Inclusive

Mr. White says business is good with them and that the season is closing with a rush.

* * *

W. A. Whitman, manager of the South Arm Lumber Company's plant at Marquette, Mich., accompanied by wife and son, spent a day in Chicago last week, on their way to the World's Fair at St. Louis. Mr. Whitman says the mill was closed down for the season on the 8th inst., after running without a halt since May 2, which, by the way, is something of a record-breaker and is an excellent compliment to the management. This is not so surprising to those who know Whitman, however. He has done similar things in the past and is reputed to be one of the best in that end of the business. The cut was approximately 14,000,000 feet.

* * *

The Empire Lumber Company, who have occupied the corner at North Branch and Blackhawk streets for more than ten years, are preparing to move their place of business to their own ground at Southport avenue and C street. Their yard will cover a block in length, and a brick structure the entire length will be built, to hold kiln-dried stock, which hereafter will be a specialty of the Empire Lumber Company. A fine and comodious office will also be erected, and Thamer says they will have a housewarming when everything is in readiness.

* * *

F. H. Cass, who for many years was lumber agent for the C. & E. I. R. R., has accepted a position as transportation agent for the reclamation service, to handle the freight and passenger business pertaining to the work, which is now being done by the government in the arid states and territories. In this appointment the service has secured a man who has all the qualifications to make an ideal transportation agent, and we are pleased to congratulate the reclamation service in securing the services of Mr. Cass. Mr. Cass' office is at 618 Boylston building, in Dearborn street.

BUFFALO BITS.

(Special Correspondence.)

Buffalo, N. Y., Nov. 22, 1904.

Mr. Chestnut, the well-known Hoo-Hoo, and one of the more recent additions to the ranks of the Buffalo lumber dealers, is mentioned as the probable next vicergerent snark of the Noble Order of Hoo-Hoos. Mr. Chestnut has been a hard and faithful worker in the order and is in every way worthy of the honor proposed to be bestowed on him, and it is hoped by his many friends here and elsewhere that he will accept.

* * *

The Standard Lumber Company of Buffalo are taking the necessary steps to change the style of the firm to an incorporated company, consequent upon the death of Mr. Herman J. Kreinheder, the

late president of the company. The change goes into effect December 1 of the present year.

* * *

The Buffalo lumbermen held a meeting in the office of Mr. C. H. Stanton, 102 Law Exchange building, a few days ago. Among other questions discussed was that of the uniform bill of lading, which, it is understood, goes into effect January 1, 1905. There seems to be a great deal of misapprehension on the part of shippers and consignees as to where they really stand in this matter, and also what position the railroads will be in as regards liability for routing, time of delivery, safe delivery. According to some of the speakers the bill of lading does not mean one-half of what it says. I think the Buffalo lumbermen individually and as a body would like all the light they can get on this subject.

* * *

Mr. Stillwell, Jr., of Stillwell & Co., Detroit, Mich., was a visitor to our town yesterday. Mr. Stillwell brings encouraging reports as to general business conditions at Detroit.

* * *

Mr. Shirley Taylor, of the firm of Taylor & Crate, has just returned from a four weeks' sojourn with the southern mills of this firm, and brings the report that he saw no large stocks anywhere on his travels.

GOTHAM GLEANINGS.

(Special Correspondence.)

New York, Nov. 19, 1904.

The following hardwood lumbermen were noted during the fortnight: S. F. Chapman, Asheville, N. C.; C. S. Wentworth, C. S. Wentworth & Co., Boston, Mass.; H. Paepcke, Paepcke-Leicht Lumber Company, Chicago, Ill.; F. T. Nicola, Nicola Brothers Company, Pittsburg, Pa.; M. C. Burns, Palen & Burns, Buffalo N. Y.; E. S. Foster, R. B. Currier, Springfield, Mass.; J. W. Diferderfer, Frambes-Diferderfer Lumber Company, Philadelphia, Pa.; W. H. Hawes, Scatcherd & Son, Buffalo, N. Y.; W. H. Mabie, McClure-Mabie Lumber Company, Mabie, W. Va.; C. L. Meckley, Strong, Meckley & McKenney, Philadelphia, Pa.; George J. Barker, Wood, Barker Company, Boston, Mass.; W. Threkeld, Maley & Wertz, Evansville, Ind.; C. S. Horton, Central Pennsylvania Lumber Company, Williamsport, Pa.; C. H. Bond, E. W. Rathbun & Co., Oswego, N. Y.; J. H. Lindsay, J. H. Lindsay Lumber Company, Pittsburg, Pa.; F. W. McCullough, Norfolk, Va.; A. J. Bond, Bradford, Pa.

* * *

Max Kosse, president of the K. & P. Lumber Company, wholesale domestic and export hardwoods, Cincinnati, was a visitor in town this week, making his headquarters at the Imperial Hotel, preparatory to sailing for Europe on his annual tour of

the foreign markets, in which his company enjoys a large trade.

* * *

J. D. Moir, of Christy, Moir & Co., hardwoods and spruce, 149 Broadway, sailed for Europe on the 16th on a six weeks' pleasure trip, accompanied by Mrs. Moir.

* * *

M. H. Robertson, of the East Jordan Flooring Company, East Jordan, Mich., spent several days in town last week for the purpose of looking over the local situation with a view to arranging for the entry of their product in the eastern field. They have one of the finest plants in the state of Michigan.

* * *

C. W. Manning, hardwood wholesaler, 66 Broad street, has just returned from a trip of several weeks spent among the southern hardwood mills. He states that the conditions at manufacturing points indicate a tendency to higher prices between now and spring.

* * *

Rode & Horn, Inc., retail hardwood lumber dealers, 1-9 Lynch street, Brooklyn, have filed a voluntary dissolution of the corporation for the purpose of reorganizing as a partnership. The change in no wise affects the firm or its business. It was originally a partnership, but was later incorporated and it is the purpose of its personnel to return to the style of first organization.

* * *

Thomas P. Stran, Jr., who is connected with the Wiley, Harker & Camp Company, this city, was recently married at Pittsburgh to Miss Nellie Mead, sister of J. J. Mead, of the wholesale hardwood firm of Mead & Speer. They will reside here upon their return from their honeymoon.

* * *

The Wayne Lumber Company has been organized with offices at 138 Front street, this city, to carry on a wholesale hardwood business, making a specialty of maple and basswood. Its personnel consists of Samuel J. Ormsbee and Theodore G. Mittelstaedt, who for many years have been connected with W. E. Uptegrove & Bro., large hardwood dealers of this city, and John G. and Wm. F. Riefler, who are members of the lumber manufacturing firm of Riefler & Son, at Tanners Falls, Pa. The company will handle the output of the Riefler mill, in addition to forming other connections of supply, and with the wide experience of these various gentlemen, both at the manufacturing end, as well as in catering to the local market, augurs well for the success of the new company.

* * *

At a recent meeting of the directors of G. Hoyt & Co., retail hardwood dealers of Kent Avenue & Clymer street, Brooklyn, the resignation of A. U. Hoyt as president and director was tendered and accepted, and he will not participate in the future management of the business, which has

been placed in the hands of F. W. Van Duzen, who is associated with the local wholesale house of Frederick W. Cole, 29 Broadway, city. There has been no announcement of any financial embarrassment and the new manager stated that the change was brought about for the best interests of all concerned in the company's business, which will be conducted along general lines as heretofore until such time as a proper understanding of the company's affairs will enable the management to entertain offers, now under consideration, for the sale of the property.

* * *

John Cathcart, the large hardwood wholesaler and manufacturer of 114 Franklin street, has just returned from a two weeks' visit to his Decatur (Ala.) mill, looking over the situation at that point, where he found everything running along smoothly and satisfactorily.

CINCINNATI GOSSIP.

(Special Correspondence.)

Cincinnati, Nov. 22, 1904.

Max Kosse, president of the K. & P. Company, will arrive in this city the last of the month. He and his wife landed in this country from Germany last week and at present are taking in the sights in New York City.

* * *

Chas. F. Shiels, head of the Chas. F. Shiels Company, is home from a business trip through the hardwood districts of Kentucky and West Virginia.

* * *

Fred E. Radina is at his desk again after a short trip to the World's Fair.

* * *

J. Dulweber & Co. have removed their yards from Budd street to a more commodious location on McLean avenue, between Poplar and Finlay streets. At their new place they have a private railroad switch.

* * *

T. B. Stone has been chosen to represent the Cincinnati Lumbermen's Club, which will assist other commercial organizations in an effort which is to be made to secure a modern pneumatic tube system for the transmission of mails between the central postoffice and the various railroad depots and branch postoffices throughout the city.

* * *

M. B. Farrin, who was delegated to represent the Cincinnati Lumbermen's Club at the meeting of the Ohio River Improvement Association in Huntington, W. Va., on November 16-17, has returned, much pleased over the work accomplished. Prospects for securing a nine-foot navigable stage for the Ohio the year round are bright.

* * *

As the guest of President M. E. Ingalls a party of 150 business men went to Indianapolis on November 11, to make an inspection of the belt line in operation in that city. T. J. Moffett, L. G. Banning,



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

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.

Thompson & McClure
HARDWOODS
Quartered White Oak
Quartered Red Oak
Plain White Oak
Plain Red Oak
Our Specialty is
QUARTERED WHITE OAK
Write us
MEMPHIS, :: :: TENN.

The F. J. Blackwell Co.
INCORPORATED
BROWNSVILLE, TENNESSEE
Write us for
prices on
**HARDWOOD
LUMBER**
**OAK, POPLAR and
GUM LUMBER and
Dimension Stock**

H. C. HOSSAFOUS

Manufacturer and dealer in

Quartered Oak Dimension Stock, Ash, Plain
and Quartered Oak, Walnut, Cherry

DAYTON, OHIO

Jno. M. Smith**Wholesale Hardwood
LUMBER**

DICKSON, TENN.

If you want straight grades,
good lengths and widths, first-
class stock in every particular,
write me for prices.

Yards at NASHVILLE, TENN.

**THE
O. G. GARDNER
LUMBER CO.**

INCORPORATED

DEALERS IN

**HARDWOOD LUMBER,
TIMBERS AND DIMENSION STUFF**

Dressed Lumber, Mouldings and Turned Work

N. C. AND ST. L. R. R., FOOT OF LIBERTY ST.

JACKSON, TENN.

**T. F. McGEE &
COMPANY**

ACKERMAN, MISS.

Manufacturers and
Dealers in**Poplar Lumber**WE HAVE THE LUMBER
WRITE US

M. B. Farrin, T. P. Egan and Si P. Egan
were in the party.

* * *

The belt line project in Cincinnati has
passed the preliminary stage and may be
said to be an assured fact now. W. A.
Garrett, chairman of the special commit-
tee to which was referred the work of
selecting a route and providing a scheme
for finances, will call a meeting within a
few days of the business men and rail-
road interests, when something definite
will be announced.

* * *

The Miami Lumber and Veneer Com-
pany of Dayton, capitalized at \$50,000,
has been incorporated by Wm. C. Ely,
M. G. Hosler, Wm. Kiefaber, Edwin A.
Deen and John J. Flotron.

* * *

The planing mill of Fred Weber & Bros.
at Hoffner and Cherry streets was des-
troyed by fire last week. The fire was of
incendiary origin and caused damage to
the extent of \$30,000, partially covered by
insurance.

* * *

Chester S. Korn is home from a brief
visit to the St. Louis Exposition.

* * *

Thomas J. Moffett, of the Maloy,
Thompson & Moffett Company, was
elected president of the Business Men's
Club at the election held on November 10.
Many local hardwood lumbermen are ac-
tive members of the organization.

* * *

L. H. Gage, of Gage & Possell, is home
from a trip through the cypress belt.
Stocks are limited and prices firmly held,
he reports.

* * *

The Cincinnati Lumbermen's Club gave
its regular monthly dinner at the Stage
Cafe Tuesday night, November 8, and en-
tertained the largest number of guests in
the history of the organization. The meet-
ing was to have been held the previous
evening, but was postponed so that the
members could meet election night and
hear special returns.

IN EASTERN TENNESSEE.

(Special Correspondence.)

Nashville, Tenn., Nov. 22, 1904.

A new lumber firm has been organized
in Nashville, and is to be known as the
Frank & Jones Lumber Company. Mr.
Lou Frank, formerly with John B. Ran-
som & Co., and Mr. O. L. Jones of Little-
lot, Tenn., formerly in the mercantile busi-
ness, constitute the firm, and they will
deal exclusively and extensively in hard-
wood lumber. Mr. Lou Frank has recently
returned from the upper Cumberland,
where he made a deal for 1,000,000 feet of
hardwood lumber in Jackson County.
This will be brought down on barges
within the next sixty days, and by that
time a lumber yard will be established
near the river in East Nashville. Mr.
Frank stated that contracts for over 2,000,-
000 feet of lumber had been secured for

delivery in 1905, and that the prospects
for a good business were very encourag-
ing. At present the company will have of-
fices in the Jackson building and until
January 1, and then the office will be re-
moved to the yards. The new firm will
sell direct to the consumer and will fill
a long-felt want in the lumber business
in Nashville.

* * *

The Davidson-Benedict Company is run-
ning a large number of its mills about
Nashville and over on the Cumberland
plateau. The management express the
view that business is not only holding up
well, but that a good improvement is man-
ifest among purchasers, both in the num-
ber of inquiries and volume of orders.

* * *

Love, Boyd & Co. are running several of
their mills in Tennessee and Kentucky and
shipping out stock at a rate somewhat
above the average November shipments.
The cedar business in which the firm mem-
bers are interested is also moving along
in a gratifying way.

* * *

Jno. B. Ransom & Co., the largest ex-
porting firm here, find the foreign trade
a little more reassuring with the cessa-
tion of careless consignments by many of
the American shippers.

* * *

Soper & Hulsart of Michigan are ar-
ranging to locate their veneering factory
at Cookeville, Tenn., on the Tennessee
Central Railroad. Property for the site
has already been acquired. A number of
men will be employed.

* * *

A new company has been organized at
Carthage, Smith County, Tennessee, for
the establishment of a saw mill and hoop
factory. M. J. Malone, Ed High, H. J. and
J. W. Highers are those who are interested
in the venture. The plant will cost \$5,000.
It will be located on the west bank of the
Cumberland River. A private ferry will
be operated to carry the products to the
Tennessee Central Railroad.

* * *

A saw mill at Thomasville, Cheatham
County, Tennessee, owned by Lieberman,
Loveman & O'Brien of Nashville, was
burned a few days ago, with all its ma-
chinery and much finished lumber.

* * *

The Standard Oak Veneer Company at
Johnson City, Tenn., has recently acquired
several more acres of property adjoining
that which it already owned and has be-
gun the erection of another factory. It is
to be 50x120 feet, and will be two stories
high. Seventy men will be employed.
The company already employs 100 men.
Panels will be turned out at the factory.

* * *

C. B. Rowe, manager of the Chatta-
nooga Boat Oar Company, was in Nash-
ville a few days ago and selected a ten-
acre site on the Cumberland River, where
his concern will locate its plant. The
factory manufactures product that is

shipped all over the United States, and also into the export trade.

* * *

The Tennessee Central Railroad, through its traffic manager, E. H. Hinton of this city, has a deal on foot that promises to locate a large hardwood and furniture manufactory from Grand Rapids, Mich., on its line, near this city.

* * *

The Union Lumber Company, one of the recent entries in Nashville lumber circles, is having a good trade at its East Nashville place. Hardwood interior stuff, novelty woodwork, sash, doors and blinds are manufactured.

* * *

Edward Meyers of Cincinnati was here a few days ago selling a band mill outfit to the Indiana Lumber Company.

MEMPHIS MATTER.

(Special Correspondence.)

Memphis, Tenn., Nov. 22, 1904.

The entrees into Memphis of several firms through the establishment of offices or yard connections is one of the features of the year in this hardwood district, aside from the past "dull times" of summer. These firms have come in the spring, in the summer and the fall. Others will come in the winter. It seems that the seasons make no difference at Memphis.

* * *

The Advance Lumber Company a few months ago started a southern office in this city. Recently the office was moved from Madison street to the Randolph building on Main, where it is now located. C. E. Lacrone is manager. The main office and business of the company is located at Cleveland, O., and this southern branch looks after the manufacturing interests at Lula, Miss., where is located a mill for the manufacture of quartered oak, also mill interests in Arkansas, having altogether eight mills in the two states under the jurisdiction of this office.

* * *

Sondheimer & Co., 176 Randolph building, is another firm that has opened an office here within the last few months.

* * *

The Chicago Mill & Lumber Company of Chicago and Cairo, Ill., has within the last few weeks opened an office in the Randolph building.

* * *

When Memphis' two big fifteen-story skyscrapers are completed perhaps there will be a concerted onslaught from the lumbermen to secure offices on the top floor. The Memphis lumber offices are moved and hauled about so much it is difficult to keep up with some of them.

* * *

Under a reorganization of the East End Lumber Company the name has been changed to the Lenox Hardwood Lumber Company. A band saw mill is being operated. The firm is under the management of J. J. Quinn and W. C. Thomson.

The Orr-Sweeney Lumber Company, composed of Messrs. Orr and Sweeney of Cincinnati, will open a wholesale lumber business in the Randolph building at an early date.

* * *

The Three States Lumber Company and the W. E. Smith Lumber Company of Cairo, Ill., will, it is reported, establish offices in Memphis. A suite of rooms has been leased from January 1 in the Scimitar building. This well-known concern has interests in Missouri, Tennessee, Arkansas and Mississippi, and much of their large business will be transacted through the Memphis offices.

* * *

Geo. Ehemann, of Bennett & Witte, has returned from a business and pleasure trip to St. Louis.

* * *

E. M. Lang, of the Paepcke-Leicht Lumber Company, Cairo, Ill., was a recent visitor here.

* * *

The Farrin-Korn Lumber Company of Cincinnati, large handlers of cottonwood, gum, cypress and yellow pine, have opened a branch at 566 Randolph building, with F. A. Conklin in charge. Mr. Korn of the company was a visitor in Memphis a few days ago and told the Hardwood Record man that trade was improving right along in the markets with which the Farrin-Korn Lumber Company had to deal.

* * *

The Paepcke-Leicht Lumber Company are represented in their interests at Memphis by Geo. F. Riel, with office at 356 Randolph building. This office has been recently opened. The company is working quite extensively at Greenville, Miss., Marked Tree, Ark., and Cairo, Ill.

* * *

The Cotton Belt Lumber Company of Chicago has purchased the entire holdings of the Blue Lake Lumber Company of Mississippi, together with 1,800 acres of land, about 2,000,000 feet of cypress and oak lumber and four miles of railroad, paying for the same about \$100,000. The road will be extended to a point near Albion, Miss.

Vicegerent J. J. Rumbarger, eastern district of Pennsylvania, announces a concatenation Friday, December 2, in the assembly rooms of the Lumbermen's Exchange, Bourse building, Philadelphia, Pa.

CHATTANOOGA
GEORGE L. HUNT
 713 E. 4th Street
CHATTANOOGA, TENN.
 Wholesale Dealer in
HARDWOOD LUMBER

CASE LUMBER CO.
 CHATTANOOGA, TENN.
 Manufacturers
 and dealers in
HARDWOOD LUMBER
 High Grade Band Sawed Quartered Oak and
 Poplar our Specialty.
Write us, We Have the Lumber.

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. Cor-
 respondence solicited.

J. M. CARD, President S. H. CARD, Vice-President FRED ARN, Sec'y and Treas.

J. M. CARD LUMBER CO.
WHOLESALEERS and EXPORTERS OF
HARDWOODS and YELLOW PINE

Members of
National Lumber Exporters' Association
National Hardwood Lumber Association

Chattanooga, Tenn.

LOUISVILLE NOTES.

(Special Correspondence.)

Louisville, Ky., Nov. 21, 1904.

The Adler Organ Company of Louisville, which owns and operates an organ factory covering half of a city block, at Twenty-ninth and Chestnut streets, has completed plans for the construction of a five-story factory on the half of the block adjoining its present plant, for the purpose of manufacturing pianos. The company has the largest organ factory in the world, its products being shipped all over the United States. Its advent into the piano business marks a new industry for Louisville. The factory will cost \$100,000 and its equipment will aggregate about \$150,000. Mr. Cyrus L. Adler, president of the concern, speaking of the proposed new factory, said: "Our plans are practically complete and we will begin construction in the spring. We will manufacture a high grade of pianos, to be sold at reasonable prices."

President R. A. McDowell, of the Louisville Commercial Club, has received answers from all but one of the railroads entering Louisville, favoring the belt line project. The railroad which has not answered is known to be opposed to interchangeable switching and it is feared will not enter into the scheme. In the event this proves to be the case, other means of securing the line will be sought. The club had hoped to have the road built jointly by the railroads. However, it is prepared to raise the funds necessary for the construction of the line. Lumbermen are watching the project with much interest, as the line would be of almost incalculable benefit to them.

The Adler Organ Company's plant was damaged to the extent of about \$15,000

by fire, which originated in the shipping department about noon Thursday, November 10. With the aid of the employes of the plant and the entire city fire department, which was called out on four alarms, the fire was confined to the shipping department and prevented from spreading to the other portions of the immense structure. The damage was covered by insurance.

The State Capitol Commission has received the plans for the proposed \$1,000,000 capitol, to be erected at Frankfort. The plans were made by Frank M. Andrews of Dayton, O.

The Union Carriage and Rattan Company will construct a factory at Clarks-ville, Ind., directly across the river from Louisville, at a cost of \$6,000. The company will manufacture carriages and carriage supplies.

Lumbermen are deeply interested in the fight of the Louisville Board of Trade and shippers generally against the proposed uniform bill of lading, which will go into effect in the Central Traffic Association territory January 1, 1905. The Lumbermen's Club has not taken official cognizance of the fight, but the individual members are watching the matter with a great deal of interest. The new bill of lading requires the signature of the shipper and the railroad company, thus legalizing every provision in the bill of lading and practically releasing the carrier from all responsibility in case of damage in transit or afterward. In default of signing the bill of lading shippers are required to pay a penalty of 20 per cent of the published rate and the commodity will be carried subject only to common law liability. The bill of lading will also have written across the face of

it, "Non-negotiable," which renders it useless as a banking and commercial medium and acts as a great hardship on the small shipper particularly, and on all shippers generally.

Prof. F. Paul Anderson, dean of the Mechanical Engineering Department of State College, has been awarded a gold medal by the St. Louis Exposition Award Commission in recognition of the excellence of the woodworking display of colleges at the World's Fair, which was awarded the first prize. The display was gathered from the various colleges in the United States at an expense of \$100,000 to the United States government.

J. N. Struck, member of the firm of J. M. Struck & Bros., lumber and planing mill operators in Louisville, has gone with a party of friends for a week's hunt in eastern Kentucky.

Forest fires are playing havoc in the hardwood sections of McCracken and Marshall counties, Kentucky, and a great deal of fear is felt for the valuable timber properties in these counties. A large number of people are engaged in fighting the flames with dynamite. Water is very scarce, in consequence of the five-months' drouth, and it is found difficult to stop the spread of the flames.

Mr. E. L. Davis, chairman of the special committee of the Lumbermen's Club, which has in charge the matter relating to the organization of a State Lumbermen's Association, has returned home from a hunt of several weeks in the Canadian woods. He will be ready to make a report on the matter in charge of his committee at the meeting of the Lumbermen's Club, which will be held Friday night, November 26. Several other important committee reports will be considered.

Mr. C. E. Heald, of the J. H. Heald Extract Company of Lynchburg, Va., was in the city last week, consulting his agent, Mr. C. H. Callahan, with reference to the prospect for securing walnut and oak timber, which is used largely by the company in the preparation of their tanning extract.

John Roberts, representing a number of Indianapolis capitalists, has purchased a site on Water street in New Albany, Ind., upon which will be erected immediately a veneering plant, to cost approximately \$100,000, and which will give employment to 100 men. The plant will be accessible by river and by railroad.

Four square miles of trees, mostly white oak, have already been destroyed by a forest fire which started Friday night through the carelessness of some hunters, and is still raging near South Park, Jefferson county, Kentucky. More

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National Hardwood Association Grades Guaranteed
and certificates furnished when requested.

JEFFERSON SAW MILL CO., Ltd.

FRONT and ROBERT STS.

NEW ORLEANS, LA.

than 100 persons, including several railroad crews, are fighting the advance of the flames.

MICHIGAN ITEMS.

(Special Correspondence.)

Calumet, Mich., Nov. 22, 1904.

The gradual decadence of the pine lumber industry in northern Michigan is well illustrated by the conditions at Menominee, for many years the lumber center of the United States. The monster lumber business once done in that city and district has in recent years annually shown a falling off, until now there is but comparatively little left of it. Next season only two mills, neither of large proportions, will be in commission.

As the pine is disappearing more attention is being paid to the manufacture of hardwood. A number of important flooring plants have been established in recent years, while veneering factories are springing up in all sections. The cedar industry has also become one of importance, while more hemlock, spruce and cordwood are being cut than ever before. Their cutting and manufacture are giving employment to large numbers of men and will continue to do so for many years.

It is estimated that from 8,000 to 10,000 cords of cordwood will be cut near Crystal Falls. Hardwood by the tens of thousands of cords will be cut in Alger County this season for use in making charcoal to feed the furnaces of the Cleveland Cliffs Iron Company, doing its own cutting from its own lands, of which it has considerably more than a million acres.

The woodenware factory at Crystal Falls, which was closed down some time ago, owing to the unsatisfactory state of the market, will be reopened at once. Logs will be shipped in from Escanaba until the camps nearby are ready to supply material.

* * *

The Lansing Manufacturing Company, capital \$50,000, has been incorporated by

A. A. Wilbur, A. C. Davis and A. L. Harlow of Lansing, to engage in the manufacture of agricultural instruments.

* * *

Nadeau Brothers of Nadeau are large manufacturers and shippers of rock maple cant hook handles, which they are supplying to the trade throughout the United States and Canada. A large amount of hardwood charcoal, hardwood lumber, flooring, siding, etc., is also manufactured, besides pine lumber, cedar posts, poles, etc.

CLEVELAND CHIPS.

(Special Correspondence.)

Cleveland, Ohio, Nov. 22, 1904.

Another was added to the long list of mysterious fires on the flats, when the big building owned by the Arcade Lumber Company, on Columbus street, near the Big Four Railroad tracks, burned to the ground at 1:30 o'clock this morning, entailing a loss of \$10,000.

The structure was used as an extra storeroom by the lumber company, but had not been in service for some time.

This makes the tenth mysterious fire that has taken place in the flats within the last six months. The manufacturers and property owners are of the opinion that an incendiary is at the bottom of the fires. Every effort has been made to detect the man who is destroying property and jeopardizing life, but to no avail.

* * *

The Arcade Lumber Company, of which R. M. Nelson was president and treasurer and W. H. Richardson was secretary and manager, has been succeeded by the Richardson-Brown Lumber Company, W. H. Richardson, president, and George V. Brown, secretary and treasurer.

* * *

L. L. King and C. F. Keener are two new salesmen employed by the Robt. H. Jenks Lumber Company.

* * *

A. S. Bliss, assistant manager hardwood department of the Advance Lumber Com-

pany, has located in Indianapolis, Ind., where he has charge of their branch office.

* * *

The Simon Lumber Company was incorporated under the laws of Ohio November 10, with an authorized capital of \$100,000. J. G. Simon, president; C. J. Simon, vice-president and treasurer, and John Palmer, secretary.

The American Box Company have purchased the C. H. Gill Lumber Company's planing mill, which will be used for factory purposes. The consideration is reported to be \$25,000.

* * *

* * *

J. C. Blackford of Chicago was here Monday in the interests of the National Lumber Manufacturing Company, of which he is secretary. This firm has mills in the South, cutting large quantities of hardwoods.

* * *

J. L. Lytle, of Curl & Lytle, Pittsburg, was a recent caller.

* * *

W. J. Fell of Salt Lick, Ky., was here the other day, and says he sold recently a car of first and second poplar which contained a good per cent of stock wider than 40 inches, some of the boards being 47 inches wide.

* * *

J. F. Dowler of Bedford, Ohio; C. H. Johnson, Burton, Ohio; C. L. Mattison, Seville, Ohio, and H. W. Whitcraft of Carrollton, Ohio, were recent buyers in this market.

THE NORTHWEST.

(Special Correspondence.)

Minneapolis, Minn., Nov. 21, 1904.

F. H. Lewis, the well-known hardwood wholesaler of this city, has formed a partnership with C. M. Stevens of St. Croix Falls, Wis., and the firm of Lewis & Stevens will engage in the manufacture of basswood heading at Dent, Minn., on the new Soo line extension. Later on they ex-

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DETROIT **BROWNLEE & CO.**

THE MARKETS

pect to put in a saw mill and work up the elm and oak timber in that vicinity.

* * *

C. F. Stout, sales manager of the Westboro Lumber Company of Westboro, Wis., has resigned to go into business for himself, forming the C. F. Stout Lumber Company. He will remain in Westboro, and conduct a general wholesale lumber business, handling a good stock of hardwood in connection.

* * *

F. E. Lemma, a manufacturer of hardwood, located at Frederick, Wis., was a business visitor in Minneapolis last week.

* * *

C. F. Osborne, of Osborne & Clark, the local hardwood dealers, returned a few days ago from a business trip to Omaha, Kansas City and other points, and reports that he found conditions excellent and something doing in the hardwood line.

PHILADELPHIA POST.

The Lumbermen's Exchange created a precedent on election night, when they kept open house for their members to hear the returns. A large crowd of the members of the trade were present and the innovation was voted a great success.

* * *

Joseph A. McKenny has withdrawn from the firm of Strong, Meckley & McKenny and will engage in business in Buffalo. A. P. Strong and Charles P. Meckley will continue the firm business under the name of Strong & Meckley.

* * *

James W. Anderson is the latest recruit to the ranks of the wholesale lumber dealers.

* * *

The firm of Nettleton & Miller has been succeeded by I. D. Miller & Co., Eugene Nettleton having withdrawn.

* * *

The Bernard Smith Company has been incorporated across the Delaware River, in Camden, to carry on a general lumber business. The company has \$100,000 capital. The incorporators are Bernard C. Waring, B. Gilpin Smith and William Waring.

* * *

Joseph P. Dunwoody has been succeeded in business by Jos. P. Dunwoody & Co.

CHICAGO.

There has been no very great change in the local hardwood conditions since the election, nor was any material change expected, all of which goes to show the steadiness of conditions. A much more desirable state of affairs, all interests considered, could hardly be hoped for. A gradual improvement has characterized the business in Chicago since about the first of August, and this continues, with the outlook for next year favorable and on the same lines.

Plain oak is about the stiffest thing on the market. There is a good demand for it and still we hear of some orders being placed as low as \$36 on this market by consumers. But those who know what they are doing and are well informed, are getting \$3 to \$4 per thousand more.

Quarter-sawed oak is in good demand at a fair figure, though it is not what it is expected to be six months hence. There is only a moderate supply of this stock in the country and it runs largely to the lower grades.

Poplar is selling freely and at the new low price is getting a good market.

Cottonwood has advanced somewhat and basswood is still very weak, about the weakest thing on the market.

In northern hardwoods birch is probably the strongest. Elm is offered in small quantities and commands a good price. Maple is holding its own, with prospects of advancing soon.

NEW YORK.

New York, Nov. 19, 1904.—(Special Correspondence).—The local hardwood situation continues to improve right along. There was a time two or three months back when the retail hardwood yards throughout the district struck quite a noticeable lull in the demand, which was naturally reflected in the wholesale market, but beginning with the early fall trade, the market has steadily improved and while there cannot be said to be any great boom on, inquiries and orders continue to come out more plentifully right along. And not only that, but prices which on the whole have maintained themselves remarkably well throughout the summer season, have shown a tendency to harden perceptibly in the face of the recent demand, and the general opinion expressed is that the outlook based on present indications is most encouraging. Right along this line it is nothing short of marvelous to note the great activity in real estate circles

around the outskirts of the district at the terminus of the various branches of the new subway. Acres of vacant lots are rapidly changing hands and passing into the possession of building interests, which are already making plans to improve the property at once in order to take care of the big demand for residential space in these suburbs on the opening of spring. In addition to this activity which is going to provide an enormous amount of business to the retail lumber interests on account of the fact that practically all the buildings are to be entirely frame, the volume of plans filed in the regular channels throughout the city are well up to normal, and unless every indication fails, the metropolitan district is in line for one of the biggest years in the building trades in its history, during the next twelvemonth.

As an evidence of the revival all along the hardwood line, it might be cited that poplar, which has been way in the rear for many months, has not only increased in demand during the past thirty days, but shows a tendency to better in price.

Plain and quartered oak, particularly the former, are the leaders in the local demand, and good dry stock is difficult of purchase in any volume, with the result that prices are not only very firm, but on some sales have shown an advance. Ash is likewise firm in both price and demand, and dry stock is not overplentiful, while brown ash is practically out of the market. Chestnut is moving well in its particular line and the inquiry for basswood is very fair. Birch is still called for freely in those lines in which it offers as a substitute for higher-priced material, and maple has shown quite a decided improvement during the past month in the manufacturing trade.

In the local manufacturing trade pretty much all of the firms are very busy on their Christmas output of furniture, pianos, etc., and that branch of the business is quite brisk.

PITTSBURG.

Pittsburg, Pa., Nov. 22, 1904.—(Special Correspondence).—Thanksgiving finds the lumber merchants of Pittsburg in a mood to eat and enjoy a regular old-fashioned turkey dinner. They feel good in most ways. Trade during the past year has been better than they expected it would be. For the past three months prospects have been steadily growing brighter. The result of the election took away whatever doubt there might have been as to the

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business situation next year. Now the outlook for the lumber business next spring is very rosy and in the meantime the dealers look for a substantial increase in their trade. Hence they are happy and justly thankful.

There has been little change in conditions since election; that is, in the amount of business reported and in the prices quoted. In general, the inquiry is better and is more productive of good orders. But there has been no big swell in the volume of business, such as very few of the most enthusiastic dealers predicted. The conservative element in the trade are very glad that this is so, for they say that a boom at the start is bad, coming just before the yearly settlements and when the full trend of the next year's business is not fully apparent.

Prices are steady to firm on nearly all grades. Hemlock is in much the best demand. There is not a heavy stock of this lumber in market and the large amount of house building going on is taking it very fast. Oak, especially heavy bill stuff, is selling well. The coal companies are taking a large amount of oak just now as consolidation and new developments are announced every week in western Pennsylvania coal districts, as well as in West Virginia. This trade, with the demand from the railroads for ties and bridge stuff, has come to be a very important factor in Pittsburg trade, and is looked to as a pretty good indicator of trade in general in lumber.

Firms are preparing to launch out and go after a big business after the first of the year. Many of them will have bigger mills next year than ever before and propose to run them to the limit. Few purchases of timberland have been made recently, for the reason chiefly that there are not many tracts of any size left in Pennsylvania.

ST. LOUIS.

St. Louis, Mo., Nov. 22, 1904.—(Special Correspondence.)—A very fair volume of business is being transacted by St. Louis wholesalers, and they would be thoroughly satisfied but for the fact that their knowledge of past years has gone to prove that a spurt in business at this season is not lasting. Woodworking factories of all kinds invoice their stocks at the end of the year and are inclined to allow these stocks to run down to the lowest possible ebb in preparation for this invoicing, so as to allow the new year to take care of its own purchases of lumber. For this reason the lumber now being purchased is strictly for immediate consumption, and any improvement of a permanent nature must necessarily wait until next year. At the same time all of this leads to the belief that the business of next year will be extraordinary, as stocks in both the hands of the wholesalers and the consumers are already badly depleted. In the one item of dry inch plain oak, there is a scarcity throughout the whole country such as has seldom prevailed, and there will undoubtedly be a heavy demand for this, which cannot be thoroughly satisfied. All of the local wholesalers are making every effort to increase their holdings of green, which is the only class of stock they are able to buy at initial points, in the hope that they can thus secure enough which will be dry to meet the spring demand. In quartered oak, the present call is very uncertain, but is stronger for red than for white. The range of prices in quartered white oak is greater than is usual at this season, which has the tendency of decreasing the sales. Cottonwood and gum are both moving fairly freely, at

prices similar to those prevailing for some time, and no advance is expected before spring, when much better prices should prevail. Of the other woods handled in this market, cypress and ash undoubtedly lead in point of demand, but none of the woods have changed in price to any extent during the past few weeks.

NASHVILLE.

Nashville, Tenn., Nov. 22, 1904.—(Special Correspondence.)—The market at Nashville rules firm. Some of the members of the trade venture the suggestion that plain oak will be further advanced. Poplar shows considerable improvement and the Nashville firms bought some of this wood for speculation purposes and are apparently glad they did so. Chestnut is in strong position and the casket manufacturers here and in other centers are buying heavily of this wood. Cedar, that is now quite an item in this market, is in good request. The advices in the export trade show a tendency toward very slight improvement. Winter building in Nashville and vicinity promises to be quite good, several large building contracts having recently been let and others being in prospect.

MEMPHIS.

Memphis, Tenn., Nov. 22, 1904.—(Special Correspondence.)—The improvement since the election has been showing itself principally on those items in this hardwood market that have been hitherto dull. Cypress, cottonwood and gum have within the last few days had a slight picking up. There is manifest a further shortage of plain oak and consequently a tendency toward firmer prices. The western business and the middle west trade are in very good shape, but the eastern orders are still somewhat slow. By the first of January a very pronounced change for the better all down the list is expected by Memphis lumbermen. Orders from car

builders have been better, and the Oklahoma, Indian Territory and western building trade has been large. There has been a further touch of car troubles and complaints accordingly forthcoming. The several large exporting firms here say they find some improvement in conditions abroad, but that the trade is not anything like as good there as it ought to be. Several notable timber investments have been made by northern capitalists in this part of the South the last few months. Several firms have opened offices in Memphis and a great deal in the way of railroad construction work has been done the last several months by lumber firms on their account in this and neighboring states.

BUFFALO.

Buffalo, N. Y., Nov. 22, 1904.—(Special Correspondence.)—Now that election is all over and done with for this year, business seems to be getting back to normal. Everything looks very favorable and the hardwood lumber dealers of Buffalo appear to be satisfied with the year's business so far and contented with the outlook. While no one is crowded with orders or has more business than he can attend to, still there is a very visible improvement to what it has been during the past two months.

It is safe to say that there are larger stocks of hardwood lumber in all the yards of Buffalo to-day than at any previous time during the past five years. This is accounted for partly on account of the season, it being just about the close of navigation and several large stocks of maple, birch and other hardwoods have been brought down by water, and trade being so quiet as it has been for the past few months, the stocks have not decreased in the usual ratio. This is rather a good condition of things, so far as the yards are concerned, as when trade does pick up, as everybody believes it will, they will be in good shape to take care of everything

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that comes along. Still, with all the lumber that is on sticks here at the present time and with business in the shape it is in, there are certain kinds of lumber that are to call none too plenty and not any too easy to get hold of, notably black ash and plain red oak, firsts and seconds in both. And should business become at all brisk, as it was a year ago, it would not take very long to cause a scarcity in many other lines.

LOUISVILLE.

Louisville, Ky., Nov. 21, 1904.—(Special Correspondence.)—The outlook in the lumber trade in Louisville is promising, dealers and yardmen generally reporting an improvement all along the line in the inquiry, and also regard the demand as being heavier at this time than for many months. Prices also are moving upward in many instances and stiffening perceptibly in others. The election seems to have removed the ban on business that had been hanging over the lumber market all summer. Factory trade is especially active just now, manufacturers' stocks having been permitted to run down in the face of increasing business for finished products, and, in consequence, at present they find themselves hard pressed for raw material. The prices of all grades of oak have advanced. Poplar is also showing some stiffening in price, and while this is very slight, the increasing inquiry gives hope of better prices. Quotations on poplar remain unchanged, but quoted prices are being secured, generally. Furniture, plow and box factories are running full force and in some instances working overtime. The general volume of trade other than the lumber trade is greatly improved over what it was November 1.

The yellow pine market is strong, prices continuing firm and the demand heavy.

Dennis Bros. of Grand Rapids, Mich., will erect two saw mills near Dighton, Mich.

PHILADELPHIA.

Philadelphia, Pa., Nov. 20, 1904.—(Special Correspondence.)—Every dealer in the city is wearing that much advertised smile that will not come off. The good times are apparently here at last. In practically every branch of the lumber trade prices are better and the demand for stock far in excess of that of any period for many months. The spurt in business came unexpectedly and with such suddenness as to create astonishment in trade circles. After the lumbermen caught their breath they hustled to get in enough stock to satisfy all demands. Almost all of them are at the present time back in their deliveries, and if the demand continues as it has been for the past two weeks, November, after a dull and unusually inactive October and September, will be a long remembered month in the history of the local trade. Practically every line can be said to be a feature of the market. Many good orders for hemlock are being received by the local dealers, and not much dry stock is to be had in the city. The yellow pine situation is equally encouraging, prices are stiffening and the future appears bright. In hardwoods there has been a decided stiffening and a steady growth in orders.

MINNEAPOLIS.

Minneapolis, Minn., Nov. 21, 1904.—(Special Correspondence.)—An unusual amount of late building has been undertaken in Minneapolis and St. Paul, some of it just getting under way.

The sash and door people are enjoying a good fall business in the special lines that call for hardwood stock, and they are also in the market for oak and birch. Prices on these staple woods are holding firm, but will not advance for the present. Elm is a fairly good seller, and not at all plenty. Basswood is more active, especially siding and ceiling, and prices are beginning to stiffen somewhat. They certainly needed it. Culls are also in some-

what better demand for the box factories.

Retail yard trade is rather dull, but quite a little hardwood is going out to fill mixed car orders, and these small bits count up in the long run. Flooring and wagon stock are features of this trade.

The car shortage which troubled the northern mills for a while has been lifted, and shipments are now reasonably prompt, but the South is still afflicted, and the old trouble of getting southern hardwood delivered at this distance is felt as bad as ever.

CINCINNATI.

Cincinnati, Nov. 22, 1904.—(Special Correspondence.)—The expected improvement in the local hardwood market, which was to make itself felt immediately after the recent national election, has been conspicuous by its absence. The trade, while naturally disappointed, cannot be said to be worried. The market in its present shape, which is about the same as it has been for the past five or six weeks, is eminently satisfactory. Locally there is a great deal of building going on, and lumber used in such construction finds ready buyers at full prices. In the surrounding country the farmers seem to be well supplied with money, the result of good grain crops, and they are purchasing quite extensively from the country dealers, who in turn are replenishing their stocks from this market. Fairly numerous inquiries from expert sources have been received, and the prospects are that by the first of the coming new year heavy shipments will be made to England and Germany.

Quartered oak, first and second grades, has been the best seller. Demand for poplar no more urgent, but with constantly decreasing stocks the feeling has been healthier. Chestnut and hickory moving well at previous prices. The box manufacturers have easily absorbed the little cottonwood that has been received here. Red gum a star actor. Basswood, as in other markets, is off.

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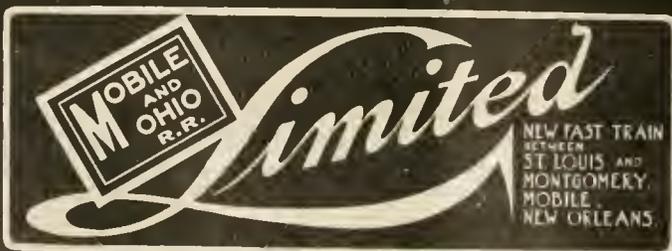
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HOO-HOO MATTERS.**THE JURISDICTIONS.**

Jurisdiction No. 1.—Under the Snark (Rourke) the following states: Illinois, Indiana, Iowa, Minnesota, Wisconsin and Michigan.

Jurisdiction No. 2.—Under the Senior Hoo-Hoo (Bonner) the following states: Texas, Louisiana, Oklahoma Territory, Indian Territory, Mexico, New Mexico, Colorado, Utah, Arizona.

Jurisdiction No. 3.—Under the Junior Hoo-Hoo (Ramsay) the following states: Missouri, Arkansas, Kansas, Nebraska, North Dakota and South Dakota.

Jurisdiction No. 4.—Under the Bojum (Denny) the following states: South Carolina, North Carolina, Georgia, Florida and Cuba.

Jurisdiction No. 5.—Under the Scrivenoter (Baird) the following states: Tennessee, Kentucky, Alabama and Mississippi.

Jurisdiction No. 6.—Under Jabberwock (Potter) the following states: Washington, Oregon, California, Idaho, Montana, British Columbia and Wyoming.

Jurisdiction No. 7.—Under the Custocian (Bogges) the following states: West Virginia, Virginia, Ohio, Pennsylvania, Maryland and Delaware.

Jurisdiction No. 8.—Under the Acanoper (Laidlaw) the following state: Dominion of Canada.

Jurisdiction No. 9.—Under the Gurdon (Jones) the following states: New York, New Jersey, Massachusetts, Connecticut, Rhode Island, Vermont, Maine and New Hampshire.

VICE-GERENTS.

Alabama (Northern District)—A. A. Janney, Montgomery, Ala.

Alabama (Southern District)—Mark Lyons, care of Southern Supply Company, Mobile, Ala.

Arkansas (Western District)—James Brizzolara, Fort Smith, Ark.

Arkansas (Southern District)—W. T. Murray, Littlebay, Ark.

California (Southern District)—W. E. Metz, 656 West Thirty-ninth street, Los Angeles, Cal.

California (Northern District)—Henry Templeman, 40 California street, San Francisco, Cal.

Canada (Central District)—D. Boyce Sprague, care D. E. Sprague, Winnipeg, Man., Canada.

Colorado—D. E. McAllister, Boulder, Colo.

Cuba.—D. W. Buhl, P. O. Box 182, Havana, Cuba.

Georgia—(Northern District)—E. D. Walsh, Box 292, Atlanta, Ga.

Georgia (Southwestern District)—J. H. Trump, Valdosta, Ga.

Idaho.—F. E. Glazier, 1513 State street, Boise, Idaho.

Illinois (Central District)—A. B. Simonson, 1303 E. Jackson street, Springfield, Ill.

Illinois (Southern District)—L. M. Bostwick, Centralia, Ill.

Indiana (Southern District)—W. H. Matthias, 31 North Pennsylvania avenue, Indianapolis, Ind.

Iowa (Northern District)—W. E. Sears, Box 204, Dubuque, Ia.

Iowa (Southern District)—E. H. Dalbey, Shenandoah, Ia.

Kansas (Eastern District)—Edmund L. Luther, Leavenworth, Kan.

Kansas (Western District)—J. R. McLaurin, care Lake Superior Lumber Company, Ellsworth, Kan.

Kentucky (Eastern District)—William C. Ballard, Columbia building, Louisville, Ky.

Kentucky (Western District)—R. S. Robertson, 1627 Broadway, Paducah, Ky.

Louisiana (Northern District)—E. A. Frost, care of First National Bank building, Shreveport, La.

Louisiana (Southern District)—Edward Schwartz, care Whitney Supply Company, New Orleans, La.

Maryland—Louis Becker, Lexington & Frederick streets, Baltimore, Md.

Massachusetts—R. W. Douglas, 14 Kilby street, Boston, Mass.

Minnesota—J. P. Lansing, 112 Lumber Exchange, Minneapolis, Minn.

Mississippi (Western District)—J. L. Strickland, Greenville, Miss.

Mississippi (Southern District)—F. Colmer, Moss Point, Miss.

Missouri (Eastern District) T. A. Moore, 1014 Fullerton building, St. Louis, Mo.

Missouri (Western District)—John F. Bruce, care C. C. & C. Company, Kansas City, Mo.

Nebraska—Lew Wentworth, 616 North Twenty-first street, Omaha, Neb.

North Carolina (Western District)—C. E. Gordon, Andrews, N. C.

Ohio (Southern District)—G. O. Worland, care K. & P. Lumber Company, Cincinnati, Ohio.

Ohio (Central District)—Lewis Doster, 1016 Harrison building, Columbus, Ohio.

Ohio (Northern District)—Hugh W. Hogue, Room 208, Beckman block, Cleveland, Ohio.

Oklahoma and Indian Territories—R. A. Myer, Box 807, Oklahoma City, O. T.

Oregon—Jay S. Hamilton, care Portland Lumber Company, Portland, Ore.

Pennsylvania (Eastern District)—J. J. Rumbarger, Harrison building, Philadelphia, Pa.

Pennsylvania (Western District)—R. C. Wilmarth, 339 Fifth avenue, Pittsburg, Pa.

South Dakota (Eastern District)—S. M. Eaton, Cataract Hotel, Sioux Falls, S. D.

Tennessee (Eastern District)—W. H. Yates, Johnson City, Tenn.

Tennessee (Middle District)—J. W. Wallace Jr., 601 Broad street, Nashville, Tenn.

Texas (Northern District)—J. R. Dillon, Ft. Worth, Texas.

Texas (Southern District)—C. A. Newning, 404 Binz building, Houston, Tex.

Texas (Western District) and states of Chihuahua and Coahuila of Mexico, E. A. McGehee, El Paso, Texas.

Utah.—A. Maccuaig, 241 N. Third W., Salt Lake City, Utah.

Virginia (Western District)—W. E. C. Merriman, Narrows, Va.

Washington (Eastern District)—Wm. R. Roy, care of The Sawmill Phoenix, Spokane, Wash.

Washington (Western District)—W. J. Corbin, 511 Oriental building, Seattle, Wash.

West Virginia (Eastern District)—R. J. Clifford, Hambleton, W. Va.

ably hold a concatenation at Atlanta on that date.

ably hold a concatenation at Atlanta on that date.

Vicegerent W. T. Murray of the Southern District of Arkansas will hold a concatenation at Camden, Ark., on November 26. A large class is assured. This is one of a series of concatenations Vicegerent Murray will hold in Arkansas.

More than 50 concatenations have been listed on the scrivener's books to occur during November, December and January, and others are being announced nearly every day. The winter bids fair to be an exceptionally active one all over the territory.

NEWS SUMMARY.

The J. W. Dickson Company of Memphis, Tenn., advise that before the first of the year they will be in operation again. The fire which occurred on October 26 destroyed their entire mill plant and more than 1,500,000 feet of dry lumber. This fire, which cost a net loss of \$8,000, together with the flood in April, has made sledding pretty hard for John Dickson, but John is not a quitter and will be on deck again, plans for which are now being made. The Hardwood Record voices the sentiment of the trade—everybody—in wishing him better luck next year and in the years to come.

F. C. Nichols has purchased the business of H. A. Church & Son at Lipscomb, Pa.

The Boone Lumber and Manufacturing Company has been incorporated at Indianapolis, Miss., with a capital of \$25,000.

The Coldwater Land and Lumber Company has been incorporated, with a capital of \$100,000, by D. W. Tibbs and others.

The mill belonging to R. E. Hackett & Sons, Livermore, Ky., was destroyed by fire, with a loss of \$12,000.

The Roberts Lumber Company is the stock of a new corporation, with a capital stock of \$60,000, located at Embarrass, Wis.

The Evansville Veneer Company has been incorporated by C. W. Talge at Evansville, Ind. A large plant will be built on the Belt Railway.

HARDWOOD TIMBER FOR MILL MEN AND INVESTORS.

We can put you in touch with some good things in white oak, ash, hickory, gum, cypress and other hardwoods along the Cotton Belt Route. We can give you valuable assistance in securing sites and locations for mills and factories. Write us your requirements and see what we can do.

E. W. LA BEAUME, G. P. & T. A.,
Cotton Belt Route,
St. Louis, Mo.

Read our "Wanted—For Sale—Exchange" columns, pages 31 to 34, inclusive.

A concatenation will be held in San Francisco, Cal., November 23. Supreme Jobberwock A. H. Potter will attend this concatenation, and will also attend a concatenation, to be held in Astoria, Ore., on December 9.

Vicegerent C. E. Gordon, newly appointed for the western district of North Carolina, will hold a concatenation at Asheville, N. C., December 9. December 9 seems to be a favorite date for concatenations. Several are being arranged for on that date. Vicegerent E. D. Walsh, of the central district of Georgia, will prob-

OHIO STOCKS**AT CONCORD, O.**

3,500 ft. 1-in. log run butternut.
100,000 ft. 1-in. log run beech.
26,000 ft. 1-in. log run chestnut.
25,000 ft. 1-in. log run elm.
70,000 ft. 1½-in. log run maple.

AT WARSAW, O.

30,000 ft. 2-in. log run pln. white oak.
40,000 ft. 1-in. log run pln. red oak.
45,000 ft. 2-in. log run pln. red oak.
29,000 ft. 3-in. log run pln. red oak.
21,000 ft. 1-in. log run poplar.

AT GARRETTSVILLE, O.

25,000 ft. 1-in. log run hardwood.
115,000 ft. 3-in. log run hardwood.

AT EARLVILLE, O.

14,000 ft. 1-in. cull chestnut.
75,000 ft. 1-in. log run poplar.
6,000 ft. 2-in. log run beech & maple.
15,000 ft. 3-in. log run beech & maple.

AT ORANGEVILLE, O.

8,000 ft. 3-in. log run hardwood.
10,000 ft. 2-in. log run pln. white oak.
7,000 ft. 3-in. log run pln. white oak.

AT NILES, O.

10,000 ft. 1-in. log run pln. white oak.
10,000 ft. 2-in. log run pln. white oak.
8,000 ft. 1-in. log run plain oak.
4,000 ft. 2-in. log run plain oak.

AT GLENMONT, O.

30,000 ft. 1-in. log run beech & maple.
147,000 ft. 1-in. log run poplar.
14,000 ft. 1-in. log run oak.
8,000 ft. 1-in. log run chestnut.
30,000 ft. 2-in. log run pln. white oak.
100,000 ft. 3-in. log run pln. white oak.
59,000 ft. 3-in. log run beech & maple.

AT STATE ROAD, O.

4,500 ft. 1-in. log run pln. red oak.
3,000 ft. 1-in. log run pln. white oak.
6,000 ft. 2-in. log run pln. red oak.
26,000 ft. 2-in. log run pln. white oak.
7,500 ft. 2-in. log run beech & maple.
53,000 ft. 3-in. log run beech & maple.

MILLS AT POINTS OFFICE
SHOWN ON LISTS 559 ROSE BUILDING

ADVANCE LUMBER CO.

CLEVELAND, OHIO

Stocks shown here are all in
good shipping condition and
manufactured from our own
timber tracts.

**Six Million Feet Bone Dry
HARDWOOD**
in our Cleveland Yard.

Have full assortment of Ties
and Piling on track ready for
immediate shipment.

SPECIALTIES { **PROMPT SERVICE**
GOOD GRADES
DRY STOCK

W. VA. STOCKS**GREENDALE, W. VA.****POPLAR.**

30,000 ft. 1-in. 1 & 2.
33,000 ft. 1-in. clr. saps.
56,000 ft. 1-in. No. 1 common.
5,800 ft. 1-in. box boards.
60,000 ft. 1-in. ship. cull.
23,000 ft. 1-in. mill cull.
12,000 ft. 1-in. log run (will sort).
12,000 ft. 1½-in. log run (will sort).
28,000 ft. 1½-in. log run (will sort).
4,300 ft. 2-in. log run (will sort).
4,700 ft. 2-in. 1 & 2.
2,200 ft. 2-in. common.
500 ft. 2-in. ship. cull.
3,300 ft. 1-in. log run quartered.

QTD. WHITE OAK.

8,500 ft. 1-in. log run.
3,500 ft. 1-in. 1 & 2.
2,000 ft. 1-in. ship. cull.
800 ft. 1½-in. common.

PLN. WHITE OAK.

6,000 ft. 1-in. log run.
2,500 ft. 1-in. 1 & 2.
9,500 ft. 1-in. ship. cull.
2,000 ft. 1-in. mill cull.
1,300 ft. 1½-in. common.

CHESTNUT.

11,000 ft. 1-in. log run.
1,500 ft. 1-in. 1 & 2.
1,300 ft. 2-in. 1 & 2.
7,500 ft. 2-in. common.
3,500 ft. 2-in. mill cull.

BASSWOOD.

9,000 ft. 1-in. log run.
9,000 ft. 1-in. ship. cull.
1,200 ft. 1-in. mill cull.

AT PIKETON, O.

10,000 ft. 1-in. log run pln. oak.
4,500 ft. 4-in. log run pln. oak.
44,000 ft. 3-in. log run pln. oak.
1,800 ft. 1½-in. log run hickory.

LOT "C."

29,000 ft. 1-in. log run poplar.
14,000 ft. 1-in. log run oak.

AT SCARY, W. VA.

16,000 ft. 1-in. 1 & 2 poplar.
10,000 ft. 1-in. common poplar.
20,000 ft. 1-in. ship. cull poplar.
9,500 ft. 1½-in. ship. cull poplar.

MISSISSIPPI STOCKS**AT FITZHUGH, MISS.**

67,000 ft. 1-in. 1 & 2 & com. qtd. white oak.
12,000 ft. 1-in. 1 & 2 & com. qtd. red oak.
19,000 ft. 1-in. 1 & 2 & com. pln. white oak.
3,500 ft. 2-in. 1 & 2 & com. pln. white oak.
26,000 ft. 3-in. 1 & 2 & com. pln. white oak.
7,500 ft. 1-in. 1 & 2 & com. pln. red oak.
8,800 ft. 2-in. 1 & 2 & com. pln. red oak.

AT MAUD, MISS.

10,000 ft. 1-in. 1 & 2 & com. pln. red oak.
10,000 ft. 1-in. 1 & 2 & com. pln. white oak.
10,000 ft. 2-in. 1 & 2 & com. pln. R. & W. oak.
5,000 ft. 1-in. 1 & 2 & com. white ash.
5,000 ft. 2-in. 1 & 2 & com. white ash.
10,000 ft. 1-in. log run gum.

AT DUNDEE, MISS.

40,000 ft. 1-in. log run gum.

MISSISSIPPI STOCKS**(CONTINUED)****AT LULA, MISS.**

2 cars 1-in. log run qtd. red oak.
100,000 ft. 1-in. log run pln. red oak.
75,000 ft. 1-in. log run gum red oak.

ARKANSAS STOCKS**AT EDMONDSON, ARK.**

3,100 ft. 1-in. 1 & 2 & com. qtd. red oak.
196,000 ft. 1-in. 1 & 2 & com. pln. red oak.
3,400 ft. 2-in. 1 & 2 & com. pln. red oak.
486,000 ft. 1-in. log run gum.
20,500 ft. 1½-in. log run elm.
4,500 ft. 1-in. 1 & 2 & com. cypress.
29,000 ft. 1½-in. 1 & 2 & com. cypress.
12,000 ft. 2-in. 1 & 2 & com. cypress.

GEORGIA STOCKS**CASSANDRA, GA.**

50,000 ft. 1-in. 1 & 2 poplar, reg. widths.
10,000 ft. 1-in. 1 & 2 poplar, 24 in. & wider.
5,100 ft. 1-in. pop. box boards, 9 in. wide.
25,500 ft. 1-in. pop. box boards, 8 to 10 in. wide.
26,000 ft. 1-in. pop. box boards, 10 to 12 in. wide.
5,500 ft. 1-in. pop. box boards, 11 in. wide.
29,000 ft. 1-in. clear sap poplar.
50,000 ft. 1-in. No. 1 com. poplar.
12,000 ft. 1-in. wide com. poplar.
50,000 ft. Nos. 1 & 2 com. poplar, bg. stk.
40,000 ft. 1-in. No. 2 com. poplar.
12,000 ft. 1½-in. log run white ash.
7,000 ft. 1-in. 1 & 2 qtd. white oak.
9,000 ft. 1-in. 1 & 2 qtd. w. oak, 10 in. & wider.
8,000 ft. 1-in. com. qtd. red & white oak.
21,000 ft. 1-in. shipping cull qtd. red oak.
5,000 ft. 1-in. 1 & 2 plain white oak.
5,000 ft. 1-in. 1 & 2 plain red oak.
12,000 ft. 1-in. No. 1 com. plain red oak.
4,000 ft. 1-in. shipping cull pln. red & white oak.
14,000 ft. 2-in. com. & cull pln. red & white oak.
5,000 ft. 2-in. mill cull pln. red & white oak.
12,000 ft. 1-in. 1 & 2 chestnut.
16,000 ft. 1-in. No. 1 com. chestnut.
10,000 ft. 1-in. log run chestnut.
16,000 ft. 1-in. log run basswood.

WANTED—FOR SALE—EXCHANGE.

WANTED.

Thoroughly experienced manager for handle factory. Want a man that knows the business from top to bottom. Right man can obtain an interest in the business. Address, P. A., care Hardwood Record.

WANTED—SITUATION

As hardwood inspector. Thoroughly experienced in lumber and dry kiln work. Also have some experience in cutting dimension stock. Best of references. Address S. M., care Hardwood Record.

WANTED—POSITION

As shipper, yard foreman or hardwood inspector by young man of four years' experience. Best of references. Address C. C., care Hardwood Record.

WANTED—POSITION

as book-keeper, thoroughly experienced in lumber and freights. Can give good references. Address L. M. C., care of Hardwood Record.

BUSINESS OPPORTUNITIES.

FOR SALE—SAW MILL.

A complete circular saw mill, including edger, trimmer, cut-off saw, bull wheel, log truer, engine, boiler, etc., now in operation in Mississippi. Also complete steam skidder with steel cables, blocks, etc. Address BLANTON-THURMAN CO., Memphis, Tenn.

FOR SALE OR EXCHANGE.

A fine modern residence in good state of repair, with large grounds located in good city in Central Indiana, now occupied by owner. Cost \$65,000 to build, cannot be duplicated for that sum now; worth \$80,000. Will sell cheap or exchange for pine or hardwood timber lands. Address S. F. C., care Hardwood Record.

FOR SALE.

600,000 feet dry log run gum.
Can furnish oak bills to order on quick notice—wagon, stock, piling timbers, etc.
Would sell out—property consisting of two saw mills, cotton gin, 40 lots, nine houses for employes, all in Success, Ark., 4,000 acres timber land adjoining, 300-acre farm. A first-class place for saw milling—splendid location for slack barrel factory. Will sell at a bargain.
JOE McCracken & SON,
Success, Ark.

WORTH SEEING.

Do not fail to visit our exhibit in the Liberal Arts Building (section 20), World's Fair, St. Louis.
R. HOE & CO.,
Manufacturers Saws and Printing Presses,
New York.

WANTED—

Partner in Saw Mill Business.

I have well equipped and up-to-date circular saw mill, including shingle machine, planer and matcher, cut off saw and three saw edgers. Machinery all new and in good condition. I have more business on hand than I can look after and wish to sell a half interest to some good man experienced in saw milling. I have a splendid location for a saw mill, plenty of timber, such as pine, oak, poplar and Hickory. Address
T. C. CRENSHAW,
Goldridge, Ga.

NORTHERN WISCONSIN RESOURCES

Northern Wisconsin offers the finest opportunities for manufacturing and settlement. Fine grazing lands, hardwood timber and splendid soil for the settler; iron ore, clay, marl and kaolin for the manufacturer, are awaiting those who seek the opportunity. Transportation facilities are of the best. Interesting booklets, maps, etc., are yours for the asking. W. H. Killen, land and industrial commissioner; Jas. C. Pond, general passenger agent, Wisconsin Central Railway, Milwaukee, Wis.

LUMBER WANTED.

WANTED.

To buy at once, 500,000 feet or any part thereof of 6 x 8 white or burr oak switch ties 9 to 15 feet long. Need not be gotten out in sets. Also 100,000 feet of 3 x 10 crossing plank. Address
J. C., care Hardwood Record.

WANTED—TO BUY.

3-inch white oak, 1st 2nd and No. 1 common. State how old and how much you can furnish.
MOWBRAY, ROBINSON & EMSWILER,
Cincinnati, O.

WANTED.

To contract for 600,000 to 800,000 feet of oak freight car stock or any part thereof. Will advance money on bill of lading if desired. Sizes and price upon application. Shipments commencing immediately.
Address D. J., care Hardwood Record.

WANTED—ASH.

We are in the market for several carloads of 2-inch and thicker 1st and 2ds, and good Southern Ash. Advise what you have to offer with your very best prices F. O. B. C. your shipping point and state dryness.
THE FULLERTON-POWELL HARDWOOD
LUMBER CO.,
South Bend, Indiana.

WANTED.

For immediate delivery, 1-inch to 2-inch 1st and 2nds; also selects and 1½-inch and 2-inch common in yellow poplar. For cash or will advance on bill of lading. Address
K. C., care Hardwood Record.

WANTED.

1,000,000 feet plain Red and White Oak.
500,000 feet quartered Red Oak.
200,000 feet quartered White Oak.
If you have anything in this line to offer kindly let me hear from you.
CHARLES DARLING,
409 Merchants Loan & Trust Bldg., Chicago.

WANTED.

Two cars 2 inch 2½ inch and 3 inch common and better plain white oak.
Ten cars 1 inch common and 1st and 2nd plain white or red oak.
Five cars 1 inch common and 1st and 2nd quartered white oak.
DUHLMEIER BROS.,
Cincinnati.

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.

Plain Red Oak, 1sts and 2nds 1 and 1¼-inch.
" " " common 1 and 1¼-inch.
" White Oak, 1sts and 2nds 1, 1¼, 1½ and 2 in.
" " " common 1, 1¼ and 1½-inch.
Quartered Red Oak, 1sts and 2nds 1 and 1¼-inch.
" " " common 1 and 1¼-inch.
" White Oak, 1s and 2s 1, 1¼ and 1½-in.
" " " common 1, 1¼ and 1½-inch.
Cottonwood 1-inch all grades.
Soft Elm 1 to 3 inch common and better.
Cherry 1-inch all grades.
Have permanent inspectors in various parts of the U. S. and will inspect at shipping point. Write us.
STANDARD LUMBER CO.,
Buffalo, N. Y.

WANTED TO BUY

Butternut or white walnut, 1sts and 2nds and common, 1 inch to 2 inches thick. Want principally 1½ inch.
THE LITTLEFORD LUMBER CO.,
Cincinnati, Ohio.

WANTED.

100,000 feet of 4 inch No 1 Common Northern Michigan Elm. Address
THE HOBART M. CABLE COMPANY,
Steinway Hall, Chicago, Ill.

WANTED—OAK TIMBER.

White oak, square edged and sound, mostly 12 x 12 and under. If you can get out such stock promptly and at a fair price, address
BROWNLEE & CO.,
Detroit, Mich.

SPECIAL WANTS.

Cash paid for 1 inch black walnut and 1 inch common and better plain oak. Advise what you have—will come and look over your stock. Address
C. J. FRANK,
1809 North Alabama Street, Indianapolis, Ind.

WANTED

1st and 2nd clear yellow pine rough.
6 cars 1x6 and over wide.
1 car 1½x6 and over wide.
1 car 1¼x6 and over wide.
2 cars 2x6 and over wide.
Quote price f. o. b. St. Louis, stating lengths, width and how dry.
THE BONSAK LUMBER COMPANY,
St. Louis, Mo

WANTED.

Cottonwood in car lots, barge lots and mill cuts. Advise what you can furnish and quote us your very best prices F. O. B. C. your shipping point and prompt future shipments.
THE FULLERTON-POWELL HARDWOOD
LUMBER CO.,
South Bend, Indiana.

WANTED—PLAIN RED AND WHITE OAK.

We can use for prompt and future shipment several hundred thousand feet of 1, 1¼, 1½ and 2 inch common and better plain Red and White Oak. Advise what you have to offer, stating dryness and prices F. O. B. C. your shipping point. We will send an inspector to take up and ship this stock in lots of five cars or more.
THE FULLERTON-POWELL HARDWOOD
LUMBER CO.,
South Bend, Indiana.

WANTED

Two cars ¾ inch birch.
One car 1 inch 1st and 2nd cherry.
M. ROEDER,
1440 Koscoe Street, Chicago.

WANTED—HARDWOOD LUMBER

200 M feet 1 inch 1sts and 2nds plain red oak.
250 M feet 1 inch common plain red oak.
Want prices f. o. b. Chicago.
JOHNSON & KNOX LUMBER CO.,
314 Chamber of Commerce, Chicago, Ill

SOME OF OUR WANTS.

We want plain Red and White Oak, all grades and thicknesses.
One inch Cottonwood, all grades.
One inch Tupelo Gum, common and better.
One inch Red Gum, common and better.
One inch Cherry and Red Cedar.
One inch to two inch Fas., Elm, Birch and Maple, in the various grades. Address
THE JOHN GILLESPIE LUMBER CO.,
Lumber and Seward Sts., Chicago.

WANTED Hardwood Lumber

Plain oak, quartered oak, walnut, poplar and cottonwood. Willing to contract for season's cut of mill. Bandmill preferred. Address with full particulars.

C. M. R. 45 care Hardwood Record.

THE GRAHAM LUMBER CO., Ltd.

MANUFACTURERS OF

YELLOW POPLAR LUMBER & HARDWOOD LUMBER

OFFICE: 41 E. Fourth St.

WHOLESALE DEALERS IN ALL KINDS OF

CINCINNATI, O.

WANTED-POPLAR.

Two cars 1-inch cull poplar.
MESSINGER HARDWOOD LUMBER CO.
Clybourn and Elston Aves., Chicago.

WANTED.

100,000 ft. 1 in. 1st and 2nd plain red oak.
100,000 ft. 1 in. common plain red oak.
100,000 ft. 1 in. 1st and 2nd plain white oak.
200,000 ft. 1 in. common plain white oak.
100,000 ft. 1 in. 1st and 2nd quarter-sawed white oak.
200,000 ft. 1 in. common quarter-sawed white oak.
10,000 ft. 1 1/2 in. 1st and 2nd plain white oak.
10,000 ft. 1 1/2 in. common plain white oak.
10,000 ft. 1 1/2 in. 1st and 2nd plain red oak.
10,000 ft. 1 1/2 in. common plain red oak.
30,000 ft. 1 in. 1st and 2nd quarter-sawed red oak.
30,000 ft. 1 in. common quarter-sawed red oak.
20,000 ft. 1 1/4 in. 1st and 2nd quartered-sawed red oak.
30,000 ft. 1 1/2 in. common quarter-sawed red oak.
50,000 ft. 1 1/4 in. 1st and 2nd plain red oak.
50,000 ft. 1 1/4 in. common plain red oak.
Make prices 1 o. b your shipping points; to be inspected there.

W. A. DAVIS,
1612 Marquette Building, Chicago, Ill.

WE WANT:

0 cars 2 inch Hickory, half 12 and half 14 foot, 1st and 2nd and common.
20 cars 2 1/2 inch and 3 inch, 12 and 14 foot Hickory, 1st and 2nd and common.
20 cars 1 inch, 1 1/4 inch and 1 1/2 inch Cherry, 1st and 2nd, common and cull.
50 cars 1 inch Red Oak, plain sawed, 1st and 2nd and common.
50 cars 1 inch White Oak, plain sawed, 1st and 2nd. Also 1 1/4 inch, 1 1/2 inch and 2 inch plain Red and White Oak.

EMPIRE LUMBER CO.,
North Branch and Blackhawk Sts., Chicago.

WANTED

Five carloads 1 inch log run birch.
One carload 1 inch 1sts and 2nds red birch.
One carload 1 inch common red birch.
DUHLMEIER BROTHERS,
Cincinnati, Ohio.

WANTED.

1 inch 1st and 2nd plain oak.
P. G. DODGE LUMBER CO.,
2116 Lumber Street, Chicago.

WANTED.

1-inch Walnut, all grades.
Plain and quartered Oak, all thicknesses and grades
Will pay cash and receive at shipping point.
FINK-HEIDLER CO.,
Ashland Ave and 22nd St., Chicago.

WANTED.

Oak and Ash poles for immediate delivery.
McCLURE LUMBER CO.,
Detroit, Mich.

WANTED.

I am in the market for 1-inch and thicker Birch
LELAND G. BANNING,
5th & Main Sts.,
Cincinnati, O.

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,
Blue Island av. and Robey Sts. 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, 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-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

Wagon stock—Poles, reaches, bolsters and axles.
1 inch, 1 1/4 inch, 1 1/2 inch and 2 inch plain and quartered red and white oak.
3 inch 1sts and 2nds plain white oak.
1 inch and 2 inch wormy oak.
2 inch and 3 inch log run soft elm.
1 inch, 1 1/2 inch and 2 inch wormy chestnut.
1 inch No. 2 and No. 3 common cottonwood.
1 inch No. 2 and No. 3 common gum.
1 inch No. 2 and No. 3 common poplar,
1 1/2 inch and 2 inch common and 1st and 2nd hickory.
Small oak dimension stock to be cut on order.
Send for list.
PAGE & LANDECK LUMBER CO.,
Milwaukee, Wis.

WANTED-FOR CASH.

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

WANTED.

We have a steady demand for the usual thicknesses in the different grades of Oak, Ash and Poplar. Write us for cash prices.
WM. F. GALLE & CO.,
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.

One inch and thicker, firsts and seconds and common, quartered White and Red Oak, also plain Oak, Ash, Chestnut, Pop and Cypress.
Will inspect at shipping point and pay cash.
BUFFALO HARDWOOD LUMBER CO.,
940 Seneca St., 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.

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

WANTED.

The cut of a hand mill sawing principally Oak, Ash and Poplar. Will pay cash weekly. Address
FERD BRENNER LUMBER CO.,
Chattanooga, Tenn.

WANTED-WALNUT.

All grades and thicknesses. Will pay cash and inspect at shipping point.
W. R. CHIVVIS,
Main and Lesperance Sts., St. Louis, Mo.

WANTED.

200 M feet 1-inch sound Wormy Chestnut.
100 M feet 1 1/4-inch sound Wormy Chestnut.
100 M feet 1 1/2-inch sound Wormy Chestnut.
100 M feet 2-inch sound Wormy Chestnut.
T. B. STONE LUMBER CO.,
Cincinnati, O.

WANTED.

10 cars 2 1/4-in. Common and Better Soft Elm.
10 cars 3-in. Common and Better Soft Elm.
W. & B. HARDWOOD LUMBER CO.,
1084 So. Paulina St., Chicago.

WANTED.

To contract for
500,000 ft. 1-in. 1st and 2nd Plain Red Oak.
500,000 ft. 1-in. Common " " "
100,000 ft. 1 1/2-in. 1st and 2nd " " "
100,000 ft. 1 1/2-in. Common " " "
100,000 ft. 1 1/2-in. 1st and 2nd " " "
100,000 ft. 1 1/2-in. Common " " "
300,000 ft. 2 and 3 in. Common and Better Soft Elm.
If you can furnish all or any part of this order, address, with price F. O. B. mill or delivered in Chicago.

GEORGE W. STONEMAN & CO.,
76-82 West Erie St., Chicago, Ill.

WANTED.

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

LUMBER FOR SALE.**FOR SALE.**

5 cars 1 inch log run Maple.
3 cars 1 1/4 inch log run Maple.
2 cars 2 inch log run Maple.
3 cars 1 inch log run Basawood.
The above is thoroughly dry stock. Can make prompt shipments. Correspondence solicited.
LONGFELLOW & SKILLMAN LUMBER CO.,
Grand Rapids, Mich.

FOR SALE.

500 M ft. 1-inch No. 3 common beech, maple and birch. Good rate to Chicago.
LONGFELLOW & SKILLMAN LUMBER CO.,
Grand Rapids, Mich.

FOR SALE

Ten cars 3 inch grey elm, 80% 1sts and 2nds, 20% No. 1 common.
Ten cars 2 inch grey elm, 80% 1sts and 2nds, 20% No. 1 common.
Ten cars 2 inch birch, 75% 1sts and 2nds, 25% No. 1 common.
Five cars 1 inch quartered red oak strips.
Five cars 1 inch quartered white oak strips.
THOMPSON LUMBER CO., Ltd.
National City Bldg.,
Grand Rapids, Mich

BENNETT & WITTE**Cash**

Buyers of Well Manufactured

Poplar, Cottonwood, Gum

OAK, PLAIN AND QUARTERED-WHITE AND RED, ASH, ELM AND CYPRESS.

Cable Address: "BENNETT," Cincinnati or Memphis.
Branch: 28 Southern Express Bldg., Memphis, Tenn.

MAIN OFFICE:
222 W. 4th St., Cincinnati, O.

FOR SALE.

Two cars dry Oak Slats 3/4 inch thick, 1 inch wide and 48 inches long. Would be pleased to quote price.
D. J. ERNST,
1308 E. Missouri St., Evansville, Ind.

FOR SALE FOR PROMPT SHIPMENT.

100 M ft. 1 1/4-inch ends and sound wormy chestnut. This stock is bone dry, good average width and nicely manufactured.

THE LITTLEFORD LUMBER CO.,
Cincinnati, O.

FOR SALE—POPLAR.

1, 1 1/4, 1 1/2 and 2 inch common and end rough or dressed
4, 5 and 6 inch bevel siding.

T. F. MCGEE & CO.,
Ackerman, Miss.

FOR SALE—SOFT ELM.

Two cars 3-inch, two cars 1 1/2-inch, five cars 1 1/4-inch common and better soft elm.

BROWNLEE & CO.,
Detroit, Mich.

FOR SALE.

We invite your inquiries for

GRAY ELM—
One car 1-inch No. 2 C. & B.
Five cars 2-inch No. 1 C. & B.
One car 3-inch and 4-inch No. 1 C. & B.

BEECH—
One car 1-inch 1st and 2nds, 8-inch and wider.
Ten cars 1-inch No. 2 C. & B.

BIRCH—
Our Cut: 1-inch No. 2 C. & B.
1 1/4-inch No. 1 C. & B.
2-inch to 3-inch No. 1 C. & B.

MAPLE—
Our Cut: 1-inch to 1 1/2-inch No. 2 C. & B.
2-inch to 4-inch C. & B.

Ten cars 2-inch No. 1 C. & B.
Two cars 1-inch 1st and 2nds.
Two cars 3-inch 1st and 2nds.
Our cut 4-inch 1st and 2nds.

BASSWOOD—
Two cars 1-inch to 3-inch on grades.
Quotations promptly made.

GIBBS & BALL,
Grand Rapids, Mich.

FOR SALE.

We offer:
200 M feet 2 inch Maple Log Run.
100 M " 1 1/4 inch Maple Log Run.
100 M " 1 inch Maple Log Run.
100 M " 1 inch No. 1 and No. 2 Common Birch.
50 M " 1 inch Common Basswood.
One car of 1 inch No. 1 Common Cherry.
DUDLEY & DANIELS LUMBER CO.,
Grand Rapids, Mich.

FOR SALE

2 carloads dry 1st and 2nd white oak inch boards.
1 carload dry No. 1 common white oak inch boards.
1 carload dry No. 2 common white oak inch boards.
5 carloads dry No. 3 common white oak inch boards.
All 8, 10, 12, 14 and 16 feet long.
1 carload dry inch log run basswood boards, 8, 10, 12, 14 and 16 feet long.
1 carload dry 1st and 2nd 1 inch chestnut boards.
3 carloads dry inch sound wormy chestnut boards.
3 carloads dry clear oak squares, 2 in. x 2 in. x 18 in.
2 carloads dry clear oak squares, 2 in. x 2 in. x 13 1/2 in.
2 carloads dry clear oak squares, 2 in. x 2 in. x 15 1/2 in.
1 carload dry clear oak squares, 2 in. x 2 in. x 19 in.
HENDERSON LUMBER COMPANY,
Anthony, W. Va.

FOR SALE.

Our revised stock list appears in this paper the first issue of every month. Look it over and write us your wants. We make prompt shipments.
C. & W. KRAMER,
Richmond, Indiana.

FOR SALE.

Louisiana Cypress,
ROUGH AIR DRY.

A complete stock, all grades and thicknesses. Write for prices. Independent operators.
SOUTHERN SAW MILL CO., Ltd.,
New Orleans, La.

WANTED TO SELL.

One million feet gum lumber to be cut and delivered f. o. b. Southern Railway, ten miles from West Point, Miss. Call on or address
J. E. SEITZ
West Point, Miss.

FOR SALE.

Quartered white oak, 1 to 3 inches thick.
EDWARD L. DAVIS & CO.,
Louisville, Ky.

FOR SALE

150,000 feet 1 inch, 8 inches wide and up, 1sts and 2nds selected clear maple, thoroughly dry.
Apply H. C. S., care Hardwood Record.

FOR SALE

100,000 feet of 1 1/4 and 2 inch soft elm, dry, cut from large timbers at \$30 for 1sts and 2nds; \$20 for No. 1 common f. o. b. Detroit, Mich. Address
E. W. LEECH, Detroit, Mich.

FOR SALE

Eight cars 1 in No. 2 common plain white and red oak, thoroughly dry, \$10 per 1,000 f. o. b. St. Louis. Address B. B., care Hardwood Record.

WANTED TO SELL

500,000 ft. 1 and 2 inch Cypress.
500,000 ft. 1 and 2 inch Red Gum.
KNIGHT BROS.,
Glover, Miss.

FOR SALE—CYPRESS.

One million feet 1 inch sbsp.
500 M ft. 1 inch common.
HOYT & WOODIN CYPRESS CO.,
Randolph Building, Memphis, Tenn.

FOR SALE

We have a large and complete stock of quartered white oak, Ohio stock, all thicknesses. Can make low prices. Lumber finely figured. Send us your inquiries.
DUHLMEIER BROTHERS,
Cincinnati, Ohio.

FOR SALE.

The following lot of Mississippi Soft Yellow Cypress Lumber in grades of shop common, selects and 1st and 2nds, from which prompt shipments can be made:

About 750,000 ft., 1 1/2 inch.
500,000 ft., 1 1/4 " "
500,000 ft., 1 " "
500,000 ft., 2 " "
100,000 ft., 3 " "
50,000 ft., 2 1/4 " "

All on sticks at our mills in Mississippi.
BLANTON & THURMAN CO.,
Memphis, Tenn

FOR SALE.

Two cars 1-inch 1st and 2ds qtd. White Oak, 10 to 18 inches wide.
Four cars 1-inch log run Walnut.
One car 1 1/2 and 2 inch log run Walnut.
Will sell on grades, wide and fine. All Indiana band sawn stock.
WESTERN LUMBER CO.,
Richmond St. and McLean Av.
Cincinnati, O.

WANTED TO MOVE AT ONCE

200 M feet 1 inch 1sts and 2nds popular 1 to 2 inches thick.
JNO. M. SMITH,
Dickson, Tenn.

FOR SALE

50,000 feet 1 in. basswood, 1sts and 2ds.
2 cars 2 in. basswood, No. 1 common and better.
1 car 1 1/4 in. basswood, No. 1 common and better.
1 car 1 1/2 in. basswood, No. 1 common and better.
5 cars 1 in. basswood, good No. 2 common and better.
3 cars 3 in. hard maple, No. 1 common and better.
1 car 2 in. hard maple, No. 1 common and better.
1 car 2 in. hard maple, No. 2 common and better.
1 car 1 1/2 in. hard maple, 1sts and 2ds.
1 car 1 1/4 in. hard maple, No. 1 and 2 common.
1 car 1 1/2 in. soft maple, No. 1 common and better.
3 cars 1 in. soft maple, No. 2 common and better. (Good stock)
1 car 3 in. beech, No. 1 common and better.
3 cars 2 1/2 in. beech, No. 1 common and better.
3 cars 2 in. beech, No. 2 common and better, cut from the best of the log.
2 cars 1 1/2 in. birch, No. 1 common and better, log run as to color and figure.
2 cars 1 in. birch, No. 2 common and better, full cut of the log.
Will quote delivered price to any point. Send us your inquiries for any lumber you may want.
VAN KEULEN & WILKINSON LUMBER CO.,
Grand Rapids, Mich.

FOR SALE.

A complete stock of dry quartered White and Red Oak, 1, 1 1/4, 1 1/2 and 2 inches thick in both 1st and 2nd and common grades, good widths and figure; ready for prompt shipment.
THOMPSON & McCLURE,
278 Randolph Bldg.,
Memphis, Tenn.

FOR SALE.

10 cars 1 in. to 2 in. Birch.
1 car Curly and Red Birch.
100 cars 1 in. to 4 in. Maple.
20 cars 1 in. and 1 1/2 in. Basswood.
3 cars Cherry.
J. S. GOLDIE,
Cadillac, Mich.

FOR SALE

100,000 feet 1 inch 1sts and 2nds chestnut.
150,000 feet 1 inch No. 1 common chestnut.
Stock dry, and fine widths
Will quote delivered prices on request.
DUHLMEIER BROTHERS,
Cincinnati, Ohio.

FOR SALE.

200,000 feet 1 inch No. 1 common, seasoned Poplar
15,000 feet 1 inch first and second, seasoned Poplar 20 inches and up wide.
10,000 feet 3/4 inch first and second, seasoned Poplar 18 inches and up wide.
100,000 feet 1 inch No. 1 common plain White Oak.
100,000 feet 1 inch No. 1 common quartered White Oak.
THE NORMAN LUMBER CO.,
Louisville, Ky.

FOR SALE.

Send us your wants for dry stock in Oak and Gum.
WRIGHT-BACHMAN LUMBER CO.,
Portland, Ark.

FOR SALE.

500 M ft. 1 inch Common and Better Cottonwood.
300 M ft. 1 inch Select Common Cottonwood.
300 M ft. 1 inch Common Plain Red Oak.
100 M ft. 1 inch Common Plain White Oak.
100 M ft. 1 1/4 inch 1st and 2nd White Oak.
100 M ft. 3 inch 1st and 2nd White Ash.
500 M ft. 1 inch Common and Better Gum.
500 M ft. 1 1/2 inch Common and Better Gum.
100 M ft. 1 inch Wisconsin Red Oak, 1st and 2nd.
150 M ft. 1 inch to 2 inch Common and Better Black Ash.
5 cars each 1 1/4 inch and 1 1/2 inch Quartered White Oak.
1,000,000 ft. 1 inch Common and Better Basswood.
E. SONDBEIMER Co.,
Address Main Office, 757 Railway Exchange,
Chicago.

FOR SALE.

25 M ft. 1 inch 1st and 2nd quartered white oak.
40 M ft. 1 1/2 inch common and better soft elm.
40 M ft. 2 inch common maple.
25 M ft. 2 inch 1st and 2nd maple.
40 M ft. 2 inch 1st and 2nd poplar.
30 M ft. 2 inch cull poplar.
One car 1 1/2 inch 1st and 2nd quartered red oak.
One car 1 1/2 inch 1st and 2nd quartered white oak.
MESSINGER HARDWOOD LUMBER CO.,
Clybourne Place and Elston Av., Chicago.

FOR SALE.

90,000 ft. 1 1/4 inch Basswood No. 1 Common and Better.
150,000 ft. 1 inch No. 2 Common and Better Birch.
15,000 ft. 1 1/4 inch No. 2 Common and Better Birch.
30,000 ft. 1 1/4 inch No. 2 Common and Better Birch.
8,000 ft. 2 inch No. 2 Common and Better Birch.
25,000 ft. 1 inch No. 3 Common Birch.
32,000 ft. 1 inch No. 1 Common and Better Cherry.
20,000 ft. 1 inch and thicker No. 3 Common Cherry.
ENGEL LUMBER CO.,
Grand Rapids, Mich.

FOR SALE—GUM.

300 M feet 3/4 inch common and better gum, dry.
300 M feet 1 inch gum box boards, 13 inches to 17 inches wide, dry.
200 M feet 1 inch 1st and 2nd sap gum, 12 inches and wider, dry.
GEORGE B. ZEARING & CO.,
De Valla Bluff, Ark.

WANTED—OAK PLANK.

3-inch common, white or burr oak plank, 8 inch and wider, 12, 14 and 16 ft. long.
12 x 12 timbers.
Also 3-inch plank and 12 x 12 timbers 20 ft. and longer.

CONTINENTAL LUMBER CO.,
Monadnock Bldg. Chicago

FOR SALE.

Poplar, Oak, Ash, Chestnut in any grade or thickness. Can make prompt delivery from our new yards at Winton Junction, Cincinnati.

STEWART & JACKSON,
612 Mercantile Library Bldg., Cincinnati, O.

FOR SALE.

Pennsylvania stock. 60,000 feet 2-inch log run Birch, band sawed and end trimmed. 30,000 feet 3-inch common and better Birch, band sawed and end trimmed. 12,000 feet 2-inch log run White Oak. 27,000 feet 2-inch plain Red Oak. 12,000 feet 1-inch log run plain White Oak.

Tennessee stock. One carload of 1-inch to 2-inch common and better Chestnut, 25% 1st and 2nd, mostly 1 inch.

At another point. 3,831 feet 1-inch 1st and 2nd Chestnut. 7,380 feet 1-inch No. 1 common. 475 feet 1½-inch 1st and 2nd. 1,660 feet 1½-inch 1st and 2nd. 1,024 feet 1½-inch 1st and 2nd Chestnut.

At another point. 2,350 feet 1-inch 1st and 2nd Chestnut. 2,870 feet 1-inch No. 1 common. 439 feet 1-inch to 2-inch 1st and 2nd. 1,701 feet 1-inch No. 1 common. 559 feet 1½-inch 1st and 2nd. 178 feet 1½-inch common. 1,830 feet 1½-inch No. 1 common.

At another point. 2,130 feet 1-inch 1st and 2nd. 2,964 feet 1-inch No. 1 common. 7,816 feet 1-inch S. W.

At another point. One car of 2-inch common and better Hickory.

We have in our yard here 304,000 feet extra fine Cherry besides a complete stock of Oak, Ash, Mahogany, Maple, Birch and all kinds of cabinet woods.

Please favor us with your inquiries.

ROSS LUMBER CO.,
Jamestown, N. Y.

FOR SALE—INDIANA BAND SAWED QUARTERED WHITE OAK.

At Indiana points of shipment.

36 M ft. ¾-in. clear face quartered Oak strips, 2 to 3½ in. wide.

40 M ft. ¾-in. clear face quartered Oak strips, 4 to 5½ in. wide.

7 M ft. ¾-in. clear face quartered Oak strips, 2½ to 5½ in. wide.

20 M ft. No. 1 common ¾-in. quartered Oak.

25 M ft. 1st and 2ds, ¾-in. quartered Oak.

35 M ft. No. 1 common ¾-in. quartered Oak.

8½ M ft. 1st and 2ds, ¾-in. quartered Oak.

B. A. KIPP & CO.
816-828 W. 6th St., Cincinnati, O.

FOR SALE.

We have piled at a mill in Arkansas, 300,000 feet of 1 inch log run cottonwood, which we are anxious to move. Will sell either on grades or log run.

BUFFALO HARDWOOD LUMBER CO.,
940 Seneca Street, Buffalo, N. Y.

TIMBER PROPOSITIONS.**FOR SALE.**

10,000 acres Mississippi Delta. Elegant land and good timber. Worth \$10 an acre; will take \$7.50 per acre. Address for full particulars.

S. M. T., care Hardwood Record.

FOR SALE.

Choice lot of gum timber all in one body, estimated on a conservative basis forty-five or fifty million feet. This is located in St. Francis Basin, Arkansas, and no finer gum can be found anywhere. Has railroad and river facilities. If interested address "R. P.," care Hardwood Record.

MACHINERY.**NARROW GAUGE EQUIPMENT FOR SALE.**

One 28-ton Lima engine.

One 28-ton Mogul.

One 22-ton An erican type

15 No. 1 Russell logging cars.

Four miles 20-lb. steel rail.

Two miles 25-lb. steel rail.

One mile 30-lb. iron rail.

One double-drum log leader.

All 36-inch gauge. All in thorough repair.

Write for prices.

ROBBINS LUMBER CO.,

Rhineland, Wis.

FOR SALE.

Double circular saw mill, 10,000 ft. hardwood capacity; 60-inch inserted toth 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

A. L. K.,

Care Hardwood Record.

FOR SALE—CHEAP—SAW MILL.

One circular saw mill complete with engine, boiler, edger, two saws, etc. All in good working condition. Write for information.

LONGFELLOW & SKILLMAN LUMBER CO.,
Grand Rapids, Mich.

FOR SALE—SAW MILL.

We have a first-class band saw mill to offer at a bargain. The mill is complete in every respect, fully equipped with best leather beltine, pulleys, sawdust conveyors, live rolls, shafting, etc.

The following is detailed list and description of it:

Saw Mill Machinery.

One McDonough 12 in. x 8 ft. wheel band mill.
One 16 ft. 4 block carriage, two Kn ght dogs, 36 ft. 10 in. shot gun feed.

One three saw McDonough gang edger.

One two saw trimmer—6 to 22 ft.

One three saw slab shaper.

One steam cut-off saw.

One over-head turner with chain and hook.

One bull wheel and log track with wire cable.

One derrick, fitted with raising and lowering apparatus and two wire cables.

Five 10 in. x 47 ft. band saws.

Six 28 in. slasher saws

Two 24 in. cut-off saws.

Six 18 in. edger saws.

Four 18 in. trimmer saws.

Filing Room.

One Covel automatic band saw grinder.

One stretcher.

One lap grinder.

One 6 ft. filing clamp.

One anvil.

One 36 in. x 3 ft. leveling block.

One 6 ft. straight edge.

One Pribnow swage shaper.

One White swage.

One forge for heating brazing irons.

One 7 horse power vertical engine with all pipes and connections.

Boiler House.

Two 60 in. x 16 ft. boilers with smoke stack 48 in. x 65 ft.

One Gordon hollow blast grate with 24 in. fan to furnish draught.

One Erie City Engine 18x22 automatic governor, with all pipes and connections to boiler.

One feed pump to boiler.

One coil heater.

One steel tank.

The mill has only been used a short time and is as good as new.

Address

A. R. VINNEDGE LUMBER CO.

1003 Fort Dearborn Bldg. 134 Monroe Street.

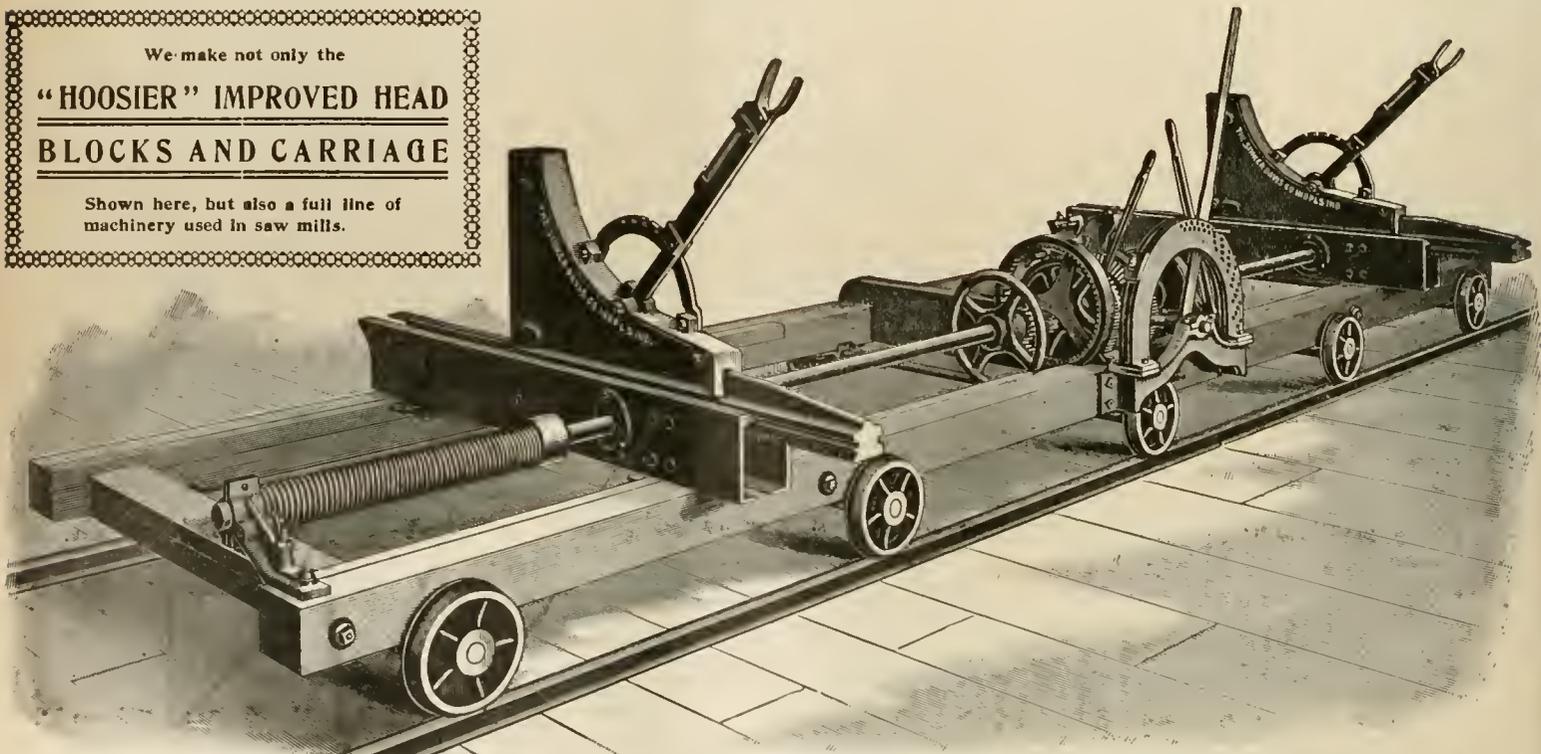
Chicago, Illinois.

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.

INSURANCE SOUND

The First Quality to be Considered

RATES FAIR

A Second Important Matter Seriously to be Considered

THE ABOVE CHARACTERISTICS TYPIFY THE
TOLEDO FIRE & MARINE INSURANCE CO.
of Sandusky, Ohio

SPLENDID REINSURANCE

Facilities adapted for taking care of large lines on both
Retail and Wholesale Yards

RATES APPROXIMATELY

One-Fifth Lower than Board Companies

FOR INFORMATION

As to Rates and extent of Facilities write to Home Office
mentioned above

NO AGENTS

ROBERT C. LIPPINCOTT - - - President
JOHN McKELVEY - - - Manager

LONG-KNIGHT LUMBER CO.

INDIANAPOLIS, INDIANA

Plain and Quarter Sawed Oak

White Ash and Cypress

WE MAKE A SPECIALTY OF
**QUARTERED SAWED
RED AND WHITE OAK**

MILL MEN! Send us a list of what you have in all kinds of Hardwoods. Quote lowest cash price and freight rate to Indianapolis.

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WE ARE EXCLUSIVELY MANUFACTURERS
AND EXPORTERS OF

WALNUT ONLY.

Thin Stock a Specialty
Ample Stocks—High Class Lumber
Sizes 3/8 inch to 2 inch

LESH, PROUTY & ABBOTT CO.
EAST CHICAGO, INDIANA

GET AN IDEA FROM BUILDING NEWS

It contains monthly 8 to 16 pages of interesting pictures and plans of practical, well-arranged homes which have been built by leading architects in the middle West and South. Three months on trial 25c. Annual subscription \$1.00. Address

BUILDING NEWS, Evansville, Ind.

INDIANA HARDWOOD

D'Heur & Swain Lumber Co.

MANUFACTURERS AND WHOLESALERS OF

Hardwood Lumber.

Indiana Quartered Oak and
Sycamore Our Specialty.

SEYMOUR, INDIANA.

The Walnut Lumber Co.

INDIANAPOLIS, INDIANA.

Wholesale Hardwood Dealers.

Always in the
market for choice
lots of hardwoods.

CORRESPONDENCE SOLICITED

Inspection at Mill Points.

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SMITH & RANDALL LUMBER CO.

MANUFACTURERS OF

ALL KINDS OF HARDWOOD LUMBER

Ship Timber and Heavy Oak a Specialty

FORT WAYNE, INDIANA

Do You Know

That it will pay you to list
your wants in hardwood
lumber in . . .

The
Hardwood Record?

BEDNA YOUNG
F. M. CUTSINGER

FINE FIGURED QUARTERED OAK
A SPECIALTY

Young & Cutsinger

Manufacturers of and Wholesale Dealers in

HARDWOOD LUMBER

Mill and Office:
Morgan Ave. and Balt Railroad

Evansville, Ind.

JAMES C. DICKSON

HARDWOOD LUMBER

BRIDGE AND PIECE STUFF A SPECIALTY

OFFICE AND YARD

936 East Michigan St. and Bee Line R. R.

INDIANAPOLIS, INDIANA

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CHARLES H. BARNABY,

MANUFACTURER OF

Band Sawed Hardwood Lumber.

QUARTER-SAWED INDIANA
WHITE OAK A SPECIALTY.

GREENCASTLE - - INDIANA.

400 STYLES - ORNAMENTAL

HARDWOOD FLOORS

POLISHED BEAUTIFUL DURABLE HEALTHFUL ECONOMICAL

RAPIDLY SUPERSEDING CARPETS

FLOORS SOLD DIRECT OR THROUGH AGENTS FREIGHT PREPAID

WRITE FOR FREE CATALOGUE AND PRICE ON ONE ROOM OR ANY QUANTITY

WOOD-MOSAIC FLOORING CO.

LARGEST MANUFACTURERS

ROCHESTER, N.Y. NEW ALBANY, IND.

INDIANA HARDWOOD

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Below is a partial list of stock which we offer **FOR SALE:**

- 5 cars 1 inch No. 1 Common Poplar, saps and selects in.
 - 1 car 2 inch 1st and 2nd Poplar. 17 inches to 42 inches wide, 50 per cent 24 inches and up wide.
 - 1 car each 7 inch to 12 inch Poplar and Cottonwood Box Boards.
 - 1 car each 13 inch to 17 inch Poplar and Cottonwood Box Boards.
 - 1 car 18 inches and up Cottonwood Box Boards.
 - 10 cars 1 inch Common and Better Cottonwood.
 - 2 cars 3 inch 1st and 2nd Plain White Oak.
 - 1 car 4 inch 1st and 2nd Plain White Oak.
 - 1 car 1 1/4 inch Rejects Quartered White Oak, 10 inches and up wide.
 - 2 cars 3 inch 1st and 2nd Quartered White Oak.
 - 1 car 2 1/2 inch to 6 inch 1st and 2nd Quartered White Oak.
 - 3 cars each 1 inch, 1 1/4 inch and 1 1/2 inch 1st and 2nd Quartered White Oak.
 - 3 cars each 1 inch, 1 1/4 inch and 1 1/2 inch Common Quartered White Oak.
 - 1 car each 2 inch Common and 1st and 2nd Quartered White Oak.
 - 2 cars 2 1/2 inch to 5 1/2 inch Quartered White Oak Strips.
 - 2 cars 2 1/2 inch to 5 1/2 inch Quartered Red Oak Strips.
 - 1 car each 3/8 inch and 1/2 inch 1st and 2nd Quartered White Oak.
 - 1 car each 3/8 inch and 1/2 inch Common Quartered White Oak.
 - 1 car each 3/8 inch 1st and 2nd Quartered White Oak, 10 inches and up wide and 12 inches and up wide.
 - 1 car each 1 inch 1st and 2nd Quartered White Oak, 10 inches and up wide and 12 inches and up wide.
 - 1 car each 1 1/4 inch 1st and 2nd Quartered White Oak, 10 inches and up wide and 12 inches and up wide.
 - 2 cars 1 inch Rejects Quartered White Oak, 10 inches and up wide.
 - 1 car 2 1/2 inch to 6 inch 1st and 2nd Cherry, small per cent of common.
 - 1 car 1 inch 1st and 2nd Black Walnut.
 - 1 car 2 1/4 inch to 6 inch 1st and 2nd Black Walnut.
- We have a very complete assortment in the above kinds of Indiana hardwoods and solicit inquiries.
- MALEY & WERTZ, Evansville, Ind.**

FOR SALE

- 1 car 5/8 inch Quarter-Sawed White Oak, common and better.
- 1 car 5/8 inch Plain-Sawed Red Oak, common and better.
- 10 cars 1 inch Common Quarter-Sawed White Oak.
- 10 cars 1 inch 1st and 2ds Quarter-Sawed White Oak.
- 2 cars 1 1/4 inch 1st and 2ds Quarter-Sawed White Oak.
- 2 cars 1 1/2 inch 1st and 2ds Quarter-Sawed White Oak.
- 1 car each 1 inch, 1 1/4 inch and 1 1/2 inch Common Quarter-Sawed White Oak.
- 10 cars 1 inch C. & B. Quarter-Sawed Red Oak.
- 2 cars 1 1/4 inch C. & B. Quarter-Sawed Red Oak.
- 10 cars 1 inch No. 1 Common Plain-Sawed White Oak.
- Several cars 1 inch No. 2 Common Plain-Sawed White Oak.
- 5 cars 1 inch No. 1 Common Plain-Sawed Red Oak.
- 3 cars 3x8 and 10 inch Red Oak, crossing plank, very cheap.

Also several cars of 6x8 and 7x9 switch ties of White Oak. Southern sweet Gum lumber, bone dry, from 1 to 2 inches thick, and a few cars of 3 inch long run Elm, also Hickory, Ash and Poplar in all grades.

Let us hear from you for anything you may want in these woods for winter and spring shipments.

We have a general line of Oak.

J. V. STIMSON,
HUNTINGBURG, INDIANA

NOVEMBER

Below is partial list of stock on hand
ready for shipment.

1904

3,000 feet	¾-in.	1s & 2s, Plain White Oak.	7,000 feet	1½ in.	Com., Qtd. White Oak.	100 feet	3 in.	1s & 2s, Cherry.
34,000 "	1 "	1s & 2s, Plain White Oak.	16,000 "	2 "	1s & 2s, Qtd. White Oak.	100 "	4 "	1s & 2s, Cherry.
15,000 "	1¼ "	1s & 2s, Plain White Oak.	8,000 "	2 "	Com., Qtd. White Oak.	1,000 "	1 "	1s & 2s, Qtd. Sycamore.
12,000 "	1½ "	1s & 2s, Plain White Oak.	1,500 "	2½ "	1s & 2s, Qtd. White Oak.	12,000 "	1¼ "	1s & 2s, Qtd. Sycamore.
28,600 "	2 "	1s & 2s, Plain White Oak.	14,600 "	1 "	Qtd. White Oak, 2½ to 5½-inch strips.	3,000 "	1¼ "	Com., Qtd. Sycamore.
1,000 "	2½ "	1s & 2s, Plain White Oak.	2,000 "	1½ "	Qtd. White Oak, 2½ to 5½-inch strips.	1,000 "	15 and up to 3 inches,	1s & 2s, Plain Sycamore.
4,000 "	3 "	1s & 2s, Plain White Oak.	12,000 "	1 "	Com., Qtd. White Oak, 2½ to 5½-inch strips.	7,700 "	1 in.	1s & 2s, Black Walnut.
62,000 "	1 "	Com., Plain White Oak.	5,200 "	1 "	1s & 2s, Qtd. Red Oak.	6,000 "	1¼ "	1s & 2s, Black Walnut.
8,000 "	2 "	Com., Plain White Oak.	12,000 "	1¼ "	Com., Qtd. Red Oak.	100 "	1½ "	1s & 2s, Black Walnut.
11,000 "	1½ "	Com., Plain White Oak.	4,000 "	1¼ "	Com., Qtd. Red Oak.	2,000 "	2, 2½, 3 and 4 inch.	1s and 2s, Black Walnut.
22,000 "	2 "	Com., Plain White Oak.	500 "	1½ "	Com., Qtd. Red Oak.	5,000 "	1 in.	Com., Black Walnut.
15,000 "	1 "	Com., Plain White Oak, 4 to 6 feet.	200 "	2 "	Com., Qtd. Red Oak.	2,000 "	2 "	Com., Black Walnut.
10,000 "	1¼ "	1s & 2s, Plain Red Oak.	11,000 "	1 "	1s & 2s, White Ash.	12,000 "	1 "	Cull, Black Walnut.
10,000 "	1¼ "	Com., Plain Red Oak.	5,000 "	1 "	Com., White Ash.	2,000 "	2 "	Cull, Black Walnut.
3,000 "	½ "	1s & 2s, Qtd. White Oak.	16,000 "	1½ "	1s & 2s, White Ash.	500 "	2 "	Com., Black Walnut.
3,000 "	½ "	Com., Qtd. White Oak.	9,000 "	1½ "	Com., White Ash.	5,000 "	1 "	Log Run Butternut.
3,000 "	5⁄8 "	1s & 2s, Qtd. White Oak.	12,000 "	2 "	1s & 2s, White Ash.	10,000 "	2 "	1s & 2s, Yellow Poplar.
1,500 "	5⁄8 "	Com., Qtd. White Oak.	1,000 "	2 "	Com., White Ash.	2,000 "	2 "	No. 1 Com., Yellow Poplar.
12,000 "	¾ "	1s & 2s, Qtd. White Oak.	1,000 "	3 "	Com., White Ash.	12,000 "	1 "	1s & 2s, Yellow Poplar.
34,000 "	1 "	1s & 2s, Qtd. White Oak.	1,000 "	1 "	1s & 2s, Cherry.	10,000 "	1 "	No. 1 Com., Yellow Poplar.
22,000 "	1 "	Com., Qtd. White Oak.	8,000 "	1¼ "	Log Run, Cherry.	12,000 "	1 "	Com. and Better, Sugar.
12,000 "	1¼ "	1s & 2s, Qtd. White Oak.	100 "	2 "	1s & 2s, Cherry.	9,000 "	3 "	1s, 2s & Com., Soft Elm.
22,000 "	1¼ "	Com., Qtd. White Oak.						300 White Oak Piling, 20 to 40 ft. long.
15,700 "	1½ "	1s & 2s, Qtd. White Oak.						

If you are interested in Hardwood Lumber, carefully manufactured from selected logs, good widths, full thickness, write us.

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Office, Mills and Yards: 1921-1935 East First St.

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5-8 TO 4 INCHES THICK

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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.

RED GUM OUR SPECIALTY FOR TWENTY-FIVE YEARS

Let us give you the benefit of the best methods of manufacture and treatment which a seasoned experience has taught us.

All grades and thicknesses, air and kiln dried, rough, dressed or worked-to-order.

We also manufacture White Oak, Red Oak, Ash, Cypress and Elm.

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Basswood, Birch, Soft Elm, Ash, Maple, Hemlock, Pine.

Shipping Point, Glidden, Wisconsin.

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Your orders solicited for anything in Oak, Poplar, Ash, Chestnut, Hickory or any kind of hardwoods native to this vicinity.

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Timber resources include Pine, Oak, Poplar, Hemlock, Cypress, Gum, Chestnut, Balsam, Ash, Elm and other varieties, in Virginia, Kentucky, Tennessee, North Carolina, South Carolina, Georgia, Alabama and Mississippi.

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can be secured in the hardwood districts on the lines of the Chicago, Milwaukee & St. Paul Railway in Wisconsin and the Upper Peninsula of Michigan, where there is an abundance of birch, oak (red and white), maple, ash (black and white), elm and basswood. The

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has carefully canvassed the adaptability of its territory to the different industries, and by reason of a full knowledge of the natural resources and advantages offered for manufacturing is able to facilitate the establishment of manufacturing plants and industries in locations where the command of raw materials, accessibility of markets and suitability of surroundings will insure their permanent success.

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invites correspondence with Eastern manufacturers who are desirous of moving their factories to or establishing branches in the West.

It co-operates also with local organizations on its lines in the establishment of new industries and the development of natural resources.

Inquiries receive prompt attention and are considered confidential.

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 Buyer of All Kinds of Hardwoods.

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 Hardwood dimension stock a specialty

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 No. 3 Common Hard Maple, 1, 1½, 2 and 3 inch.
 No. 2 Common and Better Rock Elm, 1 and 1½ inch.
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BOYNE CITY, MICH.
 Michigan Rock Maple and other Michigan Hardwoods.
 Large Capacity. Prompt Shipments.
 Rail or Cargo.
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Hardwood Lumber.
 We have complete stocks of dry hardwoods in Grand Rapids, all kinds, all grades, all thicknesses, mixed car load lots our specialty.
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 Maple, Elm, Ash, Birch, Beech, Hemlock Shingles.
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 Please Note—We have a complete stock of Southern Oak on our yards, at Logansport, Indiana.
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GEORGE S. WILKINSON, Pres. W. C. WINCHESTER, Vice Pres. N. J. G. VAN KEULEN, Sec'y and Treas
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 See our list on Want and For Sale Page.

DO YOU WANT Ash, Elm, Basswood, Birch or Maple?
 IF SO WRITE
LONGFELLOW & SKILLMAN LUMBER CO.,
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WANTED! | **FOR SALE**
 Ash, Basswood and Elm, and have ALL KINDS OF Michigan Hardwoods
ENGEL LUMBER CO., - - Grand Rapids, Mich.
 402-403 Houseman Bldg. See our list of special wants and offers in Wanted and For Sale column.

THOMPSON LUMBER CO., Ltd.,
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 We Want { Plain Red Oak and Quartered White Oak.
 For Sale { Complete stocks of Michigan Elm, Birch, Ash and Basswood.

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TELEPHONE CENTRAL 4200. **CHICAGO**

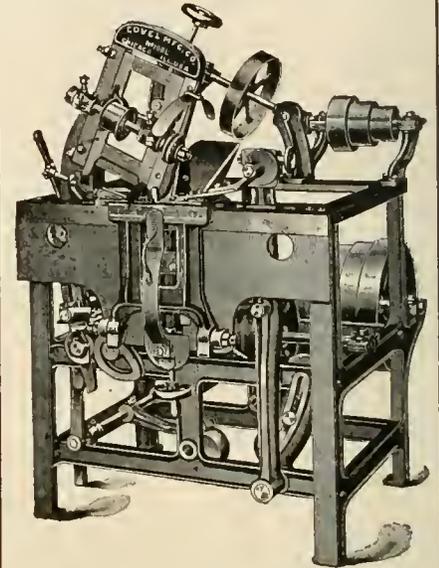
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**New Covell No. 100 Automatic Band Saw
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A refuse burner under your boilers!

The
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Gives as good results with wet, green or frozen sawdust or
other refractory refuse as a draft grate gives with dry wood.

It adds from 20 to 50 per cent to the efficiency of a boiler,
developing every ounce of power it is capable of generating.

It is sold on approval, thirty days being given in which
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By reason of its substantial construction and of the fact
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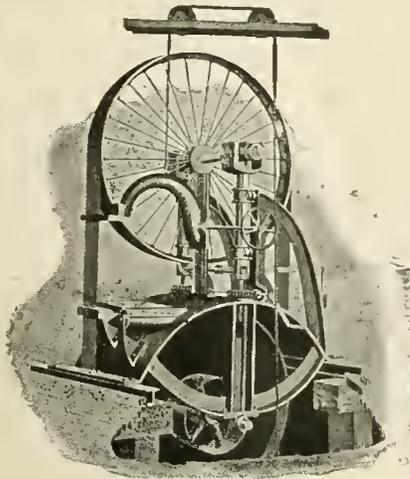
In writing for prices, give number of boilers, width of
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KALISPELL, Mont., Dec. 21, 1903.
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 Gentlemen: Your inquiry regarding the six-foot band mill we purchased of you some time since is at hand.

In answer will say that it gives good satisfaction. With one 12x14 engine we saw and plane on an average of thirty-three thousand feet per day.

We are confident it will cut forty thousand per day without running the planer.

We have some 2x40-inch plank that speak for themselves and show what the mill will do.

Yours very truly,

MAUCH & KEDLINGSHAFFER.

The band mill here shown has wheels 6 feet in diameter, uses saws 8 inches wide, cuts a kerf one-eighth of an inch in width, and requires ten per cent less power to run it than a rotary doing the same work

PHOENIX MFG. CO.,
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50 and 50 Off

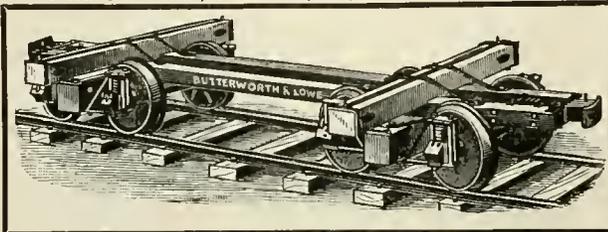
All sizes and kinds of Solid and inserted tooth Second-Hand Saws will be put in perfect order and shipped on trial guaranteed to be as good as new at 50 & 40 and 50 & 50 per cent from list price. This means a saving of from \$20.00 to \$50.00 on a saw.

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ATKINS SAWS are covered by a broad warranty that protects the user and places him at his ease.



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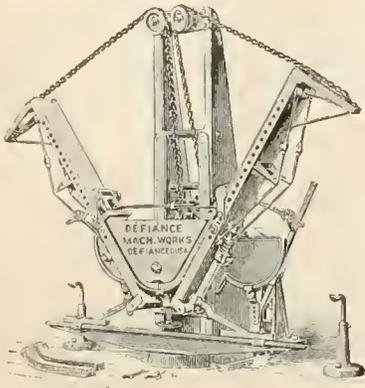
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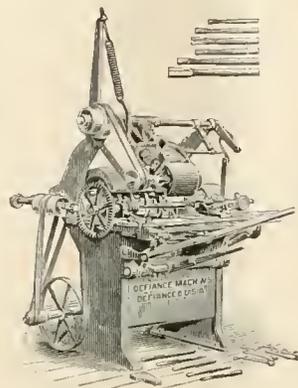
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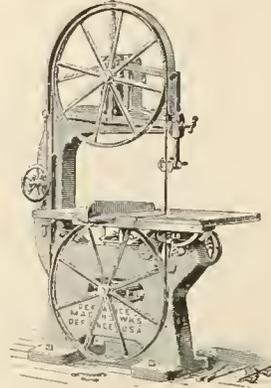
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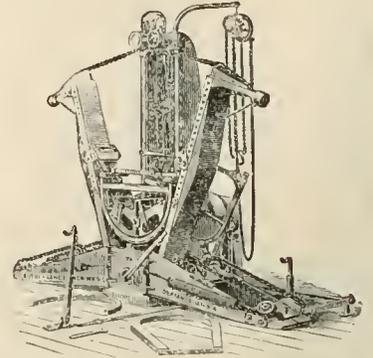
FRAME AND SLED RUNNER BENDER



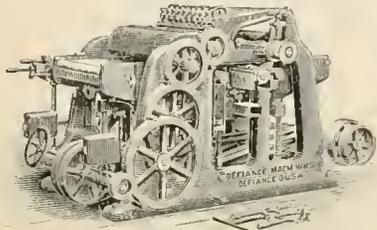
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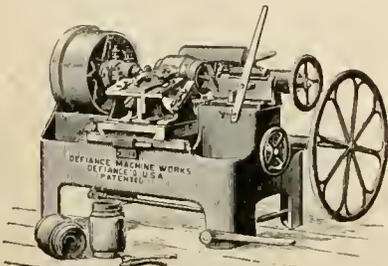
36-INCH BAND SAW



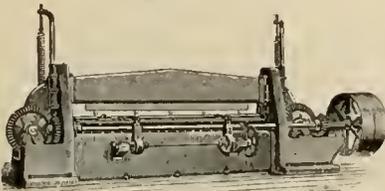
12-INCH RIM, BOUND AND BOW BENDER



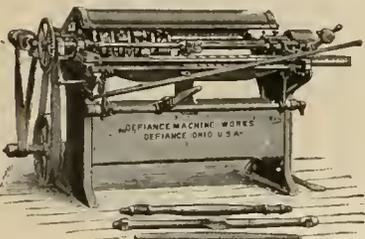
26-INCH DOUBLE SURFACE PLANER



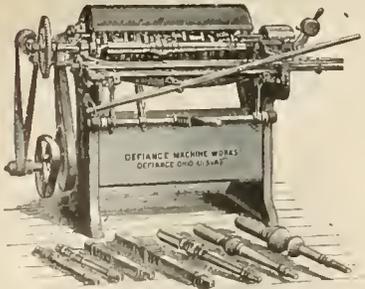
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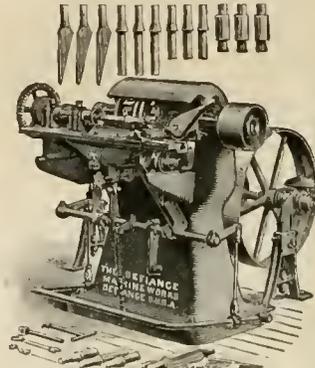
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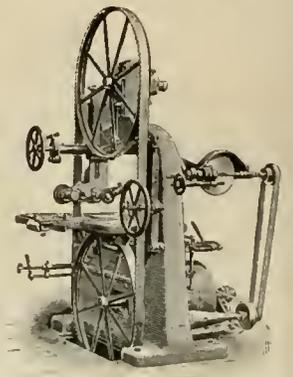
32-INCH VARIETY TURNING LATHE



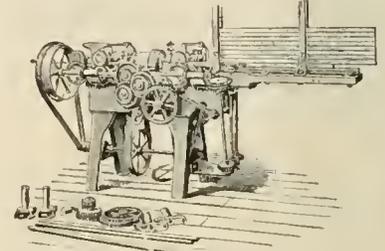
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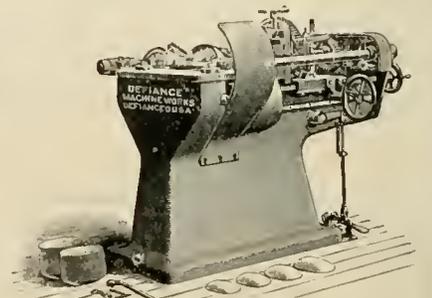
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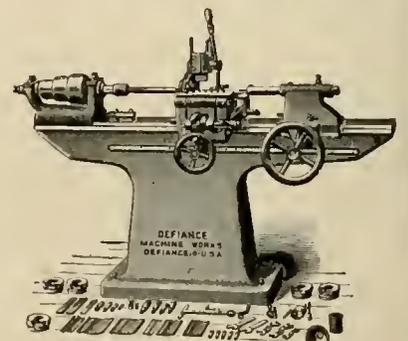
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AUTOMATIC LONG HANDLE LATHE



OVAL WOOD DISH MACHINE



VARIETY TURNING AND BORING LATHE

**Work Your Hardwood
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We Build
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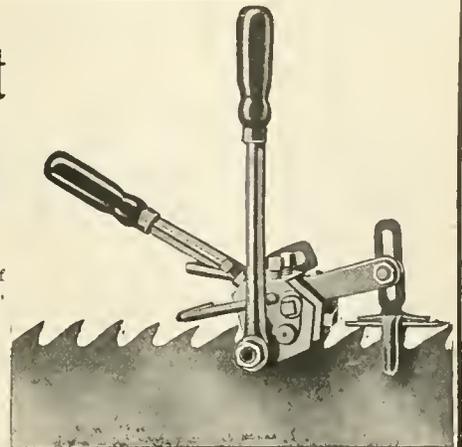
R. HOE & CO.,

504-520 GRAND ST. NEW YORK. N.Y.

THE
Hanchett

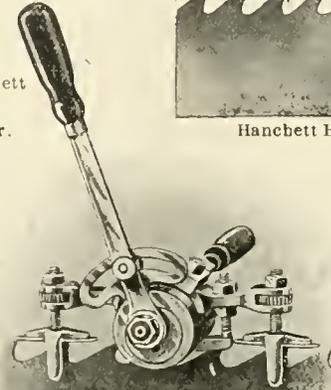
*Adjustable
 Saw Swage
 and Swage
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for all sizes and kinds of
 saws, circulars, bands,
 gangs and resaws.



Hanchett Baud Resaw Swage

Hanchett
 Resaw
 Swage
 Shaper.



**MILL MEN—FILERS,
 A TRIAL WILL COST
 YOU NOTHING.**

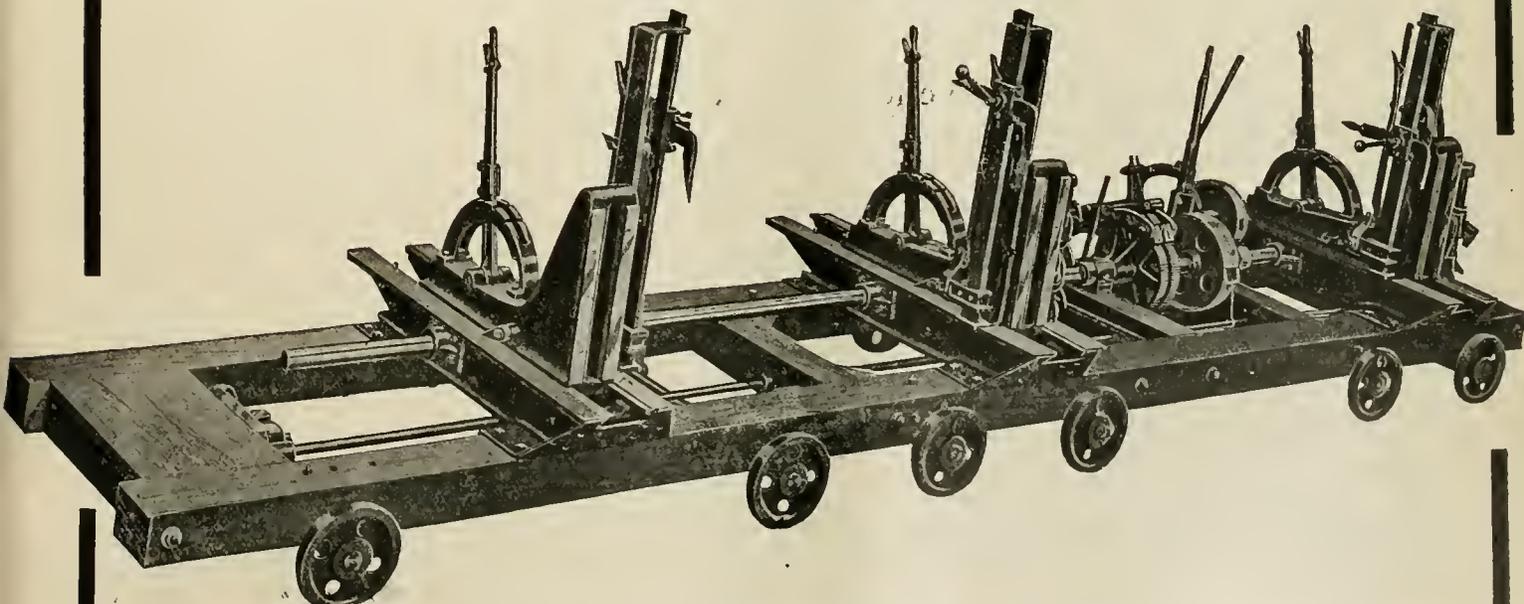
If you are having trouble with your saws write to us and ask us what our saw swage and swage shaper will do. We will send them to you for you to use for 30 days free of charge. When if you feel that you can afford to do without them return at our expense. We can Save You Time, Files, Labor and Saws. We can make your saws cut more and smoother lumber. Ask for the expert opinion of our Mr. Hanchett if your saws bother you.

Write for circular N. to
**Big Rapids, Mich.,
 U. S. A.**

Hanchett Swage Works,

A NIGGER CANNOT BREAK THIS CARRIAGE

If properly handled because it has Forged Steel Blocks, Cast Steel Knees, Forged Steel Racks, and other parts of Best material obtainable.

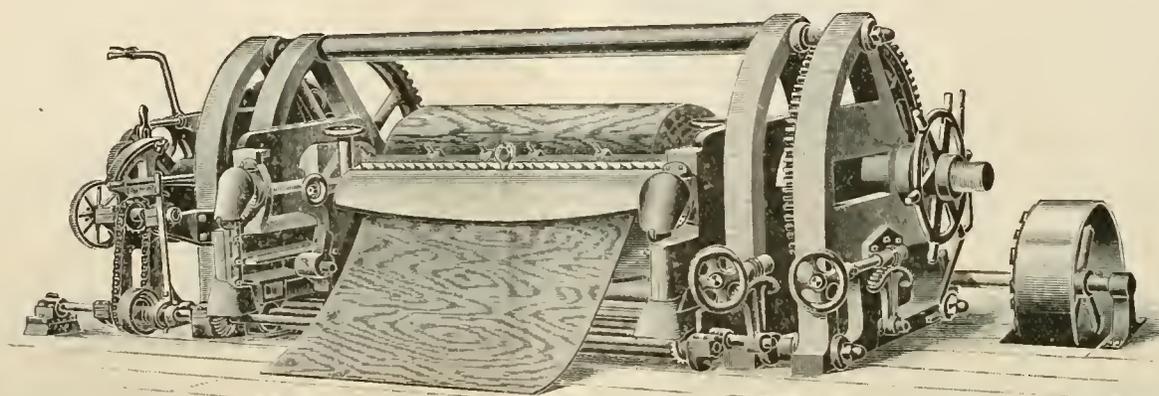


Our No. 9 Catalogue tells all about it and also describes our full line of Saw Mill Machinery. We still build Niggers.

361 Eleanor St. **WM. E. HILL & CO.** Kalamazoo, Mich.

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Awarded This Machine at the St. Louis Exposition



ROTARY CUTTING VENEER MACHINE

Made in sixty sizes, two to ten feet. Knife to handle any timber that grows. Our motto—good machines, right prices, quick delivery.

Hardwoods into veneers and thin lumber with a rotary machine now quite the thing. Buy and get returns from your timber much greater than with the saw mill. We build and install complete outfits. Write us.

ESTABLISHED 1852

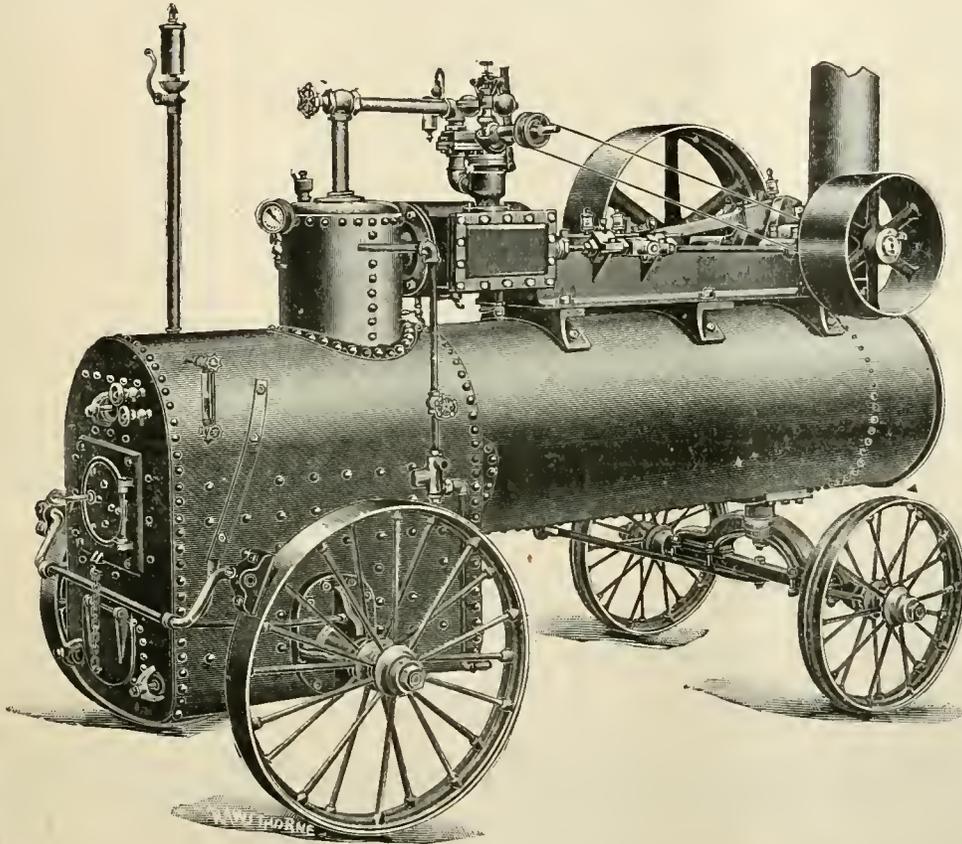
The Coe Manufacturing Co.

PAINESVILLE, OHIO, U. S. A.

Enterprise Manufacturing Company, Columbiana, Ohio

Manufacturers of PORTABLE AND SEMI-PORTABLE

Saw Mill Engines and Saw Mills

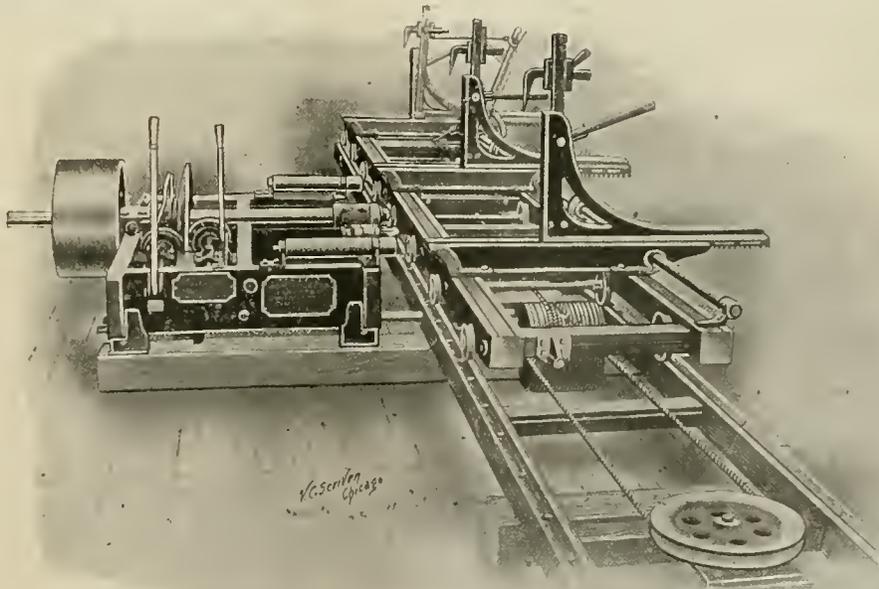


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The new Buckeye Improved Mill is built in four sizes. We guarantee it to be the most modern and up-to-date saw mill on the market. These mills are built very strong and rigid throughout, and with the large variation of feed makes them suitable for either light or heavy power. Has all the essential points of a portable mill. Quickly taken up and reset. Easy running.

This cut herewith shows our Cable Drive, which we recommend as being a superior drive. It has many advantages. The carriage can be stopped and reversed much quicker than by rack and pinion, without danger to the mill. The feed works evenly without jar or chatter and with less power and wear. The drum is of large diameter and with grooves accurately cut in a lathe. The sheaves are of large diameter and with deep flanges. This feed can be put on our No. 2, 3, 4 and 5 mills.

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The New Buckeye Improved No. 5 Saw Mill Fitted With Cable Feed.

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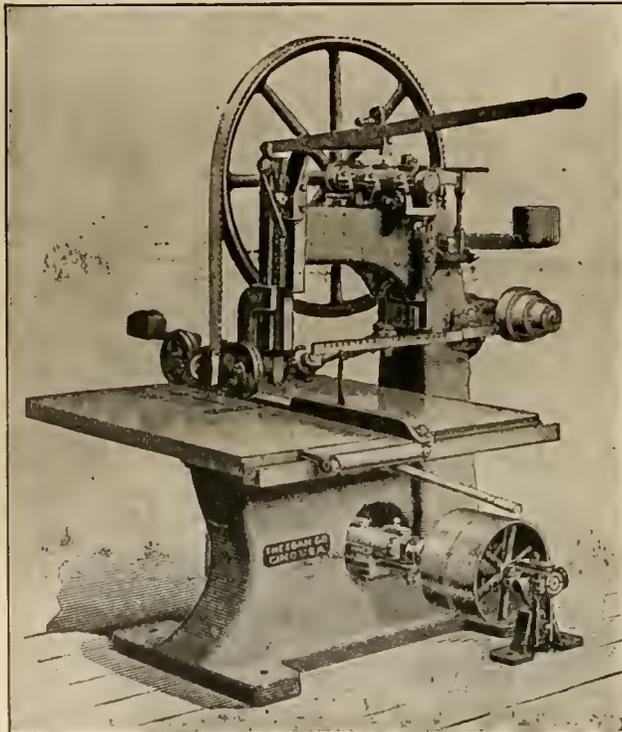
Agents of connecting roads will sell you tickets routed via C. H. & D. Ry.

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C. W. SOWLES' CAR RECORD
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Complete in every detail showing shippers' car numbers, initials, contents, weight, rate, freight, arrival, release, rain dates, re-consignments, deliveries, added freight claims, etc., etc., carries you on out showing actual profits on the car; a check on your regular books; not requiring a bookkeeper. Nothing similar on the market; our word for it. "You cannot afford to be without it." Write for particulars. Sold only by
The C. W. Sowles Lumber Co., Cincinnati, Ohio.



A Good Saw is to USE a Good Saw
ANOTHER:
THE PROOF OF A MACHINE IS IN THE TRIAL

And as the judge of this trial is the user, we'll convince you through him. Convince you of what? That if you have lumber to rip on a small or large scale you are meeting with the success of your competitor who uses our band rip saws; but that if you are sticking on by the skin of your teeth, and don't know what decent profits are, it's because you're using, well, any old tools—you're not using ours.

Concerning economy, your competitor says:

"The circular saw cannot compare with it, as this band rip saw produces **ten times more work**, with much more satisfactory results, and at **less expense**; would not be without it for treble its cost."

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"I am pleased to state that the eight band rip saws **are giving me perfect satisfaction**, and I hereby highly recommend them to anyone."

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**MAHOGANY
THIN LUMBER
VENEERS**

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

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Hardwood Lumber

OFFICE AND YARDS:

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WANTED.

BUTTERNUT (OR WHITE WALNUT) principally 1 1/4 in. thick, but can use all thicknesses from 1 in. to 2 in. common and better grades.

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WILL PAY CASH FOR DESIRABLE LOTS OF

**WALNUT, PLAIN AND QUARTERED OAK,
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Mill Men are Invited to Send Stock List.

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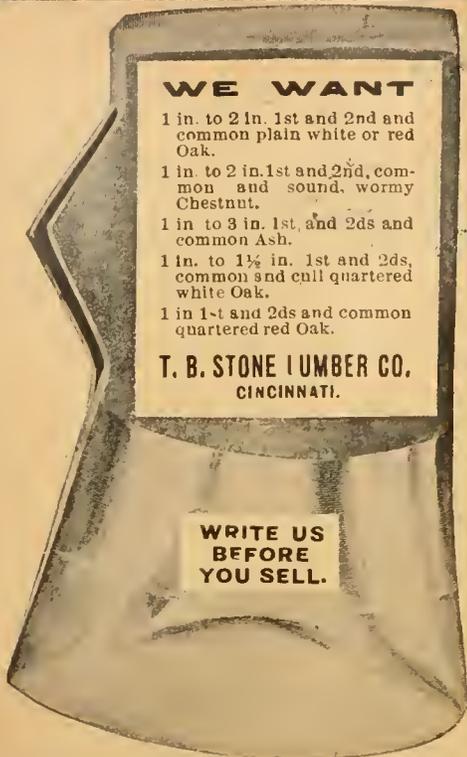
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Wanted for cash—desirable blocks of 1 inch to 4 inch Poplar, all grades, especially 1 1/4 inch stock, for immediate shipment.

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- 1 in. to 2 in. 1st and 2nd and common plain white or red Oak.
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T. B. STONE LUMBER CO.
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BEFORE
YOU SELL.**

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Plain Sawn Red Oak and Chestnut in
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ALSO OTHER HARDWOODS.

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Especially at the Present Time.

**Quartered White Oak,
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In all grades and thicknesses. We pay cash for all we buy and inspect at point of shipment when desired to do so. Write to us at our Buffalo office.

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N. T. Britton Chief Editor
New York, Botanical Garden
New York N. Y.

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Vol. XIX.

CHICAGO, DECEMBER 10, 1904.

No. 4.

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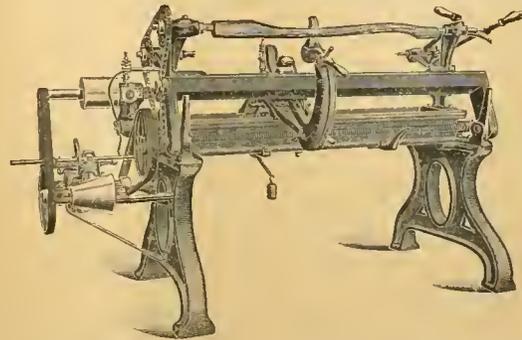
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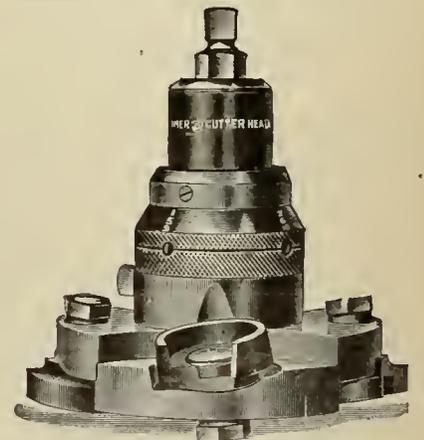
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WILL SEND INSPECTOR TO TAKE UP DRY OR GREEN STOCKS.

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CHICAGO.

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THAT'S ALL.

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SEE PAGE 28 & 29 FOR SPECIAL WANTS AND OFFERS

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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
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BIRCH
1,700,000 ft. 1, 1¼, 1½, 2, 2½ and 3 inch log run.

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700,000 ft. 1, 1½, and 2 inch log run.

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250,000 ft. 1, 1¼ and 1½ inch log run.

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600,000 ft. 1, 1½ and 2 inch log run.

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450,000 ft. 1, 1¼, 1½ and 2 inch log run.

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40,000 ft. 1 inch log run live unedged cedar.

Special price on following Southern stock which we want to move:
8 cars ¾, 1½, 2, 2½ and 3 inch common and 1st and 2d qtd. white oak.
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Plain Red and White Oak.

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"SHAKELESS" HEMLOCK,
THE BEST IN THE LAND.
GOOD GRADES, PROMPT SHIPMENTS.
MIXED CARS
Pine, Basswood, Birch, Maple, Elm, Oak.

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in tracts of from five hundred to fifty thousand acres, also pine and cypress. All original growth, convenient to transportation facilities. Sold either in fee or on stumpage basis, at from \$4.00 to \$10.00 per acre, depending upon cut, etc.

Write for list of specific tracts, stating acreage and kind of timber preferred.

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General Industrial Agent, Portsmouth, Virginia
SEABOARD AIR LINE RAILWAY

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TO FILL ORDERS FROM

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MEMPHIS, TENN.
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Quartered Red Oak	4,728	feet
Plain Red Oak	28,431	"
Cypress	259,761	"
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Poplar	965,567	feet
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Tupelo	332,474	"
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At SELMA, ALA.

Red Gum	1,733	feet
Hickory	631	"

At MEMPHIS, TENN.

Quartered Ash	21,855	feet
Plain Ash	874,705	"
Quartered White Oak	13,938	"
Plain White Oak	34,559	"
Quartered Red Oak	119,406	"
Plain Red Oak	4,790	"
Cottonwood	495,610	"
Cypress	791,505	"
Poplar	509,723	"
Gum	29,763	"
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Memphis, Tenn.

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Good Labor Conditions,
Healthful Communities,

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YAZOO & MISSISSIPPI VALLEY R. R.

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C. S. GLADDEN

WHOLESALE AND MANUFACTURER

HARDWOOD LUMBER

SPECIALTY—THIN QUARTERED WHITE OAK

MEMPHIS, TENN.

INCORPORATED 1902.

The Michigan Maple Company

WHOLESALE

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Northern and Southern
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Buyers of all kinds of
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PAT. OCT. 20, 1896

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the twentieth century trucks. They never trouble! They are the *lightest running, most durable* trucks ever made anywhere by anyone.

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Ask for catalog "U" and our booklet "Truck Truths."

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Manufacturers and
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Buyers of all kinds of
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If you own any timber or timber lands.
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If you want your stumpage accurately estimated.
 If you want an exact survey or map of your property.
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Write to us and find out what we can do for you. We send thoroughly reliable and practical engineers to all parts of the country, and guarantee quick and accurate work.

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 CONSULTING FOREST ENGINEERS

THE HARDWOOD RECORD

VOL. XIX.

CHICAGO, DECEMBER 10, 1904.

No. 4

THE HARDWOOD RECORD.

PUBLISHED BY

C. V. KIMBALL,

ON THE 10TH AND 25TH OF EACH MONTH.

134 MONROE STREET, - CHICAGO, ILL.

C. D. STRODE - - - - EDITOR.

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

ADVERTISING RATES ON APPLICATION.

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.

It is a good time to hold your breath and hang on. Prices have not advanced much as yet, but in our opinion they will. We met a man last week who had been handicapped during the past six months by the sickness of his partner. He had not been able to push lumber sales very much, and as a consequence he had a good stock of lumber. We told him we thought he had made money and we still think so. The sickness of his partner may prove a blessing in disguise.

The stock market has been very erratic during the past week, with a downward tendency. But don't you bother about the stock market. It will come up again, and the ways of stock market gamblers are beyond finding out. We don't see a thing in the way of next year being a good business year. And we figure it out that prices will be higher. We may be mistaken in this, of course, but such is our belief.

The cotton market has broken badly in the past week and is down to 7½ and 8 cents. This is due to the enormous crop and anyhow the farmer who is wide awake had his crop sold at 10 or 11 cents. Anyhow there is a good margin of profit at 7½ and 8 cents and those who have not sold will reap a good profit and the whole world will be more prosperous. The high price and scarcity of cotton was closing the factories and throwing many people out of work. Besides, having an abundance of cotton at a reasonable price will encourage manufacturers to establish themselves in the South. There is virtue in a big crop of any kind. Corn and wheat hold firm so that the farmers, generally speaking, will be very prosperous in the year 1905.

One evidence of their prosperity lies in the fact that in almost every section the cull grade has been absorbed by the local demand. The farmers being prosperous, many of them are building new corn cribs, pig pens and the like, so that they have taken all the cull lumber. In good time they will want more furniture, implements, etc., and will take all the lumber a man has to spare.

Then there are no serious labor troubles. The demands of labor pushed to the extreme, make it hard for the American manufacturer to continue, and it is all a question of competition. We believe the American labor is inclined to take a con-

servative and reasonable view of the situation.

Plain sawed oak is very scarce and very high. There is no stock in the hands of the consumers, dealers or manufacturers.

Quarter sawed oak, while in good demand, is in fairly ample supply, in the common and better grade. The culls and mill culls are practically wiped out.

Poplar still is weak, but there are the most encouraging reports. For one thing, the long draught in the river district has been broken. There have been no tides as yet that will bring out large supplies of logs. The river mills, however, are getting enough logs to run on.

Ash, cottonwood and gum are all strong at better prices.

Northern hardwoods situation remains unchanged, except that the prospects for a good demand have increased, thereby strengthening the market to that extent.

As we said at the beginning of this article, this is a good time to hold on and hold for the best.

THE BLESSINGS OF LABOR.

We have seen many dead men in our time and heard of many more, but we never saw or heard of one whom we thought worked himself to death. They speak of the "curse of labor" as though it were a curse instead of the greatest blessing bestowed on man. For labor is a blessing. Who doubts it? Not the man who has had to spend much time in idleness. The severest punishment they give in the penitentiary is to confine a man and give him nothing to do. The result is, if the punishment is long, the man goes insane. No one knows better the blessings of labor than the man who has been forced to spend a great deal of time in idleness.

They talk of eight hours a day! Only eight hours out of the twenty-four! The man who would be satisfied to work eight hours a day when he has work to do, is a poor thing. Ten hours is little enough. When the days are long, as they are in the summer season, we would recommend eleven or twelve hours.

This is a ten-hour country. There is not enough men as it is, and there is so much to be done. And the man who stands out for eight hours is a poor stick.

And ten hours' work won't hurt anyone. If the eight-hour day is essential to the health and happiness of humanity, it would be different.

Another thing is to do well the work

that is nearest you. And you cannot do it well in eight hours. We knew a young man once who had a position as bookkeeper, and although a well qualified man, he failed in the position. He was above it. He thought he was cut out for better things and was constantly nagging at the boss to go on the road as a salesman. You can imagine he was not much account as a bookkeeper and was finally given a trial as salesman.

But as a salesman he was constantly afraid he would do too much; that the boss would make too much money off him. So if he made a good sale the first of the week he loafed the balance. It is not necessary to say he did not hold the position as salesman very long.

Then he talked someone into furnishing capital enough for him to go into business. Once he entered in business for himself and partner, he was constantly afraid that his partner was getting the best of it. He was afraid he was making too much money and he did not last long at that.

That man reminds me of the class of men who clamor for eight hours a day. Why do they wish for shorter days? What do they want to do with the time. The devil finds work for idle hands, and many of them spend their hours of idleness in the saloons.

Every man has a right to receive good pay for his work, as good as he can get, but in this great country, ten hours is not too much time to put in.

We are in favor of the ten-hour day at least.

LEAVE THE LUMBERMEN ALONE.

Someone has said, I have forgotten whom, that if someone would take care of his friends he would look out for his enemies. Somebody calls them "fool friends," but we don't because the Bible has something to say about the man who calls his brother a fool. And the worst of it is they are your friends. They mean well. Hell is full of people who mean well.

In this connection we wish to say something to our friend, John Williams, of the New Orleans Lumber Trade Journal. We are talking to him for his own good, and we trust he will take no exception to it.

The fact of it is that John is inclined to truckle. He truckles to anybody that is in power. He truckles to Billy Bennett because Billy is a strong man. He also truckles to the National association officials. He truckles and gets a penny for it. Our advice is that he should not do this. He should go through the world with his head up and truckle to no man.

President Palmer of the National association is a man for whom we have the greatest respect. That respect is not bought and paid for, thank you. It is a tribute from one free-born American citizen to another. And when shortly after his election he published a letter, which

appeared in this paper, and made a plea that the hardwood lumbermen he left alone to solve the problems now before the hardwood trade, we were inclined to think that he was right, and to respect his wishes. John Williams, however, still continues to slobber over the National association. He sends out proof sheets asking their approval before an article is printed and a postal card calling their attention to it after it is printed, and otherwise demeaning himself like a curly poodle.

Now, if we do not know how to run a paper, we won't ask anyone. We never sent out a proof sheet, marked copy or a postal card in our lives. If we say anything about a man and he does not take enough interest in the paper to read it, he misses it. If he thinks or expects that we will call his attention to it, he will get left.

And then it matters so little what John says. He has no hardwood circulation to speak of, and there is no danger that he will offend any of his yellow pine or cypress constituents by what he says concerning the hardwood trade. He writes an article, sends it to the leaders and officers of the National association for their approval as though he were doing some big thing, and is around the next day after the publication with his hat in his hand, looking for a little piece of money.

The hardwood trade has some knotty problems to solve and the Record would not stir up feeling that will prevent their solution. As President Palmer says, "Leave the lumbermen alone to work it out," and that is the policy the Record is pursuing. The editor of the Record has no sores on him, as John frequently intimates. When a man is rejected as an officer in an association, the fault is with himself and not with the association. He has failed in some essential and has no one to blame but himself.

We are refraining from stirring up more feeling because President Palmer requested it. There are many knotty problems, as we have said, for the hardwood lumbermen to work out, and they will work them out. There is no doubt of this. Everything points that way, and there is no doubt but that the lumbermen will get along better if left to themselves. Anyhow the organ of the cypress and yellow pine trade should have nothing to say.

A WORLD'S FAIR TRIUMPH.

J. A. Fay & Egan Co. of Cincinnati, Ohio, the big makers of woodworking machinery, have just been awarded a medal at the St. Louis World's Fair, on the fine operation of one of its tools. The firm had no regular exhibit, but some of its tools were shown, and operated by other concerns for exhibiting their various products, to do which required some woodworking tools.

It certainly proves high quality to win a medal on a tool operated by others.

THE LEGITIMATE EXPORTER.

In the last Journal we had something to say about abuses in the export lumber trade, more especially in the matter of free consignments of lumber for sale on arrival on the other side, an abuse to which many of the unsatisfactory features on an export lumber business are directly traceable.

In that article we purposely omitted at the time to mention, except in the most casual manner, the parties who have the largest interests at stake in this matter, that is, the legitimate exporters. It is the legitimate exporter after all on whom the brunt of the burden of these abuses falls. It is really a trifle for the free consignors, as individuals if not as a class. For the free consignor does one of two things. Either he gets all he wants of miscellaneous free consignments after two or three unsuccessful trials of that method of export business and cuts out exporting entirely, or else he abandons free consignments and follows up exporting along the well-defined lines recognized by the legitimate export trade. These lines are as clearly defined as the course of legitimate trade and recognized methods in vogue in domestic lumbering. It is not that a few sporadic shippers of free consignments ent any figure. But it is the fact that, for every one who finds the game against him and abandons it, another one comes along who thinks he can beat the game. In brief, any free consignor as an individual is an easily negligible quantity; it is only as a class and in the aggregate that they constitute a well-nigh intolerable burden on the lumber exporter. It is the legitimate exporter who pays the shot in the long run. Often his hands are virtually tied by the casual free consignor because the latter, if there is enough of him, tends to if he does not actually make the market.

This takes no long argument to demonstrate. It is obvious. It is the legitimate exporter with his money, experience, and energy invested in the business whose rights are the most infringed upon, but who is usually the last to be commiserated or even thought of in the matter. For this reason they have an association which is second to none in its value to the lumber trade of this country at large. And its members are thus actuated by no mere selfish interests when they individually and as a body urge the recognition of current abuses. As one exporter puts it: "There may be a snicker born every minute; even so there are two sharpers born to take care of him and he never gets away!"—New York Lumber Trade Journal.

The Southern Saw Mill Company, Ltd., of New Orleans, La., have opened a permanent office in New York, which will be in charge of their vice-president, O. H. Williams. Their New York address is 4057 Metropolitan building, 1 Madison Avenue, New York City.

The Man About Town.

BY C. D. STRODE.

AT CINCINNATI.

Littleford Brothers want butternut. They say they have advertised for it and you don't pay any attention. Now Littleford Brothers are good people. George Littleford is a nice fellow and if you have got any butternut, sell it to him.

You see I was down in Cincinnati and George told me about it. I was down there on Thanksgiving Day. It was the first Thanksgiving I had ever spent away from home. I was glad that if I had to spend it away from home I was at Cincinnati at the Honing Hotel.

I had a lot to be thankful for, but I had to study it up. In the first place I was glad I was alive. I hadn't been wrecked on a train, and I was thankful for that. I hadn't met with any misfortune particularly, and I was thankful for that. I had lots of friends in Cincinnati, and could borrow all the money I wanted, and I was thankful for that. Come to think of it, I had a good deal to be thankful for. Usually a man gives thanks for things he ought not to give thanks for. He gives thanks that he is not as other men. I was glad I was not as Jim Defebaugh, and I gave thanks for that.

Then Thanksgiving being over, I went down in the machinery district and called on J. A. Fay and Egan & Co. They started to advertise with us nearly ten years ago, and they have gone on prospering, getting bigger, and doing more business, as any firm will that advertises with us. Their plant covers three or four blocks and is as well managed as any plant in the world. They have got so many grand prizes at different world exhibitions that another one or two doesn't make any difference. But, incidentally, Mr. Egan told me they had been awarded the grand prize at St. Louis on their exhibit. Mr. Egan informed me that he was not getting as good returns from his advertising as formerly. He may have been joshing about that, for I know our subscription list is larger than it ever was, and I know that many of our subscribers use Fay machinery. I am afraid some of you do not think to mention the fact that you saw his advertisement in the Hardwood Record. You have grown so accustomed to J. A. Fay and Egan Company, so accustomed to being patrons of theirs, that you have failed to mention where you saw their advertisement. Now, it doesn't matter whether you saw the advertisement or not, just mention the fact that you saw it in the "Record."

I don't advise you to tell a lie. That is a white lie at the worst. You can see

the advertisement there if you will look it up. If you haven't had time to look it up, just mention that you saw it in there.

They had a fire at the Fay and Egan plant, but it didn't stop them long. It was rather an insignificant fire, and if you knew Tom Egan, you would know nothing would stop him long. They are at present prepared to fill all orders promptly, and take good care of the trade. And you will get the same treatment if you are a little concern giving a small order as will large concerns giving a big order. The firm make a specialty of treating everybody alike.

I then went over to see the Farmers' and Traders' Bank. I had heard that they had erected a new building, and I wanted to see it. And Ben Bramlage showed me through. It is a magnificent new six-story building, modern in all its appointments, and is the best building in the city of Covington.

While the bank is in Covington, it is only a ten minutes' ride on the street car from Cincinnati. It is practically a portion of Cincinnati, but being in another state cannot be annexed. If it was similarly situated to Chicago, they would get around in some way, if they had to annex the entire state of Kentucky.

I spent two or three days in Cincinnati going around and visiting the trade. I didn't get any new advertisements, for the lumbermen are all advertisers in the Record anyhow. They are among the best friends the Record has. It was Cincinnati that first lifted us up and put us on our feet. There are no friends like the old friends, and don't you forget it. Cincinnati has always occupied a warm place in the Record's heart, and always will.

AT LOUISVILLE.

It beats anything the progress the South is making, and no place is it making greater progress than Louisville. The Commercial Club is after everything in sight, and come pretty nearly getting it. There is a new spirit in the South. There is a New South. The old South is all right in its way and will long be remembered as the home of romance and chivalry. Before the war the aristocracy of the country belonged to the Old South, and life on the old plantations was about the nearest thing to heaven that there is in this country. But the war spoiled all that. It looks very attractive to a man in this busy world, but it won't do any longer. Conditions have changed, and with the change in conditions all of the peace and romance and chivalry has gone, and it is being replaced by energy and

Logan & Maphet Lumber Co.

MANUFACTURERS AND DEALERS.

PINE AND HARDWOOD

Watch This Space for Stock.

White Pine.

- 30 cars 1 inch log run.
- 2 cars 1½ inch No. 1, 2 and 3 common.
- 6 cars 1 inch No. 4 common.

Yellow Pine.

- 5 cars 1½ inch No. 1 and 2 clear.
- 2 cars 1½ inch No. 3 clear.
- 7 cars 1½ inch No. 1 common.
- 10 cars 1 inch log run.

Poplar.

- 2 cars 1 inch 1st and 2nds, width 18 inches up.
- 1 car 1½ inch 1st and 2nds, width 18 inches up.
- 2 cars 1½ inch 1st and 2nds, width 18 inches up.
- 10 cars 1 inch 1st and 2nds, width 8 to 17 inches.
- 10 cars 1½ inch 1st and 2nds, width 8 to 17 inches.
- 5 cars 1½ inch No. 1 common, including select.
- 1 car each 1½ inch and 2 inch No. 1 common, including select.
- 15 cars 1 inch No. 1 common, including select.
- 4 cars 1 inch clear bright sap.
- 20 cars 1 inch shipping culls.
- 10 cars 1 inch mill cull.
- 1 car each 1½ inch and 2 inch shipping cull.

Mills: Clinton (Band Mill), La Follette, Pioneer and Turleys, Tenn.

Office: 105-107 Empire Building
KNOXVILLE, TENN.

Oak

We have a full line of both quartered and plain, Red and white, THOROUGHLY DRY, also some fine wide POPLAR and CHESTNUT.

John Dulweber & Co.,
CINCINNATI, O.

E. E. Taenzer & Co.

(Incorporated)

MANUFACTURERS
AND DEALERS.....

— HIGH - GRADE — Hardwood Lumber

**Band Sawn Thin Stock
a Specialty**

MAIN OFFICE AND MILL :
Florida Ave. and Y. & M. V. R. R.

MEMPHIS, : TENN.

ALSO MILL AT SHORT BEND, ARK.

WANTED.

We are in the market for the following lumber, must be in good dry condition, and if can furnish any or all, please quote us f. o. b. cars shipping point, describing stock, and how soon same can be reached.

10 to 20 cars 1 in. 1st and 2nd Plain White Oak.
2 cars 1 1/4 in 1st and 2nd Plain White Oak.
1 car 1 1/2 in. 1st and 2nd Plain White Oak.
3 cars 1 3/4 in. 1st and 2nd Plain White Oak.
2 cars 2 in 1st and 2nd Plain White Oak.
1 car 2 1/4 in. 1st and 2nd Plain White Oak.
5 cars 3 in. 1st and 2nd Plain White Oak.
1 car 4 in. 1st and 2nd Plain White Oak.

The above stock must be well manufactured, equalized trimmed lengths. Prefer band sawn stock. Could take 15% to 25% of good Common with same.

We are also in the market for the following:
10 cars 1 in. Common Plain White Oak.
5 to 10 cars 1 in. 1st and 2nd Plain Red Oak.
10 cars 1 in. Common Plain Red Oak.

FOR SALE.

2 cars 1 in. 1st and 2nd Quartered Red Oak.
2 cars 1 in. Common Quartered Red Oak.
1 car 1 in. x 10 in. and up 1st and 2nd Plain Red Oak.
1 car 1 1/4 in. x 10 in. and up 1st and 2nd Ash.
1/2 car 1 1/2 in. x 10 in. and up 1st and 2nd Ash
1 car 1 1/2 in. x 12 in. and up 1st and 2nd Red Gum (two years old).
1 car 2 in. x 6 in. and up 1st and 2nd Red Gum (3 to 4 months old).
10 cars 1 in. Gum Crating lumber, can ship rough or d. 2 s.
3,000,000 ft. 1 in. Poplar.
1 1/4, 1 1/2 and 2 in. bang up stock, all grades and good lengths.

E. E. TAENZER & CO.

(Incorporated)

MEMPHIS

push. The people of the South are now chasing the almighty dollar as hard as any of us. The people of the Old South didn't have to chase the almighty dollar. It came to them, and in the new order of things Louisville is well up to the front. Why, when I first went to Louisville four or five years ago there were some signs of an awakening, but the mule still pulled the street cars through the streets. Now they have given place to electric cars and Louisville has as fine a street-car service as any in the world.

* * *

When I left Seelbach Hotel the first morning a one-armed man came up to me and, pushing the stump of his arm in my face, tried to sell me some shoestrings. It's all right for one-armed men to try to sell shoestrings—better him than a two-armed man, but you can beat that.

Now, Cy Adler of the Adler Organ Company is a one-armed man, and he has beat it all to pieces. Cy Adler began life not many years ago as bookkeeper for the Messenger Hardwood Company at a very small salary. Inside of four years they were paying him four thousand dollars a year. That beats selling shoestrings. And he quit the job to go in business for himself. He had a little bunch of money, and would go out and buy a few car loads of lumber, inspect it, and load it up and pay for it. Then he would board the train for Chicago and beat the lumber in and have it sold by the time it arrived. Then he would have to collect the money, and replenish his capital before he could make another trip. He did well at it, and never regrets having given up his four-thousand-dollar position. That beats selling shoestrings. From there he has constantly advanced. He bought a saw mill in Indiana, in connection with Mr. Foote. From there he went to Lyons, Ky., where he established a plant for making parquetry flooring. As the next step he went to Louisville and established the Adler Organ Company, and it is now one of the largest manufacturers of organs in the world. We have known Cy and watched his progress throughout. He used to have an office adjoining the Record office in Chicago, and prosperity has not swelled his head any. I spent a day visiting with Cy and talking over old times. He showed me through the organ works, where forty completed organs are turned out daily, and additions are being built which, when completed, will enable them to produce sixty-five organs a day. And they are contemplating going into the manufacture of pianos also. Being the head of such a concern beats selling shoestrings.

Then I went around and visited all of the Louisville people and found them all doing well. Mr. Edward F. Davis ordered in, while I was in his office, one car for New York and another for Los Angeles, Cal., and intends to try the coming year

to do his share of the business between those two points, and the other boys are doing well. And Louisville is rapidly coming to the front as a lumber market.

IN NEW ALBANY AND PRINCETON.

When I was a young man I had some splendid opportunities. In fact, I had all there was. The whole world was before me from which to choose. I was unhampered by money or relatives and could do whatever I wanted to do. A young man wants no better opportunity than that. I am not kicking about lack of opportunity in any case. I had all there was. I thought some of going on the stage. I can look like Napoleon crossing the Alps, by turning my hat sideways, advancing one foot, folding my arms and frowning portentiously. It was surprising how much I would look like Napoleon crossing the Alps. Especially when I was a young man before I grew my mustache. And Washington crossing the Delaware is much the same. You have to elevate your foot a little higher, set it on a box or something, for Washington had his foot in the stern of the boat. Then the expression on his countenance wants to be calm and serene and slightly sorrowful, as becomes the father of a young and prosperous country; and I can look sorrowful. With such an equipment, I am certain I should have made a hit on the stage. However, I decided to be the president of the United States, and here I am, slightly disfigured, but still in the ring.

* * *

All of this is suggested by a trip to A. B. Nickey & Son at Princeton, Ind. Mr. Nickey is a man that I delight to honor. He is one of the old-timers in the hardwood trade. In fact, he divides with Henry Maley the honor of being the father of the hardwood business. He is over sixty years old, but has all the vim and vigor of a man of forty. He showed me over his plant, where in spite of his having a good trade on his low-grade stock from the farmers around about, he has on hand, in connection with his stock at Huntingburg and New Albany, about six million feet of high-grade stock, principally quartered oak.

As a result of his sixty years in the hardwood business Mr. Nickey has attained to great prosperity. He has saw mills and farms galore. All as the result of hard work and good management.

I have seen a good many dead men in my time, but never one whom I thought had worked himself to death. Hard work don't hurt anybody. It certainly has not hurt Mr. Nickey, and he works as hard as ever, and has no intention of retiring. He is talking of opening up a mill in Memphis, where he has a fine body of oak timber, and he expects to work until he dies. "I expect to die in the harness," he said, "blow up with the saw mill, or something of the kind."

"The bane of a man's life in the saw

mill business," he said, "is the question of labor. I tell you, the young men of to-day are not raised right. They are not raised to work. I used to work out when I was a boy and I wasn't thinking about getting the boss to let me off with eight or nine hours' work. Why, we are just getting started to work in that time."

On my next trip to Princeton, having been through the saw mill and lumber plant, I am going to take a drive with Mr. Nickey out to some of his farms and see what he knows about farming. I would like to talk farming with as sensible a man as he is. I used to be a farmer myself.

Altogether I enjoyed my trip to Princeton very much. I always enjoy talking to a man of sense, with no frills on him. Mr. Nickey, as a result of his sixty years of life and observation, has figured out a philosophy very similar to my own, only Mr. Nickey's philosophy has brought better results to him than mine has to me. He is worth nearly a million dollars in property of his own, besides which he has a couple of boys that are worth a million dollars more. I have a wife and children that I wouldn't take a million dollars for, but otherwise. I haven't anything worth speaking of. And I like to meet him and talk over old times.

* * *

But I forgot one thing, and must go back a little. At New Albany, Ind., I had a peculiar experience. I went over to see the McLean boys, and there was none of them in, so I went over to the Southern depot, after a meal at a cheap restaurant, to await the departure of the train. It was funny about that restaurant. Three men were engaged in putting up a stove. When I went in they were discussing the necessity of buying two joints of pipe. I gave my order and one of the men said he would go out and buy the two joints of pipe, but he didn't go.

I waited and ate my dinner, anxiously watching to see if they would purchase the two joints of pipe. They took down a portion of the pipe and hammered some soot out of it, then they put it back up again. It was as much short as ever, and one of the men said he'd as soon go out and get some more pipe; that they always needed it; that it would be as good next year as it was this. But he didn't go. I became much interested, and watched the men closely. I finished my dinner, paid my quarter, and regretfully went out. The stove was just where it was when I came in with the three men looking at it, and they hadn't bought the pipe yet. I don't know whether they did or not.

* * *

But that was not the strange experience I meant to speak about. When I got to the depot, I still had two hours to wait, and the question arose as to employing them profitably. There was no newsstand where I might buy something to

read, so I could see nothing for it but to waste the two hours. So I concluded to wait.

After about half an hour four men entered the depot, two of them carrying lumber rules, and I pricked up my ears. I inferred from their conversation that they were going out on the same train I was, and two of them sat down near me and started a conversation from which it was plain that they were in the hardwood lumber business. They mentioned some familiar names. Ryan and McParland, Deering Brothers, and others with whom I am well acquainted.

Finally, after about a half hour of this, I heard one of the men call Mr. Young, and come to find out it was A. M. Young of New Albany and Mr. Poe of Marengo, Ind., old subscribers of ours, and there was a joyful reunion. Mr. Young told me that he had been knocked out in a business way two or three years before and was striving to get on his feet again. Mr. Poe impressed me as being a very capable man, and a very intelligent man, too.

"Ten years ago," he said, "I was afraid to ship lumber to Chicago. They would simply hold a man up and take his lumber away from him. Not being able to ship to Chicago was a great inconvenience to me. Now I ship ninety per cent of my lumber to Chicago and would not know what to do if Chicago was taken out of the trade.

"Under the changed conditions," he said, "I consider Chicago the safest market in the country to ship to. You get fairer treatment and a better grade in Chicago than you get elsewhere."

It was ten years ago that the Hardwood Record was started, and we claim our share of the credit for the improved conditions. And we were glad, for a man like Mr. Poe to bear witness to the fact.

AT NASHVILLE.

In Tennessee they are needing rain to bring out their logs. They have had no rain for four months, and it is very dry. The next morning after my arrival it started to rain and sprinkled a little, just to encourage the boys. If they had given me a big lot of advertising, something like a page or two, they could have had all the rain they wanted. I tried to make them see this, but they couldn't see it that way. John Love, of Love, Boyd & Co. was the only one who gave me an ad. I would like for his sake to have got more and for the sake of the Nashville lumbermen generally. They they could have had rain, plenty of it. However, John doesn't depend very greatly on the river anyhow, and he offers a fine lot of stock in this issue. If I could have arranged a little rain that would have benefited John only I would have done it. I would do almost anything for John. But under the circumstances, and as he doesn't depend on the river very much, we

CYPRESS

We make a specialty of rough or dressed Cypress Lumber and Cypress Shingles in straight or mixed cars. Your inquiries solicited for single car orders or good round lots. Can also furnish Sound Cypress Dimension Stock.

The Borcharding Lumber Co.
Northern Office, Cincinnati, Ohio

FOR SALE

20 cars 1st and 2nd quartered white oak.
30 cars common quartered white oak.
25 cars common plain white oak.
20 cars poplar, common and better.
5 cars poplar shipping cull.
30 cars Southern gum.
4 cars 1½ inch Southern gum.
2 cars 2 inch Southern gum.
1 car ¾ inch plain red, 40% common, 60% 1st and 2nd.
5 cars quartered white oak strips 2½ inches to 4½ inches wide.
2 cars quartered white oak strips 5 and 5½ inches wide.
1 car quartered white oak strips 4 inches and 4½ inches wide.
1 car quartered red oak strips 2½ inches to 5 inches wide.
10 cars quartered red 1st and 2nd and common.
1 car 1½ inch red 1st and 2nd and common.
1 car 1¾ inch red 1st and 2nd and common. Also 1¼, 1½ and 2 inches plain and quartered red and white. We are now putting up fine plain red for spring

J. V. STIMSON,
HUNTINGBURG, INDIANA

FOR SALE

Poplar lumber; West Virginia stock.
80 M feet 1 in. log run or on grade.
30 M feet 2 in. No. 1 common, 7 in. and up wide.
20 M feet 2 in. 1sts and 2nds, 7 in. and up wide.
11 M feet 3 in. and 4 in. 1sts and 2nds, 10 in. and up wide.
11 M feet 3 in., 4 in., 5 in. and 6 in. 1sts and 2nds, 10 in. and up wide.
25 M feet 3 in., 4 in., 5 in. and 6 in. No. 1 common, 10 in. and up wide.
40 in. 3 to 8x10 in. and up export poplar, green.
11 M feet 1 in. 1sts and 2nds, 18 in. and up.
1 car 2 in. log run beech.
2 cars 1 in. log run bass.
6 cars 1 in., 1¼ in., 1½ in. and 2 in. sawed, wormy chestnut.
6 cars 1 in. log run white oak.
1 car 2x12 sawed white pine.

To the Kentucky and Ohio river mills, the following logs will be for sale at Valley View, Ky., after next tide, principally common and better.

RAFT **OAK**
No. 1, 16 and 14 ft., 14 in. and up, 11,737 ft.
No. 3, 14 ft., 14 in. and up, 11,602 ft.
No. 5, 16 ft., 14 in. and up, 14,245 ft.
No. 6, 12 ft., 22 in. and up, 12,500 ft.
No. 7, 14 ft., 22 in. and up, 13,000 ft.

POPLAR
No. 1, 16 and 14 ft., 14 in. and up, 2,386 ft.
No. 3, 14 ft., 14 in. and up, 2,169 ft.
No. 5, 16 ft., 14 in. and up, 2,032 ft.
No. 6, 12 ft., 22 in. and up, 3,500 ft.
No. 7, 14 ft., 22 in. and up, 3,200 ft.
Will be glad to mail log tally sheet on each raft at your request.

MARIETTA LUMBER CO., Marietta, Ohio

PIERCE LUMBER CO.
Manufacturers and
Wholesale Dealers in
HARDWOOD LUMBER
We will saw Red and White Oak
exclusively for the next year
OFFICE and MILLS, OLYPHANT, ARK.

THE
Crittenden Lumber Co.

MANUFACTURERS

**Oak, Ash,
Cypress
and Gum**

MILLS:
BARLE, ARK.

OFFICE:
336-337 Scimitar Building.

MEMPHIS, TENN.

**MISSISSIPPI VALLEY
LUMBER CO.,**

MAIN OFFICES,
LINCOLN TRUST BLDG., SAINT LOUIS.

BRANCHES:
Calro, Ill., Caruthersville, Mo.
and Memphis, Tenn.;

Cash buyers of Cypress, Cottonwood, Gum and
Oak and solicit inquiries from the con-
suming trade for the following:

CYPRESS:

750,000 feet 1 inch 1sts and 2nds
200,000 " 1½ inch 1sts and 2nds.
25,000 " 1½ and 2 inch 1sts and 2nds.
850,000 " 1 and 1½ inch select.
175,000 " 1½ inch select.
90,000 " 2 inch select.
1,610,000 " 1, 1½, 1¾ and 2 inch shop.

COTTONWOOD:

2,000,000 feet 1-inch, log run or on grade.

GUM:

2,500,000 feet 1-inch No. 2 and shipping cull.
500,000 " 1 and 1½ inch furniture common.
390,000 " 1, 1½ and 1¾ inch sap clear.

OAK:

650,000 feet 1, 1½ and 2 inch Red and White
plain and quarter sawed 1sts and 2nds, No. 1
and No. 2 common.

will have to let it go as it is. If you want some good stock, good prices and good grade, John will furnish it to you.

AT EVANSVILLE.

I am getting mixed up a good deal. I am leaving Evansville out altogether, and that is practically, or pretty near, the only place in the country where they have large stock in quartered-sawed oak, in Evansville and vicinity. I saw Claude Maley, and was mighty glad to see him. Claude has a good stock of somewhere between five and six millions of famous Indiana quartered oak, which is listed for sale in this issue of the Record. The firm of Maley & Sons is one of the greatest factors in the production of hardwood lumber in the United States, and we are proud of their patronage.

I went over to May, Thompson & Thayer, and found Ralph getting ready to be married that night and, of course, could talk no business with them for the day. I went down and talked the matter over with Frank the next morning, secured his contract, and their stock of five or six million feet of high-grade quartered oak will be found listed elsewhere in this issue. I didn't see anything of Ralph, but as he called up the office, I know that he lived through it all right. Frank telephoned him that three furniture men, a life insurance man, and two undertakers had been inquiring for him. Ralph said he had no need of the undertakers and he would have something to say to the furniture men and the life insurance man later.

The young lady in the case was named Miss Hornbrook, and we congratulate her on having corralled a good young man. Ralph is a shrewd and forceful fellow, destined to make his mark in the world.

We wish the young couple every happiness and prosperity.

FORGING AHEAD.

The Lumber Insurance Company of New York, the last company organized to specialize in the insurance of the lumber trade, has within the past few weeks added three more states to the territory it has entered since its incorporation last June. The new licenses were issued by Massachusetts, where Frederick J. Caulkins is state agent, with offices in the Broad Exchange building, Boston; by West Virginia, where Alfred Paull represents the company at Wheeling, and by Tennessee, in which state the business is in the hands of D. A. Fisher of Memphis.

The company was last summer admitted to the states of Ohio and Missouri, and the addition of these three makes a total of five states entered in the first five months after its incorporation in New York. A record of this kind gives good promise of the future growth of this young company. Present indications are that the tendency of the insurance busi-

ness is very soon to be decidedly in the direction of specialization, and lumber dealers and woodworkers may consider themselves particularly fortunate in having such good service placed at their disposal so early in the movement, which must soon become general.

**INCREASING THEIR CAPACITY TO
ACCOMMODATE GROWING
BUSINESS.**

Among the orders recently received by the Gordon Hollow Blast Grate Company, the well-known manufacturer of blast grates, edgers and trimmers, of Greenville, Mich., was one from the Dennis Bros. Salt & Lumber Company, for their two mills at or near Tustin, Mich., for two log haul-ups, two trimmers, two heavy edgers and two 10-saw slab slashers.

As stated in a recent issue, the Gordon Hollow Blast Grate Company's business is growing so rapidly that it has been compelled to increase the size of its buildings and put in additional machinery, and this at a time when most manufacturers and dealers were complaining that business was dull. This is accounted for by the fact that it is manufacturing a line that is exceptionally practical, and that sells at popular prices.

PATENT INFRINGEMENT SUITS.

To keep a great manufacturing concern constantly in advance of all competitors, requires the co-operation of the brightest and best minds, protected by the patent laws of every country.

The great J. A. Fay & Egan Co. of Cincinnati, Ohio, takes out nearly one hundred valuable patents every year, many of which mark such distinct advances in woodworking machinery; that competitors are continually infringing in their desire to imitate their salient points. For the protection of their own interests, as well as those of the public, who may otherwise be led to purchase inferior machines, particularly hand, rip, scroll and resaws, sanders, dovetailers, the J. A. Fay & Egan Co. announce that a number of suits will shortly be begun against such infringers.

We are in receipt of a very handsome publication issued by Cobbs & Mitchell of Cadillac, Mich., extolling their "electric" hardwood flooring. It is fully illustrative, showing operations from the tree to the manufactured article, and besides contains very useful information in reference to its manufacture and use.

The Penrod Walnut Corporation's lumber mill at Kansas City, Mo., was destroyed by fire on December 1. The loss is stated to be between \$15,000 and \$25,000. The lumber in stock was untouched.

Fire destroyed the plant of the A. B. Parr Lumber Company at Clarksburg, W. Va., on December 1, the loss footing about \$100,000.

Association Matter.

NORTHWESTERN HARDWOOD MEETING.

Minneapolis, Minn., Dec. 6, 1904.—The Northwestern Hardwood Lumbermen's Association met in this city to-day for its sixteenth annual gathering. The meeting was held in the Commercial Club parlors, with the following members present:

F. H. Lewis, Minneapolis; W. C. Bailey, Minneapolis; C. F. Osborne, Minneapolis; W. C. Stanton, St. Paul; I. P. Lennon, Minneapolis; F. A. Nolan, St. Paul; P. W. Strickland, Minneapolis; A. H. Barnard, Minneapolis; E. Payson Smith, Minneapolis; B. N. Thompson, Minneapolis; A. A. Rotzien, Minneapolis; A. E. Peterson, St. Paul; D. F. Clark, Minneapolis; P. R. Hamilton, Minneapolis; N. H. Sill, Minneapolis; N. C. Bennett, Minneapolis; J. F. Hayden, secretary, Minneapolis.

The meeting was called to order at 4 o'clock by the president, F. H. Lewis. The minutes of the last annual meeting were read and approved.

The secretary, J. F. Hayden, presented the following report:

Mr. President and Members of the Northwestern Hardwood Lumbermen's Association: The work of this association during the past year has presented little of importance to the hardwood lumber trade of the Northwest. Including the annual, eight meetings have been held, but the variations in values during the year have been so few that but one revision of the list has been made. The list has not always represented the market, but market prices have not varied much from the quotations of the official list, and it is as true of the last year as of the two preceding years that the information the members have gained from the frequent meetings has been of value and has prevented demoralization when the demand for certain stocks has been light.

Taking the grades of firsts and seconds as a basis, advances were made as follows:

Hard maple, \$2; red oak, \$2; white oak, \$2.

A change in the grading of birch made a reduction in the quotation of unassorted birch of \$7 per thousand, and the addition of the grade of birch, mixed color, quoted at \$32. Basswood shows a reduction of \$3 per thousand from the list of October, 1903.

The two former grades of birch, unassorted and red birch, were split into three grades, selected red birch, birch unassorted for color, and birch mixed color.

The membership of the association has remained the same during the year, and we still have the names of seventeen concensus on the membership roll.

At the last annual meeting the association was called upon to take action on the death of two old members during the previous year. Somers C. Robinson and J. A. Wilson, and suitable resolutions were adopted.

Since the meetings occur with considerable frequency during the year, and at each meeting the condition of stocks in the hands of members is discussed, it may not be a necessary step, but it may be of value to the members if each would furnish the secretary from time to time with a statement of the amount of stock of different kinds he has on hand. Suitable blanks could be printed, on which these reports could be given. It is fre-

quently the case that members of the association are in receipt of orders for material they cannot furnish from their own stocks, while other members might have just what is wanted. If the secretary had this information it could be furnished to members and they would not then be required to go outside and purchase the needed material. Each member could furnish monthly or bi-monthly stock sheets which the secretary could compile and keep on hand for the information of all the members.

It is impossible at this time to determine the comparative amount of lumber that will be manufactured during the winter, and available for distribution in this market during the coming year, but it is possible to make a rough guess that the demand during the coming year ought to be better than it has been during the past year. Stocks during 1904 have not been large enough to at any time be a menace to the market, but the new year promises to furnish trade enough to take about all that will be offered for sale. The presidential campaign is over and good crops and high prices for them have put money into the pockets of consumers, which they will undoubtedly be willing to spend.

The report of the treasurer was submitted by C. F. Osborne, showing total receipts of \$139.84 during the year, and a balance on hand of \$67.92.

The report of the board of arbitration showed receipts from inspection amounting to \$124.04, and expenses of \$86.59, leaving a profit of \$37.45. There were ten cars inspected for members and fourteen for outside concerns. There was some discussion as to inspection rules. Complaint was made that the national inspectors bear down altogether too hard on the shippers. This was confirmed by D. F. Clark, who is a member of the national association board of arbitration. He said there had been considerable dissatisfaction, and an improvement was expected in the future. There was discussion of the rule regarding wanes, all agreeing that allowance for this should not be left entirely to the judgment of inspectors.

E. Payson Smith and A. A. Rotzien of the Vernon Lumber Company, both of Minneapolis, were admitted as new members on recommendation of the membership committee.

President Lewis, who has served two terms, announced that he would not accept a re-election. He appointed W. C. Bailey, F. A. Nolan and A. H. Barnard as the committee on nominations.

The committee on nominations reported the following names, and the report was ratified by the action of the association:

President, A. E. Peterson.
Vice-president, W. H. Sill.
Secretary, J. F. Hayden.
Treasurer, C. F. Osborne.
Arbitration committee: D. F. Clark, P. W. Strickland, B. N. Thompson, F. H. Lewis, W. C. Stanton.
Membership committee: F. A. Nolan, I. P. Lennon, A. H. Barnard.

The committee recommended that the

FOR SALE

3 cars 4-4 1 and 2 Poplar. 30 cars 4-4 No. 1 Common Poplar.
2 cars 5-4 1 and 2 Poplar. 3 cars 5-4 No. 1 Common Poplar.
2 cars 6-4 1 and 2 Poplar. 5 cars 6-4 No. 1 Common Poplar.
5 cars 8-4 1 and 2 Poplar. 3 cars 8-4 No. 1 Common Poplar.
1 car 10-4 1 and 2 Poplar. 1 car 10-4 No. 1 Common Poplar.
2 cars 12-4 1 and 2 Poplar. 1 car 12-4 No. 1 Common Poplar.

30 cars 4-4 Cull Poplar.
2 " 5-4 " "
2 " 6-4 " "
2 " 8-4 " "
1 " 10-4 " "
1 " 12-4 " "
3 " 4-4 1 and 2 Plain W. or R. Oak.
1 " 5-4 1 and 2 " " "
1 " 6-4 1 and 2 " " "
2 " 8-4 1 and 2 " " "
1 " 12-4 1 and 2 " White "
25 " 4-4 Common Plain R. or W. Oak.
3 " 5-4 " " " "
2 " 6-4 " " " "
2 " 8-4 " " " "

Any grade, quantity or thickness in Qt. Red or White Oak.

CHESTNUT

10 cars 4-4 1 and 2.
5 " 4-4 Common.
20 " 4-4 Sound Wormy.
2 " 5-4, 6-4 and 8-4.

WRITE US

W. P. Brown & Sons Lumber Co.
LOUISVILLE, KY.

EDWARD L. DAVIS & COMPANY,

MANUFACTURERS OF

WAGON STOCK

WHOLESALEERS OF

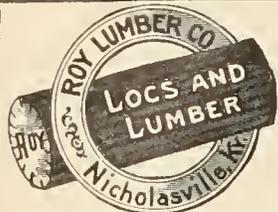
HARDWOOD LUMBER

9th and Oak Streets,
LOUISVILLE, KY.

NEW WANTS AND OFFERS

Every Issue

Pages 31 to 34 Inclusive



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

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.

Thompson & McClure
HARDWOODS

Quartered White Oak
Quartered Red Oak
Plain White Oak
Plain Red Oak
Our Specialty is

QUARTERED WHITE OAK
Write us
MEMPHIS, :: :: TENN.

The F. J. Blackwell Co.
INCORPORATED
BROWNSVILLE, TENNESSEE

Write us for
prices on

**HARDWOOD
LUMBER**

**OAK, POPLAR and
GUM LUMBER and
Dimension Stock**

precedent set by President Lewis be followed in the future, and that the president should not serve for more than two consecutive terms.

The association then adjourned its business session. At six o'clock the members all sat down to dinner in the club rooms, and after a bonnifful repast there was a short informal program of toasts. The members then repaired in charge of the efficient entertainment committee, Messrs. Barnard, Sill and Clark, to the Orpheum theater, where the evening was pleasantly passed.

ANNUAL OF N. W. L. D. A.

The thirteenth annual meeting of the National Wholesale Lumber Dealers' Association will be held at Philadelphia, Pa., Wednesday and Thursday, March 1 and 2, 1905. The association headquarters at Philadelphia will be the large and commodious hotel Bellevue Stratford, and with the arrangements in effect members will be able to attend the business meetings without inconvenience, as the convention hall is located in the hotel and is easily accessible.

Indications point to an unusually interesting meeting next March. The affairs of the association have been progressing splendidly, and through the newly organized departments many subjects will be presented for their discussion and consideration.

Philadelphia is believed to best meet the requirements of the members at this time, and as the inauguration follows so closely after the adjournment of the annual meeting, a large number of members have signified their intention of attending the meeting and thereafter leaving for Washington to witness the inauguration.

The special committee who will have charge of the banquet and make other necessary arrangements will probably be appointed at a meeting of the executive committee, to be held at the association office, Tuesday, December 13.

CINCINNATI LUMBERMEN MEET.

The regular monthly dinner and meeting of the Cincinnati Lumbermen's Club was held Monday evening, December 5, at the Stag Cafe, with President Kipp in the chair. W. A. Garrett, general manager of the Queen and Crescent System and chairman of the committee selected by the railroads to confer with local business organizations regarding terminal facilities, was to have spoken on "The Belt Line Railroad," but was unavoidably absent. Several brief speeches were made on the outlook of the lumber business for the coming year. The speakers were J. W. Taylor of Columbus, O., P. A. Gordon of Grand Rapids, Mich., and John P. Hanna of this city. Their remarks were very encouraging. A report from the Interstate Commerce Law convention and its petition to Congress was read and endorsed. R. T.

McKeen of McKeen & Co. was, under a suspension of the rules, elected a member of the club.

The following were present:

- | | |
|-------------------|------------------|
| B. A. Kipp. | H. G. Irwin. |
| W. A. Bennett. | G. Banning. |
| P. A. Gordon. | B. Bramlage. |
| Geo. M. Morgan. | Natt Graham. |
| A. E. Hart. | J. Buckley. |
| G. A. Shaw. | W. J. Eckman. |
| J. P. Hamilton. | G. E. Jones. |
| J. H. Wehry. | Jas. W. Taylor. |
| J. A. Van Orsdel. | H. P. Wiborg. |
| S. C. Matthews. | H. W. Brock. |
| Ira J. Cowgill. | O. P. Morton. |
| O. J. Harcourt. | F. J. Bachelor. |
| W. S. Bing. | Geo. C. Ramsey. |
| N. R. Johnson. | J. E. Owens. |
| R. G. Emswiler. | C. F. Korn. |
| F. W. Mowbray. | J. S. Hurd. |
| T. S. Brice. | C. C. Emswiler. |
| F. E. Tuthill. | E. J. Thoman. |
| J. P. Hanna. | J. T. McRoberts. |
| A. V. Jackson. | |

INDIANA HARDWOOD ASSOCIATION ANNUAL.

Indianapolis, Ind., Dec. 5, 1904.
The Hardwood Record, Chicago, Ill.—Gentlemen:—The annual meeting of the Indiana Hardwood Lumbermen's Association will be held at the Grand Hotel, Indianapolis, Ind., Jan. 17, 1905. The convention will be called to order at 10 a. m. In addition to hearing the reports of officers and the election of new officers, there will be several matters of special interest up for discussion before the convention, viz., "Trade Conditions," the proposed "Uniform Bill of Lading," and also other matters relative to transportation, etc.

A banquet will be given to the membership and guests in the evening at 7:30. A cordial invitation is extended to all lumbermen to attend and become members.

Yours truly,
INDIANA HARDWOOD LUMBERMEN'S ASSOCIATION.

J. V. STIMSON, Pres.
J. M. PRITCHARD, Secy.

WISCONSIN DELEGATES FOR FORESTRY MEETING.

Appleton, Wis., Dec. 3, 1904.
The Hardwood Record, Chicago, Ill.—Gentlemen:—The following gentlemen have been appointed as delegates of the Wisconsin hardwood Lumbermen's Association to attend the American Forestry Congress, which meets at Washington, D. C., Jan. 2 to 6, 1905. C. S. Curtis, Wausau; W. H. Upham, Marshfield; Eugene Shaw, Eau Claire; B. F. McMillan, McMillan, and N. C. Foster, Fairchild. Yours respectfully,
H. C. HUMPHREY,
President Wisconsin Hardwood Lumbermen's Association.

HARDWOOD TIMBER FOR MILL MEN AND INVESTORS.

We can put you in touch with some good things in white oak, ash, hickory, gum, cypress and other hardwoods along the Cotton Belt Route. We can give you valuable assistance in securing sites and locations for mills and factories. Write us your requirements and see what we can do.

E. W. LA BEAUME, G. P. & T. A.,
Cotton Belt Route,
St. Louis, Mo.

From Near and Far

CALENDARS.

We are reminded that this is the season of calendars. Already several firms are out with a creditable representation.

* * *

The Nashville Hardwood Flooring Company of Nashville, Tenn., has a good calendar that will be found in many offices during the coming season. It is plain and serviceable, having no "flub-dubs" about it.

* * *

Fink-Heidler Company of Chicago have two very beautiful calendars which most lumbermen will take home with them. One is entitled, "Calling "Grandpa's Bluff," and shows a mischievous-looking boy without any clothes on worth speaking of, facing his grandpa with a pair of boxing gloves on, and the old man has his cane lifted in a threatening attitude. The expression of the old man's face, however, shows that he does not intend to do any damage.

The other is called "Flowers In The Wheat." Now, flowers in the wheat are a detriment to the wheat, generally speaking, but the flowers in this case, however, are two very pretty little girls.

The two calendars are a credit to the taste of the firm of Fink-Heidler Company.

* * *

Wood-Barker Company of Boston, Mass., are out with their usual calendar, which consists of a very plain sheet upon which the days of the month are distinctly visible.

* * *

E. C. Atkins & Co., Inc., have a neat and appropriate calendar. It represents an owl seated on a limb, and under the motto: "We Never Sleep," which is a good motto for this enterprising firm. Their calendar is clearly an expensive work of art and reflects credit on Atkins & Co.

* * *

John Dulweber & Co. of Cincinnati, Ohio, has a calendar representing a young woman in colors. It is a very handsome and creditable calendar. Since being married, Ben's mind runs largely to young women.

* * *

The McClure Lumber Company of Detroit, Mich., have a very handsome calendar entitled, "The Dramatic Portrait Calendar," and consisting of four pages, each embellished with the portrait of an actress. This will be a very popular calendar for the lumbermen to take home with them. It is very neat and modest.

* * *

The average Tennesseean's longing for a tide in the rivers is represented by John W. Love with a very artistic calendar, representing a sea view. It is called "A Trackless Sea," and shows a waste of water abundantly deep to float logs in. The color of the light on the water is very

artistic. To the average man up a tree it looks as if the artist was crazy, which we understand is a proof that it is very artistic.

CHICAGO COMMENT.

The North Branch Lumber Company, now in the hands of a receiver, has proposed a plan, it is stated, to settle at 40 cents on the dollar. The creditors are largely Northern Michigan lumbermen.

* * *

Mr. R. H. Morgan, one of the proprietors of the Wabash Lumber Company of Mount Carmel, Ill., was in the city last week on business. He favored the Record office with a call in company with Mr. George Thamer, of the Empire Lumber Company, one of his regular customers. Mr. Morgan says they are erecting a new mill at Grayville, Ill., and will soon be in operation and a little later on will be in the market with a fine lot of hardwoods.

* * *

Mr. John Strattan of Campbellsburg, Ind., one of Indiana's pioneer hardwood lumbermen, and a loyal friend of the Hardwood Record, was in the city this week on business.

* * *

Mr. W. S. Sterrett, sales manager of the Farrin-Korn Lumber Company of Cincinnati, Ohio, was another caller at the Record's office this week. The principal line on his business card is "I'm the Gum man." While the Farrin-Korn Lumber Company handle other lines, including cypress, cottonwood, yellow pine, oak and ash, their specialty is gum and Mr. Sterrett advocates the merits of that wood before and beyond anything else.

* * *

A. Baker of Rochester, Ind., one of the "original" subscribers to the Hardwood Record, paid this office a call during the week. Mr. Baker is taking a little "after campaign" rest. In spite of considerable opposition Mr. Baker was made a joint representative from the counties of Cass and Fulton to the Indiana state legislature. He was next to the high man in the matter of a plurality, which is an evidence of local popularity and which is in accordance with his popularity in the hardwood lumber trade.

* * *

Mr. Earl Palmer, of the Ferguson & Palmer Company of Paducah, Ky., and president of the National Hardwood Lumber Association, was in Chicago this week.

* * *

Mr. J. V. Stimson of Huntingburg, Ind., and president of the Indiana Hardwood Lumbermen's Association, and one of the "elect" in the manufacture of hardwoods in Indiana, is feeling the pulse of the trade in and about Chicago this week. Mr. Stim-

H. C. HOSSAFOUS

Manufacturer and dealer in

Quartered Oak Dimension Stock, Ash, Plain and Quartered Oak, Walnut, Cherry

DAYTON, OHIO

Jno. M. Smith

Wholesale Hardwood LUMBER

DICKSON, TENN.

If you want straight grades, good lengths and widths, first-class stock in every particular, write me for prices.

Yards at NASHVILLE, TENN.

THE O. G. GARDNER LUMBER CO.

INCORPORATED

DEALERS IN

HARDWOOD LUMBER, TIMBERS AND DIMENSION STUFF

Dressed Lumber, Mouldings and Turned Work

N. C. AND ST. L. R. R., FOOT OF LIBERTY ST.

JACKSON, TENN.

T. F. MCGEE & COMPANY

ACKERMAN, MISS.

Manufacturers and
Dealers in

Poplar Lumber

WE HAVE THE LUMBER
WRITE US

CHATTANOOGA**GEORGE L. HUNT**

713 E. 4th Street
CHATTANOOGA, TENN.
Wholesale Dealer In

HARDWOOD LUMBER**CASE LUMBER CO.**

CHATTANOOGA, TENN

Manufacturers
and dealers in

HARDWOOD LUMBER

High Grade Band Sawed Quartered Oak and
Poplar our Specialty.

Write us, We Have the Lumber.

**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. Cor-
respondence solicited.

son says that the outlook for next year is very encouraging and that he, in fact, anticipates one of the best years in the lumber business.

* * *

Dissension among the stockholders in the furniture manufacturing firm of Zangerle & Peterson is responsible for the filing of a bill for a receivership for that institution and two suits for \$50,000 damages each against the stockholders of the concern. George Peterson and Joseph Zangerle are working together against Charles S. Theal and Frederick Koropp, whom they charge with conspiring to take control of their business. The company's assets are beyond \$100,000, with very nominal liabilities.

* * *

Mr. James Richardson, of the firm of Wm. Mallinson & Co., timber and veneer merchants and importers of American hardwoods of London, England, was in the city last week, homeward bound. According to Mr. Richardson, the outlook is some better in the English market, but still plenty of room for improvement.

GOTHAM GLEANINGS.

(Special Correspondence.)

New York, Dec. 5, 1904.

The following out-of-town hardwood lumbermen were visitors during the fortnight: Lewis Doster, secretary, Harwood Manufacturers' Association of the United States, Columbus, O.; R. L. Walkley, Crosby & Beckley Company, New Haven, Conn.; J. S. Hoskins, J. S. Hoskins Lumber Company, Baltimore, Md.; Hamilton Love, Love, Boyd & Co., Nashville, Tenn.; W. H. Mabie, McClure-Mabie Lumber Company, Mabie, W. Va.; W. Woodbury, Cooper & Woodbury, Murphy, N. C.; M. C. Burns, Palen & Burns, Buffalo, N. Y.; A. J. Bond, Bradford, Pa.; Richard T. Price, Price & Heald, Baltimore, Md.; H. V. Curll, Curll & Evans Lumber Company, Pittsburg, Pa.; Max Kosse, K. & P. Lumber Company, Cincinnati, O.; George J. Barker, Wood, Barker Company, Boston, Mass.; F. W. Lawrence, Lawrence & Wiggin, Boston, Mass.; L. M. Morgan, International Mahogany Company, Mobile, Ala.; Hugh McLean, Hugh McLean Lumber Company, Buffalo, N. Y.; Charles H. Bond, E. W. Rathbun & Co., Oswego, N. Y.; J. M. Hastings, J. M. Hastings Lumber

Company, Pittsburg, Pa.; F. C. Rice, Rice & Lockwood Lumber Company, Springfield, Mass.

* * *

It has been announced that the annual meeting and banquet of the National Wholesale Lumber Dealers' Association will occur at Philadelphia, Pa., on March 1 and 2 next, with headquarters in the new Bellevue-Stratford Hotel, one of the handsomest and most modern hotels in the country. The Quaker City having been chosen, it is needless to say that that good spirit and fellowship which has been a strong feature of the Philadelphia trade for many years will be much in evidence in the entertainment of guests on that occasion.

* * *

The large hardwood interests represented in the H. Herrmann Lumber Company, headquarters 254 Canal street, city, and yards foot of Delancy street, have announced the leasing of a large piece of property at 125th street and Harlem River, to which they will remove one of their down-town yards February 1. They will also erect on this new property a modern plant and dry kilns for the manufacture of hardwood dimension stock, wood work, etc., and will carry a full line of hardwood lumber, which, together with the several million feet constantly carried in their down-town yard, will give them one of the most complete lines of hardwood in the city.

* * *

Floyd E. Longwell, lumber purchasing agent of the National Casket Company, Hoboken, N. J., has just been appointed vicegerent snark for the Eastern District of New York, to succeed A. R. Carr. The position which Mr. Longwell occupies as one of the largest lumber buyers in the eastern states guarantees him a large and enthusiastic following in local Hoo-Hoo circles during the incumbency, and that there will be something doing before the good old summer time goes without saying.

* * *

Much interest is already being manifested in the annual banquet of the New York Lumber Trade Association, which is scheduled to take place at the Waldorf-Astoria, this city, on the evening of January 18. A big attendance is assured, which will include many out-of-town lumbermen, and as it is always one of the most important happenings in association circles each year, the evening in question bids fair to witness a great time.

* * *

The Barr & Mills Company, large wholesalers of Zanesville, O., have opened a local office in the Flat Iron Building, with Samuel E. Barr in charge. They will handle here a full line of stock with that handled West, namely a full assortment of all grades of spruce, hardwoods and hemlock. They have secured the exclusive sales agency for the United States Spruce Lumber Company at Marion, Va.,

J. M. CARD, President

S. H. CARD, Vice-President

FRED ARN, Sec'y and Treas.

J. M. CARD LUMBER CO.

WHOLESALE and EXPORTERS OF
HARDWOODS and YELLOW PINE

Members of

National Lumber Exporters' Association
National Hardwood Lumber Association

Chattanooga, Tenn.

a new company in that line recently organized with a capital of \$900,000. They have a modern plant at that point, which is about ready for operation, which will give them an output of 50,000,000 feet per year. The Barr & Mills Company have also secured the sales agency for the hardwood flooring output of the Beaver Creek Lumber Company at Davis, W. Va. Mr. Barr has many friends in the western trade, who will wish him his full measure of success in the local market.

* * *

R. W. Higbie, hardwood manufacturer and wholesaler of 45 Broadway, and chairman of the Railroad and Transportation Committee of the National Wholesale Lumber Dealers' Association, in company with Governor Van Sant of Minnesota and Governor Cummins of Iowa, waited upon President Roosevelt on the 21st ult., representing the Interstate Commerce Law Convention in the efforts of that organization to secure additional powers to the Interstate Commerce Commission in dealing with traffic problems. Mr. Higbie has devoted much thought and attention to Interstate Commerce matters in recent years, and the possibilities of ultimate success for the movement of the Interstate Commerce Law Convention are exceedingly bright.

LOUISVILLE NOTES.

(Special Correspondence.)

Louisville, Ky., Dec. 6, 1904.

The forest fires in South Park, while under control, are still burning. The fire is confined to low brush and it is considered probable will be easily distinguished in a heavy rain. There has been no rain in this section for more than two months. It is the driest period within the past thirty years. More than four square miles of valuable hardwood timber was destroyed by the fire. A constant watch is being kept by the residents of that section to prevent the spread of fire.

* * *

The town board of Clarksville, Ind., a village across the river from Louisville, has voted to buy a plot of ground and construct a factory for the Union Carriage & Rattan Company, which now conducts

a factory at the Jeffersonville reformatory. The company employs 200 convicts, and its contract expires in a few months. It has agreed to give 150 men steady employment if a site and factory are secured for it. The company will install its own machinery.

* * *

Mr. Clarence R. Mengel, of C. C. Mengel & Bro. Company, has gone to South America to look after the business of the company in that country. He will be gone several months.

* * *

John Roberts, representing a syndicate of Indianapolis capitalists, has closed deals for seven acres of land on the river front in New Albany for the proposed light veneering plant referred to last month. The company will erect a factory at a cost of \$50,000.

* * *

Building activity in Louisville during the month of November was far greater than for the corresponding month last year. The total cost of buildings in November this year was \$287,230, an increase of \$208,865.

* * *

Owing to the refusal of the Louisville & Nashville Railroad Company to enter an agreement for interchangeable switching in the city, the Commercial Club has abandoned the project to secure a belt-line railroad to be maintained jointly by the railroads and will endeavor to raise the funds necessary for the construction and maintenance of such a line.

* * *

The meeting of the Lumbermen's Club, which was called for last Friday night, has been postponed until Friday night, December 9. There has been no meeting for more than a month and several matters of importance are on the docket.

* * *

Secretary Callahan, who attended the St. Louis meeting of the Interstate Commerce Law Convention, will make his report on the recommendations of that convention. He will also submit for the consideration of the club a communication received from the Anti-trust League of New York, which also has a proposition

to enlarge the scope of action of the Interstate Commerce Commission. This latter organization proposes a bill to provide the commission with the powers of a court of last resort. The bill proposed by the Interstate Commerce Law Convention defers that power to the Supreme Court of the United States. It is probable the Lumbermen's Club will send delegates to Washington in the interest of one of the bills.

EASTERN TENNESSEE DISTRICT.

(Special Correspondence.)

Nashville, Tenn., Dec. 7, 1904.

Hamilton Love, of Love, Boyd & Co., has been spending a few weeks in New York.

* * *

The Germania Cedar Company has been incorporated here with a capital stock of \$5,000 by W. W. Archibald, F. M. McBryde, C. L. Davidson, Austin McNeil and Avery Handley.

* * *

The Nixon Stave & Lumber Mill Company has been organized at Montgomery, Ala., with a capital stock of \$50,000. The incorporators are Robert and J. L. Nixon of Montgomery, Ala., and J. R. Nixon of New Orleans. The officers of the company are: President, Robert Nixon; secretary and treasurer, J. R. Nixon; manager of Liverpool office, Henry Porter of Liverpool, England.

* * *

The J. M. Buck Lumber Company of Johnson City, Tenn., have purchased a two-acre site and will have a distributing yard also at Carnegie, East Tennessee.

* * *

The Frank & Jones Lumber Company, the new Nashville firm that has opened offices in the Jackson building, will have a large yard here in Nashville with the new year. The office will probably be removed at that time to the yard.

* * *

A charter has been filed for the Nashville Transportation Company with a capital stock of \$35,000. The incorporators are: John B. Ransom, John W. Love, Walter Keith, A. L. Hayes, T. G. Ryman, Jr., T. M. Gallagher and Shepp

Stotz Lumber Company

INCORPORATED

MANUFACTURERS — WHOLESALERS

513, 514, 515 Keller Building,

LOUISVILLE, KY.

We make a specialty of quartered sawed
white and red oak, all thicknesses.

Write for prices. We also handle all kinds of plain oak, poplar and other hardwoods. All shipments made direct from mill.

Green. The company will operate tow boats and barges exclusively. It will control and operate the George H. Cowling and the Linehan, and a dozen barges. The purchase of the Cowling, which is now at Paducah, has been consummated. Most of the gentlemen named are prominent lumber, stave or steamboat men.

* * *

Joseph B. O'Brien of Albany, N. Y., has purchased 38,500 acres of valuable timber land in Madison County, North Carolina, near the Tennessee River. The property was sold by order of the court to satisfy an involuntary bankruptcy proceeding. A mortgage of \$223,000 is assumed and a cash bonus of \$25,000 is paid. This is regarded as one of the most valuable tracts in the mountains. Edgar H. Betts of Troy, N. Y., was the largest creditor, his claim being \$101,901.08.

* * *

The Southern Timber & Mineral Land Company has been organized here in Nashville and has applied for a charter. The company will go into the land development business and is capitalized at \$100,000. The incorporators are Maj. A. W. Wills, Col. A. M. Shook, Col. S. A. Champion, former governor, Benton McMillin, Maj. F. P. McWhirter, Chancellor John M. Allison and E. M. Hinton. The company has been in the process of formation for two or three months. The prime movers have been Colonel Shook, Major Wills and Colonel Champion. Those in the company are negotiating with northern and eastern capitalists and expect to financially interest several of them in the project. The company plans to acquire land in Tennessee, North Georgia and North Alabama. Coal and iron-bearing lands and lumber tracts will be acquired and developed.

The Young-Greene Lumber Company is the style of a new hardwood lumber firm at Goshen, Ind.

MEMPHIS MATTER.

(Special Correspondence.)

Memphis, Tenn., Dec. 7, 1904.

Chas. D. Rourke, the biggest Hoo-Hoo in the world, was a visitor in Memphis lumber circles this week.

* * *

W. H. Martz, of the Hoyt-Woodin Manufacturing Company's Memphis office, has just returned from a business trip to New Orleans. Mr. Martz states that his firm is quite busy in the South now in their cypress and hardwood operations.

* * *

The Orr-Sweeney Lumber Company are quartered now in front rooms of the Randolph building. Mr. Orr said to the Hardwood Record's man that he expected his firm would open a yard in Memphis next spring. In the meantime they will operate as wholesale dealers in hardwoods. The constituent members of the firm are from Cincinnati.

* * *

The Three States Lumber Company and the W. E. Smith Lumber Company of Cairo, Ill., will have offices here after January 1. They will be located in the Scimitar building. Billy Smith, of the two companies, is here now looking after the matter.

* * *

C. Palmer, one of the head officers of the L. H. Gage Lumber Company of Providence, R. I., is a visitor in Memphis now. Mr. F. E. Stonebraker, southwestern manager for the company, is out on a trip in the North, to visit his old home in Indiana.

* * *

James Thompson & Co., at 232 Randolph building, are operating right extensively in hardwoods these days. They have the office here formerly occupied by the J. W. Darling Lumber Company. They have mill interests in Arkansas, Mississippi and Louisiana and are interested in hardwoods, cottonwood, gum, cypress, etc.

* * *

The Franklin Lumber Company is a new

entree in Memphis has offices at room 130 in the Randolph building.

* * *

T. B. Allen, of T. B. Allen & Co., left this week for Texas to look after his cypress and lumber and stave manufacturing interests in the Beaumont district.

CINCINNATI GOSSIP.

(Special Correspondence.)

Cincinnati, Dec. 6, 1904.

Elbert E. Beck, president of the Beck Hardwood Lumber Company, has returned from an inspection trip through the Tennessee hardwood district. While there he consummated several important deals.

* * *

Clinton Crane, head of the C. Crane Company, was in Huntington, W. Va., the latter part of November. He was prosecuting witness against a band of log stealers, who have carried on depredations against the Crane Company since last spring.

* * *

Max Kosse, president of the K. & P. Company, it at his desk again after a business and pleasure trip to Europe. Mr. Kosse is optimistic regarding the future of the export trade.

* * *

The movement of lumber for the month of November, as compiled by the superintendent of the Chamber of Commerce, was as follows: Receipts 5,126 cars, shipments 3,736 cars. For the corresponding month last year the figures were: Receipts 4,935 cars, shipments 3,649 cars.

* * *

J. T. Snepp & Co. of Dayton have installed a hardwood lumber saw mill on West Euclid avenue, Springfield. Operations have been started.

* * *

At a meeting of the creditors of the Ironton Door & Manufacturing Company, held at Ironton last week, W. G. Ward of Ironton was unanimously elected trustee and was directed by the referee in bank-

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.

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.

E. W. LEECH,
WHOLESALE DEALER IN
Hardwood Lumber
Your stocks handled on consignment at a reasonable commission.
OFFICE AND YARD:
15th St. and Warren Ave., **Detroit, Mich.**

BROWNLEE & CO. **DETROIT**
NORTHERN HARDWOODS
DETROIT **BROWNLEE & CO.**

rupture to operate the factory for sixty days for the benefit of the creditors, among whom are C. Crane & Co. of this city, to the extent of several thousand dollars, and several Tennessee concerns.

M. B. Farrin, president of the M. B. Farrin Company, has tendered his resignation as director of the Merchants' National Bank. The cause is because Mr. Farrin is a presidential elector, and therefore is not allowed to hold office while exercising the function of the elective franchise position. At a future meeting he will be restored to the directory of the bank.

W. R. Wallis, representing the K. & P. Company, is making a buying trip through Kentucky and Tennessee.

L. G. Banning has returned from St. Louis, where he took in the closing days at the World's Fair.

BUFFALO BITS.

(Special Correspondence.)

Buffalo, Dec. 6, 1904.

Over a week ago a large named Massasoit, loaded with lumber for Tonawanda, went adrift in the river on account of an accident to the steamer having her in tow, and landed on the waterworks inlet crib. Notwithstanding there have been daily efforts to get the barge off, she is still stuck fast, although a large amount of lumber has been lightered. The river is very swift at this point, which makes the work of lightering the lumber and moving the barge both difficult and hazardous. It means a big loss to someone.

The new factory of the Buffalo Box Factory having finally been completed, this firm have vacated their former office on Perry street and will transact all their Buffalo business at their new quarters, and now consider themselves in shape to take care of all the business that comes their way.

The case of the Cameron Lumber Company against J. W. Spangenberg and J. R. Droney is now being tried in the United States Court here. The partners all oper-

ate in Pennsylvania. The amount sued for is \$31,800 on the plea of breach of contract on the part of Messrs. Spangenberg and Droney. The original contract was between the parties and Mr. E. V. Dunlevie, entered into May 10, 1902, whereby they were to deliver to Dunlevie six million feet of lumber at \$6 per thousand. Mr. Dunlevie having assumed an interest in the Cameron Lumber Company, and becoming manager of this company, transferred his end of the contract to the Cameron Lumber Company, who claim that the lumber was not delivered according to contract, and are suing for the amount of their loss in the sum named. The parties are all well known in Buffalo.

Mr. F. W. Vetter has returned from the South, where he reports everything as running along in good shape. Mr. Mason starts for the South in a day or two for an indefinite stay at the mills of the company in Arkansas.

PHILADELPHIA POST.

(Special Correspondence.)

Philadelphia, Dec. 6, 1904.

The annual meeting of the Pennsylvania Lumbermen's Association will be held January 12.

James W. Diferderfer is traveling through the South, with an eye on the hardwood situation.

George E. Davis, the Bristol (Tenn.) hardwood manufacturer, was a recent visitor to the city.

The matter of authorizing official lumber inspectors will come up for discussion at the next monthly meeting of the Lumbermen's Exchange. E. B. Malone, the head of the committee appointed last spring to consider the question, will then make his report. It is reported that the committee will report favorably.

Robert F. Whitmer has returned home from a business trip through the New England states.

A concatenation of Hoo-Hoos, of the eastern district of Pennsylvania was held

at the Lumbermen's Exchange in the Bourse, on December 2. The concatenation was followed by a banquet. John J. Rumbarger, vice-gerent snark, was the chief spirit of the affair.

PITTSBURG PACKET.

(Special Correspondence.)

Pittsburg, Pa., Dec. 7, 1904.

After being out of the market for months, the Pittsburg Coal Company is again getting estimates on big lots of oak and hemlock for boat building and for mine timbers.

The H. C. Huston Lumber Company and the Yough Manor Lumber Company, with offices in the Peoples Savings Bank building, will remove April 1 to the new House building at Smithfield and Water streets.

The H. C. Huston Lumber Company has booked orders for 15,000 ties the last two weeks. It is busy getting out a large quantity of tie stuff for the Baltimore & Ohio Railroad, to be used on its Pittsburg division.

Forest fires have lately done considerable damage in Western Pennsylvania and West Virginia. Several small tracts of standing timber in northern counties have been badly burned over. Near Monongahela City there occurred recently one of the worst forest fires for years.

SOUTHERN FIELD.

(Special Correspondence.)

New Orleans, La., Dec. 3, 1904.

John C. Leijenaar, a successful young log and lumber exporter of this city, died in the Charity Hospital here on the morning of November 24, as a result of wounds inflicted by himself in his office in the Macheca Building at 5 o'clock in the morning of November 22. Leijenaar died without ever telling what prompted him to commit the rash act. He was alone in his office at the time he shot himself. The sound of the pistol brought the janitor of the building to the scene, and he found Leijenaar weltering in his blood on the floor. Beside him was the revolver

(Continued on page 26.)

WM. H. WHITE & CO.,

Boyne City, Mich.

MANUFACTURERS

HARDWOODS AND HEMLOCK.

ANNUAL CAPACITY:

30,000,000 Feet Lumber.
10,000,000 Cedar Shingles.

**MAPLE, SOFT AND ROCK ELM,
BASSWOOD, BIRCH, BEECH,**

Cedar Posts and Ties, Hemlock Tan Bark.

RAIL OR WATER SHIPMENTS.

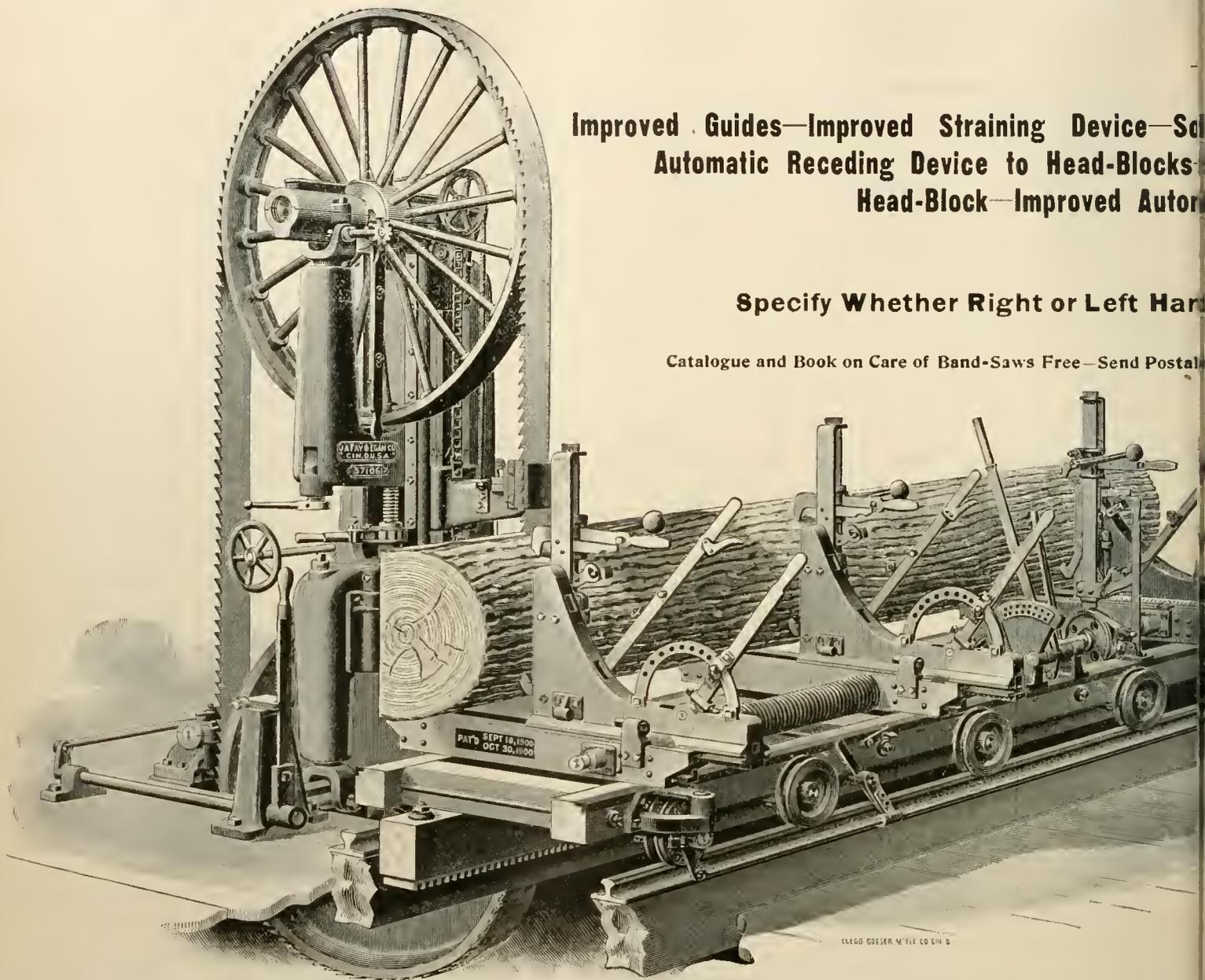
Cargo Shipments a Specialty.

NEWLY IMPROVED HARD

Improved Guides—Improved Straining Device—S
Automatic Receding Device to Head-Blocks—
Head-Block—Improved Auto

Specify Whether Right or Left Hand

Catalogue and Book on Care of Band-Saws Free—Send Postal



result. Few anticipated the production of such perfect machines as we are now able to offer, and although such great acquisitions to the worker in valuable woods that if he studies his interests well he can ill afford to use the circular saw cut being smoother, and there being less of the lumber reduced to sawdust; the *actual saving of material over the circular saw* being what was formerly wasted in sawdust.

We are the largest manufacturers of band sawing machinery, and have no hesitation in saying that we excel in this part. Band Mills in use in nearly every country on the globe.

The cut shows the mill arranged for the operator to stand in front of the saw. We also arrange the mill, where desired, to be oper

J. A. FAY & EGAN CO.,

w

WOOD BAND-SAW MILL

NO. 9 BAND MILL.

(Patented September 18, 1900, and October 30, 1900)

Lower Wheel—Wheel Shafts Extra Heavy—Improved Double-Acting Set-Works—Simultaneous
Each Head-Block Possessing Knight's Patent Duplex Dogs—Independent Set Works to Each
Head—Variable Feed—Rapid Return Feed to Carriage.

(CUT SHOWS RIGHT-HAND MILL.)

Mill, Greatest Length and Diameter of Logs, and Whether Hard or Soft Wood.

Capacity: The upper guide will raise to take between it and the carriage 32 in., and the distance from the blade to the column is 17 in.; thus cutting through the center, logs up to about 32 in. in diameter, or, with suitable head-blocks, reduce into lumber logs as large as 40 in. in diameter.

This is *the smallest* modern Band Saw Mill built. It has all of the recent improvements and advantages of the largest mills, being limited only in capacity. It is designed to meet the demands of the mill operators who have found it essential to get more good lumber out of their logs than can be accomplished in any other manner.

Every practical improvement that experience has suggested in the years that Band Mills have been in universal use in this country will be found embodied in our New Improved No. 9 Band Mill.

It is designed to meet the requirements of those who wish a mill of medium capacity. In cutting small and medium sizes of logs into lumber, it will be found much superior to the large mills and an extraordinary saving over circular mills. It has the latest advantages and conveniences; cost is less; occupies less space; requires less power; wastes less in sawdust, and is easier to operate than larger Band Mills. The amount removed in sawdust at each cut being but about 1-16 in., it has very rapidly replaced the circular mills.

All machines are labor-saving to a greater or lesser degree, but it cannot be said that all are saving as regards *the material worked*. Formerly it was the aim of the inventors to save time and labor without considering the waste of material; but of late years, as machines for working wood have neared that perfection which was the aim, inventors have been paying more attention to the construction of machines that would save *material* as well as time and labor. Band Saw Mills are perhaps the most successful of all machines built to attain this end. When they were at first received with some misgivings as to efficiency, utility and durability, they have now become universal. The superiority of the band over the circular is unquestioned; the work is accomplished in a superior manner, the surface of the log is cut 20 per cent or over; a saving which in itself is a very fair profit, and will soon pay for the machine and then make capital out of

our branch. Our products in this line have met with a hearty welcome, and are giving universal satisfaction. We have our mill cut from behind. The former arrangement is generally preferred, as it is more convenient for the operator to direct the adjusting of the log.

414-434
FRONT ST.,

CINCINNATI, OHIO.

(Continued from page 23.)

and near the revolver was an empty bottle which had contained carbolic acid. Leijenaar, after swallowing the acid, shot himself with his revolver. He intended shooting himself through the heart, but the bullet missed the mark and penetrated his lungs.

Leijenaar was 33 years of age and a native of Rotterdam. He came to New Orleans two years ago and engaged in exporting logs to his native country. Associated with him in business were Harry da Ponte and Albert Fourcade. Neither of these know why he took his life. Neither does Leijenaar's wife, who lives in this city.

* * *

The Saratoga Lumber Company, owner and operator of the large planing mills at Saratoga, Miss., are putting in a saw mill plant. Heretofore the company has operated only a planing mill. The saw mill will give employment to a large number of men and will add considerably to Saratoga's facilities for handling lumber.

* * *

The jury in the suit of the Plummer Lumber Company vs. W. P. Kennedy of Mississippi, wherein the lumber company, which is domiciled in St. Louis, was suing for \$20,000, failed to reach an agreement at the sitting on the court in Jackson, Miss., November 21, and was discharged. The case had been on trial one week. It appears that no two of the jurors agreed on a verdict.

W. R. CHIVVIS

Successor to B. J. Ehnts

WANTED AND FOR SALE

Hardwood Lumber

ASH, OAK, POPLAR, CYPRESS,
AGRICULTURAL AND WAGON STOCK,
Walnut and Cherry.
LESPERANCE STREET
AND THE
IRON MOUNTAIN RAILROAD TRACKS,
ST. LOUIS.

Williams & Voris Lumber Co.

MANUFACTURERS OF

Hardwood Lumber and

QUARTER SAWED OAK VENEER.

We guarantee our oak to be equal to
Indiana oak in quality and figure.

CHATTANOOGA, - - - TENN.

McCLURE LUMBER CO.

Wholesale Dealers in

HARDWOOD LUMBER

OFFICE AND YARDS: 520 to 530 Franklin St., DETROIT, MICH.

Correspondence invited on all hardwoods.

THE MARKETS

CHICAGO MARKET.

Business is not very good in Chicago. That is, you have to go out and hunt the orders to get them. However, manufacturers have quit coming into the market peddling stock at less than it is worth, leaving the field more nearly to the dealers. There are many inquiries floating around for large blocks of stock on the basis of the present prices to be delivered in January or later. Dealers, however, are very cautious about taking such orders, fearing they may get caught. And the business is largely of the filling-in variety, a carload of this and a carload of that, to run up to the first of January, and by scraping around the dealers are enjoying a fair trade. Upon the whole, the business year promises to close very well for most of them, so far as the volume is concerned. The profits, however, are not so large as in preceding years.

Plain oak is very scarce and very high, and the dealers returning from the South report a serious shortage in this lumber. Quarter sawed oak is holding its own in price, with the manufacturers getting pretty stiff out in the country.

Cottonwood is advancing several dollars a thousand and is holding strong.

Poplar continues to rule weak, but it is in growing demand.

In northern hardwoods, conditions are unchanged, the demand being good but the supply very plentiful.

PITTSBURG.

Pittsburg, Pa., Dec. 7, 1904.—(Special Correspondence).—With the closing of the year the lumber market is assuming a much more satisfactory aspect. Local dealers are very hopeful of prospects in sight and believe that after the first of the year trade will brighten up very ma-

terially. Their opinion is justified by the steady increase and inquiry. More concerns are coming into the market every day and reports from traveling salesmen show that there is more business of every kind in sight. Certain conditions are contributing to the upward trend of the market. It is the scarcity of stock. In everyday language, the dealers are "up against winter" with no large visible supply to draw from. Dry stock in most woods is almost impossible to get. This is especially true of poplar and oak. From the present outlook there will be a big scarcity in this line up to next July, when the timber now being cut will have been thoroughly seasoned.

Another condition which cannot help but push up prices is the prevailing low water. The Ohio, Monongahela and Allegheny Rivers are lower than they have been for thirty years at this season. At many places the main channel of the Ohio is entirely dry. Practically no boats have moved on the river for months. The creeks and smaller streams on which most of the mills are located are equally dry. This means not only that firms can do no floating, but it also means that many of them are pinched to the point of extremity to get good water for their mill boilers. Wells are being bored and water is being drawn in barrels and casks in many camps of West Virginia and Western Pennsylvania.

Prices are moving up slowly but steadily. This is not so evident in the quotations as in the firmness at which they are held and the reluctance of dealers to bid on big contracts for future delivery without a margin of risk-profit. Hemlock and oak are both expected to advance after the first of the year. Heavy oak is in excellent demand. Finishing lumber is also selling well and there is a big call for house lumber in anticipation of the many house building projects which are announced for the early spring. In fact, the market shows a strong front. Pittsburg dealers are getting in a position once more to dictate prices and terms, their only trouble now being to get enough suitable lumber of all kinds to satisfy their customers.

CINCINNATI.

Cincinnati, Dec. 6, 1904.—(Special Correspondence).—As was expected by the trade, the hardwood market during the last two weeks has been less active than for some time past. This is the time of the year when small dealers and manufacturing concerns curtail their purchases, only filling actual needs, in order that their balance sheets for the year will be as favorable as possible. The weather for building has been satisfactory, but it looks as though real winter had set in, and operations in that line will have to be given up soon. The big furniture manufacturers are busier than usual, and they are using lumber in reasonably large quantities. Demand from vehicle manufacturers, though, has been very light. Prospects are that with the opening of the new year, the woodworking concerns will come into the market with heavy orders.

The stage of the river is very low and there are no receipts of logs from headwaters, neither have there been any receipts of cottonwood from the Mississippi river district, so the situation is at least

bit gloomy, but the opinion is unanimous that this condition is only temporary.

Plain white oak and plain red oak have been, perhaps, the best sellers. Quartered sawed grades have had a fair call. Cypress has been a good second to oak, with prices showing a rising tendency. Ash has found a ready outlet at satisfactory prices. Poplar has been in steady demand, but prices have not improved. What cottonwood there is in the market is being quickly absorbed by box manufacturers at strong prices. Other hardwoods have not deviated in price, while the demand has been fair.

BUFFALO.

Buffalo, Dec. 6, 1904.—(Special Correspondence).—There is not much change in the local situation. Plain oak is in good demand, although prices do not go up to any marked degree. The Buffalo lumbermen are exercised over the fact that certain irresponsible parties are offering lumber below market prices, thus keeping market conditions in a demoralized state. These parties have a regular standing in the lumber world and get hold of occasional cars of lumber which they are compelled to dispose of and offer at low prices in order to unload. While low prices are more or less of a temptation, it seems as though the buyer is taking big chances under these conditions.

Quartered oak is rather quiet, with little change so far as prices are concerned. The tendency, however, seems to be toward lower prices. The demand for ash seems to be improving, especially for 1-inch lumber that runs good for width. The great trouble about ash is that the average mill man has been devoting all his attention to manufacturing thicker stock and only putting the smaller logs and edgings into 1-inch lumber, making whatever inch he does make narrow and undesirable. The consequence is there are large stocks of

2-inch and thicker and very little 1-inch that anyone wants.

The demand for black ash seems to have fallen off in a marked degree and it looks as though this wood had reached the limit on price and would probably take a tumble before very long. Basswood is very quiet, with large stocks in hand in most of the Buffalo yards.

NEW YORK.

New York, Dec. 3, 1904.—(Special Correspondence).—The local hardwood situation continues in a very satisfactory condition for this season of the year. Notwithstanding the fact that we are fast approaching cold weather there is quite an activity noticeable among the hardwood dealers, particularly those supplying the manufacturing trade, such as cabinet and furniture makers, piano and picture frame manufacturers, etc. These branches of the manufacturing trade are, of course, very active taking care of the big Christmas demand for these lines of goods. The trim people are also quite busy finishing up on buildings started in the early fall, and taken as a whole there is a good deal of hardwood being utilized in the local district. Then again, the outlook for quite an amount of building during the winter, especially in the outskirts, is good, and all indications point to a fairly active business for the hardwood dealers throughout the winter, while the entire trade is most optimistic as to the outlook for spring, concerning which every indication points to one of the biggest years the Metropolis has ever seen in the building line during 1905.

LOUISVILLE.

Louisville, Ky., Dec. 6, 1904.—(Special Correspondence).—The situation in Louisville remains practically unchanged from what it was during the latter part of November. The improvement which began

immediately after the election has continued and lumber interests generally show a disposition to increase stocks all along the line. Prices are steady, generally, although in oaks there seems to be a tendency toward stiffening. Oaks are in good demand all the way through. Poplar, however, is rather dull and, while there is a much better demand than earlier in the fall, the situation is not greatly encouraging. Prices remain at the quotations which have prevailed for some time, although there seems to be a little more firmness than was the case a month or two ago.

The factory trade is very good, in consequence of the free movement of finished products. The plow factories are especially busy and are taking large quantities of oak and ash. The chair factories are also very busy and the movement of furniture is heavy. The box factories are working full time and with all available facilities in use.

MINNEAPOLIS.

Minneapolis, Minn., Dec. 6, 1904.—(Special Correspondence).—A strong feeling is noted in factory stocks, as the demand is good and promises to remain fair all through the winter season. Birch and oak are not heavily carried, and are selling not in large lots but steadily. Yard stock is very quiet, but some flooring is in demand on account of the late building operations. It is predicted that flooring will be higher next season on account of the advance in yellow pine. Basswood is firmer, and looks good for the future. Dealers here report that dealers who have tried to substitute gum for basswood are coming back to basswood. Stocks are not heavy, and logs are in better demand for barrel heading, so that prices will be stronger next season. The crop will not be heavy. The log crop of northern hardwood will be lighter on the whole this coming winter than for some years before.

PHILADELPHIA.

Philadelphia, Dec. 4, 1904.—(Special Correspondence).—Local lumbermen are well pleased with the present conditions in the trade. The weather has continued mild, keeping the yards busy with orders from building operations. Buying, though belated, has been of such volume since the election that there is now every indication that there will be as much lumber carried as in 1903. The demand for deliveries is naturally not heavy, owing to the nearness of real winter weather, but the dealers rejoice in the unusually early inquiries for spring stock. All wholesale dealers reports more encouraging reports from their customers than have been received for months.

NASHVILLE.

Nashville, Tenn., Dec. 7, 1904.—(Special Correspondence).—The manufacturers and dealers in this district express the view that lumber is improving in values and that the demand is growing apace as the old year of 1904 moves out. Poplar is apparently in some better position. All of the oaks, except quartered red, are doing well. Stocks are light comparatively for entrance into the winter. The lumbermen here and in East Tennessee will be on the lookout for early tides and make the most of them.

The Wabash Lumber Company of Mount Carmel, Ill., is erecting a saw mill in North Grayville, Ill.

Clearance Sale

We want to move a million feet **Bone Dry** Quartered White and Red Oak before January 1st, 1905. This means low prices for quick shipment. Will not book orders for spring delivery.

LOVE, BOYD & CO.

WE MANUFACTURE 25,000,000 FEET BAND SAWED

COTTONWOOD, POPLAR AND CYPRESS
PER ANNUM

Are always in position to supply the trade.
National Hardwood Association Grades Guaranteed
and certificates furnished when requested.

JEFFERSON SAW MILL CO., Ltd.

FRONT and ROBERT STS.

NEW ORLEANS, LA.

THE FULLERTON=POWELL HARDWOOD LUMBER COMPANY

SOUTH BEND, INDIANA

MILLS IN

INDIANA MICHIGAN
TENNESSEE KENTUCKY
ARKANSAS MISSOURI



DISTRIBUTING YARDS

SOUTH BEND, INDIANA
AND
MT. VERNON, ILLINOIS

MANUFACTURERS AND WHOLESALERS

OF ALL KINDS OF

**HARDWOOD
LUMBER**

OUR SPECIALTIES:

**OAK, GUM
WALNUT**

DECEMBER

Below is partial list of stock on hand ready for shipment

1904

AT RICHMOND, IND.

QUARTERED WHITE OAK

2 M feet each, 2 inch firsts and seconds,
12 in. and up wide.
75 M feet 1 inch firsts and seconds.
30 M feet 1½ inch firsts and seconds
35 M feet 1½ inch firsts and seconds.
18 M feet 2 inch firsts and seconds.
65 M feet 1 inch common
25 M feet 1½ inch common.
25 M feet 1½ inch common.
15 M feet 2 inch common.
8 M feet 1 inch common strips.
10 M feet 1 and 1½ inch cull.

QUARTERED RED OAK

2 M feet 1½ inch firsts and seconds.
15 M feet 1 inch common.
5 M feet 1 inch firsts and seconds.

PLAIN WHITE OAK

15 M feet 1 inch common.
25 M feet 1½ inch common.
18 M feet 2 inch common.

WALNUT

3 M feet 1 inch firsts and seconds.
3 M feet 1½ inch firsts and seconds.
4 M feet 1½ inch firsts and seconds.
5 M feet 2 inch firsts and seconds.
30 M feet 1½ and 1½ inch commons.

8 M feet 1½ inch cull.
5 M feet 1½ inch cull.

WHITE ASH

15 M feet 1 inch common.
8 M feet 1 inch firsts and seconds.
12 M feet 1½ inch firsts and seconds and common
25 M feet 1½ inch firsts and seconds
10 M feet 1 inch cull.
10 M feet 2 inch firsts and seconds
15 M feet 1½ inch common
12 M feet 2 inch common

QUARTERED WHITE ASH

25 M feet 1 inch firsts and seconds and common

HICKORY

8 M feet 2 inch common.
4 M feet 1½ and 2 inch cull.
5 M feet 1½ inch firsts and seconds.

QUARTERED SYCAMORE

10 M feet 1 inch first and seconds, 6 inch and up
5 M feet 1, 1¼, 1½ and 2 inch 12 inches and up.

CHERRY

15 M feet 1 inch common.
15 M feet 1 inch cull.

MAPLE

15 M feet 1 inch common and better soft.

LINN

25 M feet 1 inch common and better.

BUTTERNUT

6 M feet 1 inch common and better.

AT TALLECA, KY.

QUARTERED WHITE OAK

12 M feet 1 inch firsts and seconds.
8 M feet 1 inch common

QUARTERED RED OAK

5 M feet 1 inch firsts and seconds
3½ M feet 1 inch common

ASH

8 M feet 1½ inch firsts and seconds
2 M feet 1½ inch common.

OAK TIES

10 M feet 7x8—8½
7 M feet 6x8—8

AT EVANSVILLE, IND.

PLAIN RED OAK

100 M feet 1 inch first and seconds.
15 M feet 2 inch first and seconds.
10 M feet 2 inch common.

QUARTERED RED OAK

25 M feet 1 inch firsts and seconds.
10 M feet 1½ inch firsts and seconds.
7 M feet 2 inch firsts and seconds.
22 M feet 2 inch common.
7 M feet 1½ inch first and seconds.
13 M feet 1 inch common.
3 M feet 1½ inch common.

QUARTERED WHITE OAK

20 M feet 1 inch firsts and seconds.
12 M feet 1 inch common.

PLAIN WHITE OAK

12 M feet 1 inch commons.

ELM

50 M feet 2 inch common and better

GUM

60 M feet 1 inch common and better
25 M feet 2 inch common and better

POINT "J"

HICKORY ELM

15 M feet 2 inch firsts, seconds and common.

We are continually manufacturing and adding to our holdings, and would be pleased to have your inquiries

C. & W. KRAMER CO.,

RICHMOND, IND.

WANTED—FOR SALE—EXCHANGE.

WANTED.

Thoroughly experienced manager for handle factory. Want a man that knows the business from top to bottom. Right man can obtain an interest in the business. Address, P. A., care Hardwood Record.

WANTED—SITUATION

As hardwood inspector. Thoroughly experienced in lumber and dry kiln work. Also have some experience in cutting dimension stock. Best of references. Address S. M., care Hardwood Record.

WANTED—POSITION

As shipper, yard foreman or hardwood inspector by young man of four years' experience. Best of references. Address C. C. C., care Hardwood Record.

HARDWOOD MAN.

WANTED:—
A young man for our hardwood jobbing department—a good correspondent and thoroughly posted as to values and knows where to buy and sell hardwoods.

We prefer one who is well acquainted with mills in Pennsylvania and West Virginia producing hemlock, oak, poplar, etc.

Necessary to visit mills buying, also customers to sell to, as well as working up trade by correspondence.

Unless you are experienced and competent to take hold right off, do not answer.

State age, experience, references and salary, and same will be held in strict confidence.

HARDWOODS,
P. O. Box 744, Pittsburgh, Pa.

WANTED—SITUATION.

Band saw filer; 20 years' experience on 14 to 18 gauge saws. Up to date, sober and not afraid to work. Married.

DAN L. W. KEEN,
Bond Hill, Cincinnati, Ohio.

BUSINESS OPPORTUNITIES.

FOR SALE—SAW MILL.

A complete circular saw mill, including edger, trimmer, cut-off saw, bull wheel, log turner, enamel, boiler, etc., now in operation in Mississippi. Also complete steam skidder with steel cables, blocks, etc. Address
BLANTON-THURMAN CO., Memphis, Tenn.

FOR SALE.

600,000 feet dry log run gum.
Can furnish oak bills to order on quick notice—wagon, stock, piling timbers, etc.

Would sell out—property consisting of two saw mills, cotton gin, 40 lots, nine houses for employes, all in Success, Ark., 4,000 acres timber land adjoining, 300-acre farm. A first-class place for saw milling—splendid location for slack barrel factory. Will sell at a bargain.

JOE McCracken & SON,
Success, Ark.

WANTED—

Partner in Saw Mill Business.

I have well equipped and up-to-date circular saw mill, including shingle machine, planer and matcher, cut off saw and three saw edgers. Machinery all new and in good condition. I have more business on hand than I can look after and wish to sell a half interest to some good man experienced in saw milling. I have a splendid location for a saw mill, plenty of timber, such as pine, oak, poplar and hickory. Address
T. C. CRENSHAW,
Goldridge, Ga.

NORTHERN WISCONSIN RESOURCES

Northern Wisconsin offers the finest opportunities for manufacturing and settlement. Fine grazing lands, hardwood timber and splendid soil for the settler; iron ore, clay, marl and kaolin for the manufacturer, are awaiting those who seek the opportunity. Transportation facilities are of the best. Interesting booklets, maps, etc., are yours for the asking. W. H. Killen, land and industrial commissioner; Jas. C. Pond, general passenger agent, Wisconsin Central Railway, Milwaukee, Wis.

WANTED—ADDITIONAL CAPITAL.

To buy timber tract in Yazoo Delta, between Memphis and Jackson on R. E. Will subscribe \$10,000 and take charge of lumber business. Will bond my own interest against partner's loss. If interested, address
DELTA LUMBER CO.,
Sunflower, Miss.

LUMBER WANTED.

WANTED

Dry stock or to be sawed on order.

Wagon stock—Poles, reaches, bolsters and axles.
Plain red oak, 1 inch, 1 1/4 inch, 1 1/2 inch and 2 inch.

Plain white oak, 3 inch, 3 1/2 inch and 4 inch 1st and 2nd and common.

Quartered red oak, 1 inch and 1 1/4 inch 1st and 2nd and common.

Quartered white oak, 1 inch, 1 1/4 inch and 1 1/2 inch, 1st and 2nd and common.

Wormy oak, 1 inch.

Oak squares. Send for list of sizes.

Hickory, 1 1/2 inch and 2 inch 1st and 2nd and common.

Cottonwood, 1 inch x 13 inch to 17 inch box boards, 1 inch x 18 inches and wider, 1st and 1ds. 1 inch No. 2 and No. 3 common.

Gum, 1 inch 1st and 2nd and common red, 1 inch x 13 inch to 17 inch boxboards, 1 inch 1st and 2nd common, 1 1/2 inch common and better.

Poplar, 1 inch No. 1 common, 1 1/2 inch, 14 and 16 feet 1st and 2nd, good widths. 1 inch x 13 inch to 17 inch boxboards, 1 inch by 4 inch quartered strips.

Poplar dimension stock. Send for list of sizes.

Basswood, 1 inch No. 2 and No. 3 common.

Black ash, 1 inch, 1 1/4 inch, 1 1/2 inch and 2 inch log run.

Rock elm, 2 1/2 inch, 3 inch, 3 1/2 inch and 4 inch log run.

PAGE & LANDECK LUMBER CO.,
Milwaukee, Wis.

WANTED

No. 3 Yellow Pine Boards.

We are in the market for one and a half million feet of No. 3 yellow pine boards, standard width and length, S. 2 S. to 3/4 inch. Shipments to be made at the rate of about six cars per month. Name price on the above, F. O. B. cars Louisville, and state what portion of the entire order you can handle.

ADLER ORGAN COMPANY,
29th and Chestnut Streets, Louisville, Ky.

WANTED.

To buy at once, 500,000 feet or any part thereof of 6 x 8 white or burr oak switch ties 9 to 15 feet long. Need not be gotten out in sets. Also 100,000 feet of 3 x 10 crossing plank. Address
J. C. care Hardwood Record.

WANTED.

To contract for 600,000 to 800,000 feet of oak freight car stock or any part thereof. Will advance money on bill of lading if desired. Sizes and price upon application. Shipments commencing immediately.
Address D. J., care Hardwood Record.

WANTED—ASH.

We are in the market for several carloads of 2-inch and thicker 1st and 2ds, and good Southern Ash. Advise what you have to offer with your very best prices F. O. B. C. your shipping point and state dryness.

THE FULLERTON-POWELL HARDWOOD LUMBER CO.,
South Bend, Indiana.

WANTED.

Plain Red Oak, 1sts and 2nds 1 and 1 1/4-inch.
" " common 1 and 1 1/4-inch.
" White Oak, 1sts and 2nds 1, 1 1/4, 1 1/2 and 2 in. common 1, 1 1/4 and 1 1/2-inch.
Quartered Red Oak, 1sts and 2nds 1 and 1 1/4-inch.
" " common 1 and 1 1/4-inch.
" White Oak, 1s and 2s 1, 1 1/4 and 1 1/2-in.
" " common 1, 1 1/4 and 1 1/2-inch.

Cottonwood 1-inch all grades.
Soft Elm 1 to 3 inch common and better.

Cherry 1-inch all grades.

Have permanent inspectors in various parts of the U. S. and will inspect at shipping point. Write us.

STANDARD LUMBER CO.,
Buffalo, N. Y.

WANTED.

3, 4, 5 and 6 inch strips cypress, gum, cottonwood, oak, poplar, yellow pine.

One face clear, straight and sound. Will take any quantity if price is right.

FARRIN-KORN LUMBER CO.,
Cincinnati, Ohio.

WANTED—OAK SQUARES.

We are in the market for clear oak squares, 1 1/2 inch, 2 inch, 2 1/2 inch and 3 inch by 30 1/2 inches long. We can also use clear short 1 inch boards from 16 inches to 4 feet in length. If you have such stock, or care to get it out, please write us.

BROWNLEE & CO.,
Detroit, Mich.

WANTED—GUM.

Large amount 1 inch sap common; also 500 M feet 1 inch log run. Must be good average widths.

BROWNLEE & CO.,
Detroit, Mich.

WANTED—FOR SPOT CASH.

Plain sawed red and white oak, all grades and thicknesses.

Ash and chestnut, all grades and thicknesses. Please offer any quantity you have on hand.

ORSON E. YEAGER,
932 Elk Street, Buffalo, N. Y.

WANTED.

We are in the market for Plain White and Plain Red Oak from 1 inch to 4 inches thick. We pay cash and can use any amount. Write

HUGH McLEAN LUMBER CO.,
Buffalo, N. Y.

WANTED.

We are in the market for White Ash from 1 to 4 inches thick. Can use from one to ten carloads of 1 inch Ash, wide run. Pay cash. Write

HUGH McLEAN LUMBER CO.,
Buffalo, N. Y.

WANTED.

For delivery during next six months:—100 M. feet clear quartered White Oak strips, 2 1/2, 3 and 5 inches wide.

STEWART & JACKSON,
Cincinnati, O.

WANTED.

1-inch quarter sawed Sycamore.
1-inch 1st and 2nd Cherry.
4-inch common Ash.
1-inch Walnut.

M. ROEDER,
1440 Roscoe St., Chicago.

WANTED

100,000 feet 1 inch 1st and 2nd red birch.
10,000 feet 1 1/4 inch 1st and 2nd red birch.
10,000 feet 2 inch birch, log run as to color.

B. A. KIPP & CO.,
Cincinnati, Ohio.

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 Hardwood Lumber

Plain oak, quartered oak, walnut, poplar and cottonwood. Willing to contract for season's cut of mill. Bandmill preferred. Address with full particulars.

C. M. R. 45 care Hardwood Record.

THE GRAHAM LUMBER CO., Ltd.
MANUFACTURERS OF **YELLOW POPLAR LUMBER** & WHOLESALE DEALERS IN ALL KINDS OF **HARDWOOD LUMBER**
OFFICE: 41 E. Fourth St. CINCINNATI, O.

WANTED.

100,000 ft. 1 in. 1st and 2nd plain red oak.
 100,000 ft. 1 in. common plain red oak.
 100,000 ft. 1 in. 1st and 2nd plain white oak.
 200,000 ft. 1 in. common plain white oak.
 100,000 ft. 1 in. 1st and 2nd quarter-sawed white oak.
 200,000 ft. 1 in. common quarter-sawed white oak.
 10,000 ft. 1 1/2 in. 1st and 2nd plain white oak.
 10,000 ft. 1 1/2 in. common plain white oak.
 10,000 ft. 1 1/2 in. 1st and 2nd plain red oak.
 10,000 ft. 1 1/2 in. common plain red oak.
 30,000 ft. 1 in. 1st and 2nd quarter-sawed red oak.
 30,000 ft. in. common quarter-sawed red oak.
 20,000 ft. 1 1/4 in. 1st and 2nd quartered-sawed red oak.
 30,000 ft. 1 1/2 in. common quarter-sawed red oak.
 50,000 ft. 1 1/4 in. 1st and 2nd plain red oak.
 50,000 ft. 1 1/4 in. common plain red oak.
 Make prices f. o. b. your shipping points; to be inspected there.

W. A. DAVIS,
 1612 Marquette Building, Chicago, Ill.

WANTED TO BUY.

3-inch white oak, 1st 2nd and No. 1 common. State how old and how much you can furnish.

MOWBRAY, ROBINSON & EMSWILER,
 Cincinnati, O.

WE WANT:

0 cars 2 inch Hickory, half 12 and half 14 foot, 1st and 2nd and Common.
 20 cars 2 1/2 inch and 3 inch, 12 and 14 foot Hickory, 1st and 2nd and Common.
 20 cars 1 inch, 1 1/4 inch and 1 1/2 inch Cherry, 1st and 2nd, Common and Cull.
 50 cars 1 inch Red Oak, plain sawed, 1st and 2nd and Common.
 50 cars 1 inch White Oak, plain sawed, 1st and 2nd. Also 1 1/4 inch, 1 1/2 inch and 2 inch plain Red and White Oak.

EMPIRE LUMBER CO.,
 North Branch and Blackhawk Sts., Chicago.

WANTED

Five carloads 1 inch log run birch.
 One carload 1 inch 1sts and 2nds red birch.
 One carload 1 inch common red birch.

DUHLMEIER BROTHERS,
 Cincinnati, Ohio.

WANTED.

1 inch 1st and 2nd plain oak.

P. G. DODGE LUMBER CO.,
 2116 Lumber Street, Chicago.

WANTED.

1-inch Walnut, all grades.
 Plain and quartered Oak, all thicknesses and grades.

Will pay cash and receive at shipping point.
 FINK-HEIDLER CO.,
 Ashland Ave. and 22nd St., Chicago.

WANTED.

Oak and Ash goals for immediate delivery.

McCLURE LUMBER CO.,
 Detroit, Mich.

WANTED.

I am in the market for 1-inch and thicker Birch
 LELAND G. BANNING,
 5th & Main Sts.,
 Cincinnati, O.

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,
 Blue Island av. and Robey Sta. 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, 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-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-FOR CASH.

Walnut, oak and cherry logs and lumber. Correspondence solicited.

EAST ST. LOUIS WALNUT CO.,
 East St. Louis, Ill.

WANTED.

100,000 feet of 4 inch No 1 Common Northern Michigan Elm. Address:

THE HOBART M. CABLE COMPANY,
 Steinway Hall, Chicago, Ill.

SPECIAL WANTS.

Cash paid for 1 inch black walnut and 1 inch common and better plain oak. Advise what you have—will come and look over your stock. Address
 C. J. FRANK,
 1809 North Alabama Street, Indianapolis, Ind.

WANTED.

Cottonwood in car lots, barge lots and mill cuts. Advise what you can furnish and quote us your very best prices F. O. B. C. your shipping point and prompt future shipments.

THE FULLERTON-POWELL HARDWOOD
 LUMBER CO.,
 South Bend, Indiana.

WANTED

Two cars 3/4 inch birch.
 One car 1 inch 1st and 2nd cherry.
 M. ROEDER,
 1440 Roscoe Street, Chicago.

WANTED TO BUY

Butternut or white walnut, 1sts and 2nds and common, 1 inch to 2 inches thick. Want principally 1 1/4 inch.

THE LITTLEFORD LUMBER CO.,
 Cincinnati, Ohio.

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.

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

WANTED.

The cut of a band mill sawing principally Oak, Ash and Poplar. Will pay cash weekly. Address
 FERD BRENNER LUMBER CO.,
 Chattanooga, Tenn.

WANTED-WALNUT.

All grades and thicknesses. Will pay cash and inspect at shipping point.

W. R. CHIVVIS,
 Main and Lesperance Sts., St. Louis, Mo.

WANTED.

200 M feet 1-inch sound Wormy Chestnut.
 100 M feet 1 1/4-inch sound Wormy Chestnut.
 100 M feet 1 1/2-inch sound Wormy Chestnut.
 100 M feet 2-inch sound Wormy Chestnut.

T. B. STONE LUMBER CO.,
 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 "F," Cincinnati, Ohio.

SOME OF OUR WANTS.

We want plain Red and White Oak, all grades and thicknesses.

One inch Cottonwood, all grades.
 One inch Tupelo Gum, common and better.
 One inch Red Gum, common and better.
 One inch Cherry and Red Cedar.
 One inch to two inch Bass, Elm, Birch and Maple. in the various grades. Address

THE JOHN GILLESPIE LUMBER CO.,
 Lumber and Seward Sts., Chicago.

WANTED.

For immediate delivery, 1-inch to 2-inch 1st and 2nds; also selects and 1 1/4-inch and 2-inch common in yellow poplar. For cash or will advance on bill of lading. Address

K. C., care Hardwood Record.

WANTED.

Two cars 2 inch 2 1/2 inch and 3 inch common and better plain white oak.

Ten cars 1 inch common and 1st and 2nd plain white or red oak.
 Five cars 1 inch common and 1st and 2nd quartered white oak.

DUHLMEIER BROS.
 Cincinnati.

LUMBER FOR SALE.**FOR SALE**

If interested in birch, write us. We are now operating a mill in the Adirondacks, where we are sawing birch exclusively.

BUFFALO HARDWOOD LUMBER CO.,
 940 Seneca Street, Buffalo, N. Y.

FOR SALE.

200,000 feet 1-inch quartered White Oak. Dry quartered Oak our specialty.

WILLIAMS & BELL,
 Murfreesboro, Tenn.

FOR SALE

We have a large and complete stock of quartered white oak.

Ohio stock, all thicknesses.
 Can make low prices.
 Lumber finely figured.
 Send us your inquiries.

DUHLMEIER BROTHERS,
 Cincinnati, Ohio.

BENNETT & WITTE**Cash**

Buyers of Well Manufactured

Poplar, Cottonwood, Gum

OAK, PLAIN AND QUARTERED—WHITE AND RED, ASH, ELM AND CYPRESS.

MAIN OFFICE:

Cable Address: "BENNETT," Cincinnati or Memphis.
 Branch: 28 Southern Express Bldg., Memphis, Tenn.

222 W. 4th St., Cincinnati, O.

FOR SALE.

3,000,000 feet of dry yellow poplar, all grades and thicknesses, car lots or in a block.
PERKINS & PETTIBONF,
Louisville, Ky.

FOR SALE—MAPLE AND BEECH.

Michigan rock maple, all thicknesses. Choice dry stock at right prices. Also 1 inch to 3 inch beech.
BROWNLEE & CO.,
Detroit, Mich.

FOR SALE.

Our Bedford, Ind., band mill including all fixtures. Plant is complete and in running order. Good location; four railroads. Address
HUGH McLEAN LUMBER CO.,
New Albany, Ind.

FOR SALE—GUM.

One year old, winter cut, nicely manufactured, all 1 inch, log run or on grade. Prompt shipment.
DELTA LUMBER CO.,
Sunflower, Miss.

FOR SALE—DRY STOCK

5 cars 1-inch 8 to 17 inches poplar box boards.
10 cars 1-inch No. 1 common poplar selects in.
10 cars 1-inch No. 2 common poplar.
5 cars 1-inch No. 1 common and better quartered white oak.
10 cars 1-inch No. 1 common and better gum.
3 cars 1-inch log run beech.
2 cars 2 1/2 and 3-inch log run beech.
10 cars 1-inch log run hemlock.
D. B. MURPHY & CO.,
London, Ky.

FOR SALE.

One car 1 inch 1st and 2nd quartered white oak, 10 to 18 inches wide.
15 M feet 1 inch 1st and 2nd black walnut, 30 per cent or more 12 inches and up.
WESTERN LUMBER CO.,
Cincinnati, Ohio.

FOR SALE.

One million feet of 1 inch dry common cypress.
HOYT & WOODIN CYPRESS CO.,
Memphis, Tenn.

FOR SALE—POPLAR.

1, 1 1/2, 1 3/4 and 2 inch common and cull, rough or dressed.
4, 5 and 6 inch bevel siding.
T. F. McGEE & CO.,
Ackerman, Miss.

FOR SALE—SOFT ELM.

Two cars 3-inch, two cars 1 1/2-inch, five cars 1 1/4-inch common and better soft elm.
BROWNLEE & CO.,
Detroit, Mich.

FOR SALE.

We invite your inquiries for

BEECH—
One car 1-inch 1st and 2nds, 8-inch and wider.
Ten cars 1-inch No. 2 O. & B.

BIRCH—
Our Cut: { 1-inch No. 2 C. & B.
 { 1 1/2-inch No. 1 C. & B.
 { 2-inch to 3-inch No. 1 C. & B.

MAPLE—
Our Cut: { 1-inch to 1 1/2-inch No. 2 C. & B.
 { 2-inch to 4-inch C. & B.
Ten cars 2-inch No. 1 C. & B.
Two cars 1-inch 1st and 2nds.
Two cars 3-inch 1st and 2nds.
Our cut 4-inch 1st and 2nds.

BASSWOOD—
Two cars 1-inch to 3-inch on grades.
Quotations promptly made.
GIBBS & HALL,
Grand Rapids, Mich.

FOR SALE.

Two cars dry Oak Slats 3/4 inch thick, 1 inch wide and 48 inches long. Would be pleased to quote price.
D. J. ERNST,
1308 E. Missouri St., Evansville, Ind.

FOR SALE.

Louisiana Cypress, ROUGH AIR DRY.

A complete stock, all grades and thicknesses. Write for prices. Independent operators.
SOUTHERN SAW MILL CO., Ltd.,
New Orleans, La.

FOR SALE FOR PROMPT SHIPMENT.

100 M ft. 1 1/4-inch culls and sound wormy chestnut. This stock is bone dry, good average width and nicely manufactured.
THE LITTLEFORD LUMBER CO.,
Cincinnati, O.

FOR SALE.

We offer:
200 M feet 2 inch Maple Log Run.
100 M " 1 1/2 inch Maple Log Run.
100 M " 1 inch Maple Log Run.
100 M " 1 inch No. 1 and No. 2 Common Birch.
50 M " 1 inch Common Basswood.
One car of 1 inch No. 1 Common Cherry.
DUDLEY & DANIELS LUMBER CO.,
Grand Rapids, Mich.

FOR SALE.

1 carload dry 1st and 2nd white oak inch boards.
1 carload dry No. 1 common white oak inch boards.
1 carload dry No. 2 common white oak inch boards.
3 carloads dry No. 3 common white oak inch boards.
All 8, 10, 12, 14 and 16 feet long.
1 carload dry 1 inch log run basswood boards, 8, 10, 12, 14 and 16 feet long.
1 carload dry 1st and 2nd 1 inch chestnut boards.
3 carloads dry 1 inch sound wormy chestnut boards.
3 carloads dry clear oak squares, 2 in. x 2 in. x 18 in.
2 carloads dry clear oak squares, 2 in. x 2 in. x 13 1/4 in.
2 carloads dry clear oak squares, 2 in. x 2 in. x 15 1/4 in.
1 carload dry clear oak squares, 2 in. x 2 in. x 14 in.
HENDERSON LUMBER COMPANY,
Anthony, W. Va.

FOR SALE.

Our revised stock list appears in this paper the first issue of every month. Look it over and write us your wants. We make prompt shipments.
C. & W. KRAMER,
Richmond, Indiana.

FOR SALE.

5 cars 1 inch log run Maple.
3 cars 1 1/2 inch log run Maple.
2 cars 2 inch log run Maple.
3 cars 1 inch log run Basswood.
The above is thoroughly dry stock. Can make prompt shipments. Correspondence solicited.
LONGFELLOW & SKILLMAN LUMBER CO.,
Grand Rapids, Mich.

FOR SALE.

500 M ft. 1-inch No. 3 common beech, maple and birch. Good rate to Chicago.
LONGFELLOW & SKILLMAN LUMBER CO.,
Grand Rapids, Mich.

FOR SALE

Ten cars 3 inch grey elm, 80% 1sts and 2nds, 20% No. 1 common.
Ten cars 2 inch grey elm, 80% 1sts and 2nds, 20% No. 1 common.
Ten cars 2 inch birch, 75% 1sts and 2nds, 25% No. 1 common.
Five cars 1 inch quartered red oak strips.
Five cars 1 inch quartered white oak strips.
THOMPSON LUMBER CO., Ltd.
National City Band Bldg.,
Grand Rapids, Mich.

WANTED TO MOVE AT ONCE

200 M feet 1 inch 1sts and 2nds popular 1 to 2 inches thick.
JNO. M. SMITH,
Dickson, Tenn.

FOR SALE

50,000 feet 1 in. basswood, 1sts and 2ds.
2 cars 2 in. basswood, No. 1 common and better.
1 car 1 1/2 in. basswood, No. 1 common and better.
1 car 1 1/4 in. basswood, No. 1 common and better.
5 cars 1 in. basswood, good No. 2 common and better.
3 cars 3 in. hard maple, No. 1 common and better.
4 cars 2 in. hard maple, No. 1 common and better.
1 car 2 in. hard maple, No. 2 common and better.
1 car 1 1/2 in. hard maple, 1sts and 2ds.
1 car 1 1/4 in. hard maple, No. 1 and 2 common.
1 car 1 1/2 in. soft maple, No. 1 common and better.
3 cars 1 in. soft maple, No. 2 common and better.
(Good stock)
1 car 3 in. beech, No. 1 common and better.
3 cars 2 1/2 in. beech, No. 1 common and better.
3 cars 2 in. beech, No. 2 common and better, cut from the best of the log.
2 cars 1 1/2 in. birch, No. 1 common and better, log run as to color and figure.
2 cars 1 in. birch, No. 2 common and better, full cut of the log.
Will quote delivered price to any point. Send us your inquiries for any lumber you may want.
VAN KEULEN & WILKINSON LUMBER CO.,
Grand Rapids, Mich.

FOR SALE.

A complete stock of dry quartered White and Red Oak, 1, 1 1/4, 1 1/2 and 2 inches thick in both 1st and 2nd and common grades, good widths and figure; ready for prompt shipment.
THOMPSON & McCLURE,
278 Randolph Bldg.,
Memphis, Tenn.

FOR SALE.

10 cars 1 in. to 2 in. Birch.
1 car Curly and Red Birch.
100 cars 1 in. to 4 in. Maple.
20 cars 1 in. and 1 1/2 in. Basswood.
3 cars Cherry.
J. S. GOLDIE,
Cadillac, Mich.

WANTED TO SELL.

One million feet gum lumber to be cut and delivered f. o. b. Southern Railway, ten miles from West Point, Miss. Call on or address
J. E. SEITZ,
West Point, Miss.

FOR SALE.

Quartered white oak, 1 to 3 inches thick.
EDWARD L. DAVIS & CO.,
Louisville, Ky.

FOR SALE

100,000 feet of 1, 1 1/2 and 2 inch soft elm, dry, cut from large timbers at \$30 for 1sts and 2nds; \$20 for No. 1 common f. o. b. Detroit, Mich. Address
E. W. LEECH, Detroit, Mich.

WANTED TO SELL

500,000 ft. 1 and 2 inch Cypress.
500,000 ft. 1 and 2 inch Red Gum.
KNIGHT BROS.,
Glover, Miss.

FOR SALE—CYPRESS.

One million feet 1 inch sash.
500 M ft. 1 inch common.
HOYT & WOODIN CYPRESS CO.,
Randolph Building, Memphis, Tenn.

FOR SALE.

The following lot of Mississippi Soft Yellow Cypress Lumber in grades of sash common, selects and 1st and 2nds, from which prompt shipments can be made:
About 750,000 ft., 1 1/4 inch.
500,000 ft., 1 1/2 " "
500,000 ft., 1 " "
500,000 ft., 2 " "
100,000 ft., 3 " "
50,000 ft., 2 1/4 " "
All on sticks at our mills in Mississippi.
BLANTON & THURMAN CO.,
Memphis, Tenn

FOR SALE.

200,000 feet 1 inch No 1 common, seasoned Poplar 15,000 feet 1 inch first and second, seasoned Poplar 20 inches and up wide.
10,000 feet 3/4 inch first and second, seasoned Poplar 18 inches and up wide.
100,000 feet 1 inch No. 1 common plain White Oak.
100,000 feet 1 inch No. 1 common quartered White Oak.
THE NORMAN LUMBER CO.,
Louisville, Ky.

FOR SALE.

500 M ft. 1 inch Common and Better Cottonwood.
300 M ft. 1 inch Select Common Cottonwood.
300 M ft. 1 inch Common Plain Red Oak.
100 M ft. 1 inch Common Plain White Oak.
100 M ft. 1 1/4 inch 1st and 2nd White Ash.
100 M ft. 3 inch 1st and 2nd White Ash.
500 M ft. 1 inch Common and Better Gum.
500 M ft. 1 1/4 inch Common and Better Gum.
100 M ft. 1 inch Wisconsin Red Oak, 1st and 2nd.
150 M ft. 1 inch to 2 inch Common and Better Black Ash.
5 cars each 1 1/4 inch and 1 1/2 inch Quartered White Oak.
1,000,000 ft. 1 inch Common and Better Basswood.
E. SONNHEIMER CO.
Address Main Office, 757 Railway Exchange,
Chicago.

WANTED—OAK PLANK.

3-inch common, white or burr oak plank, 8 inch and wider, 12, 14 and 16 ft. long.
12 x 12 timbers.
Also 3-inch plank and 12 x 12 timbers 20 ft. and longer.

CONTINENTAL LUMBER CO.,
Monadnock Bldg. Chicago

FOR SALE

100,000 feet 1 inch 1sts and 2nds chestnut.
150,000 feet 1 inch No. 1 common chestnut.
Stock dry, and fine widths.
Will quote delivered prices on request.
DUHLMEIER BROTHERS,
Cincinnati, Ohio.

FOR SALE.

90,000 ft. 1 1/4 inch Basswood No. 1 Common and Better.
150,000 ft. 1 inch No. 2 Common and Better Birch.
15,000 ft. 1 1/4 inch No. 2 Common and Better Birch.
30,000 ft. 1 1/4 inch No. 2 Common and Better Birch.
8,000 ft. 2 inch No. 2 Common and Better Birch.
25,000 ft. 1 inch No. 3 Common Birch.
32,000 ft. 1 inch No. 1 Common and Better Cherry.
20,000 ft. 1 inch and thicker No. 3 Common Cherry.

ENGEL LUMBER CO.,
Grand Rapids, Mich.

FOR SALE.

Pennsylvania stock. 60,000 feet 2-inch log run Birch, band sawed and end trimmed. 30,000 feet 3-inch common and better Birch, band sawed and end trimmed. 12,000 feet 2-inch log run White Oak. 27,000 feet 2-inch plain Red Oak. 12,000 feet 1-inch log run plain White Oak.

Tennessee stock. One carload of 1-inch to 2-inch common and better Chestnut, 25% 1st and 2nd, mostly 1 inch.

At another point. 3,831 feet 1-inch 1st and 2nd Chestnut. 7,380 feet 1-inch No. 1 common. 475 feet 1 1/4-inch 1st and 2nd. 1,660 feet 1 1/2-inch 1st and 2nd. 1,024 feet 1 3/4-inch 1st and 2nd Chestnut.

At another point. 2,350 feet 1-inch 1st and 2nd Chestnut. 2,870 feet 1-inch No. 1 common. 439 feet 1-inch to 2-inch 1st and 2nd. 1,701 feet 1-inch No. 1 common. 559 feet 1 1/2-inch 1st and 2nd. 178 feet 1 3/4-inch common. 1,830 feet 1 1/4-inch No. 1 common.

At another point. 2,130 feet 1-inch 1st and 2nd. 2,964 feet 1-inch No. 1 common. 7,816 feet 1-inch S. W.

At another point. One car of 2-inch common and better Hickory.

We have in our yard here 804,000 feet extra fine Cherry besides a complete stock of Oak, Ash, Mahogany, Maple, Birch and all kinds of cabinet woods.

Please favor us with your inquiries.

ROSS LUMBER CO.,
Jamestown, N. Y.

FOR SALE.

We have piled at a mill in Arkansas, 300,000 feet of 1 inch log run cottonwood, which we are anxious to move. Will sell either on grades or log run.
BUFFALO HARDWOOD LUMBER CO.,
940 Seneca Street, Buffalo, N. Y.

TIMBER PROPOSITIONS.**FOR SALE.**

Choice lot of gum timber all in one body, estimated on a conservative basis forty-five or fifty million feet. This is located in St. Francis Basin, Arkansas, and no finer gum can be found anywhere. Has railroad and river facilities. If interested address "R. P.," care Hardwood Record.

MACHINERY.**NARROW GAUGE EQUIPMENT FOR SALE.**

One 28-ton Lima engine.
One 28-ton Mogul.
One 22-ton American type.
15 No. 1 Russell logging cars.
Four miles 20-lb. steel rail.
Two miles 25-lb. steel rail.
One mile 30-lb. iron rail.
One double-drum log loader.
All 36-inch gauge. All in thorough repair.
Write for prices.

ROBBINS LUMBER CO.,
Rhineland, 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 over-head log turner; ample boiler and engine power. Will take lumber in exchange from desirable purchaser. Address

A. L. K.,
Care Hardwood Record.

WANTED.

A good second-hand 8-foot band mill, 100-horse power boiler, 80-horse power engine, 3-saw edger, trimmer and swing cut-off.

PIERCE LUMBER CO.,
Olyphant, Ark.

FOR SALE-CHEAP-SAW MILL.

One circular saw mill complete with engine, boiler, edger, two saws, etc. All in good working condition. Write for information.
LONGFELLOW & SKILLMAN LUMBER CO.,
Grand Rapids, Mich.

FOR SALE-SAW MILL.

We have a first-class band saw mill to offer at a bargain. The mill is complete in every respect, fully equipped with best leather belting, pulleys, sawdust conveyors, live rolls, shafting, etc.

The following is detailed list and description of it:

Saw Mill Machinery.

One McDonough 12 in. x 8 ft. wheel band mill.
One 16 ft. 4 block carriage, two Knight dogs, 36 ft. 10 in. shot gun feed.
One three saw McDonough gang edger.
One two saw trimmer—6 to 22 ft.
One three saw slab slasher.
One steam cut-off saw.
One over-head turner with chain and hook.
One bull wheel and log track with wire cable.
One derrick, fitted with raising and lowering apparatus and two wire cables.
Five 10 in. x 47 ft. band saws.
Six 28 in. slasher saws.
Two 24 in. cut-off saws.
Six 18 in. edger saws.
Four 18 in. trimmer saws.

Filing Room.

One Covell automatic band saw grinder.
One stretcher.
One lap grinder.
One 6 ft. filing clamp.
One anvil.
One 36 in. x 3 ft. leveling block.
One 6 ft. straight edge.
One Primrow swage shaper.
One White swage.
One forge for heating brazing irons.
One 7 horse power vertical engine with all pipes and connections.

Boiler House.

Two 60 in. x 16 ft. boilers with smoke stack 48 in. x 65 ft.
One Gondon hollow blast grate with 24 in. fan to furnish draught.
One Erie City Engine 18x22 automatic governor, with all pipes and connections to boiler.
One feed pump to boiler.
One coil beater.
One steel tank.
The mill has only been used a short time and is as good as new.

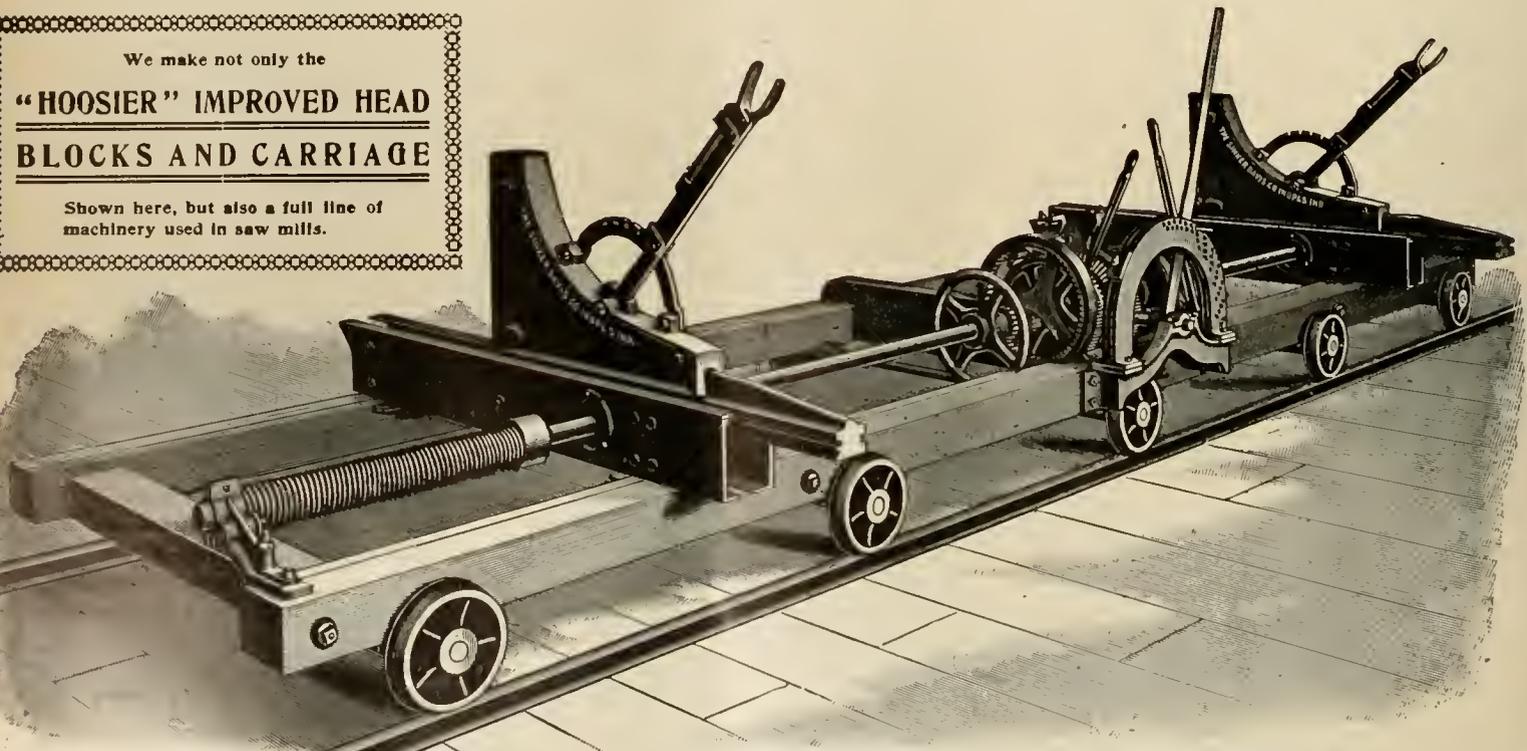
Address
A. R. VINNEDGE LUMBER CO.
1003 Fort Dearborn Bldg. 134 Monroe Street.
Chicago, Illinois.

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.

INSURANCE SOUND

The First Quality to be Considered

RATES FAIR

A Second Important Matter Seriously to be Considered

THE ABOVE CHARACTERISTICS TYPIFY THE
TOLEDO FIRE & MARINE INSURANCE CO.
of Sandusky, Ohio

SPLENDID REINSURANCE

Facilities adapted for taking care of large lines on both
Retail and Wholesale Yards

RATES APPROXIMATELY

One-Fifth Lower than Board Companies

FOR INFORMATION

As to Rates and extent of Facilities write to Home Office
mentioned above

NO AGENTS

ROBERT C. LIPPINCOTT - - - President
JOHN McKELVEY - - - Manager

LONG-KNIGHT LUMBER CO.

INDIANAPOLIS, INDIANA

Plain and Quarter Sawn Oak

White Ash and Cypress

WE MAKE A SPECIALTY OF
**QUARTERED SAWED
 RED AND WHITE OAK**

MILL MEN! Send us a list of what you have in all kinds of Hardwoods. Quote lowest cash price and freight rate to Indianapolis.

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WE ARE EXCLUSIVELY MANUFACTURERS AND EXPORTERS OF

WALNUT ONLY.

Thin Stock a Specialty
 Ample Stocks—High Class Lumber
 Sizes 3/8 inch to 2 inch

LESH, PROUTY & ABBOTT CO.
 EAST CHICAGO, INDIANA

400 STYLES - ORNAMENTAL

HARDWOOD FLOORS

POLISHED BEAUTIFUL DURABLE HEALTHFUL ECONOMICAL

RAPIDLY SUPERSEDING CARPETS

FLOORS SOLD DIRECT OR THROUGH AGENTS FREIGHT PREPAID

WRITE FOR FREE CATALOGUE AND PRICE ON ONE ROOM OR ANY QUANTITY

WOOD-MOSAIC FLOORING CO.

LARGEST MANUFACTURERS
 ROCHESTER, N.Y. NEW ALBANY, IND.

INDIANA HARDWOOD

D'Heur & Swain Lumber Co.

MANUFACTURERS AND WHOLESALEERS OF

Hardwood Lumber.

Indiana Quartered Oak and Sycamore Our Specialty.

SEYMOUR, INDIANA.

The Walnut Lumber Co.

INDIANAPOLIS, INDIANA.

Wholesale Hardwood Dealers.

Always in the market for choice lots of hardwoods.

CORRESPONDENCE SOLICITED

Inspection at Mill Points.

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BEDNA YOUNG
 F. M. CUTSINGER

FINE FIGURED QUARTERED OAK
 A SPECIALTY

Young & Cutsinger

Manufacturers of and Wholesale Dealers in

HARDWOOD LUMBER

Mill and Office:
 Morgan Ave. and Bell Railroad

Evansville, Ind.

JAMES C. DICKSON

HARDWOOD LUMBER

BRIDGE AND PIECE STUFF A SPECIALTY

OFFICE AND YARD

936 East Michigan St. and Bee Line R. R.

INDIANAPOLIS, INDIANA

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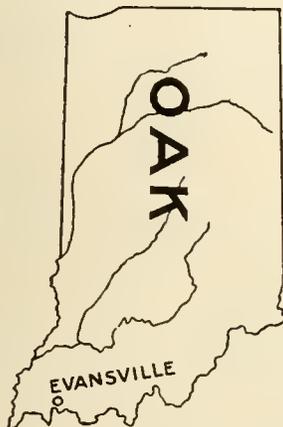
**Band Sawn
 Hardwood Lumber.**

QUARTER-SAWN INDIANA
 WHITE OAK A SPECIALTY.

GREENCASTLE - - INDIANA.

May, Thompson & Thayer

LUMBER FROM TREE TO TRADE



Black Walnut,
Qtd. White and
Red Oak,
Plain White and
Red Oak,
Poplar,
Ash,
Hickory.

Thicknesses constantly in stock are:
 $\frac{3}{8}$, $\frac{1}{2}$, $\frac{5}{8}$, $\frac{3}{4}$, 1, 1 $\frac{1}{4}$, 1 $\frac{1}{2}$,
2, 3 and 4 inch.

YES; we ship lumber from old Indian,
The banner state and pride of Uncle Sam,
Also of the timber and furniture man,
Lumber moves by boat, car, mule and tram,

They say the texture good and figure complete,
And stock from us a rare treat;
It is cheerfully said by the furniture trade,
When they buy of us, their fortune is made.

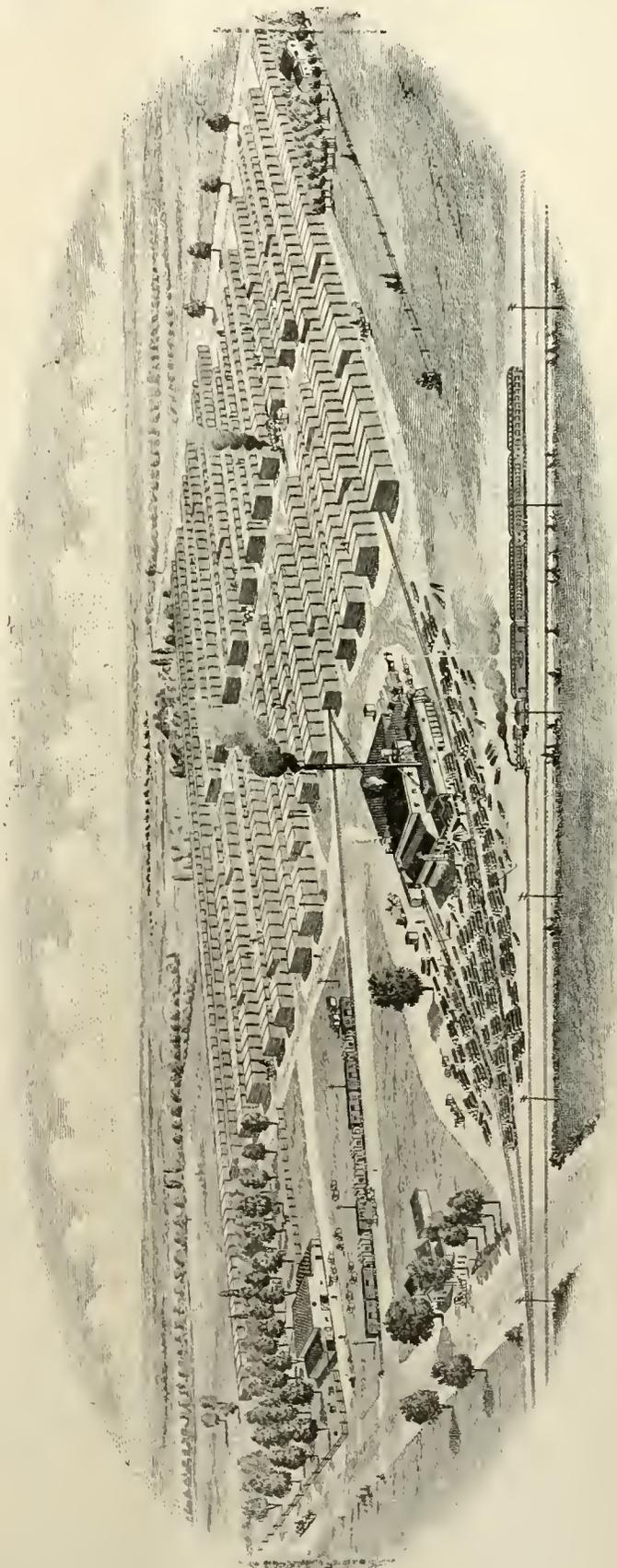
Others their stock to sell they squeal and croak,
That their's is equal to Indiana oak,
But the furniture trade is victorious and do declare,
That none is so good, as from May, Thompson & Thayer.

Now this is final proof you see,
So get your supply from M., T. & T.,
We work at day, we work at night,
So you depend orders will be filled at sight.

"SHAKESPEARE II."

WOOD

For Fuel and Baker's Use
In Carload Lots.



BAND MILLS AND YARDS, EVANSVILLE, IND.
INDIANA QUARTERED OAK AND WALNUT OUR SPECIALTY

Our Specialties:

Quartered and Plain Oak $\frac{3}{4}$ to 5 inches thick. Dimension in Rough Quartered Ash and Poplar.

Capacity 150,000 Feet Daily

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Manufacturers, Wholesalers and Exporters of

Hardwood Lumber

EVANSVILLE, IND.

BAND MILLS AT

EVANSVILLE, IND.
Maley & Wertz
EDINBURG, IND.
H. Maley
COLUMBUS, IND.
H. Maley
GRAMMER, IND.
D. Wertz & Co.
EVANSVILLE, IND.
H. Maley Lumber Co.

Also Z. C. L. Evan.

LIST OF STOCK ON HAND DECEMBER 1, 1904

QUARTERED WHITE OAK.

	1s and 2s, Feet.	No. 1 Com-mon, Feet.	No. 2 Com-mon, Feet.
$\frac{3}{8}$ -inch	15,000	30,000	.....
$\frac{1}{2}$ -inch	14,500	.....	.....
$\frac{5}{8}$ -inch	110,000	36,000	16,000
$\frac{5}{8}$ -inch, 10 inches and up wide	50,200	18,500	.....
$\frac{5}{8}$ -inch, 14 inches and up wide	5,200	.....	.....
$\frac{3}{4}$ -inch, 6 and 7 inches wide	13,180	.....	.....
$\frac{3}{4}$ -inch, 8 inches and up wide	29,040	22,000	.....
$\frac{3}{4}$ -inch, 9 inches wide	7,200	.....	.....
$\frac{3}{4}$ -inch, 10 inches and up wide	10,080	.....	.....
$\frac{7}{8}$ -inch	8,200	.....	.....
$\frac{7}{8}$ -inch, 10 inches and up wide	5,220	6,000	.....
1 -inch	45,000	250,000	40,000
1 -inch, 10 inches and up wide	35,530	8,500	7,000
1 -inch, 12 inches and up wide	23,440	2,500	.....
$1\frac{1}{8}$ -inch	7,300	18,955	.....
$1\frac{1}{8}$ -inch, 10 inches and up wide	3,180	.....	.....
$1\frac{1}{4}$ -inch	81,000	80,000	2,500
$1\frac{1}{4}$ -inch, 10 inches and up wide	16,000	10,000	.....
$1\frac{1}{2}$ -inch	31,000	28,000	.....
2 -inch	9,100	22,000	.....
2 -inch, 12 inches and up wide	2,500	.....	.....
$2\frac{1}{4}$ -inch to 6-inch, largely 3-inch	42,300	6,000	.....
3-inch to 6-inch Flitch, 12 in. and up	8,000	.....	.....

QUARTERED WHITE OAK STRIPS.

	Clear Face.	Common.
$\frac{3}{4}$ -inch, 3 inches and up wide	10,000 feet	6,000 feet
1 -inch, $2\frac{1}{2}$ to $5\frac{1}{2}$ inches	147,000 feet	.....
1 -inch, 2 to $3\frac{1}{2}$ inches	.....	40,000 feet
$1\frac{1}{4}$ -inch, $2\frac{1}{2}$ to $5\frac{1}{2}$ inches	15,000 feet	.....

QUARTERED RED OAK.

	1s and 2s, Feet.	No. 1 Com-mon, Feet.	No. 2 Com-mon, Feet.
$\frac{3}{4}$ -inch	1,500	.....	.....
1 -inch	37,370	42,940	25,000
$1\frac{1}{4}$ -inch	22,000	35,000	.....
$1\frac{1}{4}$ -inch, 12 inches and up	10,200	.....	.....
$1\frac{1}{2}$ -inch	11,000	12,750	.....
2 -inch	3,000	.....	.....

PLAIN WHITE OAK.

	1s and 2s, Feet.	No. 1 Com-mon, Feet.	No. 2 Com-mon, Feet.
$\frac{1}{2}$ -inch	.....	20,000	5,000
1 -inch	5,500	52,000	26,000
$1\frac{1}{4}$ -inch	300	4,000	.....
$1\frac{1}{2}$ -inch	8,000	10,000	.....
2 -inch	6,000	10,000	.....
3 -inch	56,000	6,000	.....
6x8-inch ties	.....	.....	7,000
3-inch bridge plank (Red Oak)	.....	.....	8,000

ASH.

	1s and 2s, Feet.	No. 1, Com-mon, Feet.	No. 2, Com-mon, Feet.
1 -inch	3,500	3,000	12,000
$2\frac{1}{2}$ -inch	6,000	.....	.....
3 -inch	10,000	.....	.....
4 -inch	12,000	.....	.....

QUARTERED POPLAR.

	1s and 2s, Feet.	No. 1 Common.
1-inch	6,750 feet	16,437 feet

POPLAR.

	1s & 2s, Feet.	No. 1 Com. Feet.	No. 2 Com. Feet.	Com. Saps. Feet.	Cull. Feet.
$\frac{3}{8}$ -in., 7 and 8 inches	8,220	19,070	.....	.....	.....
$\frac{5}{8}$ -in., 8 to 16 inches	64,712	.....	.....	.....	.....
$\frac{5}{8}$ -in., 14 to 15 inches	7,225	.....	.....	.....	.....
$\frac{5}{8}$ -in., 16 to 20 inches	27,875	.....	.....	.....	.....
$\frac{5}{8}$ -in., 20 to 24 inches	27,400	.....	.....	.....	.....
$\frac{5}{8}$ -in., 24 inches and up	15,590	.....	.....	.....	.....
1 -in.	11,325	300,670	102,287	.....	.....
1 -in., 11 in. wide, 12 ft. long	1,320	.....	.....	.....	.....
1 -in., 4 inches and up	.....	.....	.....	12,480	.....
1 -in., 7 to 12 inches	.....	.....	.....	9,125	.....
$2\frac{1}{2}$ to 4 in.	500	9,260	.....	.....	.....
$\frac{1}{2}$ -in.	.....	.....	.....	29,830	.....
$\frac{3}{4}$ -in.	.....	2,500	.....	.....	.....
$1\frac{1}{4}$ -in.	.....	10,000	3,200	.....	.....
$1\frac{1}{2}$ -inch	.....	12,780	3,525	.....	.....
2 -in.	.....	.....	3,000	.....	.....

BOX BOARDS.

1-inch, 7 to 9 inches	25,810 feet
1-inch, 10 inches	5,550 feet
1-inch, 11 inches	975 feet
1-inch, 12 inches	6,450 feet
1-inch, 13 to 17 inches	16,750 feet

CHERRY.

	Common and Better.	Log-Run.
1 -inch	.....	28,135 feet
$2\frac{1}{2}$ to 6 inches	4,810 feet	.....

HICKORY.

	1st & 2s.	No. 1 Com.
1 -inch	6,000 feet	4,200 feet
$1\frac{1}{2}$ -inch	12,000 feet	4,500 feet
$2\frac{1}{2}$ -inch, 3 and 4 inches, largely 4 inches	5,000 feet	1,500 feet

WALNUT.

	1s & 2s. Feet.	Com. Feet.	Saps. Feet.	Cull. Feet.	Log Run. Feet.	Mill Cull. Feet.
$\frac{5}{8}$ -in.	.....	.....	.....	.....	8,770	.....
1 -in.	5,760	26,215	12,150	11,135	.....	2,500
$1\frac{1}{4}$ -in.	.....	20,437	.....	22,670	.....	.....
$1\frac{1}{4}$ and $1\frac{1}{2}$ in.	1,380	.....	.....	.....	.....	.....
$1\frac{1}{4}$ to 2 in.	.....	.....	.....	3,875	.....	.....
$2\frac{1}{2}$ to 6 inch	11,000	3,750	.....	34,000	.....	.....
4, 5, 6 and 7 inch Squares, 500 feet	.....	.....	.....	.....	.....	.....

GUM.

	1s and 2s.	Saps and Common.	Log-Run.
1 -inch	3,375 feet	6,065 feet	15,700 feet
$1\frac{1}{4}$ -inch	844 feet

CHESTNUT.

1-inch	Common and Better.	4,500 feet
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SUGAR.

	1s and 2s.	Common and Better.
2-inch	12,500 feet
4-inch	5,000 feet

SOFT MAPLE.

$2\frac{1}{2}$ and 3 inch	6,800 feet
---------------------------	------------

LIN.

1-inch	Common and Better.	625 feet
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HACKBERRY.

$\frac{5}{8}$ -inch	Common and Better.	31,125 feet
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COTTONWOOD.

	Box Boards. Feet.	Log-Run. Feet.	Common and Better. Feet.	Cull. Feet.
1 -inch	920	112,500	1,650
1 -inch, 7 to 12 inches	23,750	.....	.....	.....
1 -inch, 13 to 17 inches	15,250	.....	.....	.....
1 -inch, 18 inches and up	8,625	.....	.....	.....
$1\frac{1}{2}$ -inch	.....	.....	6,250	.....

ELM.

	Com. & Better. Feet.	1s & 2s. Feet.	Crating. Feet.
$\frac{3}{4}$ -inch	.....	.....	30,000
1 -inch, 18 inches and over	.....	1,000	.....
1 -inch, 5, 6, 7 and 8 inches wide	13,700	.....	.....
1 -inch, 9 and 10 inches wide	33,000	.....	.....
1 -inch, 11 inches and up wide	17,500	.....	.....
$1\frac{1}{2}$ -inch	1,000	.....	.....
3 -inch	7,000	.....	.....

QUARTERED SYCAMORE.

	1s & 2s. Feet.	Common. Feet.	Clear Strips. Feet.
1 -inch, 5 inches and up, sap no defect	90,000	150,000	(4 in. & up.)
1 -inch, 6 inches and up, light sap	13,000	12,000	.....
$1\frac{1}{2}$ -inch	.....	.....	.....
2 -inch, 6 inches and up, light sap	11,000	.....	.....
1 -inch, 2 and 3 inches	.....	.....	9,000

PLAIN SYCAMORE.

	Common and Better.
$\frac{3}{4}$ -inch	140,000 feet
$\frac{5}{8}$ -inch	17,200 feet
$\frac{1}{2}$ -inch	20,500 feet
1 -inch	15,300 feet

ADDRESS ALL CORRESPONDENCE

MALEY & WERTZ, - - - Evansville, Ind.

RED GUM OUR SPECIALTY FOR TWENTY-FIVE YEARS

Let us give you the benefit of the best methods of manufacture and treatment which a seasoned experience has taught us.

All grades and thicknesses, air and kiln dried, rough, dressed or worked-to-order.

We also manufacture White Oak, Red Oak, Ash, Cypress and Elm.

Himmelberger-Harrison Lumber Co.,
MOREHOUSE, MO.

THE NASH LUMBER CO.

SHANAGOLDEN, WIS.

Basswood, Birch, Soft Elm, Ash, Maple, Hemlock, Pine.

Shipping Point, Glidden, Wisconsin.

THE MCKINNIE VENEER AND PACKAGE CO.

MANUFACTURERS AND WHOLESALEERS OF **HARDWOOD LUMBER**

Your orders solicited for anything in Oak, Poplar, Ash, Chestnut, Hickory or any kind of hardwoods native to this vicinity.

PADUCAH, KY.

Factory Locations and Timber Lands

May Be Found in the South Along the

SOUTHERN RAILWAY and MOBILE & OHIO RAILROAD.

Timber resources include Pine, Oak, Poplar, Hemlock, Cypress, Gum, Chestnut, Balsam, Ash, Elm and other varieties, in Virginia, Kentucky, Tennessee, North Carolina, South Carolina, Georgia, Alabama and Mississippi.

Fine locations for Furniture and Chair Factories, Spoke, Handle, Stave, Heading, Veneer and all other industries using timber.

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M. V. RICHARDS,
Land and Industrial Agent,
Southern Railway and Mobile & Ohio Railroad,
WASHINGTON, D. C.,

OR
CHAS. S. CHASE, Agent,
Chemical Building, St. Louis, Mo.

M. A. HAYS, Agent,
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are connected by railroad route having finely appointed trains, day and night — Sleepers and Parlors.

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Ride this way once and you'll ride again—we think.

Special Homeseekers

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Louisville & Nashville R. R.

TO ALL POINTS IN SOUTHEAST

October 11 to November 15

Less than one Fare for the Round Trip

Tickets limited to return 21 days from date of sale.

For full information, rates, schedules, time tables and literature, descriptive of the various resources, agricultural, mineral and timber lands along the line, call on or address

J. E. DAVENPORT, D. P. A., - St. Louis.
H. C. BAILEY, N. W. P. A., - Chicago.
F. D. BUSH, D. P. A., - Cincinnati.
J. H. MILLIKEN, D. P. A., - Louisville.
C. L. STONE, Gen'l Pass. Agt., Louisville, Ky.

READ OUR WANTED AND FOR SALE COLUMN

MOWBRAY, ROBINSON & EMSWILER

Wholesale Lumber

CINCINNATI, OHIO

Yards: 6th St., below Harriet **Office:** 1219 W. 6th Street

We have bone dry and ready for immediate shipment

POPLAR

2 cars 1 inch 1st and 2nd
 2 cars 1 1/4 inch 1st and 2nd
 2 cars 1 1/2 inch 1st and 2nd
 5 cars 2 inch 1st and 2nd
 1 car 2 1/2 inch 1st and 2nd
 1 car 3 inch 1st and 2nd
 1 car 4 inch 1st and 2nd
 3 cars 1 inch common
 3 cars 1 1/4 inch common
 3 cars 1 1/2 inch common
 3 cars 2 inch common
 3 cars 1 inch shipping cull
 3 cars 1 1/4 inch shipping cull
 3 cars 1 1/2 inch shipping cull
 3 cars 2 inch shipping cull

QUARTERED WHITE OAK

10 cars 1 inch 1st and 2nd
 10 cars 1 inch common

10 cars 3 inch oak planking, 10 to 16 feet
 10 cars 2 inch oak planking, 10 to 16 feet

SEND US YOUR INQUIRIES

CHESTNUT

1 car each 1 inch 1st and 2nd
 No. 1 common and sound
 wormy
 1 car 1 1/4 inch common and better

PLAIN WHITE OAK

10 cars 1 inch 1st and 2nd
 10 cars 1 inch common
 2 cars 1 1/4 inch 1st and 2nd
 2 cars 1 1/2 inch common
 1 car 1 1/4 inch 1st and 2nd
 1 car 1 1/2 inch common
 2 cars 2 inch 1st and 2nd
 2 cars 2 inch common

PLAIN RED OAK

10 cars 1 inch 1st and 2nd
 10 cars 1 inch common
 2 cars 1 1/4 inch 1st and 2nd
 2 cars 1 1/2 inch common
 2 cars 2 inch 1st and 2nd
 2 cars 2 inch common

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.

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.

BAND SAWED YELLOW POPLAR

5-8 TO 4 INCHES THICK

Let us quote you prices. Correspondence
 Solicited.

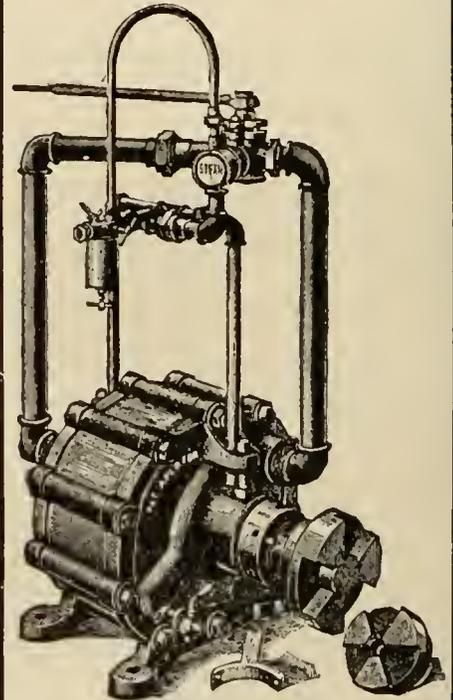
THE ROBT. H. JENKS LUMBER CO
 CLEVELAND, OHIO

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 "S."

ADDRESS:

SOULE STEAM FEED WORKS,
 MERIDIAN, MISS.
 C. A. WARREN, General Agent for Michigan, Leroy, Mich.

WANTED!

25 cars enll Gum, Cottonwood or Yellow Pine for crating purposes. Quote price delivered in Grand Rapids. Also 10 cars 3x3-18 to 36 inch in white or red oak.
A. H. DAVID, Grand Rapids, Mich.
 Buyer of All Kinds of Hardwoods.

J. S. GOLDIE



LUMBER AND POSTS
 Cadillac, - Mich.
 Hardwood dimension stock a specialty

FOR SALE

BY

THE R. G. PETERS SALT & LUMBER CO.
EASTLAKE, MICH.

No. 3 Common Hard Maple, 1, 1½, 2 and 3 inch.
 No. 2 Common and Better Rock Elm, 1 and 1½ inch.
 No. 2 Common and Better Beech, 1, 1¼ and 1½ inch.

BOYNE CITY LUMBER CO.

BOYNE CITY, MICH.

Michigan Rock Maple and other Michigan Hardwoods.

Large Capacity. Prompt Shipments.
 Rail or Cargo.

"THE NEW MILL"

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WANTED—FOR SALE—EXCHANGE

Pages 31 to 34 Inclusive

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Send your business direct to Washington. Saves time and insures better service.

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 Guaranteed. : 23 Years'

SPECIALTY—PATENTS THAT PROTECT.

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 Suite 20-27 N. U. Bldg. WASHINGTON, D. C.

J. F. QUIGLEY LUMBER CO.,
 Grand Rapids, MICH.

Hardwood Lumber.

We have complete stocks of dry hardwoods in Grand Rapids, all kinds, all grades, all thicknesses, mixed car load lots our specialty.

General Office and Yards:

South East Street and Pere Marquette R. R.

Down Town Office:

Michigan Trust Building, 94 Pearl Street.

DUDLEY & DANIELS LUMBER CO.,

Manufacturers and Dealers

Michigan Hardwood Lumber,

Maple, Elm, Ash, Birch, Beech, Hemlock Shingles.
GRAND RAPIDS, - - - MICHIGAN.

Please Note—We have a complete stock of Southern Oak on our yards, at Logansport, Indiana. 12-6-10-8-6

GEORGE S. WILKINSON, Pres.

W. C. WINCHESTER, Vice Pres.

N. J. G. VAN KEULEN, Sec'y and Treas

Van Keulen & Wilkinson Lumber Co.

Manufacturers and Wholesale Dealers

HARDWOOD LUMBER AND CRATING STOCK

Office, 337 and 339 Michigan Trust Company Building
GRAND RAPIDS, MICHIGAN

See our list on Want and For Sale Page.

DO YOU WANT

Ash, Elm, Basswood, Birch or Maple?

IF SO WRITE

LONGFELLOW & SKILLMAN LUMBER CO.,

GRAND RAPIDS, MICH.

Manufacturers and Dealers.

WANTED! FOR SALE

Ash, Basswood and Elm, and have

ALL KINDS OF Michigan Hardwoods

ENGEL LUMBER CO., - - - Grand Rapids, Mich.

402-403 Houseman Bldg.

See our list of special wants and offers in Wanted and For Sale column.

THOMPSON LUMBER CO., Ltd.,
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We Want { Plain Red Oak and Quartered White Oak.

For Sale { Complete stocks of Michigan Elm, Birch, Ash and Basswood.

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GIBBS & HALL

Wholesale Dealers in Michigan Forest Products

Pine, Hemlock, Lath, Shingles, Etc.

Hardwood Lumber a Specialty

422 WIDDICOMB BUILDING

GRAND RAPIDS, MICH.

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Public Accountants
and Auditors.

References from prominent lumbermen,
leading capitalists and finan-
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145 La Salle Street,

Room 201 Rosnake Bldg.
TELEPHONE CENTRAL 2959. **CHICAGO**

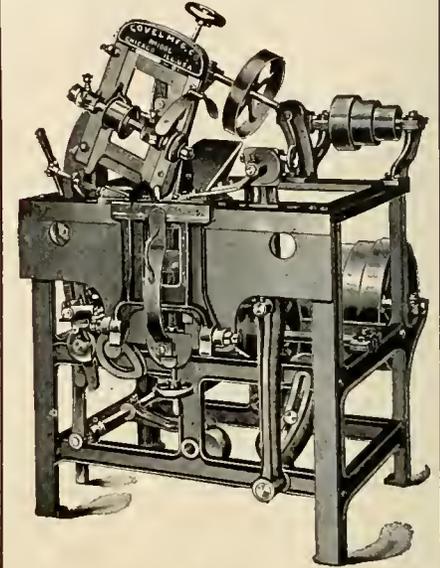
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Accounts of Lumbermen Solicited
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COVEL MFG. CO.

AUTOMATIC AND HAND MACHINERY
AND TOOLS FOR THE FILING ROOM
8 and 10 S. Canal St., CHICAGO



New Covell No. 100 Automatic Band Saw
Sharpener

Mechanical construction, workmanship
and results obtained guaranteed by the
manufacturers to be superior to any like
machine on the market.

Send for Catalogue

WE HAVE WHAT YOU WANT

THE BEST IS THE CHEAPEST, AND WE HAVE THE BEST

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STATES and MANITOBA. It contains the
names of dealers and manufacturers who
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financial standing, also indicates their
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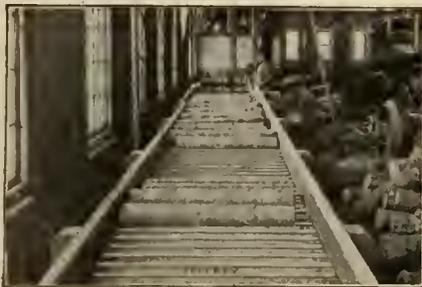
The book is devoted exclusively to the
line you are interested in and it is not
necessary for you to wade through infor-
mation you are not interested in. ::

Remember we also have a well organized
COLLECTION DEPARTMENT and solicit
your business in this line. :: :: ::

Lumbermen's Credit Association

77 East Jackson Boulevard, Chicago
..ESTABLISHED 1876..
(Mention this paper.)

16 Beaver St., New York City

PULP WOOD CONVEYOR

EMPLOYING JEFFREY
ROLLER CARRIER CHAIN

COILS
CABLE and
DRAG CHAINS
WIRE ROPE CABLE
and CHAIN CONVEYORS

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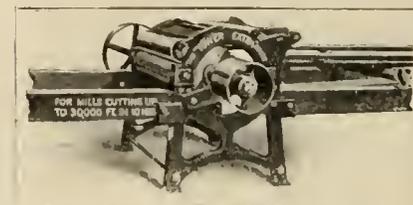
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**BLAST GRATES, EDGERS AND
TRIMMERS IN THE WORLD.**

In addition to the celebrated **Gordon Hollow Blast
Grate**, which burns wet, green or frozen sawdust readily,



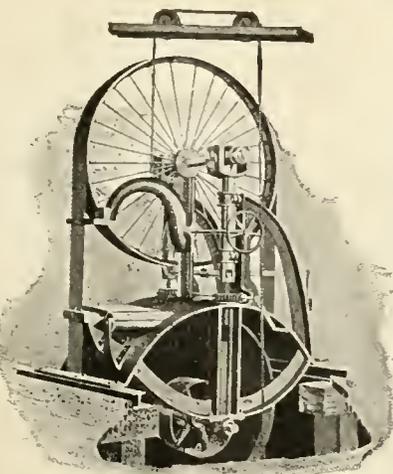
which develops every ounce of power a boiler is capable of generating, and which is sold on approval, subject to thirty days' exhaustive trial, being return-

able at our expense, if unsatisfactory, we manufacture the famous

"TOWER" Line of Edgers and Trimmers.

These are made in various sizes, the largest being adapted for mills cutting up to 50,000 feet in ten hours.

Send for Catalogue F.



This Is the Mill They Refer To.

KALISPELL, Mont., Dec. 21, 1903.
 Phoenix Mfg. Co., Eau Claire, Wis.
 Gentlemen: Your inquiry regarding the six-foot band mill we purchased of you some time since is at hand.

In answer will say that it gives good satisfaction. With one 12x14 engine we saw and plane on an average of thirty-three thousand feet per day. We are confident it will cut forty thousand per day without running the planer.

We have some 2x40-inch plank that speak for themselves and show what the mill will do.

Yours very truly,
 MAUCH & REDLINGSHAFFER.

The band mill here shown has wheels 6 feet in diameter, uses saws 8 inches wide, cuts a kerf one-eighth of an inch in width, and requires ten per cent less power to run it than a rotary doing the same work

PHOENIX MFG. CO.,
 EAU CLAIRE, WIS.

50 and 50 Off

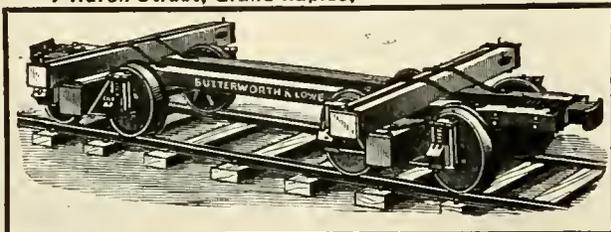
All sizes and kinds of Solid and inserted tooth Second-Hand Saws will be put in perfect order and shipped on trial guaranteed to be as good as new at 50 & 40 and 50 & 50 per cent from list price. This means a saving of from \$20.00 to \$50.00 on a saw.

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Quality is the Thing!

HIGH-GRADE SILVER STEEL SAWS, his eyes would open and he would marvel at the ease and smoothness with which operations were conducted. It isn't at all doubtful but that he would immediately consign every one of his own troublesome saws to the scrap pile and forthwith place ATKINS SAWS at every position in the mill where there was the slightest degree of annoyance. At least, that would be the logical adjustment of the matter.

is the Millman who persists in using saws that are constantly giving him annoyance and trouble. If he should happen around to a mill fitted complete with ATKINS



ATKINS ALWAYS AHEAD

ATKINS SAWS are covered by a broad warranty that protects the user and places him at his ease.



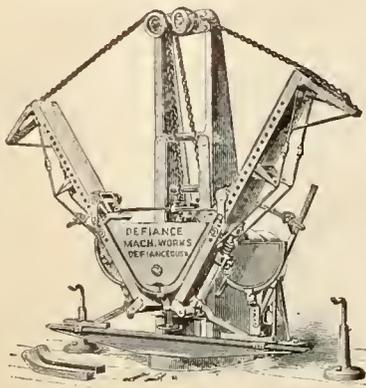
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E. C. ATKINS & CO., Inc.

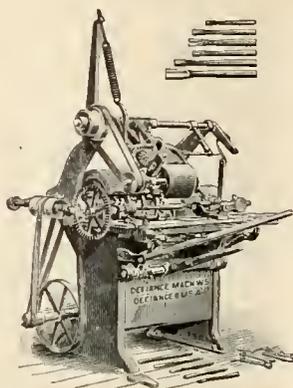
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BRANCHES:
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 Atlanta, Ga.
 New York City.
 Chicago, Ill.

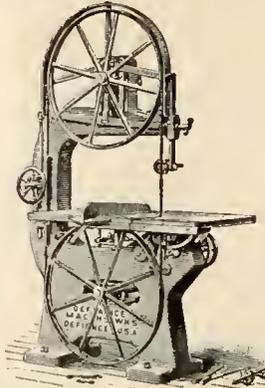
BRANCHES:
 Portland, Ore.
 Minneapolis, Minn.
 Seattle, Wash.
 Toronto, Canada.



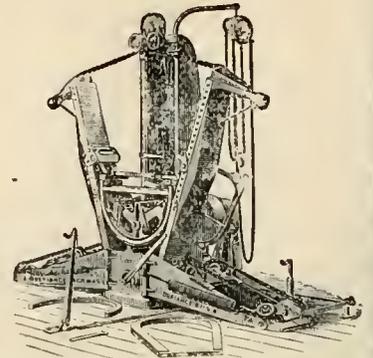
BAME AND SLED RUNNER BENDER



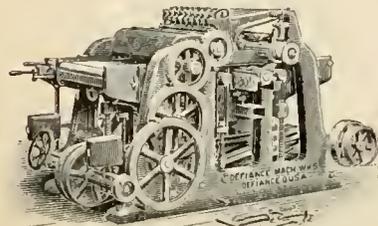
HAMMER & HATCHET HANDLE LATHE



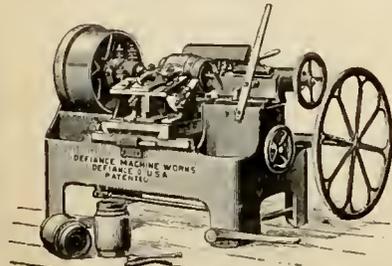
36-INCH BAND SAW



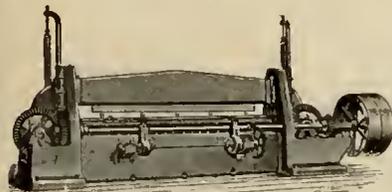
12-INCH RIM, BOUND AND BOW BENDER



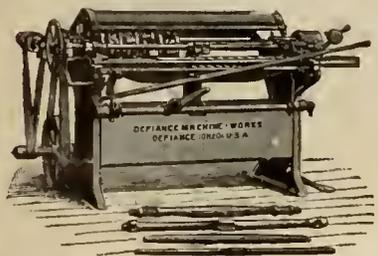
26-INCH DOUBLE SURFACE PLANER



AUTOMATIC HUB LATHE



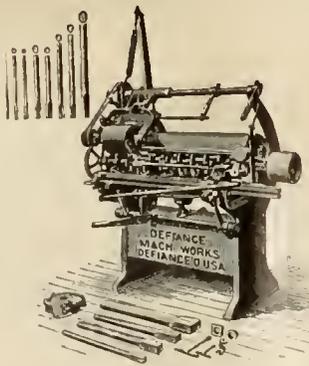
AUTOMATIC HOOP CUTTER



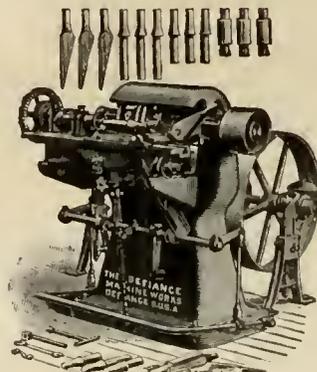
NECK-YOKE AND SINGLE-TREE LATHE



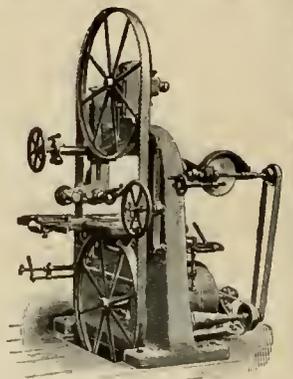
32-INCH VARIETY TURNING LATHE



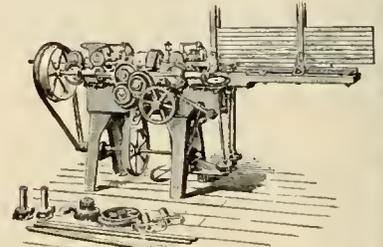
42-INCH SPOKE AND HANDLE LATHE



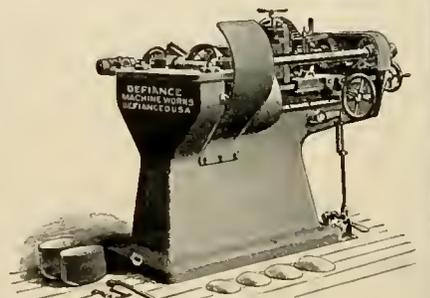
INSULATOR PIN LATHE



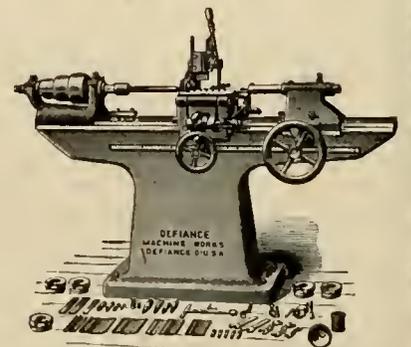
PATENT BAND RIP SAW



AUTOMATIC LONG HANDLE LATHE



OVAL WOOD DISH MACHINE



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**Adjustable
Saw Swage
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A TRIAL WILL COST
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saw swage and swage sha-
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them to you for you to
use for 30 days free of
charge. Then if you feel
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without them return at
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Save You Time, Files,
Labor and Saws. We can
make your saws cut more
and smoother lumber.
Ask for the expert opinion
of our Mr. Hanchett if
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Write for circular N. to

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A NIGGER CANNOT BREAK THIS CARRIAGE

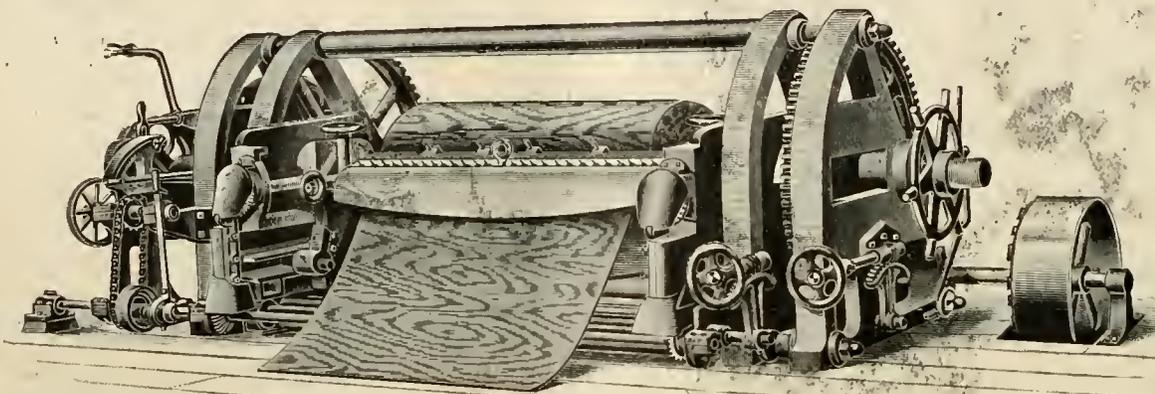
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Made in sixty sizes, two to ten feet. Knife to handle any timber that grows. Our motto—good machines, right prices, quick delivery.

Hardwoods into veneers and thin lumber with a rotary machine now quite the thing. Buy and get returns from your timber much greater than with the saw mill. We build and install complete outfits. Write us.

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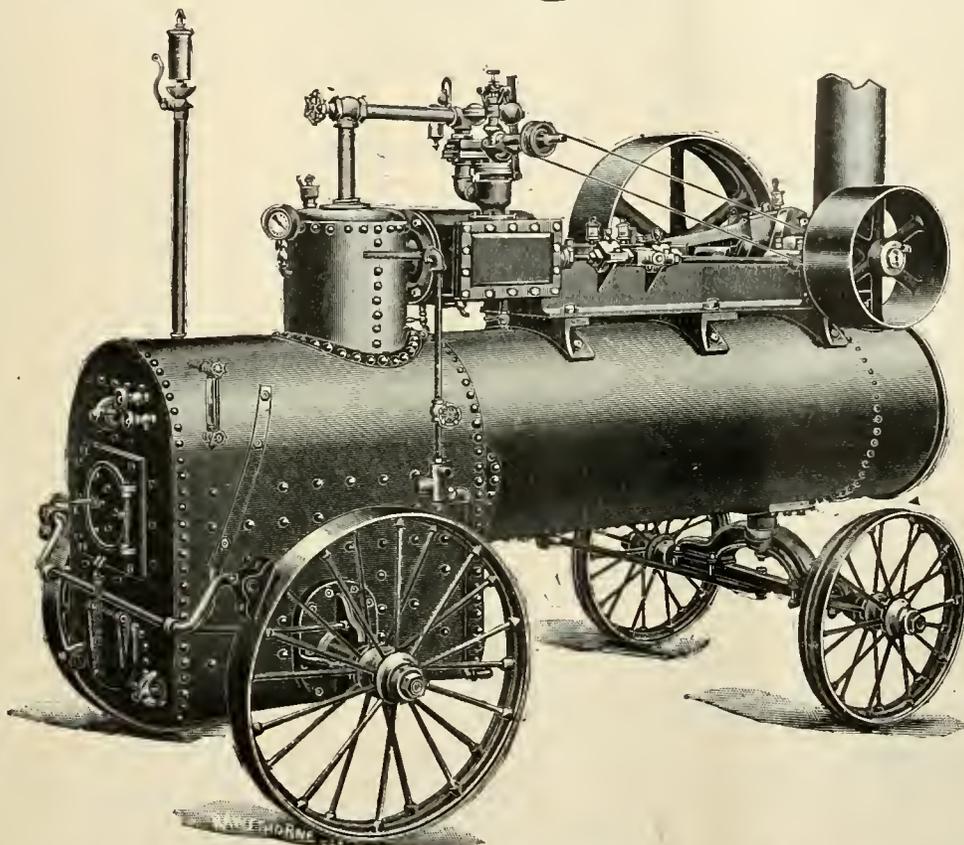
The Coe Manufacturing Co.

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Enterprise Manufacturing Company, Columbiana, Ohio

Manufacturers of PORTABLE AND SEMI-PORTABLE

Saw Mill Engines and Saw Mills

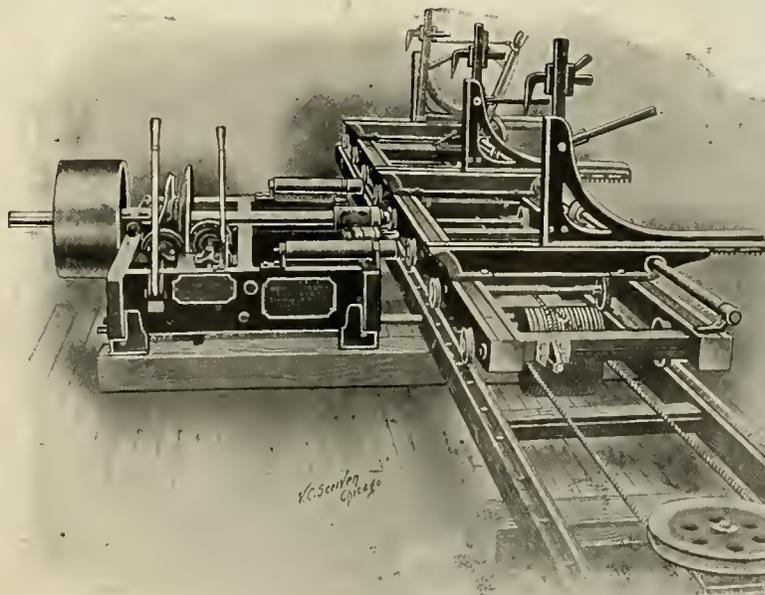


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The new Buckeye Improved Mill is built in four sizes. We guarantee it to be the most modern and up-to-date saw mill on the market. These mills are built very strong and rigid throughout, and with the large variation of feed makes them suitable for either light or heavy power. Has all the essential points of a portable mill. Quickly taken up and reset. Easy running.

This cut herewith shows our Cable Drive, which we recommend as being a superior drive. It has many advantages. The carriage can be stopped and reversed much quicker than by rack and pinion, without danger to the mill. The feed works evenly without jar or chatter and with less power and wear. The drum is of large diameter and with grooves accurately cut in a lathe. The sheaves are of large diameter and with deep flanges. This feed can be put on our No. 2, 3, 4 and 5 mills.

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The New Buckeye Improved No. 5 Saw Mill Fitted With Cable Feed.

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We operate our own boiler shops, where we aim to produce the best boilers for our purpose, material and workmanship considered. These shops are supplied with modern tools and equipments, under the management of skilled workmen. The result is our boilers are most excellent in construction, from first-class material.



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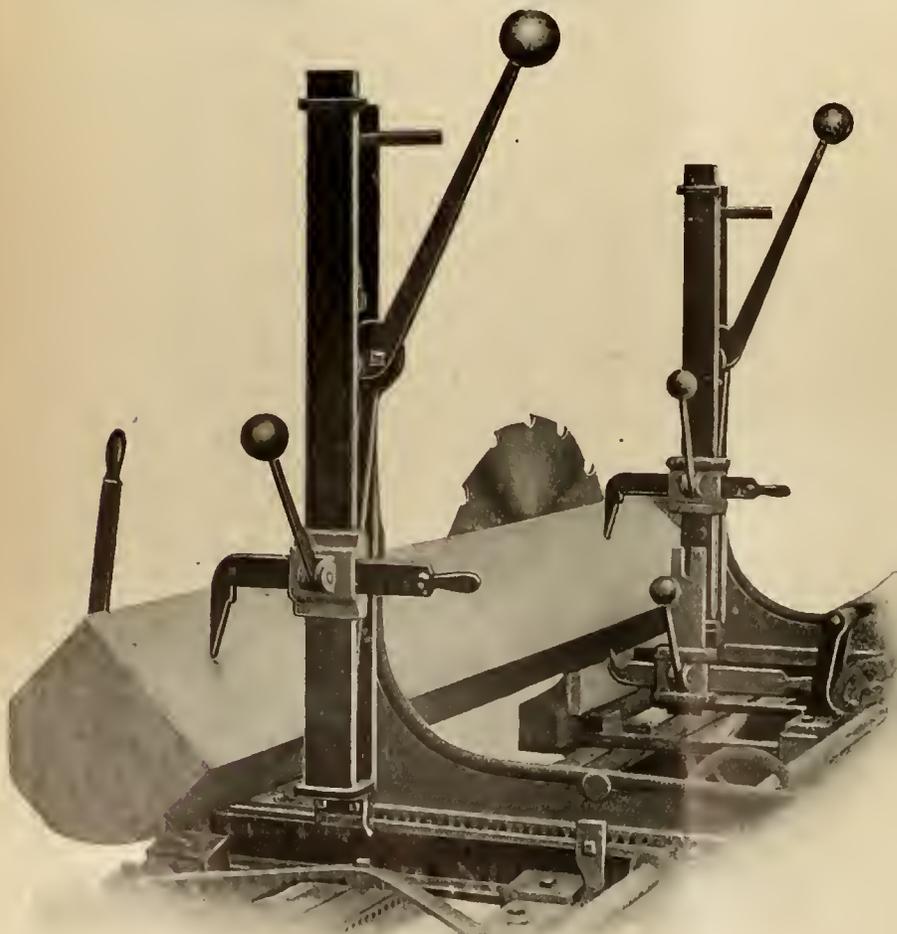
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YOU SELL.**

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Vol. XIX.

CHICAGO, DECEMBER 25, 1904.

No. 5.

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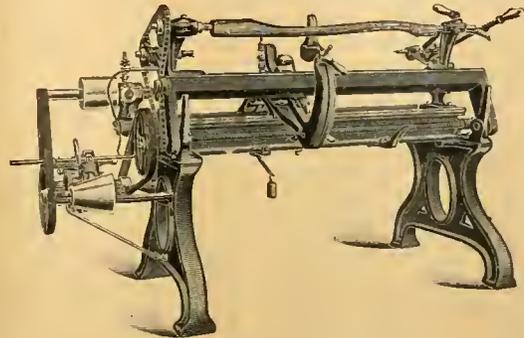
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PLAIN RED and WHITE OAK
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WHOLESALE HARDWOODS**

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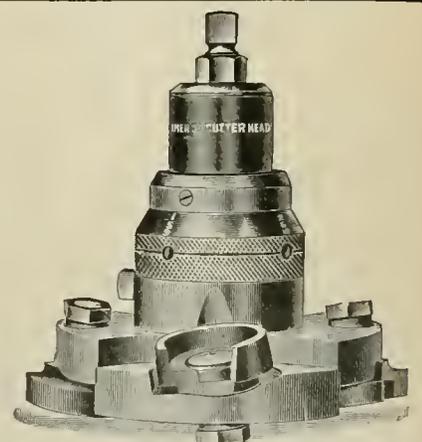
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Plain Red Oak	28,431	"
Cypress	259,761	"
Ash	3,592	"
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Plain White Oak	13,879	"

At SELMA, ALA.

Poplar	965,567	feet
Cypress	848,215	"
Tupelo	332,474	"
Ash	9,009	"
Quartered White Oak	7,693	"
Plain White Oak	13,752	"

At SELMA, ALA.

Red Gum	1,733	feet
Hickory	631	"

At MEMPHIS, TENN.

Quartered Ash	21,855	feet
Plain Ash	874,705	"
Quartered White Oak	13,938	"
Plain White Oak	34,559	"
Quartered Red Oak	119,406	"
Plain Red Oak	4,790	"
Cottonwood	495,610	"
Cypress	791,505	"
Poplar	509,723	"
Gum	29,763	"
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HARDWOOD LUMBER

SPECIALTY—THIN QUARTERED WHITE OAK

MEMPHIS, TENN.

INCORPORATED 1902.

The Michigan Maple Company

WHOLESALE

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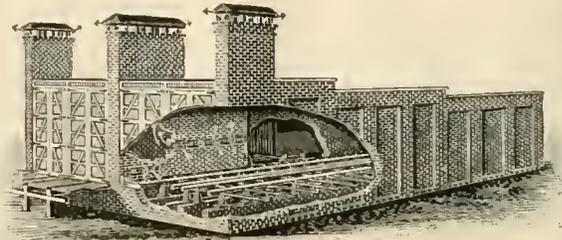
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THE HARDWOOD RECORD

VOL. XIX.

CHICAGO, DECEMBER 25, 1904.

No. 5

THE HARDWOOD RECORD.

PUBLISHED BY

C. V. KIMBALL,

ON THE 10TH AND 25TH OF EACH MONTH.

134 MONROE STREET, - CHICAGO, ILL.

C. D. STRODE - - - - EDITOR.

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

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

TO OUR READERS.

Here is wishing you all a merry Christmas and a pleasant and prosperous New Year. We believe you are going to have it anyway and are convinced that the good wishes of the Record will not do you any harm, on the principle that the goodwill of a dog is better than his ill-will. And as the glad Christmas time approaches we feel charitable to all the world. We thank all our friends and forgive all our enemies—if we have any.

We are feeling good. The Hardwood Record has been brought into a safe harbor at last. It has been a pretty hard struggle at times. We could not see any light ahead and could only shut our eyes and hang on.

Now we may, in the course of establishing the Record, have said things that you did not like, but it has been our zeal for the good of the hardwood trade in general that made us say them; and we did not mean it.

All is well, however, that ends well.

And now we will have a new deal.

HARDWOOD REVIEW AND FORECAST.

This has not been so bad a year. To be sure, it was not as good as 1903, but few years are. A comparison of sales with any former year and the amount of profit made would not be found deficient. The volume of the sales during the past year has been, we believe, fairly satisfactory in most cases. The profits, however, are small. The advance in lumber in the country in 1904 had made the manufacturers bullish and lumber has been higher in the country than city prices would warrant throughout almost the entire year. Then the advance of 1903 caused the stumpage to advance until the manufacturers who had to depend on buying logs have had their profits curtailed also. Neither the dealer nor the manufacturer has been exceedingly prosperous. It has been a hard season in which to make any money.

The squeezing process in the value of stocks, begun last year, has lasted throughout the most of this year. Steel advanced from a low point and then went down again. The people are paying for their orgies. J. Pierpont Morgan and his crew have been instrumental in slicing a good many dollars from each lumberman's profit. Don't forget this.

The redeeming feature of the situation

has been that the farmers in almost all sections have been blessed with an abundant crop and prices have been high. In the four or five years preceding 1893, the farmers were reduced by 25-cent corn, 5½-cent cotton and 3-cent hogs to a very impoverished condition. Now, however, they are prosperous, prices have been nearly doubled, and no doubt in the coming season will prove good customers.

The fact that 1904 was presidential year had its effect. There never was a presidential year that it did not affect business. And although the effect was very slight in 1904, it was still felt.

The election being happily over, and the country saved once more, we will, we believe, enter on a new era of prosperity. One of the best lumber salesmen in Chicago told us that this was the first December in his remembrance that prices had not softened. In fact, they have advanced almost the whole month.

Yellow pine is very scarce—scarcer than ever—but at this season of the year we are reliably informed it is very strong in price.

White pine is scarce and high, and the effect on the hardwood market will certainly be beneficial.

In looking about over the territory, we do not see what the trade is going to do for plain-sawed oak. There is practically none of it on the market and a good demand. This lumber has not advanced more than a few dollars a thousand as yet, but it certainly will.

In quarter-sawed oak the supply is fairly abundant, but the demand is good and the difference between the price of quarter-sawed oak and plain-sawed oak has been so great that quarter-sawed must come down or plain go up. Under the circumstances we believe plain-sawed oak is going up.

Poplar has been the greatest enigma of anything on the market. It declined steadily in value for the first few months of the year until it reached a very low price. A halt has been called, however, and we believe the low-water mark has been reached. The river mills have not had an abundant supply of logs at any time during the year. There is, however, an abundant supply scattered throughout the South, which is available to railroads only, and this stock has been abundant to supply the demand. Still, poplar is a good wood, and we expect it to come up again.

Gum has found a ready market. Prices

have been somewhat easier in the last half of the year, but there is a good demand for it, and a market at a fair price.

In northern hardwoods the price has been fairly steady throughout the year on most kind of stocks, thanks to the Michigan Maple Company.

Basswood is low—very low—and is about the weakest thing on the list. Such condition was undoubtedly caused by basswood being too high in price at the beginning of the year. It had reached a point where the price was almost prohibitive, then the trade quit using it and the price went down, as is the case in every instance.

One thing which the manufacturers of northern hardwoods must control is the amount of stock produced. The area of stumpage is very small and generally in the hands of a few men. The yellow pine people have been curtailing their output for the past year until their stock is scarce and brings a good price.

Taken all in all, however, the year, as we said at the beginning, has not been so bad. Those who worked hard and attended strictly to their business have done fairly well. But it has been a year that tried men out considerably. The idle and incompetent have not made much.

The prospects for the year to come are very bright. We have searched the horizon very carefully for any threatening clouds and are unable to detect any. If there is anything the matter with the conditions it does not appear on the surface. After invoicing time business will begin to pick up, is our belief, and by the middle of February we should be doing a good business at advanced prices.

Wishing you all a merry Christmas and a happy New Year, the Hardwood Record will be found doing business at the old stand.

THE INDIANA ASSOCIATION.

The Indiana Hardwood Lumbermen's Association, as per our last issue, will convene in Indianapolis on January 19, and it will be a great gathering of Indiana lumbermen and the missionaries she has sent out into the field.

The Indiana Association represents the best there is in an association and is one of the most influential bodies of hardwood lumbermen in the United States. It does not seek to run the business of its members, make price lists and the like, but in an indirect way it takes up such broad subjects as forestry, the treatment of the railroads, etc., and does its members and the trade generally much good.

It is always in the van of progress and under the guidance of Messrs. Burkholder, Stimson, Pritchard, Chas. Barnaby, Henry Maley and the rest, it will always stay there. One feature, which we consider the most valuable feature of association work, is the gathering together of the lumbermen at the annual convention to

discuss market conditions and talk over the signs of the times. Everyone can afford to belong, for it only costs \$2 a year and they give a \$1.50 banquet out of that. We don't know how they do it; how they run the association on 50 cents a year per member, but they do it. The efficient secretary, Mr. John Pritchard, will probably throw some light on the subject if you care to have him do so.

All of the hardwood lumbermen of Indiana and elsewhere are invited to be present. All they need to do is to attend and the Indiana boys will do the rest.

THE NEW RULES.

The new inspection rules of the National Hardwood Lumber Association, which went into effect December 1, have been received at this office, and it is a very neat little pamphlet, indeed. The secretary, A. R. Vinnege, deserves much credit for the work he has bestowed upon them and the result he has achieved. Nearly every rule had to be rewritten to embody the changes suggested by the inspection bureau committee, which represents an immense amount of labor. In looking over the rules one cannot fail to be impressed with the fact that they are a good and fair set of rules, and that under a strict and fair application no one would be injured.

THE MICHIGAN MAPLE COMPANY.

The present closes, we believe, the second season for the Michigan Maple Company, and both seasons have been very successful, and we congratulate the Michigan Maple Company and the trade generally that there is a Michigan Maple Company.

The Michigan Maple Company has been very wisely managed, making money for its members and sustaining the price for maple lumber. The first season maple would have gone up anyway. It may be would have gone higher than it did if there had been no Michigan Maple Company. Therein lies what seems to us the wisdom of the management. The uses of maple were not curtailed on account of the price and it thereby retained its market; and, but for the Michigan Maple Company, maple would have surely gone much lower this season than it did go.

Considering all things, we would not presume to advise the company as to any course of action. We would, however, urge upon them that it is their duty the coming winter to make preparations to reduce the output of maple lumber the coming season. They owe it to themselves and to their friends, who have aided them in sustaining the market. The conditions of the coming season seem to be very favorable to higher prices if there be not an excessive supply.

Besides most of the Michigan men own their own stumpage, and if the product be wisely conserved and put on the market

in moderate quantities it will always bear a good price. The other manufacturers of Michigan should go in with the Michigan Maple Company, for such a corporation is a public blessing, and aid to curtail the output. Michigan stumpage has reached a value that the producers of Michigan lumber cannot afford to sell it at a low price. The timber is worth more in the trees. Each year there promises to be a growing demand for maple lumber in this country, and if the Michigan lumbermen act with wisdom it seems to us they will put their lumber on the market in moderate quantities.

We know it is difficult for a large mill to curtail its output. The tendency is to produce much lumber, but it is a wrong tendency, it seems to us, and one which should be resisted. There is a great temptation to produce large quantities of maple lumber, but in the long run a greater measure of profit will accrue if the output be small. Their profit will be larger and their timber last longer if they make haste slowly.

ONWARD AND UPWARD.

The year 1905 promises well. The world is better than it was a year ago, and we believe it has made a greater stride in 1904 than in any previous year. Every age is noted for something, and those who see in the signs of the times, in the boodling and grafting which permeates all our business and political life, in the municipal corruption which overshadows all our cities, in the general recklessness and disregard of law, think they see a serious menace to our republic, are, we believe, mistaken.

The government is, we believe, as good as the people, no more and no less, and the American people are good as a class—good and law-abiding citizens. There is no need to fear that the government will get very much worse than the citizens. No official stands so high as to be beyond the reach of the people. For a little time they may neglect their duty, being much taken up with the pursuit of the almighty dollar, and allow things to run at loose ends, but it is only for a while. In the end the people become aroused, and it is all over but the shouting.

The age of Charles II. was the most corrupt in the history of the English people. Boodling ran riot, justice was bought and sold, and for a little while the government was worse than the people. Then the English people got aroused and reformed things.

In America we have reached a condition almost similar to that during the reign of Charles II. And the people are aroused and will reform things.

The action of the House of Representatives in impeaching Judge Swayne of the Federal Court as they did was significant. He was a Republican judge and Congress is overwhelmingly Republican, and they

impeached him for what? Had he abused the powers of his office? Was he oppressing anybody? No, it was only a case, a rather flagrant case, of neglect of duty. It was alleged that for 212 of the 365 days in which he was supposed to hold court, he was engaged in other matters and that he charged up \$10 a day for expense account to which he was not entitled.

Tremble, all ye rogues in official position! The people are after you. You are expected to put in 365 days of a specified number of hours, and if you do not do it the devil may get you.

It seems strange to see Congress debating an expense account of \$10 to-day and to-morrow be debating an appropriation of hundreds of millions, but it shows the pressure that is being brought to bear.

And then the way in which the people voted at the recent election is a hopeful sign. We do not mean that it is a hopeful sign because a Republican was elected, nor has the Republican party a long tenure of office unless it keeps moving. The result of the election of 1904 showed that the spirit of independence was abroad in the land. The old party lines do not hold the people at all, and they can convert a Republican majority into a Democratic majority without half trying. The unprecedented action of the voters in electing Democratic governors in several states, by a large majority, while at the same time carrying the states for Roosevelt, by a large majority, is a hopeful sign. The people are independent.

And the great mass of the people are honest. Boodlers who have felt secure and laughed public opinion to scorn have gone to the penitentiary and others will follow them. There is going to be an end to grafting and boodling of every sort. The people are in earnest. It has got to stop. A man must be content with the legitimate profits which accrue to him as a result of his labors, or he will be given an opportunity to look at the world from the wrong side of the prison bars.

The world is going along as rapidly as is reasonable and is doing very nicely, thank you.

COURSE IN FORESTRY.

The turning out of skilled foresters is no inconsiderable part of the valuable work of the Bureau of Forestry. No profession is so little crowded, and none offers a more inviting field to the conscientious and zealous student. That forestry, as a science essential to the well-being of the nation, is steadily growing in popular favor is evidenced by the increasing number of schools and professorships of forestry that are established. The latest professorship is that at the agricultural college at Ames, Iowa, called the Iowa State College. To fill this position it has chosen Mr. Hugh P. Baker of the Bureau of Forestry. Mr. Baker is a graduate of the Michigan Agricultural College and the Yale

Forest School, and has had a wide experience in handling problems in forestry in the West. He will lecture at the college half of each year on general forestry in its application to Iowa conditions. The other half of the year he will devote to bureau work, for the most part investigating forest problems as they concern the state of Iowa.—Forestry and Irrigation.

RECENT PATENTS.

No. 777,232. Saw mill set works. T. S. Wilkin, Milwaukee, Wis.

No. 777,533. Sawing apparatus. V. Pfaff, San Francisco, Cal.

No. 777,415. Apparatus for charring wood refuse or the like. W. A. G. Von Heidenstam, Skonvik, Sweden.

No. 777,318. Power set works for saw carriages. R. W. Tulloch and P. Barnes, Seattle, Wash.

No. 777,584. Roller support for use in mills, etc. W. Barlow, Muncy, Pa.

No. 775,900. Draft mechanism for logging sleds. H. B. Frey, Minneapolis, Minn.

No. 774,885. Undercut saw guide. J. Loepp, Tacoma, Wash.

No. 775,247. Sawing machine. J. R. Reid, Vancouver, Wash.

No. 775,916. Crosscut table saw. W. A. Firstbrook, Toronto, Can.

No. 776,169. Log hauler. G. W. Brower, Portland, Ore.

SOME BUSINESS CHANGES.

DISSOLUTION OF PARTNERSHIP.

Notice is hereby given that the firm of Stewart & Jackson, dealers in hardwood lumber, has this day been dissolved by mutual consent, Mr. A. V. Jackson retiring therefrom.

The remaining members of said firm—William H. Stewart and Gregory S. Stewart—have succeeded to said business and have acquired all its assets and assumed all its liabilities.

All persons indebted to said firm must pay their indebtedness to said William H. Stewart and Gregory S. Stewart, who will hereafter carry on said business under the firm name of Wm. H. & Gregory S. Stewart, with offices in the Mercantile Library building and yards at Winton Junction, Cincinnati, O.

WILLIAM H. STEWART.
GREGORY S. STEWART.
A. V. JACKSON.

Cincinnati, December 12, 1904.

REMOVAL NOTICE.

On January 1, 1905, our general office will be moved from Cairo, Ill., to Scimitar building, Memphis, Tenn., where we shall be pleased to meet our many friends and patrons. All correspondence after above date should be addressed to Memphis office.

Soliciting a continuance of your valued favors, which will always receive our very best and careful attention and extending compliments of the season, we remain,

Sincerely yours,
W. E. SMITH LUMBER CO.

REMOVAL NOTICE.

On January 1, 1905, our general office will be moved from Cairo, Ill., to Scimitar building, Memphis, Tenn., where we shall be pleased to meet our many friends and patrons. All correspondence after above date should be addressed to Memphis office.

Soliciting a continuance of your valued favors, which will always receive our very best and careful attention, and extending compliments of the season, we remain,

Sincerely yours,
THREE STATES LUMBER CO.

ANNOUNCEMENT.

Buffalo, N. Y., Dec. 1, 1904.

To Our Friends and the Trade:

We beg to advise that the copartnership known as the Standard Lumber Company has been incorporated under the style name Standard Hardwood Lumber Company; that the interests and management remain the same and that the Standard Hardwood Lumber Company have taken over all assets of the old company and will fill promptly all orders now on their books.

We extend to all patrons of the Standard Lumber Company sincere thanks for their past favors and hope for the new company your continued support and a continuance of the pleasant existing relations.

Very truly yours,
STANDARD HARDWOOD LBR. CO.
A. W. Kreinheder, W. F. Wendt, R. F. Kreinheder, directors.

PROPOSED RESERVE IN WISCONSIN.

Mr. E. M. Griffith, superintendent of the state forests of Wisconsin, has requested the land commissioners to withdraw from sale, pending a detailed examination as to their suitability for the purposes of a forest reserve, some 24,000 acres of land in Iron County, that state. The land being considered adjoins some 10,000 acres of forest reserve in Vilas County, and also the Lac du Flambeau Indian Reservation, which contains over 80,000, making a total of over 114,000 acres, all of which should be protected from fire and logged conservatively. Much of the Iron County area is swamp and marsh land which should be replanted to forest, provided that they cannot be made fit for agriculture by proper cultivation and drainage. Mr. Griffith is having a careful examination made of all these lands in order that he may report to the legislature which should be retained for reserve and which should be re-offered for sale. Both the Department of Agriculture and the Geological Survey of the University of Wisconsin are assisting in the work of examination and survey.—Forestry and Irrigation.

HARDWOOD TIMBER FOR MILL MEN AND INVESTORS.

We can put you in touch with some good things in white oak, ash, hickory, gum, cypress and other hardwoods along the Cotton Belt Route. We can give you valuable assistance in securing sites and locations for mills and factories. Write us your requirements and see what we can do.

E. W. LA BEAUME, G. P. & T. A.,
Cotton Belt Route,
St. Louis, Mo.

Read our "Wanted—For Sale—Exchange" columns, pages 31 to 34, inclusive.

Logan & Maphet Lumber Co.

MANUFACTURERS AND DEALERS.

PINE AND HARDWOOD

Watch This Space for Stock.

White Pine.

- 30 cars 1 inch log run.
- 2 cars 1½ inch No. 1, 2 and 3 common.
- 6 cars 1 inch No. 4 common.

Yellow Pine.

- 5 cars 1½ inch No. 1 and 2 clear.
- 2 cars 1½ inch No. 3 clear.
- 7 cars 1½ inch No. 1 common.
- 10 cars 1 inch log run.

Poplar.

- 2 cars 1 inch 1st and 2nds, width 18 inches up.
- 1 car 1½ inch 1st and 2nds, width 18 inches up.
- 2 cars 1½ inch 1st and 2nds, width 18 inches up.
- 10 cars 1 inch 1st and 2nds, width 8 to 17 inches.
- 10 cars 1½ inch 1st and 2nds, width 8 to 17 inches.
- 5 cars 1½ inch No. 1 common, including select.
- 1 car each 1½ inch and 2 inch No. 1 common, including select.
- 15 cars 1 inch No. 1 common, including select.
- 4 cars 1 inch clear bright sap.
- 20 cars 1 inch shipping culls.
- 10 cars 1 inch mill cull.
- 1 car each 1½ inch and 2 inch shipping cull.

Mills: Clinton (Band Mill), La Follette, Pioneer and Turleys, Tenn.

Office: 105-107 Empire Building
KNOXVILLE, TENN.

Oak

We have a full line of both quartered and plain, Red and white, THOROUGHLY DRY, also some fine wide POPLAR and CHESTNUT.

John Dulweber & Co.
CINCINNATI, O.

The Man About Town.

BY C. D. STRODE.

AT CHATTANOOGA.

The Read House has been changed from the American plan to the European plan and is now run that way. I don't like the American plan. A fellow is liable to overeat. Under the gentle guidance of the waiter (who expects a tip) you order everything on the bill of fare, from soup to nuts. It doesn't cost any more. Then, after you have eaten of it, you don't feel just right. You get anxious over things which should not cause you any anxiety and are generally depressed. To order everything on the bill of fare at the Read House cafe would cost you something like \$50, to say nothing of overeating. Benjamin Franklin says it is best for a man to get up from the table hungry, and I believe Ben knows. It is a plan I always follow in a European cafe. Thus I am not troubled with indigestion, and I save myself up for such times as somebody buys my lunch. The Read House is now a first-class hotel that would be a credit to any place in the world. It is a creditable place, but I would not have you infer from that that you can get credit there. I did not try it, for I was afraid it would not work.

* * *

The first place I started for in Chattanooga was the Ferd Brenner Lumber Company, and I did just right. For Ferd has developed into a sort of father-in-law to the lumber trade of Chattanooga. Everybody likes him and he likes everybody and gets along with everybody. Ferd is doing well in Chattanooga and all of his friends throughout the lumber trade are rejoiced thereat.

I had forgotten how to get to his place, it had been so long since I had been to Chattanooga, so I got on a car that the policeman told me ran close to his office. To make sure I asked the conductor if he went to "Citico Junction," and he said he did, or near there, so I boarded the car in the pouring rain and after a while the conductor rang the bell and told me this was "Citico Junction." "You will have to walk up the road a little ways," he said, and the car pulled out.

I failed to see anything that looked like a lumber yard, so I asked a wayfaring man the way to "Citico Junction."

"You came out on the wrong line," he said, "and if I was you I would go back to town and start over again."

This was not very encouraging, and I asked him how to go to Citico Junction from there. He said it could be reached by walking about two miles, and I started out. A little ways the sidewalk failed me and I had the two miles to walk through the rain up the middle of the road, which

had recently been worked, and the red clay mud was very slippery. I went down to my knees and the paper in my pocket fell into a ditch and I finally arrived at Brenner's office a sorry looking sight.

SOME CHATTANOOGA CONCERNS.

After Brenner had brought me down town to the hotel, I met Mr. Williams, of the Williams & Voris Lumber Company. They have a saw mill here, a very fine plant, and some very fine lumber which they are offering for sale, and Mr. Williams is a mighty fine man.

After he showed me over his plant I went up to the yard of the Case Lumber Company. The Case Lumber Company originally owned a very fine saw mill plant at this place, but nearly a year ago they sold it out to the all-prevailing Hugh McLean Lumber Company. Then they sold their stock of lumber to the same ubiquitous concern and started a wholesale yard at this place under the competent management of Mr. Fowler. They have one of the finest equipped wholesale yards in the country, and it is only a question of time when they will be engaged in the manufacture of lumber. It is all planked, with elevated tracks, much of it is under shed and they are equipped with a trimmer and edger for making good lumber of all they buy, and they have a fine assortment of lumber on sticks. Mr. Fowler, the manager, is one of the finest men I ever had the pleasure to meet, and he entertained me royally. I shall not soon forget Mr. Fowler.

* * *

I went out to see what kind of a plant Hugh McLean Lumber Company had in Chattanooga and was very favorably impressed. I met Mr. Fitzgibbons, who formerly had charge of the yard at Bedford, Ind., and who now has charge of their plant in Chattanooga, and found him a most pleasant gentleman. The Hugh McLean Lumber Company have here between three and four million feet of lumber on sticks, and a lot of as fine logs as I ever saw.

And thereby hangs the tale. Their yard room for piling logs was somewhat limited, and Mr. Fitzgibbons was put to his wits' end to solve the problem of how to take care of logs, but he solved it. He invented a derrick which is somewhat different from any derrick I ever saw. It is moved along the yard on a track and picks up the logs from the car or wagon or ground, turns them all with the small end toward the saw and deposits them on a pile. As a consequence, the logs in Hugh McLean Lumber Company's yard are piled up higher than a house, and that without any trouble or expense.

Mr. Fitzgibbons said he had not as yet taken out patents on the derrick, but he intended to do so. It is certainly unique and one of the best things we ever saw on a mill yard. It can be moved anywhere about the yard and it does the work well. For anyone having a limited amount of yard space the machine is indispensable.

Then, in company with Mr. Brenner, I called on the Loomis & Hart concern, and found Mr. Cahagan, as usual, up to his eyes in business. Loomis & Hart's concern is the largest in Chattanooga and among the largest in the country, and Mr. Cahagan finds time to manage it and at the same time receive everyone well and treat everyone well.

I have noticed that the people who are the busiest or should be the busiest, like H. C. Christy of Buffalo, Billy Bennett of Cincinnati, and A. J. Cahagan, of Loomis & Hart, always seem to have plenty of time. It is only the little bit of a concern where you have to send in your card and maybe wait an hour to see the manager.

Mr. F. W. Blair, who has a mill in Chattanooga, was out of town and I failed to see him, but the Chattanooga boys are all doing well and Chattanooga as a lumber market is of growing importance.

AT MEMPHIS.

A few years ago the center of the hardwood lumber trade and the chief producing and distributing market was at Indianapolis, Ind., so far as southern hardwoods were concerned. Then, following the woodsman, it went to Cairo, Ill., and finally within the past ten years it has been removed to Memphis, Tenn.

Memphis is a great market, great in production and distribution, and it always will be so long as the southern hardwoods last.

But they will not last forever. The southern forests will not last so long as the Indiana forests, for when a piece of oak timber is cleared in the South it is cleared thoroughly and for all time. Within the next 25 years there will be a big change in the lumber business. Within that time the forests of the South will practically become exhausted. What we will do then for lumber I don't know. There is still lots of lumber in the country and lots of timber, but at the present rate of cutting it anyone must see the end. We are not worried about it, however. I am not of those who believe that the people will be compelled to lie on the ground or do without chairs, buggies, etc., simply because there is no lumber. Already iron and steel is being substituted, and if I should live until the forests have become extinct I should expect to be as comfortable as I am to-day.

There was a time in this country when the alarmists were much exercised over the rapid disappearance of the fuel sup-

ply. In many localities fuel was getting scarce, the known fuel, I mean, and some even held bunches of scrubby timber expecting a vast rise in the value of cordwood. It is worth less to-day than at any time in its history. A substitute is found, and by the time that people have exhausted the coal they will be warming themselves by electricity or warming themselves by means of the oxygen in the air.

But until the timber resources of the South are exhausted Memphis will be the center of the hardwood trade. It is of growing importance, both as a producing and distributing center. New offices and new firms are springing up constantly until the name has become a legion. In my short experience I have seen the lumber interests of Memphis double and treble, and you can meet more lumbermen in Memphis in a week than in any other market in the world. In fact, if you wait in Memphis long enough you will see everyone engaged in the hardwood lumber business. It is a great market, in which the supply meets the demand. Those in need of stock go to Memphis to buy it and those having stock to sell go to Memphis to sell it.

I used to could go to Memphis and see all the lumbermen and get out in a day—but I didn't. Now it takes a day to get started. I had my trip in Memphis cut in two and only spent a day and a half there and then hurried home in response to a telegram. I spent a day in the north side of Memphis and saw a few of the Memphis mills and yards.

I called on Russe & Burgess and found Mr. Burgess of that great exporting firm up to his eyes in business. Mr. Russe was in Europe and George had a saw mill to run, lumber to ship out, orders to fill and was pretty near the busiest man I ever saw.

Mr. Russe was in Europe, in England, where he said trade is not good. At present the people of that country are paying the Boer war debt and are hard up. Russe & Burgess have consistently followed the trend of the hardwood trade. They were originally in Indianapolis, then Cairo, and finally they removed to Memphis. Originally they bought all their lumber and had no difficulty in so doing. Of late years, however, they have found that to maintain a regular supply and get what they wanted cut as they wanted it was necessary for them to own a saw mill, and they own one in Memphis, one of the principal saw mills there, and make 90 per cent of their own product. It is needless to say they have done well.

Another Indiana product who has done well in Memphis is J. W. Thompson, the tall Red Gum of the Delta. I saw Jesse flourishing his arms out on the yard some time before he saw me. J. W. does not spare himself where the interests of his firm are at stake. North, south, east or west, he has traveled, until his figure is

E. E. Taenzer & Co.

(Incorporated)

MANUFACTURERS
AND DEALERS.....

— HIGH - GRADE — Hardwood Lumber

*Band Saw Thin Stock
a Specialty*

MAIN OFFICE AND MILL :
Florida Ave. and Y. & M. V. R. R.

MEMPHIS, : TENN.

ALSO MILL AT SHORT BEND, ARK.

WANTED.

We are in the market for the following lumber, must be in good dry condition, and if can furnish any or all, please quote us f. o. b. cars shipping point, describing stock, and how soon same can be reached.

10 to 20 cars 1 in. 1st and 2nd Plain White Oak.
2 cars 1 1/4 in. 1st and 2nd Plain White Oak.
1 car 1 1/2 in. 1st and 2nd Plain White Oak.
3 cars 1 3/4 in. 1st and 2nd Plain White Oak.
2 cars 2 in. 1st and 2nd Plain White Oak.
1 car 2 1/2 in. 1st and 2nd Plain White Oak.
5 cars 3 in. 1st and 2nd Plain White Oak.
1 car 4 in. 1st and 2nd Plain White Oak.

The above stock must be well manufactured, equalized trimmed lengths. Prefer band sawn stock. Could take 15% to 25% of good Common with same.

We are also in the market for the following:
10 cars 1 in. Common Plain White Oak.
5 to 10 cars 1 in. 1st and 2nd Plain Red Oak.
10 cars 1 in. Common Plain Red Oak.

FOR SALE.

2 cars 1 in. 1st and 2nd Quartered Red Oak.
2 cars 1 in. Common Quartered Red Oak.
1 car 1 in. x 10 in. and up 1st and 2nd Plain Red Oak.
1 car 1 1/4 in. x 10 in. and up 1st and 2d Ash.
1/2 car 1 1/2 in. x 10 in. and up 1st and 2nd Ash
1 car 1 1/4 in. x 12 in. and up 1st and 2nd Red Gum (two years old).
1 car 2 in. x 6 in. and up 1st and 2nd Red Gum (3 to 4 months old).
10 cars 1 in. Gum Crating lumber, can ship rough or d. 2 s.
3,000,000 ft. 1 in. Poplar.
1 1/4, 1 1/2 and 2 in. bang up stock, all grades and good lengths.

E. E. TAENZER & CO.

(Incorporated)

MEMPHIS

CYPRESS

We make a specialty of rough or dressed Cypress Lumber and Cypress Shingles in straight or mixed cars. Your inquiries solicited for single car orders or good round lots. Can also furnish Sound Cypress Dimension Stock.

The Borcharding Lumber Co.
Northern Office, Cincinnati, Ohio

FOR SALE

20 cars 1st and 2nd quartered white oak.
30 cars common quartered white oak.
25 cars common plain white oak.
20 cars poplar, common and better.
5 cars poplar shipping cull.
30 cars Southern gum.
4 cars 1½ inch Southern gum.
2 cars 2 inch Southern gum.
1 car ¾ inch plain red, 40% common, 60% 1st and 2nd.
5 cars quartered white oak strips 2½ inches to 4½ inches wide.
2 cars quartered white oak strips 5 and 5½ inches wide.
1 car quartered white oak strips 4 inches and 4½ inches wide.
1 car quartered red oak strips 2½ inches to 5 inches wide.
10 cars quartered red 1st and 2nd and common.
1 car 1½ inch red 1st and 2nd and common.
1 car 1¼ inch red 1st and 2nd and common. Also 1¼, 1½ and 2 inches plain and quartered red and white. We are now putting up fine plain red for spring

J. V. STIMSON,
HUNTINGBURG, INDIANA

FOR SALE

Poplar lumber; West Virginia stock.
80 M feet 1 in. log run or on grade.
80 M feet 2 in. No. 1 common, 7 in. and up wide.
20 M feet 2 in. 1sts and 2nds, 7 in. and up wide.
11 M feet 3 in. and 4 in. 1sts and 2nds, 10 in. and up wide.
11 M feet 3 in., 4 in., 5 in. and 6 in. 1sts and 2nds, 10 in. and up wide.
25 M feet 3 in., 4 in., 5 in. and 6 in. No. 1 common, 10 in. and up wide.
40 in. 3 to 8x10 in. and up export poplar, green.
11 M feet 1 in. 1sts and 2nds, 18 in. and up.
1 car 2 in. log run beech.
2 cars 1 in. log run bass.
6 cars 1 in., 1¼ in., 1½ in. and 2 in. sawed, wormy chestnut.
6 cars 1 in. log run white oak.
1 car 2x12 sawed white pine.

To the Kentucky and Ohio river mills, the following logs will be for sale at Valley View, Ky., after next tide, principally common and better.

RAFT OAK
No. 1, 16 and 14 ft., 14 in. and up, 11,737 ft.
No. 3, 14 ft., 14 in. and up, 11,602 ft.
No. 5, 16 ft., 14 in. and up, 14,245 ft.
No. 6, 12 ft., 22 in. and up, 12,500 ft.
No. 7, 14 ft., 22 in. and up, 13,000 ft.

POPLAR
No. 1, 16 and 14 ft., 14 in. and up, 2,386 ft.
No. 3, 14 ft., 14 in. and up, 2,169 ft.
No. 5, 16 ft., 14 in. and up, 2,032 ft.
No. 6, 12 ft., 22 in. and up, 3,600 ft.
No. 7, 14 ft., 22 in. and up, 3,200 ft.

Will be glad to mail log tally sheet on each raft at your request.

MARIETTA LUMBER CO., Marietta, Ohio

familiar to the hardwood trade of all sections, and everyone that knows him likes him. He does business on his own personality, and it is a large business and a good business. Jesse does not own any saw mill directly, although his firm is interested and a stockholder in quite a number, and he finds time to hold the most important office, as important almost as that of president or secretary, in the National Hardwood Lumber Association. As chairman of the inspection bureau committee his services are invaluable. His wide acquaintance and his habit of traveling the country make him an ideal man for the place. I remember the time we had getting Memphis interested in the National association, but now it is the association's stronghold.

I also went up to see James Stark, of James Stark & Co., and I want to say emphatically that Mr. Stark, an ex-newspaper man, is a coming man in the trade. He has a nice tight little business and it is growing.

I saw E. T. Bennett, the pioneer saw mill man of Memphis. I don't mean he had the first saw mill there, but he is a pioneer in the strongest sense of the term. When I first went to Memphis five or six years ago, Mr. Bennett showed me a new kind of wood that he was experimenting with—it was gum. I thought he was rather foolish, for a good many smart men had experimented with gum

and found it unsatisfactory. But he was trying it out. The main objection to it was that it would split and warp and he was experimenting with it endeavoring to overcome those peculiarities. He bought 100,000 feet of logs the first year, found a market for the red gum abroad and the sap gum at home, and kept up his experiments, and now gum lumber is an assured success. Everybody wants it and a good many would give a good deal if they had E. T. Bennett's knowledge of manufacturing it and his trade for it.

I met Mr. Anderson, of the Anderson-Tully Company, and "Bob" Cooper, of the Cochran Lumber Company, on the Second street car. They have a better car and better service on the Second street line than formerly. I don't know that the "Second Street Car," a poem which appeared in the Hardwood Record several years ago, had anything to do with the improved service. The boys around Memphis are inclined to think it did, anyhow it did not do any harm.

I met Mr. Baker of Boston, Mr. Palmer of the L. H. Gage Lumber Company and W. E. Smith of Cairo, Ill., and what do you think?—I met George Stoneman of Chicago and went to the show with him to pass the evening. I intended the next day to go out and see Goodlander & Robertson, Charley Gladden and the boys on the south side, but right here I got the telegram to come home.

From Near and Far

CALENDARS—STILL THEY COME.

W. J. Cude of Kimmins, Tenn., is out with two that reflect great credit on his taste. We don't know where they got the models for those pictures. If they grow that kind of young ladies in Kimmins the boys will all move down there.

One is a highly colored young lady, evidently taken in cherry picking time, as she has cherries stuck all over her and one in her mouth. The whole thing looks good enough to eat.

The other is an equally highly colored young lady in a low-cut dress and a hat with yellow flowers on it. We'd like to see a girl like that. We'd like to sit on the fence and see her go by, as it were.

* * *

Say, those southern fellows have a great eye for female beauty. The Blanton-Thurman Company of Memphis, Tenn., are out with a calendar that is hard to beat. It represents the head and bust of a beautiful young lady. We didn't see any young lady that looked like her in Memphis. Of course, we were not looking for beautiful young ladies—not especially, but—well, we won't say any more; our wife reads the paper.

* * *

Another from Tennessee and a beauty. Geo. E. Brown & Co. of McMinnville,

Tenn., have a view of the water by moonlight, which is very fine. There are also some ships in the scene and a lighthouse sending forth its mellow rays. Very fine and large.

* * *

The only one from Mississippi is from J. H. Miner, but he holds up his end all right. It is a very elaborate design, with cupid's heads, stars, church steeples and things. The central figure is a young lady fashionably dressed, but she has a pair of wings. She wouldn't suffer in this earth, and we don't see what she wants with wings.

* * *

Coming further north, where the blood runs somewhat slower, the calendars naturally become more staid. The Long-Knight Lumber Company have a calendar about such as you would expect W. W. Knight and John Pritchard to select if you knew them intimately. No expense has been spared, and the calendar is a fine one. The young lady in the picture has her dress cut low, but not too low, and the calendar is very nice and modest.

* * *

John Stratton of Campbellsburg, Ind., has what Kimball pronounces a dog-on good calendar. He may have meant that for a pun, for there is a dog on it. A

dog and a little girl, very modest and appropriate.

* * *

The Messinger Hardwood Company of Chicago, Ill., has a highly colored representation of four sailors sitting about on the deck of a ship seeing which can tell the biggest yarn. A very fine calendar and a credit to the company's taste.

* * *

The Cincinnati Hardwood Company has a very fine calendar in black and white, representing a group of children playing "Ring Around Rosy." It is handsome and modest.

* * *

Brownlee & Co. of Detroit have a handsome souvenir in the shape of a celluloid paper-knife, with their card in a neat and unobtrusive manner on the handle. Very convenient and appropriate.

CHICAGO COMMENT.

Our grist of locals is rather light this week. Not many people have been to town. A few Chicago lumbermen have come in off the road and everything is Christmas. Anyone who is in Chicago would concede that the Christmas spirit is abroad in the land. There are two million people all trying to get into the stores down town at the same time. It takes lots of patience just to go along the streets, and a fellow would be apt to get angry at his slow progress were it not for the toleration engendered by the same spirit of Christmas. The jam is fearful and will get worse right up to Christmas.

All of the Chicago lumbermen seem cheerful and optimistic. They have not figured up to see how they come out as yet, but most of them are taking it for granted that they came out pretty well on the year's business. If they did not it does not matter a great deal. They fought hard all year and did the best they could, but Christmas is a time of relaxation.

* * *

Mr. N. B. Hester, who is the southern representative of Miller Brothers, is up this week in consultation with the members of his firm. He was in the office under the competent guidance of Charley Miller. He said he had this year's business about closed up and had come up to learn what the intentions were for next season.

If what Charley Miller said is true, and we think it is, they will do a larger business next year than ever before. Charley is an optimist and firmly believes that the coming season has something good in store. We believe Charley is right.

* * *

Mr. H. C. Jackson, of the H. C. Jackson Lumber Company, Grand Rapids, Mich., has been visiting in the city all week.

* * *

Mr. D. F. Clark of Minneapolis, the old wheel-horse and faithful member of the National Hardwood Lumber Association, was in the city this week and favored the

Record office with a pleasant call. Mr. Clark is of the firm of Osborne & Clark of Minneapolis, Minn., and a very successful lumberman and an all-around good fellow.

* * *

Mr. George W. Stoneman is in Memphis this week and will only get home in time for Christmas. I saw him while in Memphis. We attended the show together. It was not an extra good show, but George and I enjoyed it. We know how to enjoy a show whether it is good or not.

* * *

Mr. J. I. Hall of this city was in to see us and paid a year's subscription, for which he has our thanks. Mr. Hall is a local dealer here, and when he had paid his subscription he sat down for half an hour and regaled us with some of his experiences, which were very interesting.

* * *

W. S. Johnson of Milwaukee, Wis., was in the city this week accompanied by his son Harold. Harold is a graduate of Harvard University and is now starting in at



"CALICO" JOHNSON.

the lumber business. He is strictly all right and will make a go of it.

We cut the following cartoon of W. S. from a Milwaukee publication. This cartoon gives an idea of the business of the South Arm Lumber Company, in which Mr. Johnson is interested.

Mr. Johnson is also of the Johnson & Knox Lumber Company of Chicago and is a hustling and entertaining gentleman.

* * *

Now, if there has been anybody else come into town or gone away, we don't know of it. He has failed to report at this office. Most of the boys are sticking pretty close to home.

For it is Christmas time.

The Cherokee Lumber Company is the name of a new corporation at Buckhannon, W. Va. The capital stock is \$25,000, and incorporators are named as G. F. Stockert, C. D. Munson, M. F. Stockert, G. A. Newton and E. E. Bailey.

FOR SALE

- 3 cars 4-4 1 and 2 Poplar. 30 cars 4-4 No. 1 Common Poplar.
 - 2 cars 5-4 1 and 2 Poplar. 3 cars 5-4 No. 1 Common Poplar.
 - 2 cars 6-4 1 and 2 Poplar. 5 cars 6-4 No. 1 Common Poplar.
 - 5 cars 8-4 1 and 2 Poplar. 3 cars 8-4 No. 1 Common Poplar.
 - 1 car 10-4 1 and 2 Poplar. 1 car 10-4 No. 1 Common Poplar.
 - 2 cars 12-4 1 and 2 Poplar. 1 car 12-4 No. 1 Common Poplar.
 - 30 cars 4-4 Cull Poplar.
 - 2 " 5-4 " "
 - 2 " 6-4 " "
 - 2 " 8-4 " "
 - 1 " 10-4 " "
 - 1 " 12-4 " "
 - 3 " 4-1 1 and 2 Plain W. or R. Oak.
 - 1 " 5-4 1 and 2 " " "
 - 1 " 6-4 1 and 2 " " "
 - 2 " 8-4 1 and 2 " " "
 - 1 " 12-4 1 and 2 " White "
 - 25 " 4-4 Common Plain R. or W. Oak.
 - 3 " 5-4 " " " "
 - 2 " 6-4 " " " "
 - 2 " 8-4 " " " "
- Any grade, quantity or thickness in Qt. Red or White Oak.
- CHESTNUT**
- 10 cars 4-4 1 and 2.
 - 5 " 4-4 Common.
 - 20 " 4-4 Sound Wormy.
 - 2 " 5-4, 6-4 and 8-4.

WRITE US

W. P. Brown & Sons Lumber Co.
LOUISVILLE, KY.

EDWARD L. DAVIS & COMPANY,

MANUFACTURERS OF

WAGON STOCK

WHOLESALE OF

HARDWOOD LUMBER

9th and Oak Streets,
LOUISVILLE, KY.

NEW WANTS AND OFFERS
Every Issue
Pages 31 to 34 Inclusive

PIERCE LUMBER CO.
Manufacturers and
Wholesale Dealers in
HARDWOOD LUMBER
We will saw Red and White Oak
exclusively for the next year
OFFICE and MILLS, OLYPHANT, ARK.

THE
Crittenden Lumber Co.
MANUFACTURERS
Oak, Ash,
Cypress
and Gum
MILLS:
EARLE, ARK.
OFFICE:
336-337 Scimitar Building.
MEMPHIS, TENN.

**MISSISSIPPI VALLEY
LUMBER CO.,**
MAIN OFFICES,
LINCOLN TRUST BLDG., SAINT LOUIS.
BRANCHES:
Cairo, Ill., Caruthersville, Mo.
and Memphis, Tenn.
Cash buyers of Cypress, Cottonwood, Gum and
Oak and solicit inquiries from the con-
suming trade for the following:
CYPRESS:
750,000 feet 1 inch 1sts and 2nds
200,000 " 1¼ inch 1sts and 2nds.
25,000 " 1½ and 2 inch 1sts and 2nds.
850,000 " 1 and 1¼ inch select.
175,000 " 1½ inch select.
90,000 " 2 inch select.
1,610,000 " 1, 1¼, 1½ and 2 inch shop.
COTTONWOOD:
2,000,000 feet 1-inch, log run or on grade.
GUM:
2,500,000 feet 1-inch No. 2 and shipping cull.
500,000 " 1 and 1¼ inch furniture common.
390,000 " 1, 1¼ and 1½ inch sap clear.
OAK:
650,000 feet 1, 1½ and 2 inch Red and White
plain and quarter sawed 1sts and 2nds, No. 1
and No. 2 common.

BUFFALO BITS.

(Special Correspondence.)

Buffalo, N. Y., Dec. 19, 1904.

T. Sullivan & Co., who are making a drive on Washington fir as a substitute for ash, claim they are meeting with great success in their new venture. Mr. Fred Sullivan, who has been devoting his personal attention to both ends of the fir business—seeing that it was manufactured just as he wanted it, and pushing the selling of it—feels greatly elated over the results.

* * *

The H. M. Loud Company evidently think Buffalo is a pretty good place to do business, as they have again located at their old quarters on Louisiana street, where they have a yard and docking facilities. They have at the present time a large stock of inch maple on hand in this yard.

* * *

Expressions of sympathy are heard on every side for Mr. J. B. Wall, who has just been bereaved of an infant son. Such events seem all the more sad at this time of the year, when the rest of the world is in a joyful mood.

GOTHAM GLEANINGS.

New York, Dec. 19, 1904.

The following hardwood lumbermen were visitors during the fortnight: L. M. Morageus, National Mahogany Company, Mobile, Ala.; C. L. Meckley, Strong & Meckley, Philadelphia, Pa.; F. W. Lawrence, Lawrence & Wiggin, Boston, Mass.; M. C. Burns, Palen & Burns, Buffalo, N. Y.; R. T. Price, Price & Heald, Baltimore, Md.; F. C. Rice, Rice & Lockwood Lumber Company, Springfield, Mass.; W. E. Litchfield, Litchfield Bros., Boston, Mass.; F. E. Stone, Stone Lumber Company, Boston, Mass.; F. R. Whiting, Janney-Whiting Lumber Company, Philadelphia, Pa.; H. I. Soble, W. M. Ritter Lumber Company, Columbus, O.; R. L. Walkley, Crosby & Beckley Company, New Haven, Conn.; S. L. Eastman, S. L. Eastman Flooring Company, Saginaw, Mich.

* * *

C. C. Mengel, head of the C. C. Mengel & Bro. Company, Louisville, Ky., large hardwood and mahogany operators, was a distinguished visitor to the Metropolis last week, stopping at the new Hotel Astor.

* * *

Allen W. Adams, a partner of the large retail firm of Willson, Adams & Co., one of the biggest houses in that district, has resigned from that company and has purchased the company's branch yard at Mt. Vernon, N. Y., which he will conduct on his own account.

* * *

Philadelphia, Pa., has been definitely decided upon as the place of meeting for the annual convention of the National Wholesale Lumber Dealers' Association, on March 1 and 2 next, an event in which all the wholesale interests of the country

take pleasure and profit in. The headquarters will be at the new Bellevue-S Stratford Hotel, one of the finest in the country, and complete program will doubtless soon be issued. From preliminary interest expressed it is evident that the convention this year will be the biggest and best yet, while the Philadelphia lumbermen may be depended upon to do the elegant in their part of the affair.

* * *

Alfred Dobell, of Alfred Dobell & Co., large lumber brokerage house of Liverpool, Eng., and W. C. Davie, of Wright, Graham & Co., hardwood brokers of Glasgow, Scotland, were among the foreign visitors to the Metropolis on business during the fortnight.

* * *

C. G. Ellis, who for several years past has conducted a retail hardwood business at Sandwich, Mass., has incorporated the C. G. Ellis Company in Brooklyn, and has opened a yard at Sixth avenue and Seventy-first street. He will handle a general line of hardwoods.

* * *

E. M. Price, of Price & Hart, 18 Broadway, selling agents of the large hardwood output of the Gauley Company, Camden-on-Gauley, W. Va., has just returned from Camden, where he went to look over matters at that end, which he reports as very satisfactory. The new mill is turning out about 100,000 feet of choice hardwoods daily, and their output is well known in the eastern markets.

* * *

May, Thompson & Thayer, large manufacturers and wholesalers of hardwood at Evansville, Ind., are contemplating opening a New York office under the management of Mr. P. C. Clarke, who is spending some time at present looking over the local district with that end in view. This firm would be a valuable addition to the wholesale hardwood interests of the metropolis should they definitely decide to act, and as Mr. Clarke is thoroughly well posted on hardwood matters and the requirements of the local district, the advent of this company in the local tract would be welcomed.

* * *

O. H. Williams, vice-president of the Southern Saw Mill Company, Ltd., New Orleans, La., large handlers of cypress and hardwood, has arrived in town and opened an office at 1 Madison avenue, for that company, who will pay closer attention than in the past to the metropolitan trade. They have a very choice line of hardwoods and cypress, and having shipped considerable material to this district in the past, the opening of this local office means bigger efforts in that direction.

* * *

R. L. Walkley, of the Crosby & Beckley Company, large hardwood manufacturers, with headquarters at New Haven, Conn., is spending considerable time each fortnight at the local office of the company, 1 Madison avenue, looking after the New

York end of the business, and reports trade as very satisfactory.

* * *

F. R. Whiting, of the Janney-Whiting Lumber Company and the Whiting Manufacturing Company, Elizabethton, Tenn., passed through the city last week en route home to Philadelphia after a trip to New England points, where he reports trade as very satisfactory. The Whiting Manufacturing Company are making a specialty of stock widths in hardwood lumber, and which he states is much appreciated by their customers.

PITTSBURG PACKET.

(Special Correspondence.)

Pittsburg, Pa., Dec. 20, 1904.

The W. E. Terhune Lumber Company has applied for a Pennsylvania charter and will buy and sell at wholesale and retail all kinds of lumber and mill work. The incorporators are: W. E. Terhune, Elliott Cobb and Frank E. Clark.

* * *

A disastrous fire occurred the morning of December 11 in the lumber yards of Robinson & Co. at Portsmouth, Va. A large amount of lumber, a planing mill, lumber mill and sash and door factory were for a time in imminent danger of being entirely destroyed and were all badly damaged.

* * *

The Clover Run Lumber Company, operating in Tucker County, Maryland, near Cumberland, has quite business. The company was incorporated in Pennsylvania and was backed by Pittsburg capital. It has been running two years. The property will be sold.

* * *

Telephones are coming into quite general use among the lumber camps owned or operated by Pittsburg firms. In West Virginia, Virginia, Western Pennsylvania and also in the southern states, all the larger places are connected by telephone. Lumbering is no longer a hiding in the wilderness as it was formerly, but the camps are very much in the world.

* * *

The Blairsville Lumber and Manufacturing Company, which has lately established offices in the Washington National Bank building in Pittsburg, is turning out over 100 mantels and from 3,000 to 4,000 ballusters at its mill at Blairsville, Pa. The company has been in business less than a year, but it is already known as one of the foremost concerns in this line in Pennsylvania.

* * *

All records for dronth for a quarter of a century have been broken this fall and winter around Pittsburg. There has not been a satisfactory rain since October and the rivers were low then. Boats have ceased running, manufactories depending on small streams for water have been shut down and lumber firms operating in western Pennsylvania, West Virginia and Kentucky have had to stop their mills

either on account of no water to run the machinery or because, as in a few cases, there was no water to float the logs to mill.

MINNEAPOLIS.

(Special Correspondence.)

Minneapolis, Dec. 20, 1904.

Barnard & Strickland, the local hardwood wholesalers, have expanded their quarters somewhat, adding another room so as to give Mr. Barnard and Mr. Strickland each a private office. They now occupy No. 206-7-8 Lumber Exchange.

* * *

C. A. Coon, of the C. A. Coon Lumber Company, hardwood manufacturers at Glen Flora, Wis., was a business visitor in Minneapolis last week.

* * *

The Ruby Lumber Company, which has headquarters at Minneapolis, but manufactures hardwood at Ruby, Wis., has started up for another season of sawing. They have been down since September 1 and have made some improvements in machinery during the three months and a half, including an endless chain for hauling their logs from the yard to the saw. They expect to manufacture about 2,500,000 feet of hardwood lumber this coming year, chiefly elm, birch, ash and basswood.

PHILADELPHIA POST.

(Special Correspondence.)

Philadelphia, Dec. 19, 1904.

The local dealers are already looking forward with keen expectancy to the sessions of the thirteenth annual meeting of the National Wholesale Lumber Dealers' Association, to be held in this city on Wednesday and Thursday, March 1 and 2. Indications already point to an unusually large gathering. The local men are preparing to give the visitors a royal welcome.

* * *

S. Y. Warner has returned home after a brief business trip to the southern mills.

* * *

The local Lumbermen's Exchange has decided not to move from its present quarters in the Bourse. Several months ago a movement was inaugurated to remove the Exchange headquarters to a locality more in the heart of the city. Considerable agitation ensued, but the executive board, by a vote of six to five, reported negatively on the suggestion.

* * *

N. D. Nettleton has engaged in the wholesale lumber business.

* * *

The initiates at the last concatenation of Hoo-Hoo in this city were Asa W. Vandegrift, of Sheip & Vandegrift; Jerome H. Sheip, of Sheip & Vandegrift; William E. Harrison, of the Rumbarger Lumber Company, and Henry Wilson Neely, of the Rumbarger Lumber Company. Another concatenation will be held early in January, when the annual meeting of the

H. C. HOSSAFOUS

Manufacturer and dealer in

Quartered Oak Dimension Stock, Ash, Plain and Quartered Oak, Walnut, Cherry

DAYTON, OHIO

Jno. M. Smith

Wholesale Hardwood LUMBER

DICKSON, TENN.

If you want straight grades, good lengths and widths, first-class stock in every particular, write me for prices.

Yards at NASHVILLE, TENN.

THE

O. G. GARDNER LUMBER CO.

INCORPORATED

DEALERS IN

HARDWOOD LUMBER, TIMBERS AND DIMENSION STUFF

Dressed Lumber, Mouldings and Turned Work

N., C. AND ST. L. R. R., FOOT OF LIBERTY ST.

JACKSON, TENN.

T. F. McGEE & COMPANY

ACKERMAN, MISS.

Manufacturers and
Dealers in

Poplar Lumber

WE HAVE THE LUMBER
WRITE US



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

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.

Thompson & McClure
HARDWOODS

Quartered White Oak
Quartered Red Oak
Plain White Oak
Plain Red Oak
Our Specialty is
QUARTERED WHITE OAK
Write us
MEMPHIS, :: :: TENN.

The F. J. Blackwell Co.
INCORPORATED
BROWNSVILLE, TENNESSEE

Write us for
prices on

**HARDWOOD
LUMBER**

**OAK, POPLAR and
GUM LUMBER and
Dimension Stock**

Pennsylvania Lumbermen's Protective Association will be held here.

Among the recent visitors to the city were: Frank R. Whiting, of the Whiting Lumber Company of Elizabethton, Tenn.; E. Stringer Boggess of Clarksburg, W. Va.; James Miller, of the William H. Scheutte Company of Pittsburg, and E. A. Sondheimer, of the E. Sondheimer Company of Chicago.

EASTERN TENNESSEE DISTRICT.

(Special Correspondence.)
Nashville, Tenn., Dec. 20, 1904.

The Nashville Hardwood Flooring Company is exporting considerable stock and has been shipping out into the domestic market a large amount of parquetry, etc.

Love, Boyd & Co. have several of the Tennessee and Kentucky mills running, and one member of the firm is holding down affairs at the office this season, while two keep a weather eye on the Cumberland.

The firm of Lieberman, Loveman & O'Brien report the box end of their business satisfactory just prior to the holidays and regard the outlook for 1905 in lumber matters as indicative of a strong market and active demand soon after the new year opens.

The Southern Lumber and Box Company are busy with their interests in the box making and lumber lines. Secretary Hunt looks after the logging interests and he hopes to get a good supply of logs for his firm.

John D. Ransom & Co. note some improvement in the export trade, and find in summing up the business of 1904 that it is going to be up to the average and an excess on former years, for which they are duly grateful.

A petition has been filed in the Federal Court at Knoxville to throw the Timber Ridge Lumber Company of Washington County into bankruptcy. No schedule of liabilities and assets has yet been filed.

The Frank and Jones Lumber Company, the latest entree in Nashville hardwood circles, is beginning to receive a stock of logs and lumber from Jackson County, with which they will open a yard here soon.

The Day Lumber and Manufacturing Company of Knoxville, Knox County, has been started with a capital stock of \$10,000 by S. G. Haynes, Chas. H. Smith, Claude Lotspeich and R. H. Sampson.

Receiver J. Bowley at Bristol, Tenn., will open a number of bids on a large quantity of logs in Carter County, Tennessee, which are a part of the effects of the late James Strong Lumber Company of Bristol. These logs, it is estimated, will yield about 2,000,000 feet of marketable

lumber. Several of the Bristol companies have filed bids on the property.

W. G. McCain & Sons have just completed a modern band lumber plant at Neva, in Johnson County, Tennessee, and will put it in operation not later than January 1. The plant has a daily capacity of 40,000 feet. For several months the company has been accumulating logs.

At Lewisburg, Marshall County, Tenn., a large force of hands has been at work during the past month on the American Lead Pencil Company's new plant, and the main building, it is thought, will be completed in a few days. The old plant was recently destroyed by fire at a loss of \$100,000. The concern uses a large amount of cedar in its manufactures and the company has more standing cedar timber than almost any concern in the South.

LOUISVILLE NOTES.

(Special Correspondence.)
Louisville, Ky., Dec. 22, 1904.

Governor J. C. W. Beckham has appointed the following delegates to represent the state of Kentucky at the sessions of the American Forest Congress, which will convene in Washington January 2, 1905: J. H. Bartlett, Middlesboro; Thomas Pickett, Maysville; M. H. Crump, Dr. George T. Wilson and Mrs. James A. Mitchell, Bowling Green; F. C. Mason, Berea; J. Stoddard Johnston, John Stites, Hunt Jones, John B. Castleman, Charles F. Grainger, E. F. Defebaugh, Mrs. Mason Maury, Louisville; D. A. Yeiser, Paducah; Thomas C. Combs, Lexington; Martin Yewell, Owensboro; Jouett Henry, Hopkinsville; J. S. Darnell, Frankfort.

Mr. William C. Ballard, Vicegerent Snark, Concatenated Order of Hoo-Hoos in Kentucky, presided at the initiation December 16 of about twenty new members into the local branch of the order. The initiation exercises were held at the Galt House and lasted from 7 o'clock until 10:15 o'clock. After the exercises the company adjourned to the big banquet hall and there sat down to a delightful banquet. The toasts were a distinct feature of the affair.

Mr. Ballard also presided at a concatenation held in Winchester, Ky., at which several new members were initiated December 9.

The C. C. Mengel & Bros. Lumber Company of Louisville and British Honduras has received from the government of the United States proposal blanks for bids on lumber required in the construction work beginning on the isthmus of Panama. Mr. Clarence R. Mengel is now in British Honduras and will probably visit the isthmus before returning to the United States.

The Beckwith Organ Company has filed articles of incorporation in the Jefferson

County Circuit Clerk's office, with a capital stock of \$250,000, divided into shares of \$100 each. The stock is divided into preferred and common, 500 shares of preferred and 2,000 shares of common. The incorporators, each of whom is given as holding three shares, are as follows: Cyrus L. Adler, president of the Adler Organ Company; R. S. Hill and William T. Hale. The maximum debt which might be incurred is \$100,000.

CINCINNATI GOSSIP.

(Special Correspondence.)

Cincinnati, Dec. 20, 1904.

The E. E. Beach Lumber Company was incorporated on December 13 with a capital stock of \$10,000 by M. N. Conway, W. J. Pugh and Chas. B. Stevenson of this city and J. H. Bryan and E. E. Beach of Tennessee. The company will open a general hardwood lumber yard on McLean avenue about January 1.

* * *

W. A. Bennett, of Bennett & Witte, has been elected to membership in the Business Men's Club. There are a number of other prominent local hardwood lumbermen who belong to the organization, among them T. J. Moffett, who is president.

* * *

The firm of Stewart & Jackson, dealers in hardwoods, located in the Mercantile Library building, has been dissolved by mutual consent, A. V. Jackson retiring therefrom. The remaining members of the firm, Wm. H. Stewart and Gregory S. Stewart, have succeeded to the business and have acquired all its assets and assumed its liabilities. Hereafter the firm name will be Wm. H. and Gregory S. Stewart.

* * *

Max Kosse, president of the K. & P. Co., is making a business trip through the South.

* * *

The year 1904 "will go down in history," to use the phrase of the stump speaker, as the most prosperous in point of building operations in this city up to this time. From January 1 to November 31 the estimated amount of improvements was \$6,130,095. The highest amount recorded previously was in 1891, when the improvements were \$5,068,538. In 1903 the improvements were \$4,502,255. These

figures are from the official records of the building inspector's department.

* * *

C. C. Spicker, representing the C. C. Mengel & Brother Company of Louisville, Ky., was a recent caller on the local trade. He consummated a number of important deals while here.

MEMPHIS MATTER.

(Special Correspondence.)

Memphis, Dec. 20, 1904.

W. H. Russe, of Russe & Burgess, will go abroad for his firm this coming year and will remain in Europe until about March. The gentlemen at the head of this well-known hardwood firm alternate in their annual visits to the foreign markets.

* * *

T. B. Allen, of T. B. Allen & Co., has returned from a trip to Texas and the Southwest in connection with his cypress lumber interests.

* * *

F. E. Stonebraker, of the L. H. Gage Lumber Company, has returned from a trip to Indiana.

* * *

J. W. Dickson, of the J. W. Dickson Company, who recently lost his lumber mill by fire, has secured a mill in East Memphis that has a capacity of some 15,000 feet and will be right along with the other lumber boys again.

* * *

Max Sondheimer, of E. Sondheimer & Co., was here visiting the Memphis connection and looking over the timber properties of his firm near Loanoke, Ark., a few days ago.

* * *

The S. C. Major Lumber Company has been organized here by S. C. Major, W. H. Steele, George E. Hibbard and Roland F. Krebs, prominent St. Louis gentlemen. The company will have headquarters in the Randolph building here.

* * *

The Anderson-Tully Company recently acquired some mills from E. T. Bennett & Co. One will be removed to Mississippi and the other, with a capacity of 30,000 to 35,000 feet of lumber, will remain.

* * *

Geo. W. Stoneman of Chicago was a recent visitor in Memphis lumber circles.

* * *

T. S. Estabrook, of T. S. Estabrook & Co., Chicago, was here recently.

CHATTANOOGA

GEORGE L. HUNT

713 E. 4th Street

CHATTANOOGA, TENN.

Wholesale Dealer in

HARDWOOD LUMBER

CASE LUMBER CO.

CHATTANOOGA, TENN

Manufacturers
and dealers in

HARDWOOD LUMBER

High Grade Band Sawed Quartered Oak and
Poplar our Specialty.

Write us, We Have the Lumber.

**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. Cor-
respondence solicited.

Williams & Voris Lumber Co.

MANUFACTURERS OF

**Hardwood
Lumber and**

QUARTER SAWED OAK VENEER.

We guarantee our oak to be equal to
Indiana oak in quality and figure.

CHATTANOOGA, - - TENN.

J. M. CARD, President

S. H. CARD, Vice-President

FRED ARN, Sec'y and Treas.

J. M. CARD LUMBER CO.

WHOLESALEERS and EXPORTERS OF
HARDWOODS and YELLOW PINE

Members of

National Lumber Exporters' Association
National Hardwood Lumber Association

Chattanooga, Tenn.

THE MARKETS

THE CHICAGO MARKET.

The closing of the year's business will, we believe, show in most cases that the Chicago lumbermen have done fairly well. Not so well as last year, but last year was an exceptional year. This was one of the off years from which not much was expected. It is one of the years when, if a man holds his own, he has much to be thankful for.

And the prospects are good for next year. Stock taking will show stocks moderate, demand good and prices firm, which is a very good condition to be in at the close of a presidential year.

Usually prices slump off in December pending the holiday season. This year they have not and closed with the firmest prices there has been for six months.

Plain oak is a very scarce article in this market, especially thick plain oak. Quarter sawed is in fairly good supply, but it is also in fairly good demand and prices are firm.

Northern hardwoods are holding their own very well.

And we go into the new year in very good shape.

ST. LOUIS.

St. Louis, Dec. 20, 1904.—(Special Correspondence.)—It is the holiday season and such work as is being done around St. Louis is more in the direction of balancing up the accounts of the year and preparing for the invoicing of stocks than otherwise. Another thing which has tended to decrease the volume of business now being done, is the cold wave which struck St. Louis something over a week ago and was accompanied by sufficient snow to cause an inactive time of it in the yard of St. Louis. For several days practically no lumber was hauled either into or out of St. Louis and very little stock was loaded on the cars for country shipments. About the only form of activity now noticed in St. Louis is in the buying end of the business, as quite a number of the local wholesalers are keeping their buyers in the southern country. There are a number of items which are in poor supply in this market, and it is the effort of these buyers to balance up stocks as much as possible before the spring trade sets in. Reports from these buyers indicate that it is difficult to procure stock at these times, the holidays interfering with it to some extent and a majority of them will remain idle next week. Those desiring to buy cypress in Mississippi, Arkansas and

Northern Louisiana are finding a majority of the mills idle, because of the drouth which is present in that territory and which prevents the floating of logs. In the more northern parts of the southern country, however, there is no difficulty of this sort, and a great many hardwood mills have been running on very good time. The item which is particularly scarce in St. Louis is inch plain oak, both red and white, and very few of the yards have a sufficient supply of it. There is some green on hand, but practically no dry can be found either at initial points or in a majority of the wholesale centers. In quartered oak, there is a fair call for upper grades in white and all grades in red, and the latter seems to have the preference in present trading. Ash is also showing a firmness in upper grades, but there is no particular call for common. Cypress is very strong. Cottonwood and gum have changed practically none since last report, but there is great expectation for spring. One especially strong feature of the present market conditions is the fact that none of the wholesalers are willing to enter into selling contracts for spring delivery at present prices. Several propositions have been up during the past week, and available quotations show material advances over reigning prices. This would indicate that the wholesalers have the utmost confidence in the outlook and they firmly believe prices will harden immediately after the first of the year. Stocks are none too large, in fact, are below what is desired, and this also will have its influence upon spring conditions?

NEW YORK.

New York, Dec. 17, 1904.—(Special Correspondence.)—Just at this season of the year, inventory taking and the general balancing up of business for the year naturally is the salient feature of the local market as well as elsewhere, and retrospection naturally in order, as, of course, actual business is easing off considerably and it will probably be a little quiet until after the New Year gets started. The local hardwood market, however, can be stated as very firm, with a fair amount of business offering, particularly in the manufacturing trade, although the yard trade has been a little quiet during the fortnight. Prices continue to hold very firm, and even poplar has stiffened a little in value and in demand during the past month. Taking the year as a whole the hardwood dealers have had a very

fair one, and outside of the poplar end but little complaint in sizing up the year's business is heard in either wholesale or retail circles. Values have been well maintained during the entire twelve months, while the outlook for a large demand in the early spring and throughout next year is exceedingly promising. Plain oak still continues to be the leader in demand, and holders of any amount of dry stock or even mediumly dry are having no difficulty in moving it at very good prices. Ash is in much the same situation, with brown ash exceptionally scarce. Chestnut, maple and basswood are also in fair call, and poplar is picking up right aiong. Of course, it is not expected that there will be much business done in the next two weeks on account of the holiday season, but a very fair winter trade is looked for all along the line.

PHILADELPHIA.

Philadelphia, Pa., Dec. 19, 1904.—(Special Correspondence.)—The local situation has brightened to a marked degree during the past few weeks, and all indications point to an even greater improvement in the near future. Sales are somewhat light in tone, but it is thought that the volume of business will be quite heavy after the holidays. There is a much improved demand for hemlock, and the dealers in this stock are pleased. The list is being well lived up to. Poplar is holding its own.

The demand for white pine is about normal, with no changes in the prices. Nearly all the yard orders for yellow pine have been given, but the demand still remains remarkably strong. The prices obtained are all that dealers could expect, and the only fly in the ointment is the matter of deliveries. North Carolina pine is equally in demand, with the same trouble over shipment. Prices continue to rule high.

PITTSBURG.

Pittsburg, Pa., Dec. 20, 1904.—(Special Correspondence.)—Owing to the fact that many of the retail firms of Pittsburg have started to take inventory of their stocks, comparatively few orders are being placed among city firms. Generally the majority of firms wait till January to take stock, but this year there is a general feeling that after the holiday season is over the lumber market will brighten up very fast and the retailers want to take advantage of the dull period before New Year's to get squared away for the trade. Stocks are, generally speaking, low. It is safe to say that there is at least 25 per cent less lumber in the local yards than last

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Write for prices. We also handle all kinds of plain oak, poplar and other hardwoods. All shipments made direct from mill.

December. In many of the yards the supply is so short as to make it impossible to fill an order that is varied much in its demands.

First and second oak is also scarce with a good demand to face. Even hemlock, which is usually abundant in Pittsburg, is not in good supply. Yellow pine is much scarcer than a year ago and the prices, like those of white pine, are going up.

Poplar is also short in stocks. Dry stock is almost impossible to get in many localities. This is especially true of the parts of Ohio, Pennsylvania and West Virginia where the water shortage is felt most. Mills that usually make a large cut and ship big quantities of dry stock to Pittsburg have no salable stock on hand this year and will not be able to furnish anything like their accustomed quota before next July.

The building outlook is improving every day, which gives new hope to both wholesale and retail lumber dealers. Within the last month projects have been announced in Greater Pittsburg which call for the building of over 500 houses. Most of these will be under way by February 1 and the demand for coarse lumber, especially hemlock, is increasing very fast as a result. Warehouse building is also taking a spurt and more public buildings are coming to the boards of architects for estimates than for two years. The railroads are taking or will soon take big quantities of heavy stuff for the construction work now under way in this district.

Prices rule about the same as the first part of the month. Dealers expect some sharp advances shortly after the first of the year. Architects and contractors evidently expect the same, for they are advising their clients to take bids as early as possible. In brief "things look good" to the lumber fraternity of Greater Pittsburg just now and every man in the business is taking off his coat to get down to hard work and lots of orders after he has enjoyed the holiday festivities.

CINCINNATI.

Cincinnati, Dec. 20, 1904.—(Special Correspondence.)—There has been fair and unexpected activity to the local hardwood market the past two weeks. It was opined that the latter part of this month general dullness would be experienced,

due to the fact that the taking of inventories would occupy the time of consumers. Happily, the balancing of accounts for the year has had no appreciable effect. Current and future wants have been supplied reasonably well. The best sellers have been plain white and red oak, and prices have been strongly sustained. With the turning of the year, providing the demand keeps, and there is no apparent reason why it should not, prices are expected to undergo a sharp advance, as dry stocks on hand are decidedly limited. Dealers are taking all the green stock in these two items that they can lay hands on, anticipating a rising market between now and early spring.

Quartered red oak has been firm, but quartered white has met with a slow outlet and prices are not overly firm. Both ash and hickory have been strong, with conditions favorable to an advance in values in the near future. Cypress is in the same category. Cottonwood and red gum are holding their own quite well. The poplar situation is being watched with considerable interest. There are no logs arriving, as the river is closed on account of ice, and inasmuch as stocks have only been fair in size for some time, it is regarded as almost certain that, as soon as the demand shows improvement, higher prices than now prevailing must be established.

MINNEAPOLIS.

Minneapolis, Dec. 20, 1904.—(Special Correspondence.)—The trade in the Northwest shows a seasonable dullness. Yard trade is practically stopped, as the retailers are making their inventories in most cases and are only taking an occasional mixed car.

The factories have stocked up for present needs, and while they are doing some inquiring and keeping a sharp eye on the market for fear of a rise in oak, they are buying very little stock at present. Their wants are almost confined to elm and oak, with some call for birch. There has been an unusual amount of fall building and some share of it is still going on in the cities. This gives a fair amount of special work for the sash and door factories, but their stocks are not depleted so as to need additions just at the present. However, the outlook for the furniture factories and the sash and door people indicates that there will be a good

line of business setting in soon after the first of the year.

NEW ORLEANS.

New Orleans, La., Dec. 18, 1904.—(Special Correspondence.)—Market conditions here are satisfactory and it is believed will continue so. While the position of hardwood is not as strong as it should be, it is generally conceded that satisfactory conditions prevail. Improvement is looked for.

Cypress is solid. Prices are firm and the demand is large.

LOUISVILLE.

Louisville, Ky., Dec. 22, 1904.—(Special Correspondence.)—Everything in Louisville at the present time, so far as lumber is concerned, seems to have turned in the direction of pine, spruce and cedar, and apparently attention runs more to the needle-end of these woods. Dealers are doing little more than talking about Christmas and the coming holidays and not a few of them are preparing to spend the holidays in the woods in search of game. Business is practically at a standstill in the hardwood trade. The unusual dullness of the fall, which was for a time relieved by a spurt of activity in some lines of hardwood, has again invaded the market with a deadly quiet. There is some demand, of course, but it is of little consequence and is confined almost exclusively to oaks, in so far as the hardwood market is concerned. In the soft wood market, yellow pine leads with a flourish that indicates even higher prices.

A review of the year is probably in line at this time. However, if it must stand as a criterion for judging the coming year, it will not be very encouraging. The year of 1904 started out uncertainly and all through the early spring there was an indication of the coming dullness, which prevailed all summer and late into the fall. Prices, of course, gave way to the earlier demand. However, after the election there came an awakening, which promised to arouse a good winter trade, but this has now disappeared and things are about as dull as they get to be at this time of the year. Yet, regardless of this, lumber dealers in this section look forward to a good year in 1905. This encouragement is due to the general indications of general prosperity in all lines. And when

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prosperity is general, it is always felt to a greater extent in the lumber and steel industries than in any other line of business. The cause of this is easily seen. Dealers are preparing themselves to take care of a big trade next year.

While the lumber trade has suffered a bit, the wood manufacturing establishments have been more prosperous, and this prosperity is bound, sooner or later, to be felt in the lumber trade, because manufacturers' stocks have been reduced to such a point that they will soon find it necessary to replenish them. The box factories have enjoyed an exceptionally prosperous year. The furniture men have shipped a greater tonnage of furniture than ever before, but the prices have been shaved a bit, to induce trade. The plow factories have been very prosperous, in consequence, partly, of the opening of the South African trade in this market. Building operations in Louisville, while peculiarly less than last year, have been more active in point of number of structures. Hardwood floor men and inside finishers have enjoyed a very prosperous year. The Adler Organ Company, regardless of a damaging fire, also reports a prosperous year; so much so, in fact, that the company is building a half-block piano addition to its present immense plant.

BUFFALO.

Buffalo, N. Y., Dec. 19, 1904.—(Special Correspondence.)—As usual at this time of the year, business is not brisk at all so far as immediate orders are concerned. Many firms, in fact, have called in their salesmen for the time being, thinking it a needless expense to even try to sell when the consumer is so indifferent about buying. This is good policy in more ways than one, as it will have a tendency to keep prices firm. Notwithstanding the quiet times that have prevailed for the past few months there seems to be a general feeling of satisfaction with regard to the year's business as a whole among the Buffalo hardwood lumber dealers. The Queen City Lumber Company of Buffalo made an assignment this week, naming Mr. M. M. Wall as receiver. The creditors, however, appear to have taken a hand in affairs and have filed a petition of involuntary bankruptcy against the concern, the court appointing Attorney George P. Keating receiver.

Not for years have the Buffalo yards shown as large an assortment of all kinds of hardwood lumber as they do to-day. The lumber has been coming steadily in during the past six months by lake and rail, while the shipments during that period out of Buffalo have been comparatively light. Plain oak is in good demand,

but the prices at the selling end do not seem to keep pace with the manufacturers' ideas, especially on the first and seconds. Quartered oak is quiet, with a downward tendency as regards prices. Ash seems to be holding its own, and is in fair demand. There is quite a drop in prices on basswood and chestnut, with no movement to speak of in either lumber. Cypress, gum and cottonwood are all coming to the front with a decided upward tendency in prices. There is not much change in the poplar situation.

NASHVILLE.

Nashville, Tenn., Dec. 20, 1904.—(Special Correspondence.)—After January 1 the lumbermen in the manufacturing district can tell more. Now they are looking for tides and indications are good for logging on the Cumberland. Weather conditions now are in favor of the lumbermen and the market is very satisfactory, judging from the expression of Nashvillians. Plain oak, chestnut and quartered white oak in the hardwoods are having the best sales. Winter building in Nashville is holding up well.

MEMPHIS.

Memphis, Tenn., Dec. 20.—(Special Correspondence.)—The market presents the usual holiday features and something of quietude, but the nominal activity of the month of December has been much more considerable than that of any of the fall months. More buyers have been here and more lumber has been sold. After the new year evidences are plentiful that a fine trade will ensue. Oak, plain and quartered, hickory stock and ash are in first rate demand. Cypress and cottonwood have improved in tone and price. Poplar is not much more active, but there is not a great deal of the wood on the market. Gum is in some better demand. The export business is picking up slowly.

TIMBER LANDS ALONG THE COTTON BELT ROUTE.

White oak, ash, hickory, gum, cypress, cottonwood. Sites and locations for mills and hardwood factories. Let us put you in touch with some good propositions in hardwood timber and timber lands. Write for full information, stating about what you want.

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St. Louis, Mo.

The Central of Georgia Railroad, which runs between Chattanooga, Atlanta, Macon, Savannah, Montgomery and Birmingham, is bringing investors in the lumber branches and several woodworking lines into a territory that otherwise holds fame as a great fruit paradise of the world and a health resort district of much note. Many machinery houses are springing up right in the territory, and drummers are invading it every day. Those with industrial projects will receive information by writing W. A. Winburn, second vice-president, Central of Georgia Railroad, Savannah, Ga.

The sash and door factory of the Phillip Rinn Company at Crosby and Division streets was damaged by fire to the extent of \$100,000.

J. P. Davis is erecting a saw mill at Bristol, Tenn.

The J. W. Dickson Company have purchased the East End Lumber Company's plant at Memphis, Tenn., and according to advices they are in position to furnish the trade with first-class band-sawed lumber just as they used to. Their cut this season will be oak, ash, cypress and gum, $\frac{3}{8}$ inch and thicker.

Murphy & Son are successors to the hardwood lumber business of J. B. Richey at Zionsville, Ind.

Notice of the incorporation of W. P. Adams Lumber Company at Fayette, Miss., with a capital stock of \$10,000, is given out.

The saw mill of J. Wantz at Blanchester was partly burned down a fortnight ago, entailing a loss of \$1,000. No insurance and origin of fire unknown.

Schofield Bros. of this city have purchased a tract of 8,000 acres of timber along the Salkeatchee River, in southwestern South Carolina. They will engage in the manufacturing business.

Read our "Wanted—For Sale—Exchange" columns, pages 29 to 32 inclusive.

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AN IMPROVED SWAGE SHAPER.

The Pribnow swage shaper, recently greatly improved in design and utility, has, it is claimed, incorporated in its make-up the combined advantage of the fifteen years' practical experience of its inventor and of suggestions from many of the best filers in the country. The combination of the convenient and accurate adjustments between the adjustable clamping or shaping jaws 9 and 10, the adjustable tooth gauge 4 and adjustable back guide 15 is the feature which makes the tool indispensable to the modern mill man or saw filer.

The clamping or shaping jaws 9 and 10 are made of the finest tool steel and tempered by a special process which makes the working parts very hard, fit to cut glass, but still they will not chip nor break. The forward end of the clamping jaws is beveled and comes in contact with the saw tooth in such shape that it forms a perfect chisel point, a perfect clearance, and widest at the extreme point. The clamping jaws clamp the tooth the entire length, which action supports the shaper

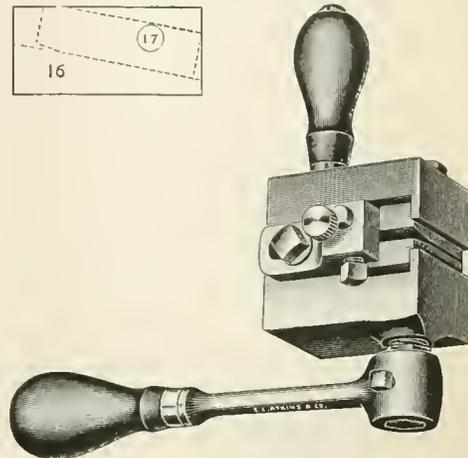
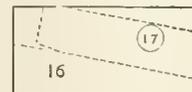
screw 14 till the points average even on both sides of the saw. A novel feature of tooth gauge 4 and adjusting screw 6 and adjustable tooth gauge holder play an important part in this act.

The tooth gauge 4 bears the same number on the end as the gauge of the saw operated on. This tooth gauge is a small round bar made of tool steel, the working end being accurately fitted to a standard form to straddle the swaged point, and the sides have the exact form of a finished tooth. A system is adopted so that each tooth gauge is marked on its end with the gauge of saw it is intended for, so that if a proper gauge shall be used for the saw in hand the best results will be obtained. For illustration, a No. 16 will work on a 10-gauge saw, but a No. 10 will not work on a 16-gauge saw.

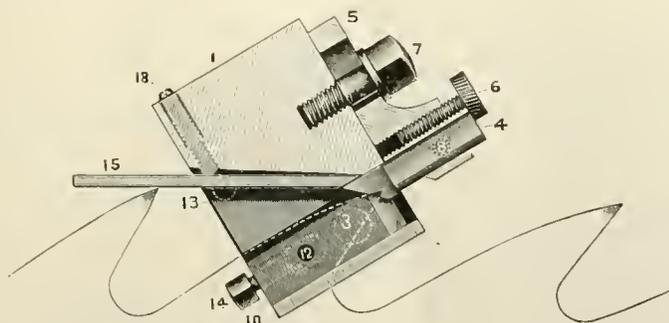
To adjust the tooth gauge, if the finished point shall be too wide, loosen setscrew 8 and turn thumbscrew 6 to the right; if the finished point be too narrow turn the thumbscrew to the left, and so on until the point is just right; then tighten setscrew 8. Another simple and

cular saw. The second cut shows the same shaper mounted on a common band saw.

As a rule, the back guide is long enough to cover two teeth besides the tooth operated on. If this back guide (15) shall be adjusted so that the inner point is in touch with the point of tooth gauge 4 the shaper will slide along easily on the saw and



THE IMPROVED SHAPER



SECTIONAL VIEW SHOWING TOOTH IN POSITION

can be operated with one hand and does not need a handle to steady it on the saw, although there is a handle on the opposite side from the clamping lever 2 for the convenience of the operator. Back guide 15 is adjusted by adjusting screw 18 and held in place by setscrew 13, so the shaper works equally as well on a circular saw as on band and gang saws; no matter what diameter or width the saws may be nor how far between points, with the handy adjusting screw 18 the shaper can be tilted to suit any pitch of tooth.

Grinding gauge 16 (also shown complete in larger illustration) is furnished with each shaper. The clamping jaws are placed in it as shown at 17, and thus accurately ground and always kept smooth. The clamping jaws are reversible so that all four corners can be brought into use.

This tool is made in three sizes, for saws ranging from 6 to 24 gauge. Manufactured by E. C. Atkins & Co., Indianapolis, Ind., leading makers of saws and saw tools. Branch houses: New York, Memphis, Atlanta, Minneapolis, Chicago, Toronto, Portland, Seattle and San Francisco.

in line with the saw and assures accurate shaping of the swaged points. It is essential to have the swaged points line up evenly on both sides of the saw to assure a straight cutting saw, this defect being most noticeable on double edge band saws.

After the shaper is placed on the saw and a test shows that the teeth do not line up evenly on both sides, if the points line too heavily on the left side the clamping jaw 10 is moved ahead by adjusting setscrew 14; if the points line too heavily on the right side of the saw the clamping jaw 10 is let back by set-

valuable adjustment of the tooth gauge in relation to the clamping jaws is embodied in the adjustable tooth gauge holder. As a rule, on band saws the holder is left up, as shown in second illustration, 2, but a slight movement down will bring the tooth in contact with a new wearing face of the clamping jaws and not change the gauge of the finished point; in other words, on circular saws it is convenient to adjust the shaping jaws to a different pitch in relation to the tooth and in connection with the adjustable back guide 15. The sectional cut shows a No. 5 shaper mounted on a large cir-

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NEW ORLEANS, LA.

THE IRISHMAN'S CANT HOOK.

A farmer, accompanied by several of his hired men, went into the woods one morning in the fall of the year to cut down some trees. When about to begin work it was discovered that the cant hook had been left behind. Turning to one of the men, an Irishman not very long over, the farmer instructed him to drive back to the farm for the missing tool. The Irishman did not know what a cant hook looked like, but was averse to exposing his ignorance, so drove off on his errand, trusting to find someone at the farm who would enlighten him.

At the barn, however, there was no one to help him out of his dilemma. Casting his eyes about the place for the thing which would be likely to bear the name of "cant hook," he saw a mooley cow with never a sign of a horn upon its head, and concluded it was that he had been sent for.

Procuring a rope, he fastened the cow to the rear end of his vehicle and exultingly drove back to the woods.

"What in Sam Hill have you there?" shouted the farmer on seeing his messenger and the cow. "I sent you for a cant hook to use in moving the logs; what have you brought that cow for?"

"Be jabbers, boss, divil another thing could I see around the barn that can't hook but this."—Star of Hope.

The Scobee Lumber Company has been incorporated at Winchester, Ky., with a capital of \$30,000, by R. P. and R. M. Scobee of Winchester and W. H. Treadway of Clay City, Ky.

The Mishler Lumber Company of New Madrid, Mo., has increased its capital stock from \$60,000 to \$100,000.

Read our wanted and for sale columns, pages 29 to 32 inclusive.

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3,000 feet 3 1/2-in. 1s & 2s, Plain White Oak.	7,000 feet 1 1/2 in. Com., Qtd. White Oak.	100 feet 3 in. 1s & 2s, Cherry.
34,000 " 1 " 1s & 2s, Plain White Oak.	16,000 " 2 " 1s & 2s, Qtd. White Oak.	100 " 4 " 1s & 2s, Cherry.
15,000 " 1 1/4 " 1s & 2s, Plain White Oak.	8,000 " 2 " Com., Qtd. White Oak.	1,000 " 1 " 1s & 2s, Qtd. Sycamore.
12,000 " 1 1/2 " 1s & 2s, Plain White Oak.	1,500 " 2 1/2 " 1s & 2s, Qtd. White Oak.	12,000 " 1 1/4 " 1s & 2s, Qtd. Sycamore.
28,600 " 2 " 1s & 2s, Plain White Oak.	14,600 " 1 " Qtd. White Oak, 2 1/2 to 5 1/2-inch strips.	3,000 " 1 1/4 " Com., Qtd. Sycamore.
1,000 " 2 1/2 " 1s & 2s, Plain White Oak.	2,000 " 1 1/4 " Qtd. White Oak, 2 1/2 to 5 1/2-inch strips.	1,000 " 15 and up to 3 inches, 1s & 2s, Plain Sycamore.
4,000 " 3 " 1s & 2s, Plain White Oak.	12,000 " 1 " Com., Qtd. White Oak, 2 1/2 to 5 1/2-inch strips.	7,700 " 1 in., 1s & 2s, Black Walnut.
62,000 " 1 " Com., Plain White Oak.	5,200 " 1 " 1s & 2s, Qtd. Red Oak.	6,000 " 1 1/4 " 1s & 2s, Black Walnut.
8,000 " 2 " Com., Plain White Oak.	12,000 " 1 " Com., Qtd. Red Oak.	100 " 1 1/2 " 1s & 2s, Black Walnut.
11,000 " 1 1/2 " Com., Plain White Oak.	4,000 " 1 1/4 " Com., Qtd. Red Oak.	2,000 " 2, 2 1/2, 3 and 4 inch, 1s and 2s, Black Walnut.
22,000 " 2 " Com., Plain White Oak.	500 " 1 1/2 " Com., Qtd. Red Oak.	5,000 " 1 in., Com., Black Walnut.
15,000 " 1 " Com., Plain White Oak, 4 to 6 feet.	200 " 2 " Com., Qtd. Red Oak.	2,000 " 2 " Com., Black Walnut.
10,000 " 1 1/4 " 1s & 2s, Plain Red Oak.	11,000 " 1 " 1s & 2s, White Ash.	12,000 " 1 " Cull, Black Walnut.
10,000 " 1 1/4 " Com., Plain Red Oak.	5,000 " 1 " Com., White Ash.	2,000 " 2 " Cull, Black Walnut.
3,000 " 1/2 " 1s & 2s, Qtd. White Oak.	16,000 " 1 1/2 " 1s & 2s, White Ash.	500 " 2 " Com., Black Walnut.
3,000 " 1/2 " Com., Qtd. White Oak.	9,000 " 1 1/2 " Com., White Ash.	5,000 " 1 " Log Run Butternut.
3,000 " 3/8 " 1s & 2s, Qtd. White Oak.	12,000 " 2 " 1s & 2s, White Ash.	10,000 " 2 " 1s & 2s, Yellow Poplar.
1,500 " 5/8 " Com., Qtd. White Oak.	1,000 " 2 " Com., White Ash.	2,000 " 2 " No. 1 Com., Yellow Poplar.
12,000 " 3/4 " 1s & 2s, Qtd. White Oak.	1,000 " 3 " Com., White Ash.	12,000 " 1 " 1s & 2s, Yellow Poplar.
34,000 " 1 " 1s & 2s, Qtd. White Oak.	1,000 " 1 " 1s & 2s, Cherry.	10,000 " 1 " No. 1 Com., Yellow Poplar.
22,000 " 1 " Com., Qtd. White Oak.	8,000 " 1 1/4 " Log Run, Cherry.	12,000 " 1 " Com. and Better, Sugar.
12,000 " 1 1/4 " 1s & 2s, Qtd. White Oak.	100 " 2 " 1s & 2s, Cherry.	9,000 " 3 " 1s, 2s & Com., Soft Elm.
22,000 " 1 1/4 " Com., Qtd. White Oak.		300 White Oak Piling, 20 to 40 ft. long.
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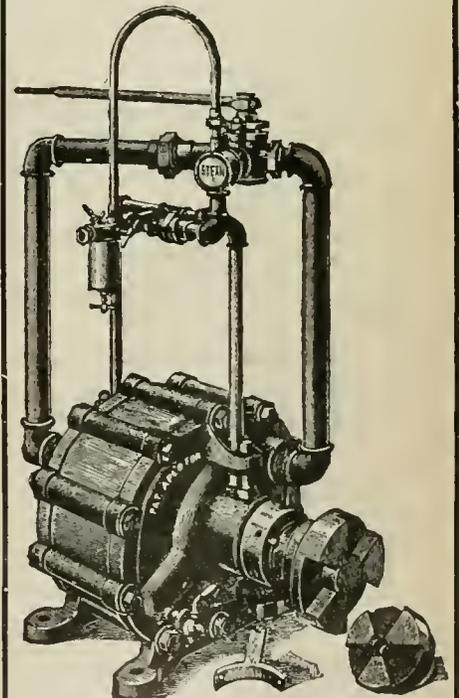
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SOULE STEAM FEED WORKS,
MERIDIAN, MISS.

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

OHIO STOCKS

AT CONCORD, O.

3,500 ft. 1-in. log run butternut.
100,000 ft. 1-in. log run beech.
26,000 ft. 1-in. log run chestnut.
25,000 ft. 1-in. log run elm.
70,000 ft. 1 1/2-in. log run maple.

AT WARSAW, O.

30,000 ft. 2-in. log run pln. white oak.
40,000 ft. 1-in. log run pln. red oak.
45,000 ft. 2-in. log run pln. red oak.
29,000 ft. 3-in. log run pln. red oak.
21,000 ft. 1-in. log run poplar.

AT GARRETTSVILLE, O.

25,000 ft. 1-in. log run hardwood.
115,000 ft. 3-in. log run hardwood.

AT EARLVILLE, O.

14,000 ft. 1-in. cull chestnut.
75,000 ft. 1-in. log run poplar.
6,000 ft. 2-in. log run beech & maple.
15,000 ft. 3-in. log run beech & maple.

AT ORANGEVILLE, O.

8,000 ft. 3-in. log run hardwood.
10,000 ft. 2-in. log run pln. white oak.
7,000 ft. 3-in. log run pln. white oak.

AT NILES, O.

10,000 ft. 1-in. log run pln. white oak.
10,000 ft. 2-in. log run pln. white oak.
8,000 ft. 1-in. log run plain oak.
4,000 ft. 2-in. log run plain oak.

AT GLENMONT, O.

30,000 ft. 1-in. log run beech & maple.
147,000 ft. 1-in. log run poplar.
14,000 ft. 1-in. log run oak.
8,000 ft. 1-in. log run chestnut.
30,000 ft. 2-in. log run pln. white oak.
100,000 ft. 3-in. log run pln. white oak.
59,000 ft. 3-in. log run beech & maple.

AT STATE ROAD, O.

4,500 ft. 1-in. log run pln. red oak.
3,000 ft. 1-in. log run pln. white oak.
6,000 ft. 2-in. log run pln. red oak.
26,000 ft. 2-in. log run pln. white oak.
7,500 ft. 2-in. log run beech & maple.
53,000 ft. 3-in. log run beech & maple.

MILLS AT POINTS OFFICE
SHOWN ON LISTS 559 ROSE BUILDING

ADVANCE LUMBER CO. CLEVELAND, OHIO

Stocks shown here are all in good shipping condition and manufactured from our own timber tracts.

Six Million Feet Bone Dry
HARDWOOD
in our Cleveland Yard.

Have full assortment of Ties and Piling on track ready for immediate shipment.

PROMPT SERVICE
SPECIALTIES } GOOD GRADES
DRY STOCK

W. VA. STOCKS

GREENDALE, W. VA.

POPLAR.

30,000 ft. 1-in. 1 & 2.
33,000 ft. 1-in. clr. saps.
86,000 ft. 1-in. No. 1 common.
5,800 ft. 1-in. box boards.
60,000 ft. 1-in. ship. cull.
23,000 ft. 1-in. mill cull.
12,000 ft. 1-in. log run (will sort).
12,000 ft. 1 1/2-in. log run (will sort).
28,000 ft. 1 1/2-in. log run (will sort).
4,300 ft. 2-in. log run (will sort).
4,700 ft. 2-in. 1 & 2.
2,200 ft. 2-in. common.
500 ft. 2-in. ship. cull.
3,300 ft. 1-in. log run quartered.

QTD. WHITE OAK.

8,500 ft. 1-in. log run.
3,500 ft. 1-in. 1 & 2.
2,000 ft. 1-in. ship. cull.
800 ft. 1 1/4-in. common.

PLN. WHITE OAK.

6,000 ft. 1-in. log run.
2,500 ft. 1-in. 1 & 2.
9,500 ft. 1-in. ship. cull.
2,000 ft. 1-in. mill cull.
1,300 ft. 1 1/4-in. common.

CHESTNUT.

11,000 ft. 1-in. log run.
1,500 ft. 1-in. 1 & 2.
1,300 ft. 2-in. 1 & 2.
7,500 ft. 2-in. common.
3,500 ft. 2-in. mill cull.

BASSWOOD.

9,000 ft. 1-in. log run.
9,000 ft. 1-in. ship. cull.
1,200 ft. 1-in. mill cull.

AT PIKETON, O.

10,000 ft. 1-in. log run pln. oak.
4,500 ft. 4-in. log run pln. oak.
44,000 ft. 3-in. log run pln. oak.
1,800 ft. 1 1/2-in. log run hickory.

LOT "C."

29,000 ft. 1-in. log run poplar.
14,000 ft. 1-in. log run oak.

AT SCARY, W. VA.

16,000 ft. 1-in. 1 & 2 poplar.
10,000 ft. 1-in. common poplar.
20,000 ft. 1-in. ship. cull poplar.
9,500 ft. 1 1/2-in. ship. cull poplar.

MISSISSIPPI STOCKS

AT FITZHUGH, MISS.

67,000 ft. 1-in. 1 & 2 com. qtd. white oak.
12,000 ft. 1-in. 1 & 2 com. qtd. red oak.
19,000 ft. 1-in. 1 & 2 com. pln. white oak.
9,500 ft. 2-in. 1 & 2 com. pln. white oak.
26,000 ft. 3-in. 1 & 2 com. pln. white oak.
7,500 ft. 1-in. 1 & 2 com. pln. red oak.
8,800 ft. 2-in. 1 & 2 com. pln. red oak.

AT MAUD, MISS.

10,000 ft. 1-in. 1 & 2 com. pln. red oak.
10,000 ft. 1-in. 1 & 2 com. pln. white oak.
10,000 ft. 2-in. 1 & 2 com. pln. R. & W. oak.
5,000 ft. 1-in. 1 & 2 com. white ash.
5,000 ft. 2-in. 1 & 2 com. white ash.
10,000 ft. 1-in. log run gum.

AT DUNDEE, MISS.

40,000 ft. 1-in. log run gum.

MISSISSIPPI STOCKS

(CONTINUED)

AT LULA, MISS.

2 cars 1-in. log run qtd. red oak.
100,000 ft. 1-in. log run pln. red oak.
75,000 ft. 1-in. log run gum red oak.

ARKANSAS STOCKS

AT EDMONDSON, ARK.

3,100 ft. 1-in. 1 & 2 com. qtd. red oak.
196,000 ft. 1-in. 1 & 2 com. pln. red oak.
3,400 ft. 2-in. 1 & 2 com. pln. red oak.
486,000 ft. 1-in. log run gum.
20,500 ft. 1 1/2-in. log run elm.
4,500 ft. 1-in. 1 & 2 com. cypress.
29,000 ft. 1 1/2-in. 1 & 2 com. cypress.
12,000 ft. 2-in. 1 & 2 com. cypress.

GEORGIA STOCKS

CASSANDRA, GA.

50,000 ft. 1-in. 1 & 2 poplar, reg. widths.
10,000 ft. 1-in. 1 & 2 poplar, 2 1/2 in. & wider.
5,100 ft. 1-in. pop. box boards, 9 in. wide.
25,500 ft. 1-in. pop. box boards, 8 to 10 in. wide.
26,000 ft. 1-in. pop. box boards, 10 to 12 in. wide.
5,500 ft. 1-in. pop. box boards, 11 in. wide.
29,000 ft. 1-in. clear sap poplar.
50,000 ft. 1-in. No. 1 com. poplar.
12,000 ft. 1-in. wide com. poplar.
50,000 ft. Nos. 1 & 2 com. poplar, lg. stk.
40,000 ft. 1-in. No. 2 com. poplar.
12,000 ft. 1 1/2-in. log run white ash.
7,000 ft. 1-in. 1 & 2 qtd. white oak.
9,000 ft. 1-in. 1 & 2 qtd. w. oak, 10 in. & wider.
8,000 ft. 1-in. com. qtd. red & white oak.
21,000 ft. 1-in. shipping cull qtd. red oak.
5,000 ft. 1-in. 1 & 2 plain white oak.
5,000 ft. 1-in. 1 & 2 plain red oak.
12,000 ft. 1-in. No. 1 com. plain red oak.
4,000 ft. 1-in. shipping cull pln. red & white oak.
14,000 ft. 2-in. com. & cull pln. red & white oak.
5,000 ft. 2-in. mill cull pln. red & white oak.
12,000 ft. 1-in. 1 & 2 chestnut.
16,000 ft. 1-in. No. 1 com. chestnut.
10,000 ft. 1-in. log run chestnut.
16,000 ft. 1-in. log run basswood.

WANTED—FOR SALE—EXCHANGE.

Will "C. C. C." advertising in this department please send address to the Hardwood Record. We have mail here for him and have lost forwarding address. PUBLISHER.

WANTED.

Thoroughly experienced manager for handle factory. Want a man that knows the business from top to bottom. Right man can obtain an interest in the business. Address, P. A., care Hardwood Record.

WANTED—SITUATION

As hardwood inspector. Thoroughly experienced in lumber and dry kiln work. Also have some experience in cutting dimension stock. Best of references. Address S. M., care Hardwood Record.

WANTED—POSITION

As shipper, yard foreman or hardwood inspector by young man of four years' experience. Best of references. Address C. C., care Hardwood Record.

HARDWOOD MAN.

WANTED:—
A young man for our hardwood jobbing department—a good correspondent and thoroughly posted as to values and knows where to buy and sell hardwoods.

We prefer one who is well acquainted with mills in Pennsylvania and West Virginia producing hemlock, oak, poplar, etc.

Necessary to visit mills buying, also customers to sell to, as well as working up trade by correspondence.

Unless you are experienced and competent to take hold right off, do not answer.

State age, experience, references and salary, and same will be held in strict confidence.

HARDWOODS,
P. O. Box 744, Pittsburg, Pa.

WANTED—SITUATION.

Band saw filer; 20 years' experience on 14 to 18 gauge saws. Up to date, sober and not afraid to work. Married.

DANL. W. KEEN,
Bond Hill, Cincinnati, Ohio.

BUSINESS OPPORTUNITIES.

FOR SALE CIRCULAR SAW MILL

Nearly new and in first-class condition, large building, electric light, water tower, automatic saw sharpener, mill wheel and tramway. On big river and R. R.; millions of hardwood within reach.

W. B., care Hardwood Record.

FOR SALE—SAW MILL.

A complete circular saw mill, including edger, trimmer, cut-off saw, bull wheel, log turner, engine, boiler, etc., now in operation in Mississippi. Also complete steam skidder with steel cables, blocks, etc. Address

BLANTON-THURMAN CO., Memphis, Tenn.

WANTED—

Partner in Saw Mill Business.

I have well equipped and up-to-date circular saw mill, including shingle machine, planer and matcher, cut off saw and three saw edgers. Machinery all new and in good condition. I have more business on hand than I can look after and wish to sell a half interest to some good man experienced in saw milling. I have a splendid location for a saw mill, plenty of timber, such as pine, oak, poplar and hickory. Address

T. C. CRENSHAW,
Goldridge, Ga.

NORTHERN WISCONSIN RESOURCES

Northern Wisconsin offers the finest opportunities for manufacturing and settlement. Fine grazing lands, hardwood timber and splendid soil for the settler; iron ore, clay, marl and kaolin for the manufacturer, are awaiting those who seek the opportunity. Transportation facilities are of the best. Interesting booklets, maps, etc., are yours for the asking. W. H. Killen, land and industrial commissioner; Jas. C. Pond, general passenger agent, Wisconsin Central Railway, Milwaukee, Wis.

WANTED—ADDITIONAL CAPITAL.

To buy timber tract in Yazoo Delta, between Memphis and Jackson on R. R. Will subscribe \$10,000 and take charge of lumber business. Will bond my own interest against partner's loss. If interested, address

DELTA LUMBER CO.,
Sunflower, Miss.

FOR SALE.

600,000 feet dry log run gum.
Can furnish oak bills to order on quick notice—wagon, stock, piling timbers, etc.

Would sell out—property consisting of two saw mills, cotton gin, 40 lots, nine houses for employes, all in Success, Ark., 4,000 acres timber land adjoining, 300-acre farm. A first-class place for saw milling—splendid location for slack barrel factory. Will sell at a bargain.

JOE McCRACKEN & SON,
Success, Ar.

LUMBER WANTED.

WANTED HICKORY

We are in the market for
Hickory shaft strips.
Hickory rim strips.
Hickory stumpage, prefer stumpage west of Tennessee River and in the States of Kentucky and Tennessee and northern Mississippi or Alabama.
Write us what you have to offer.

GILLET BROS.,
Station G, Memphis, Tenn

WANTED

Dry stock or to be sawed on order.

Wagon stock—Poles, reaches, bolsters and axles.
Plain red oak, 1 inch, 1 1/4 inch, 1 1/2 inch and 2 inch.

Plain white oak, 3 inch, 3 1/2 inch and 4 inch 1st and 2nd and common.

Quartered red oak, 1 inch and 1 1/4 inch 1st and 2nd and common.

Quartered white oak, 1 inch, 1 1/4 inch and 1 1/2 inch, 1st and 2nd and common.

Wormy oak, 1 inch.

Oak squares. Send for list of sizes.

Hickory, 1 1/4 inch and 2 inch 1st and 2nd and common.

Cottonwood, 1 inch x 13 inch to 17 inch box boards. 1 inch x 18 inches and wider, 1st and 1ds. 1 inch No. 2 and No. 3 common.

Gum, 1 inch 1st and 2nd and common red. 1 inch x 13 inch to 17 inch boxboards, 1 inch 1st and 2nd common. 1 1/4 inch common and better.

Poplar, 1 inch No. 1 common, 1 1/4 inch, 1 1/2 and 16 feet 1st and 2nd, good widths. 1 inch x 13 inch to 17 inch boxboards. 1 inch by 4 inch quartered strips.

Poplar dimension stock. Send for list of sizes.

Baswood, 1 inch No. 2 and No. 3 common.

Black ash, 1 inch, 1 1/4 inch, 1 1/2 inch and 2 inch log run.

Rock elm, 2 1/4 inch, 3 inch, 3 1/2 inch and 4 inch log run.

PAGE & LANDECK LUMBER CO.,
Milwaukee, Wis.

WANTED

No. 3 Yellow Pine Boards.

We are in the market for one and a half million feet of No. 3 yellow pine boards, standard width and length, S. 2 S. to 2 1/2 inch. Shipments to be made at the rate of about six cars per month. Name price on the above, F. O. B. cars Louisville, and state what portion of the entire order you can handle.

ADLER ORGAN COMPANY,
29th and Chestnut Streets, Louisville, Ky.

WANTED.

Plain Red Oak, 1sts and 2nds 1 and 1 1/4-inch.
" " " " common 1 and 1 1/4-inch.

" " " " White Oak, 1sts and 2nds 1, 1 1/4, 1 1/2 and 2 in. common 1, 1 1/4 and 1 1/2-inch.

Quartered Red Oak, 1sts and 2nds 1 and 1 1/4-inch.
" " " " common 1 and 1 1/4-inch.

" " " " White Oak, 1s and 2s 1, 1 1/4 and 1 1/2-in. common 1, 1 1/4 and 1 1/2-inch.

Cottonwood 1-inch all grades.

Soft Elm 1 to 3 inch common and better.

Cherry 1-inch all grades.

Have permanent inspectors in various parts of the U. S. and will inspect at shipping point. Write us.

STANDARD LUMBER CO.,
Buffalo, N. Y.

WANTED.

3, 4, 5 and 6 inch strips cypress, gum, cottonwood, oak, poplar, yellow pine.

One face clear, straight and sound. Will take any quantity if price is right.

FARRIN-KORN LUMBER CO.,
Cincinnati, Ohio.

WANTED—OAK SQUARES.

We are in the market for clear oak squares, 1 1/2 inch, 2 inch, 2 1/2 inch and 3 inch by 30 1/2 inches long. We can also use clear short 1 inch boars from 16 inches to 4 feet in length. If you have such stock, or care to get it out, please write us.

BROWNLEE & CO.,
Detroit, Mich.

WANTED—GUM.

Large amount 1 inch sap common; also 500 M feet 1 inch log run. Must be good average widths.

BROWNLEE & CO.,
Detroit, Mich.

WANTED—FOR SPOT CASH.

Plain sawed red and white oak, all grades and thicknesses.

Ash and chestnut, all grades and thicknesses. Please offer any quantity you have on hand.

ORSON E. YEAGER,
932 Elk Street, Buffalo, N. Y.

WANTED.

We are in the market for Plain White and Plain Red Oak from 1 inch to 4 inches thick. We pay cash and can use any amount. Write

HUGH McLEAN LUMBER CO.,
Buffalo, N. Y.

WANTED.

We are in the market for White Ash from 1 to 4 inches thick. Can use from one to ten carloads of 1 inch Ash, wide run. Pay cash. Write

HUGH McLEAN LUMBER CO.,
Buffalo, N. Y.

WANTED.

For delivery during next six months—100 M. feet clear quartered White Oak strips, 2 1/2, 3 and 5 inches wide.

STEWART & JACKSON,
612 Mercantile Library Bldg., Cincinnati, O.

WANTED.

1-inch quarter sawed Sycamore.
1-inch 1st and 2nd Cherry.
4-inch common Ash.
1-inch Walnut.

M. ROEDER,
1440 Roscoe St., Chicago.

WANTED

100,000 feet 1 inch 1st and 2nd red birch.
10,000 feet 1 1/4 inch 1st and 2nd red birch.
10,000 feet 2 inch birch, log run as to color.

B. A. KIPP & CO.,
Cincinnati, Ohio.

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 Hardwood Lumber

Plain oak, quartered oak, walnut, poplar and cottonwood. Willing to contract for season's cut of mill. Bandmill preferred. Address with full particulars.

C. M. R. 45 care Hardwood Record.

THE GRAHAM LUMBER CO., Ltd.

MANUFACTURERS OF

YELLOW POPLAR LUMBER & HARDWOOD LUMBER

WHOLESALE DEALERS IN ALL KINDS OF

OFFICE: 41 E. Fourth St.

CINCINNATI, O.

WANTED.

100,000 ft. 1 in. 1st and 2nd plain red oak.
 100,000 ft. 1 in. common plain red oak.
 100,000 ft. 1 in. 1st and 2nd plain white oak.
 200,000 ft. 1 in. common plain white oak.
 100,000 ft. 1 in. 1st and 2nd quarter-sawed white oak.
 200,000 ft. 1 in. common quarter-sawed white oak.
 10,000 ft. 1½ in. 1st and 2nd plain white oak.
 10,000 ft. 1½ in. common plain white oak.
 10,000 ft. 1½ in. 1st and 2nd plain red oak.
 10,000 ft. 1½ in. common plain red oak.
 30,000 ft. 1 in. 1st and 2nd quarter-sawed red oak.
 30,000 ft. in. common quarter-sawed red oak.
 20,000 ft. 1¼ in. 1st and 2nd quartered-sawed red oak.
 30,000 ft. 1½ in. common quarter-sawed red oak.
 50,000 ft. 1¼ in. 1st and 2nd plain red oak.
 50,000 ft. 1½ in. common plain red oak.
 Make prices f. o. b. your shipping points; to be inspected there.

W. A. DAVIS,
 1612 Marquette Building, Chicago, Ill.

WANTED—TO BUY.

3-inch white oak, 1st 2nd and No. 1 common. State how old and how much you can furnish.

MOWBRAY, ROBINSON & EMSWILER,
 Cincinnati, O.

WE WANT:

0 cars 2 inch Hickory, half 12 and half 14 foot, 1st and 2nd and common.
 20 cars 2½ inch and 3 inch, 12 and 14 foot Hickory, 1st and 2nd and common.
 20 cars 1 inch, 1¼ inch and 1½ inch Cherry, 1st and 2nd, common and Cull.
 50 cars 1 inch Red Oak, plain sawed, 1st and 2nd and common.
 50 cars 1 inch White Oak, plain sawed, 1st and 2nd. Also 1¼ inch, 1½ inch and 2 inch plain Red and White Oak.

EMPIRE LUMBER CO.,
 North Branch and Blackhawk Sts., Chicago.

WANTED

Five carloads 1 inch log run birch.
 One carload 1 inch 1sts and 2nds red birch.
 One carload 1 inch common red birch.

DUHLMEIER BROTHERS,
 Cincinnati, Ohio.

WANTED.

1 inch 1st and 2nd plain oak.

P. G. DODGE LUMBER CO.,
 2116 Lumber Street, Chicago.

WANTED.

1-inch Walnut, all grades.
 Plain and quartered Oak, all thicknesses and grades.

Will pay cash and receive at shipping point.
 FINK-HEIDLER CO.,
 Ashland Ave. and 22nd St., Chicago.

WANTED.

Oak and Ash poles for immediate delivery.
 McCLURE LUMBER CO.,
 Detroit, Mich.

WANTED.

I am in the market for 1-inch and thicker Birch
 LELAND G. BANNING,
 5th & Main Sts.,
 Cincinnati, O.

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,
 Blue Island av. and Robey Sts. 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.

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—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. 23d St., Chicago.

WANTED—FOR CASH.

Walnut, oak and cherry logs and lumber. Correspondence solicited.

EAST ST. LOUIS WALNUT CO.,
 East St. Louis, Ill.

WANTED.

100,000 feet of 4 inch No 1 Common Northern Michigan Elm. Address:

THE HOBART M. CABLE COMPANY,
 Steinway Hall, Chicago, Ill.

SPECIAL WANTS.

Cash paid for 1 inch black walnut and 1 inch common and better plain oak. Advise what you have—will come and look over your stock. Address

C. J. FRANK,
 1809 North Alabama Street, Indianapolis, Ind.

WANTED.

Cottonwood in car lots, large lots and mill cuts. Advise what you can furnish and quote us your very best prices F. O. B. C. your shipping point and prompt future shipments.

THE FULLERTON-POWELL HARDWOOD LUMBER CO.,
 South Bend, Indiana.

WANTED

Two cars ¾ inch birch.
 One car 1 inch 1st and 2nd cherry.

M. ROEDER,
 1440 Koscoe Street, Chicago.

WANTED TO BUY

Butternut or white walnut, 1sts and 2nds and common, 1 inch to 2 inches thick. Want principally 1¼ inch.

THE LITTLEFORD LUMBER CO.,
 Cincinnati, Ohio.

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.

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

WANTED

We are in the market for 1 inch red oak.
 McCLURE LUMBER CO.,
 Detroit, Mich.

WANTED.

The cut of a band mill sawing principally Oak, Ash and Poplar. Will pay cash weekly. Address
 FERD BRENNER LUMBER CO.,
 Chattanooga, Tenn.

WANTED—WALNUT.

All grades and thicknesses. Will pay cash and inspect at shipping point.

W. R. CHIVVIS,
 Main and Lesperance Sts., St. Louis, Mo.

WANTED.

500,000 feet 1 and 2 inch dry poplar, all grades; also poplar siding in carload lots.

CINCINNATI HARDWOOD LUMBER CO.,
 Station "F," Cincinnati, Ohio.

SOME OF OUR WANTS.

We want plain Red and White Oak, all grades and thicknesses.

One inch Cottonwood, all grades.
 One inch Tupelo Gum, common and better.
 One inch Red Gum, common and better.
 One inch Cherry and Red Cedar.
 One inch to two inch Bass, Elm, Birch and Maple. in the various grades. Address

THE JOHN GILLESPIE LUMBER CO.,
 Lumber and Seward Sts., Chicago

LUMBER FOR SALE.**FOR SALE**

Will sell cheap 6,500 ft. 6x9, 6 ft. 8 in. red oak ties.

McCLURE LUMBER CO.,
 Detroit, Mich.

FOR SALE

If interested in birch, write us. We are now operating a mill in the Adirondacks, where we are sawing birch exclusively.

BUFFALO HARDWOOD LUMBER CO.,
 940 Seneca Street, Buffalo, N. Y.

FOR SALE.

200,000 feet 1-inch quartered White Oak. Dry quartered Oak our specialty.

WILLIAMS & BELL,
 Murfreesboro, Tenn.

FOR SALE.

90,000 ft. 1¼ inch Basswood No. 1 Common and Better.

150,000 ft. 1 inch No. 2 Common and Better Birch.
 15,000 ft. 1¼ inch No. 2 Common and Better Birch.

30,000 ft. 1½ inch No. 2 Common and Better Birch.

8,000 ft. 2 inch No. 2 Common and Better Birch.
 25,000 ft. 1 inch No. 3 Common Birch.
 32,000 ft. 1 inch No. 1 Common and Better Cherry.
 20,000 ft. 1 inch and thicker No. 3 Common Cherry.

ENGEL LUMBER CO.,
 Grand Rapids, Mich.

FOR SALE

We have a large and complete stock of quartered white oak.

Ohio stock, all thicknesses.
 Can make low prices.

Lumber finely figured.
 Send us your inquiries.
 DUHLMEIER BROTHERS,
 Cincinnati, Ohio.

BENNETT & WITTE**Cash**

Buyers of Well Manufactured

Poplar, Cottonwood, Gum

OAK, PLAIN AND QUARTERED—WHITE AND RED, ASH, ELM AND CYPRESS.

MAIN OFFICE:

222 W. 4th St., Cincinnati, O.

Cable Address: "BENNETT," Cincinnati or Memphis.

Branch: 28 Southern Express Bldg., Memphis, Tenn.

FOR SALE.

3,000,000 feet of dry yellow poplar, all grades and thicknesses, car lots or in a block.
PERKINS & PETTIBONE,
 Louisville, Ky.

FOR SALE—MAPLE AND BEECH.

Michigan rock maple, all thicknesses. Choice dry stock at right prices. Also 1 inch to 3 inch beech.
BROWNLEE & CO.,
 Detroit, Mich.

FOR SALE.

Our Bedford, Ind., band mill including all fixtures. Plant is complete and in running order. Good location; four railroads. Address
HUGH McLEAN LUMBER CO.,
 New Albany, Ind.

FOR SALE—CUM.

One year old, winter cut, nicely manufactured, all 1 inch, log run or on grade. Prompt shipment.
DELTA LUMBER CO.,
 Sunflower, Miss.

FOR SALE—DRY STOCK

5 cars 1-inch 8 to 17 inches poplar box boards.
 10 cars 1-inch No. 1 common poplar selects in.
 10 cars 1-inch No. 2 common poplar.
 5 cars 1-inch No. 1 common and better quartered white oak.
 10 cars 1-inch No. 1 common and better gum.
 3 cars 1-inch log run beech.
 2 cars 2½ and 3-inch log run beech.
 10 cars 1-inch log run hemlock.
D. B. MURPHY & CO.,
 London, Ky.

FOR SALE.

One car 1 inch 1st and 2nd quartered white oak, 10 to 18 inches wide.
 15 M feet 1 inch 1st and 2nd black walnut, 30 per cent or more 12 inches and up.
WESTERN LUMBER CO.,
 Cincinnati, Ohio.

FOR SALE.

One million feet of 1 inch dry common cypress.
HOYT & WOODIN CYPRESS CO.,
 Memphis, Tenn.

FOR SALE—POPLAR.

1, 1½, 1¾ and 2 inch common and cull, rough or dressed.
 4, 5 and 6 inch bevel siding.
T. F. McGEE & CO.,
 Ackerman, Miss.

FOR SALE—SOFT ELM.

Two cars 3-inch, two cars 1½-inch, five cars 1½-inch common and better soft elm.
BROWNLEE & CO.,
 Detroit, Mich.

FOR SALE.

We invite your inquiries for

BEECH—
 One car 1-inch 1st and 2nds, 8-inch and wider.
 Ten cars 1-inch No. 2 C. & B.

BIRCH—
 Our Cut: } 1-inch No. 2 C. & B.
 } 1½-inch No. 1 C. & B.
 } 2-inch to 3-inch No. 1 C. & B.

MAPLE—
 Our Cut: } 1-inch to 1½-inch No. 2 C. & B.
 } 2-inch to 4-inch C. & B.
 Ten cars 2-inch No. 1 C. & B.
 Two cars 1-inch 1st and 2nds.
 Two cars 3-inch 1st and 2nds.
 Our cut 4-inch 1st and 2nds.

BASSWOOD—
 Two cars 1-inch to 3-inch on grades.
 Quotations promptly made.

GIBBS & HALL,
 Grand Rapids, Mich.

FOR SALE.

Two cars dry Oak Slats ¾ inch thick, 1 inch wide and 48 inches long. Would be pleased to quote price.
D. J. ERNST,
 1305 E. Missouri St., Evansville, Ind.

FOR SALE.

Louisiana Cypress,
ROUGH AIR DRY.

A complete stock, all grades and thicknesses. Write for prices. Independent operators.
SOUTHERN SAW MILL CO., Ltd.,
 New Orleans, La.

FOR SALE FOR PROMPT SHIPMENT.

100 M ft. 1¼-inch culls and sound wormy chestnut. This stock is bone dry, good average width and nicely manufactured.
THE LITTLEFORD LUMBER CO.,
 Cincinnati, O.

FOR SALE.

We offer:
 200 M feet 2 inch Maple Log Run.
 100 M " 1½ inch Maple Log Run.
 100 M " 1 inch Maple Log Run.
 100 M " 1 inch No. 1 and No. 2 Common Birch.
 50 M " 1 inch Common Basswood.
 One car of 1 inch No. 1 Common Cherry.
DUDLEY & DANIELS LUMBER CO.,
 Grand Rapids, Mich.

FOR SALE.

1 carload dry 1st and 2nd white oak inch boards.
 1 carload dry No. 1 common white oak inch boards.
 1 carload dry No. 2 common white oak inch boards.
 3 carloads dry No. 3 common white oak inch boards.
 All 8, 10, 12, 14 and 16 feet long.
 1 carload dry 1 inch log run basswood boards, 8, 10, 12, 14 and 16 feet long.
 1 carload dry 1st and 2nd 1 inch chestnut boards.
 3 carloads dry 1 inch sound wormy chestnut boards.
 3 carloads dry clear oak squares, 2 in. x 2 in. x 18 in.
 2 carloads dry clear oak squares, 2 in. x 2 in. x 13½ in.
 2 carloads dry clear oak squares, 2 in. x 2 in. x 15½ in.
 1 carload dry clear oak squares, 2 in. x 2 in. x 14 in.
HENDERSON LUMBER COMPANY,
 Anthony, W. Va.

FOR SALE.

Our revised stock list appears in this paper the first issue of every month. Look it over and write us your wants. We make prompt shipments.
C. & W. KRAMER,
 Richmond, Indiana.

FOR SALE.

5 cars 1 inch log run Maple.
 3 cars 1½ inch log run Maple.
 2 cars 2 inch log run Maple.
 3 cars 1 inch log run Basswood.
 The above is thoroughly dry stock. Can make prompt shipments. Correspondence solicited.
LONGFELLOW & SKILLMAN LUMBER CO.,
 Grand Rapids, Mich.

FOR SALE.

500 M ft. 1-inch No. 3 common beech, maple and birch. Good rate to Chicago.
LONGFELLOW & SKILLMAN LUMBER CO.,
 Grand Rapids, Mich.

FOR SALE

Ten cars 3 inch grey elm, 80% 1sts and 2nds, 20% No. 1 common.
 Ten cars 2 inch grey elm, 80% 1sts and 2nds, 20% No. 1 common.
 Ten cars 2 inch birch, 75% 1sts and 2nds, 25% No. 1 common.
 Five cars 1 inch quartered red oak strips.
 Five cars 1 inch quartered white oak strips.
THOMPSON LUMBER CO., Ltd.
 National City Band Bldg.,
 Grand Rapids, Mich.

WANTED TO MOVE AT ONCE

200 M feet 1 inch 1sts and 2nds popular 1 to 2 inches thick.
JNO. M. SMITH,
 Dickson, Tenn.

FOR SALE

50,000 feet 1 in. basswood, 1sts and 2ds.
 2 cars 2 in. basswood, No. 1 common and better.
 1 car 1½ in. basswood, No. 1 common and better.
 1 car 1¼ in. basswood, No. 1 common and better.
 5 cars 1 in. basswood, good No. 2 common and better.
 3 cars 3 in. hard maple, No. 1 common and better.
 4 cars 2 in. hard maple, No. 1 common and better.
 1 car 2 in. hard maple, No. 2 common and better.
 1 car 1½ in. hard maple, 1sts and 2ds.
 1 car 1¼ in. hard maple, No. 1 and 2 common.
 1 car 1½ in. soft maple, No. 1 common and better.
 3 cars 1 in. soft maple, No. 2 common and better.
 (Good stock)
 1 car 3 in. beech, No. 1 common and better.
 3 cars 2½ in. beech, No. 1 common and better.
 3 cars 2 in. beech, No. 2 common and better. cut from the best of the log.
 2 cars 1½ in. birch, No. 1 common and better, log run as to color and figure.
 2 cars 1 in. birch, No. 2 common and better, full cut of the log.
 Will quote delivered price to any point. Send us your inquiries for any lumber you may want.
VAN KEULEN & WILKINSON LUMBER CO.,
 Grand Rapids, Mich.

FOR SALE.

A complete stock of dry quartered White and Red Oak, 1, 1½, 1¾ and 2 inches thick in both 1st and 2nd and common grades, good widths and figure; ready for prompt shipment.
THOMPSON & McCLURE,
 278 Randolph Bldg.,
 Memphis, Tenn.

FOR SALE.

10 cars 1 in. to 2 in. Birch.
 1 car Curly and Red Birch.
 100 cars 1 in. to 4 in. Maple.
 20 cars 1 in. and 1½ in. Basswood.
 3 cars Cherry.
J. S. GOLDIE,
 Cadillac, Mich.

WANTED TO SELL.

One million feet gum lumber to be cut and delivered f. o. b. Southern Railway, ten miles from West Point, Miss. Call on or address
J. E. SEITZ,
 West Point, Miss.

FOR SALE.

Quartered white oak, 1 to 3 inches thick.
EDWARD L. DAVIS & CO.,
 Louisville, Ky.

FOR SALE

100,000 feet of 1, 1½ and 2 inch soft elm, dry, cut from large timbers at \$30 for 1sts and 2nds; \$20 for No. 1 common f. o. b. Detroit, Mich. Address
E. W. LEECH, Detroit, Mich.

WANTED TO SELL

500,000 ft. 1 and 2 inch Cypress.
 500,000 ft. 1 and 2 inch Red Gum.
KNIGHT BROS.,
 Glover, Miss.

FOR SALE.

We have piled at a mill in Arkansas, 300,000 feet of 1 inch log run cottonwood, which we are anxious to move. Will sell either on grades or log run.
BUFFALO HARDWOOD LUMBER CO.,
 940 Seneca Street, Buffalo, N. Y.

FOR SALE.

The following lot of Mississippi Soft Yellow Cypress Lumber in grades of shop common, selects and 1st and 2nds, from which prompt shipments can be made:
 About 750,000 ft., 1½ inch.
 500,000 ft., 1¼ " "
 500,000 ft., 1 " "
 500,000 ft., 2 " "
 100,000 ft., 3 " "
 50,000 ft., 2½ " "
 All on sticks at our mills in Mississippi.
BLANTON & THURMAN CO.,
 Memphis, Tenn

FOR SALE.

200,000 feet 1 inch No 1 common, seasoned Poplar
 15,000 feet 1 inch first and second, seasoned Poplar 20 inches and up wide.
 10,000 feet ¾ inch first and second, seasoned Poplar 18 inches and up wide.
 100,000 feet 1 inch No. 1 common plain White Oak.
 100,000 feet 1 inch No. 1 common quartered White Oak.
THE NORMAN LUMBER CO.,
 Louisville, Ky.

FOR SALE.

500 M ft. 1 inch Common and Better Cottonwood.
 300 M ft. 1 inch Select Common Cottonwood.
 300 M ft. 1 inch Common Plain Red Oak.
 100 M ft. 1 inch Common Plain White Oak.
 100 M ft. 1¼ inch 1st and 2nd White Ash.
 100 M ft. 3 inch 1st and 2nd White Ash.
 500 M ft. 1 inch Common and Better Gum.
 500 M ft. 1½ inch Common and Better Gum.
 100 M ft. 1 inch Wisconsin Red Oak, 1st and 2nd.
 150 M ft. 1 inch to 2 inch Common and Better Black Ash.
 5 cars each 1¼ inch and 1½ inch Quartered White Oak.
 1,000,000 ft. 1 inch Common and Better Basswood.
E. SONDHEIMER Co.
 Address Main Office, 757 Railway Exchange,
 Chicago.

WANTED—OAK PLANK.

3-inch common, white or burr oak plank, 8 inch and wider, 12, 14 and 16 ft. long.
12 x 12 timbers.
Also 3-inch plank and 12 x 12 timbers 20 ft. and longer.

CONTINENTAL LUMBER CO.,
Monadnock Bldg. Chicago

FOR SALE.

Pennsylvania stock. 60,000 feet 2-inch log run Birch, band sawed and end trimmed. 30,000 feet 3-inch common and better Birch, band sawed and end trimmed. 12,000 feet 2-inch log run White Oak. 27,000 feet 2-inch plain Red Oak. 12,000 feet 1-inch log run plain White Oak.

Tennessee stock. One carload of 1-inch to 2-inch common and better Chestnut, 25% 1st and 2nd, mostly 1 inch.

At another point. 3,831 feet 1-inch 1st and 2nd Chestnut. 7,380 feet 1-inch No. 1 common. 475 feet 1½-inch 1st and 2nd. 1,660 feet 1½-inch 1st and 2nd. 1,024 feet 1½-inch 1st and 2nd Chestnut.

At another point. 2,350 feet 1-inch 1st and 2nd Chestnut. 2,870 feet 1-inch No. 1 common. 439 feet 1-inch to 2-inch 1st and 2nd. 1,701 feet 1-inch No. 1 common. 559 feet 1½-inch 1st and 2nd. 178 feet 1½-inch common. 1,830 feet 1½-inch No. 1 common.

At another point. 2,130 feet 1-inch 1st and 2nd. 2,964 feet 1-inch No. 1 common. 7,816 feet 1-inch S. W.

At another point. One car of 2-inch common and better Hickory.

We have in our yard here 304,000 feet extra fine Cherry besides a complete stock of Oak, Ash, Mahogany, Maple, Birch and all kinds of cabinet woods.

Please favor us with your inquiries.

ROSS LUMBER CO.,
Jamestown, N. Y.

TIMBER PROPOSITIONS.**FOR SALE**

Several good tracts of hardwood and other timber in northern Michigan. Address

J. R. HULBERT,
Sault Ste. Marie Mich.

FOR SALE—A BARGAIN

3,000 acres timber land Lonoke County, Arkansas, oak, gum, ash, hickory. Will cut 4,000 feet. Price \$7.50 per acre.

BENJ. H. TROTTER,
Caruthersville, Mo.

FOR SALE.

Choice lot of gum timber all in one body, estimated on a conservative basis forty-five or fifty million feet. This is located in St. Francis Basin, Arkansas, and no finer gum can be found anywhere. Has railroad and river facilities. If interested address "R. P.," care Hardwood Record.

FOR SALE

We have received instructions from Mr. Edward Alcott of London, England, to sell twenty-five hundred acres of heavy timbered land, consisting of white oak, ash and red gum, also two saw mills situated in the Parish of St. Landry, La. These lands are known to be the best in the State.

For further particulars apply to
MESSRS. LITTELL & LAWLER,
Opelousas, La.

MACHINERY.**FOR SALE CHEAP**

A fellow machine used but little, iron frame, made by the DeBance Machine Co.

Also a saw mill. Forty horse power boiler and twenty-five horse power engine direct attachment.

For particulars address to
443 FORREST STREET,
Charlotte, Mich.

NARROW GAUGE EQUIPMENT FOR SALE.

One 28-ton Lima engine.
One 28-ton Mogul.
One 22-ton American type
15 No. 1 Russell logging cars.
Four miles 20-lb. steel rail.
Two miles 25-lb. steel rail.
One mile 30-lb. iron rail.
One double-drum log loader.
All 36-inch gauge. All in thorough repair.
Write for prices.

ROBBINS LUMBER CO.,
Rhinelander, 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

A. L. K.,
Care Hardwood Record.

WANTED.

A good second-hand 8-foot band mill, 100-horse power boiler, 80-horse power engine, 3-saw edger, trimmer and swing cut-off.

PIERCE LUMBER CO.,
Olyphant, Ark.

FOR SALE—CHEAP—SAW MILL.

One circular saw mill complete with engine, boiler, edger, two saws, etc. All in good working condition. Write for information.

LONGFELLOW & SKILLMAN LUMBER CO.,
Grand Rapids, Mich.

FOR SALE—SAW MILL.

We have a first-class band saw mill to offer at a bargain. The mill is complete in every respect, fully equipped with best leather belting, pulleys, sawdust conveyors, live rolls, shafting, etc.

The following is detailed list and description of it:

Saw Mill Machinery.

One McDonough 12 in. x 8 ft. wheel hand mill.
One 16 ft. 4 block carriage, two Knight dogs, 36 ft. 10 in. shot gun feed.
One three saw McDonough gang edger.
One two saw trimmer—6 to 22 ft.
One three saw slab slasher.
One steam cut-off saw.
One over-head turner with chain and hook.
One bull wheel and log track with wire cable.
One derrick, fitted with raising and lowering apparatus and two wire cables.
Five 10 in. x 47 ft. band saws.
Six 28 in. slasher saws
Two 24 in. cut-off saws.
Six 18 in. edger saws.
Four 18 in. trimmer saws.

Filing Room.

One Covel automatic band saw grinder.
One stretcher.
One lap grinder.
One 6 ft. filing clamp.
One anvil.
One 36 in. x 3 ft. leveling block.
One 6 ft. straight edge.
One Pribnow swage shaper.
One White swage.
One forge for heating brazing irons.
One 7 horse power vertical engine w/ b all pipes and connections.

Boiler House.

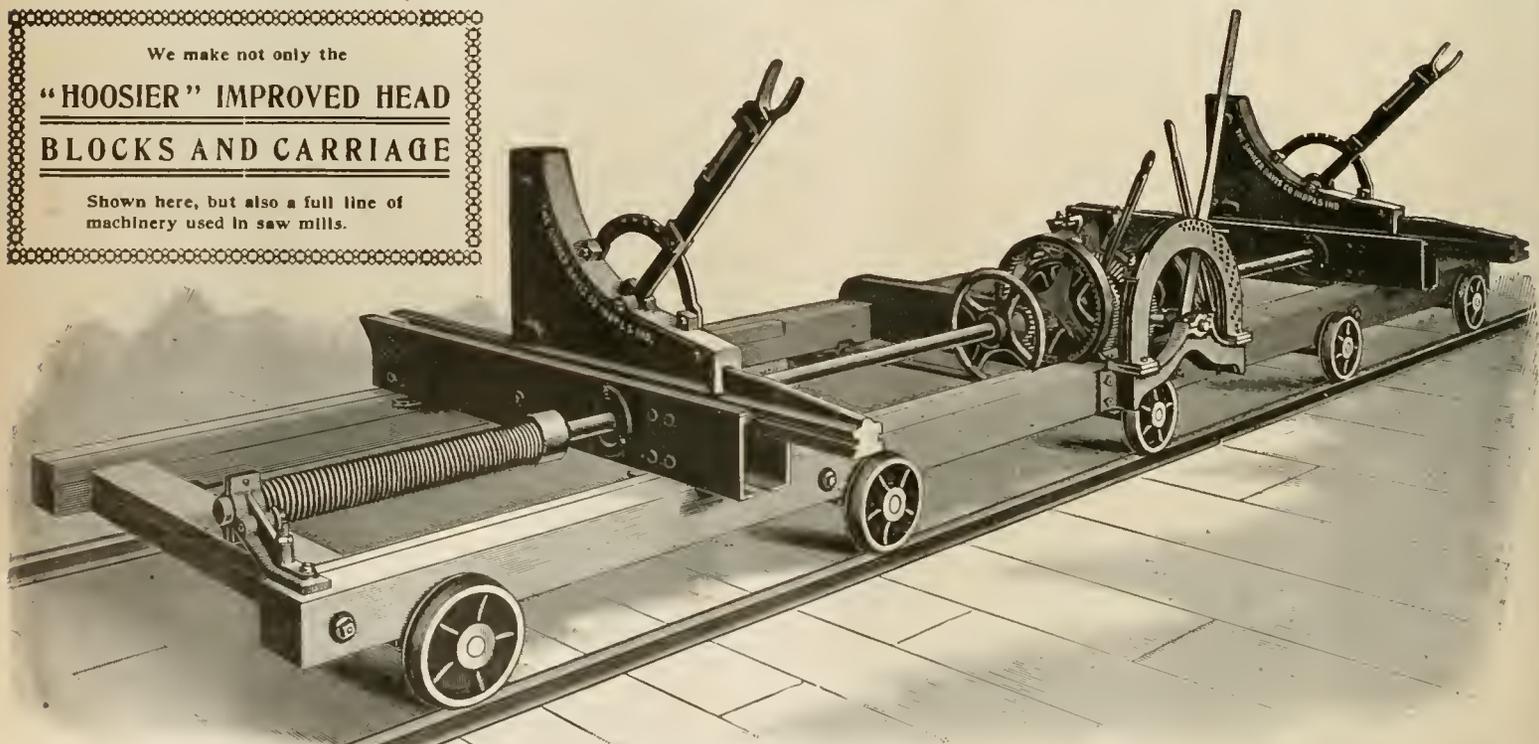
Two 60 in. x 16 ft. boilers with smoke stack 48 in. x 65 ft.
One Gondon hollow blast grate with 24 in. fan to furnish draught.
One Erie City Engine 18x22 automatic governor, with all pipes and connections to boiler.
One feed pump to boiler.
One coil heater.
One steel tank.
The mill has only been used a short time and is as good as new. Address
A. R. VINNEDGE LUMBER CO.
1003 Fort Dearborn Bldg. 134 Monroe Street.
Chicago, Illinois.

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.

INSURANCE SOUND

The First Quality to be Considered

RATES FAIR

A Second Important Matter Seriously to be Considered

THE ABOVE CHARACTERISTICS TYPIFY THE
TOLEDO FIRE & MARINE INSURANCE CO.
of Sandusky, Ohio

SPLENDID REINSURANCE

Facilities adapted for taking care of large lines on both
Retail and Wholesale Yards

RATES APPROXIMATELY

One-Fifth Lower than Board Companies

FOR INFORMATION

As to Rates and extent of Facilities write to Home Office
mentioned above

NO AGENTS

ROBERT C. LIPPINCOTT - - - President
JOHN McKELVEY - - - Manager

LONG-KNIGHT LUMBER CO.

INDIANAPOLIS, INDIANA

Plain and Quarter Sawed Oak

White Ash and Cypress

WE MAKE A SPECIALTY OF
**QUARTERED, SAWED
 RED AND WHITE OAK**

MILL MEN! Send us a list of what you have in all kinds of Hardwoods. Quote lowest cash price and freight rate to Indianapolis.

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WE ARE EXCLUSIVELY MANUFACTURERS AND EXPORTERS OF

WALNUT ONLY.

Thin Stock a Specialty
 Ample Stocks—High Class Lumber
 Sizes 3/8 inch to 2 inch

LESH, PROUTY & ABBOTT CO.
 EAST CHICAGO, INDIANA

400 STYLES - ORNAMENTAL

HARDWOOD FLOORS

POLISHED BEAUTIFUL DURABLE HEALTHFUL ECONOMICAL

RAPIDLY SUPERSEDING CARPETS

FLOORS SOLD DIRECT OR THROUGH AGENTS FREIGHT PREPAID

WRITE FOR FREE CATALOGUE AND PRICE ON ONE ROOM OR ANY QUANTITY

WOOD-MOSAIC FLOORING

LARGEST MANUFACTURERS

ROCHESTER, N.Y. NEW ALBANY, IND.

INDIANA HARDWOOD

A
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W
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O
D

D'Heur & Swain Lumber Co.

MANUFACTURERS AND WHOLESALERS OF

Hardwood Lumber.

Indiana Quartered Oak and Sycamore Our Specialty.

SEYMOUR, INDIANA.

The Walnut Lumber Co.

INDIANAPOLIS, INDIANA.

Wholesale Hardwood Dealers.

Always in the market for choice lots of hardwoods.

CORRESPONDENCE SOLICITED

Inspection at Mill Points.

BEDNA YOUNG
 F. M. CUTSINGER

FINE FIGURED QUARTERED OAK
 A SPECIALTY

Young & Cutsinger

Manufacturers of and Wholesale Dealers In

HARDWOOD LUMBER

Mill and Office:
 Morgan Ave. and Bell Railroad

Evansville, Ind.

JAMES C. DICKSON

HARDWOOD LUMBER

BRIDGE AND PIECE STUFF A SPECIALTY

OFFICE AND YARD

936 East Michigan St. and Bee Line R. R.

INDIANAPOLIS, INDIANA

CHARLES H. BARNABY,

MANUFACTURER OF

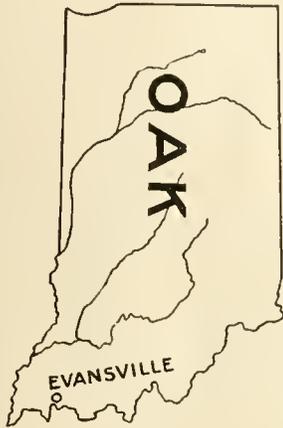
**Band Sawed
 Hardwood Lumber.**

QUARTER-SAWED INDIANA
 WHITE OAK A SPECIALTY.

GREENCASTLE - - INDIANA.

May, Thompson & Thayer

LUMBER FROM TREE TO TRADE



Black Walnut,
Qtd. White and
Red Oak,
Plain White and
Red Oak,
Poplar,
Ash,
Hickory.

Thicknesses constantly in stock are:
3/4, 1, 1 1/4, 1 1/2,
2, 3 and 4 inch.

YES; we ship lumber from old Indian,
The banner state and pride of Uncle Sam,
Also of the timber and furniture man,
Lumber moves by boat, car, mule and tram.

They say the texture good and figure complete,
And stock from us a rare treat;
It is cheerfully said by the furniture trade,
When they buy of us, their fortune is made.

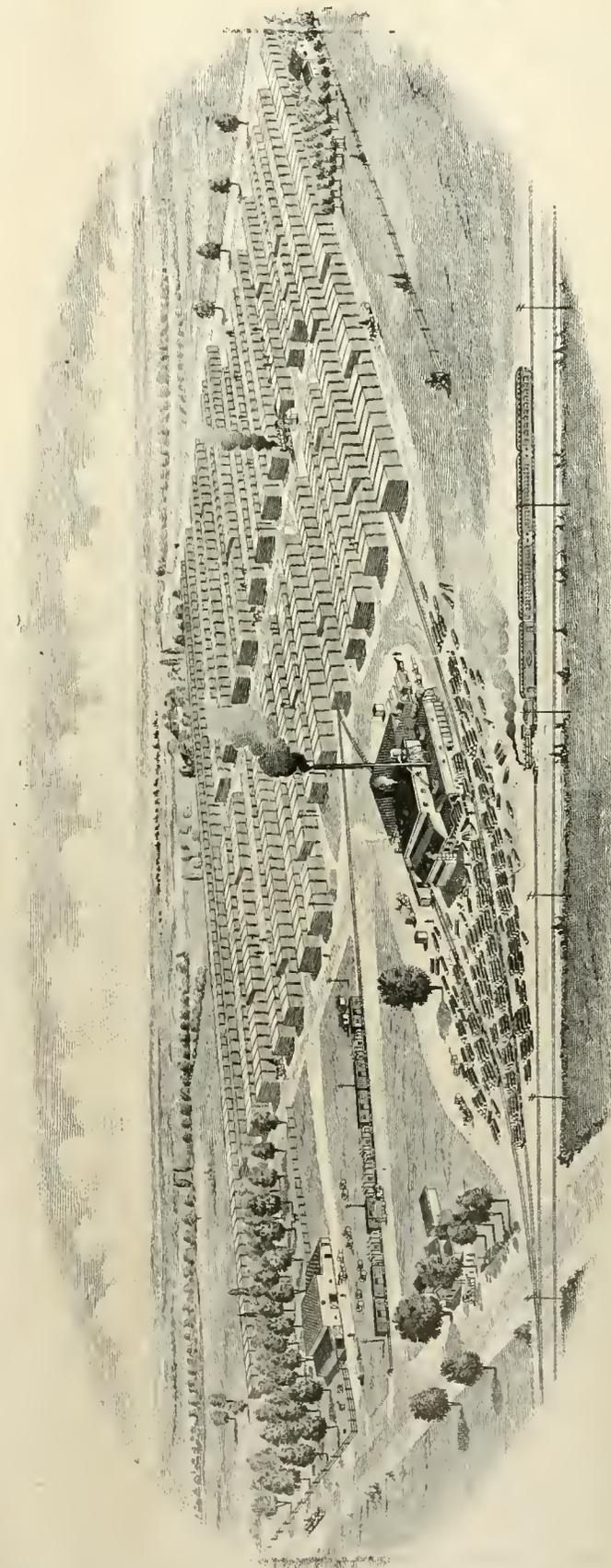
Others their stock to sell they squeal and croak,
That their's is equal to Indiana oak,
But the furniture trade is victorious and do declare,
That none is so good, as from May, Thompson & Thayer.

Now this is final proof you see,
So get your supply from M., T. & T.,
We work at day, we work at night,
So you depend orders will be filled at sight.

"SHAKESPEARE II,"

WOOD

For Fuel and Baker's Use
In Carload Lots.



BAND MILLS AND YARDS, EVANSVILLE, IND.
INDIANA QUARTERED OAK AND WALNUT OUR SPECIALTY

Our Specialties:

Quartered and Plain Oak 3/4 to 5 inches thick. Dimension in Rough Quartered Ash and Poplar.

Capacity 150,000 Feet Daily

Code Word
WERTZLEA

A. B. C. Code 4th Edition
WESTERN UNION CODE

MALEY & WERTZ

Manufacturers, Wholesalers and Exporters of

Hardwood Lumber

EVANSVILLE, IND.

BAND MILLS AT

EVANSVILLE, IND.
Maley & Wertz
EDINBURG, IND.
H. Maley
COLUMBUS, IND.
H. Maley
GRAPPER, IND.
D. Wertz & Co.
EVANSVILLE, IND.
H. Maley Lumber Co.

Also Z. C. L. Evan.

LIST OF STOCK ON HAND DECEMBER 1, 1904

QUARTERED WHITE OAK.

	1s and 2s. Feet.	No. 1 Com- mon, Feet.	No. 2 Com- mon, Feet.
3/4-inch	15,000	30,000	
1/2-inch	14,500		
5/8-inch	110,000	36,000	16,000
5/8-inch, 10 inches and up wide	50,200	18,500	
5/8-inch, 14 inches and up wide	5,200		
3/4-inch, 6 and 7 inches wide	13,180		
3/4-inch, 8 inches and up wide	29,040	22,000	
3/4-inch, 9 inches wide	7,200		
3/4-inch, 10 inches and up wide	10,980		
7/8-inch	8,200		
7/8-inch, 10 inches and up wide	5,220	6,000	
1-inch	45,000	250,000	40,000
1-inch, 10 inches and up wide	35,530	8,500	7,000
1-inch, 12 inches and up wide	23,440	2,500	
1 1/8-inch	7,300	18,955	
1 1/8-inch, 10 inches and up wide	3,180		
1 1/4-inch	81,600	80,000	2,500
1 1/4-inch, 10 inches and up wide	16,000	10,000	
1 1/2-inch	31,000	28,000	
2-inch	9,100	22,000	
2-inch, 12 inches and up wide	2,500		
2 1/4-inch to 6-inch, largely 3-inch	42,300	6,000	
3-inch to 6-inch Flitch, 12 in. and up	8,000		

QUARTERED WHITE OAK STRIPS.

	Clear Face.	Common.
3/4-inch, 3 inches and up wide	10,000 feet	6,000 feet
1-inch, 2 1/2 to 5 1/2 inches	147,000 feet	
1-inch, 2 to 3 1/2 inches		40,000 feet
1 1/4-inch, 2 1/2 to 5 1/2 inches	15,000 feet	

QUARTERED RED OAK.

	1s and 2s. Feet.	No. 1 Com- mon, Feet.	No. 2 Com- mon, Feet.
3/4-inch	1,500		
1-inch	37,370	42,940	25,000
1 1/4-inch	22,000	35,000	
1 1/2-inch, 12 inches and up	10,200		
1 1/2-inch	11,000	12,750	
2-inch	3,000		

PLAIN WHITE OAK.

	1s and 2s. Feet.	No. 1 Com- mon, Feet.	No. 2 Com- mon, Feet.
1/2 inch		20,000	5,000
1-inch	5,500	52,000	26,000
1 1/4-inch	300	4,000	
1 1/2-inch	8,000	10,000	
2-inch	6,000	10,000	
3-inch	56,000	6,000	
6x8-inch ties			7,000
3-inch bridge plank (Red Oak)			8,000

ASH.

	1s and 2s. Feet.	No. 1, Com- mon, Feet.	No. 2, Com- mon, Feet.
1-inch	3,500	3,000	12,000
2 1/2-inch	6,000		
3-inch	10,000		
4-inch	12,000		

QUARTERED POPLAR.

	1s and 2s.	No. 1 Common.
1-inch	6,750 feet	16,437 feet

POPLAR.

	1s & 2s. Feet.	No. 1 Com. Feet.	No. 2 Com. Feet.	Com. Saps. & Cull. Feet.
5/8-in., 7 and 8 inches	8,220	19,070		
5/8-in., 8 to 16 inches	64,712			
5/8-in., 14 to 15 inches	7,225			
5/8-in., 16 to 20 inches	27,875			
5/8-in., 20 to 24 inches	27,400			
5/8-in., 24 inches and up	15,590			
1-inch	11,325	300,670	102,287	
1-inch, 11 in. wide, 12 ft. long	1,320			
1-inch, 4 inches and up			12,480	
1-inch, 7 to 12 inches			9,125	
2 1/2 to 4 in.	500	9,260		
3/4-in.			29,830	
3/4-in.	2,500			
1 1/4-in.	10,000	3,200		
1 1/2-in.	12,780	3,525		
2-in.		3,000		

BOX BOARDS.

1-inch, 7 to 9 inches	25,810 feet
1-inch, 10 inches	5,550 feet
1-inch, 11 inches	975 feet
1-inch, 12 inches	6,450 feet
1-inch, 13 to 17 inches	16,750 feet

CHERRY.

	Common and Better.	Log-Run.
1-inch		28,135 feet
2 1/2 to 6 inches	4,810 feet	

HICKORY.

	1st & 2s.	No. 1 Com.
1-inch	6,000 feet	4,200 feet
1 1/2-inch	12,000 feet	4,500 feet
2 1/2-inch, 3 and 4 inches, largely 4 inches	5,000 feet	1,500 feet

WALNUT.

	1s & 2s. Feet.	Com. Feet.	Saps. Feet.	Cull. Feet.	Log Feet.	Mill Cull. Feet.
5/8-in.					8,770	
1-in.	5,760	26,215	12,150	11,135		2,500
1 1/4-in.		20,437		22,670		
1 1/4 and 1 1/2 in.	1,380					
1 1/4 to 2 in.				3,875		
2 1/2 to 6 inch	11,000	3,750		34,000		
4, 5, 6 and 7 inch Squares, 500 feet						

GUM.

	1s and 2s. and Common.	Saps	Log-Run.
1-inch	3,375 feet	6,065 feet	15,700 feet
1 1/4-inch			844 feet

CHESTNUT.

1-inch	Common and Better.	4,500 feet
--------	--------------------	------------

SUGAR.

	1s and 2s.	Common and Better.
2-inch		12,500 feet
4-inch	5,000 feet	

SOFT MAPLE.

2 1/2 and 3 inch	6,800 feet
------------------	------------

LIN.

1-inch	Common and Better.	625 feet
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HACKBERRY.

5/8-inch	Common and Better.	31,125 feet
----------	--------------------	-------------

COTTONWOOD.

	Box Boards. Feet.	Log-Run. Feet.	Common and Better. Feet.	Cull. Feet.
1-inch		920	112,500	1,650
1-inch, 7 to 12 inches	23,750			
1-inch, 13 to 17 inches	15,250			
1-inch, 18 inches and up	8,625			
1 1/2-inch			6,250	

ELM.

	Com. & Better. Feet.	1s & 2s. Feet.	Crating. Feet.
3/4-inch			30,000
1-inch, 18 inches and over		1,000	
1-inch, 5, 6, 7 and 8 inches wide	13,700		
1-inch, 9 and 10 inches wide	33,000		
1-inch, 11 inches and up wide	17,500		
1 1/2-inch	1,000		
3-inch	7,000		

QUARTERED SYCAMORE.

	1s & 2s. Feet.	Common. Feet.	Clear Strips. Feet.
1-inch, 5 inches and up, sap no defect	30,000	150,000	
1-inch, 6 inches and up, light sap	13,000	12,000	
2-inch, 6 inches and up, light sap	11,000		
1-inch, 2 and 3 inches			9,000

PLAIN SYCAMORE.

	Common and Better.
3/4-inch	140,000 feet
5/8-inch	17,200 feet
7/8-inch	20,500 feet
1-inch	15,300 feet

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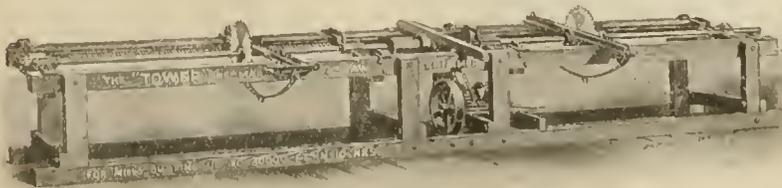
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Saves Time, Space and
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The crank for shifting the saws is carried by one of the transfer blocks, instead of being at one end of the machine, as is customary. This construction (i. e. the one employed by us) has two distinct advantages over the ordinary arrangement. They are:

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2. With our machine, the operator, traveling as he does, with one of the transfer blocks, is in a position to see **instantly** how to trim a board to the **best advantage**, which he could not do from the end of the trimmer. This often means a **saving of lumber** by reducing waste. There are two feeds which can be started, stopped or changed while the saws remain in motion. We also manufacture

The Gordon Hollow Blast Grate and TOWER and TOWER EXTRA Edgers

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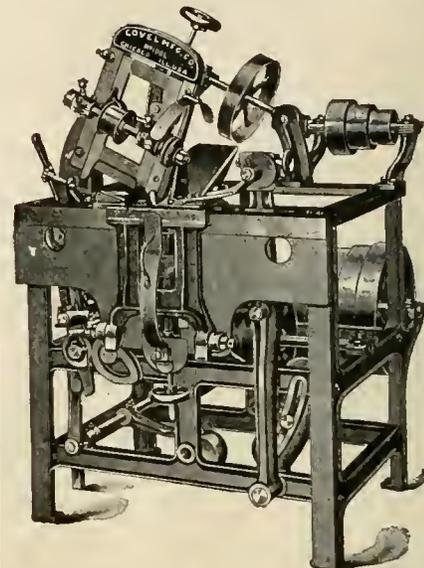
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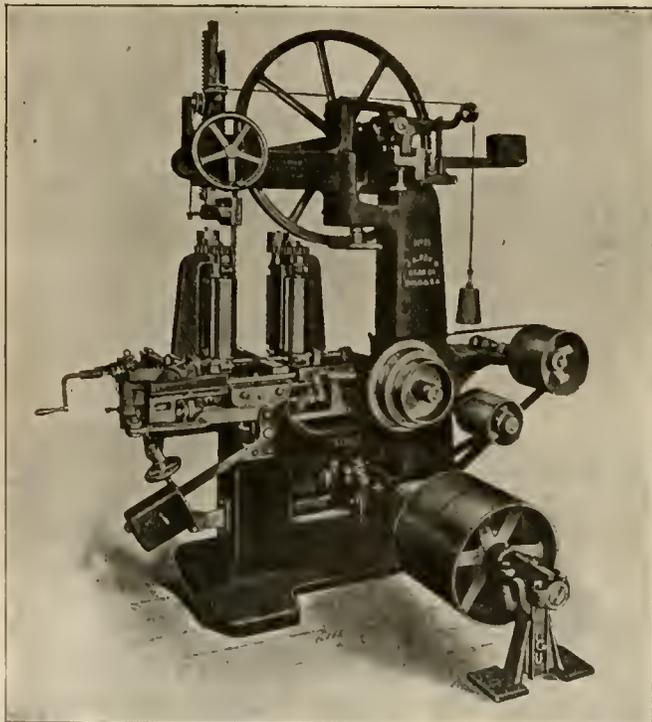
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Mr. Lumberman

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and ARE doing the RESAWING alright; but are
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machines? You know the work must be done quickly,
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This Resaw will solve the problem of success or
failure for you, just as it's now doing it for others. Hear
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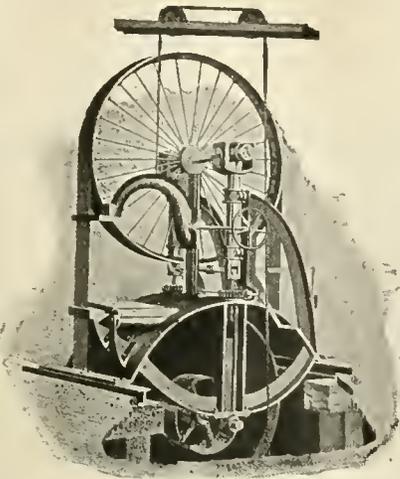
"Your Resaw runs smooth and easy, does not take as
much power as we anticipated, does splendid work, and is
giving the best of satisfaction. We do not hesitate to
highly recommend it to anyone needing a machine of
that kind.

Another: "It affords us pleasure to say your Resaw
has been put to the bardest service since we got it, and is
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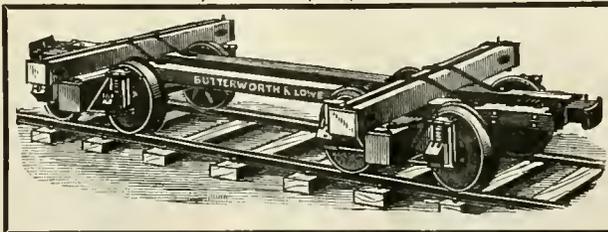
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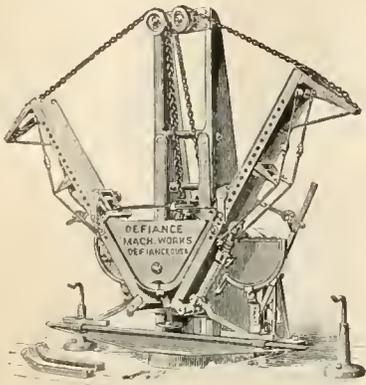


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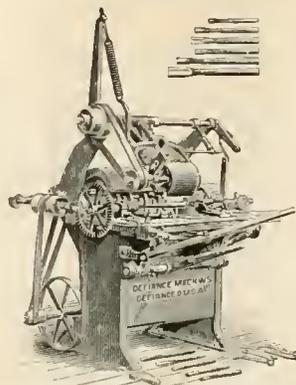
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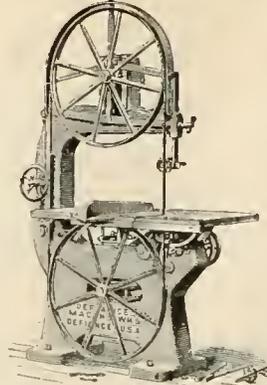
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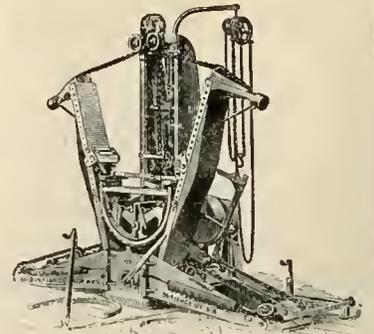
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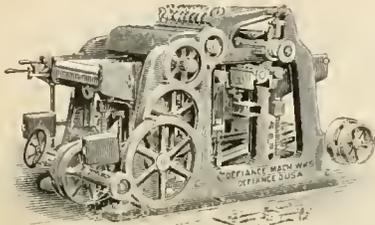
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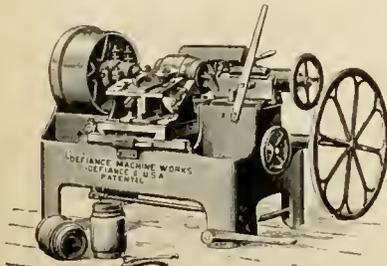
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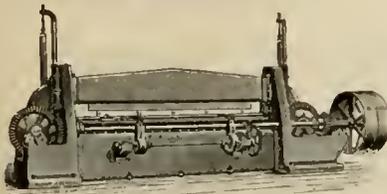
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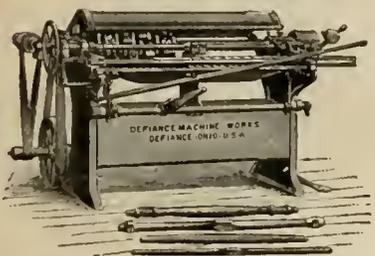
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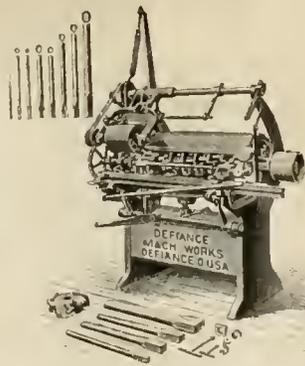
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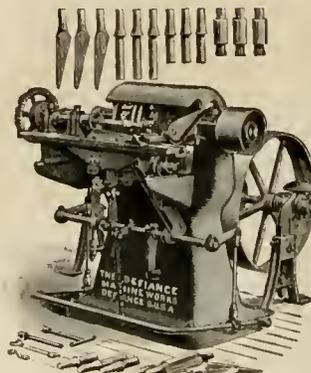
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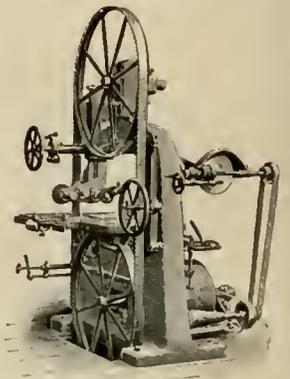
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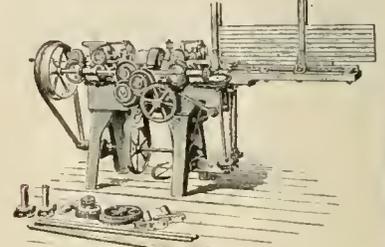
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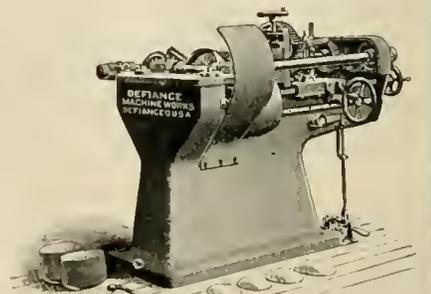
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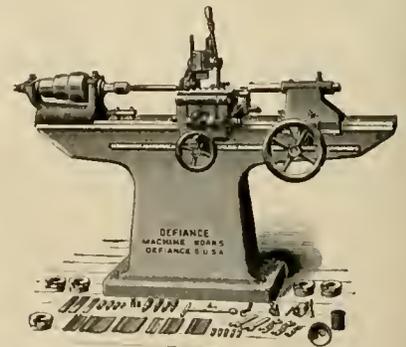
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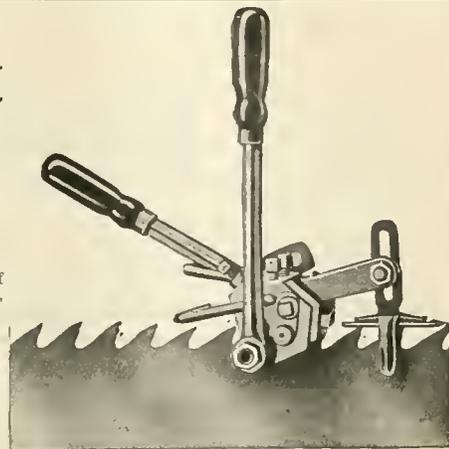
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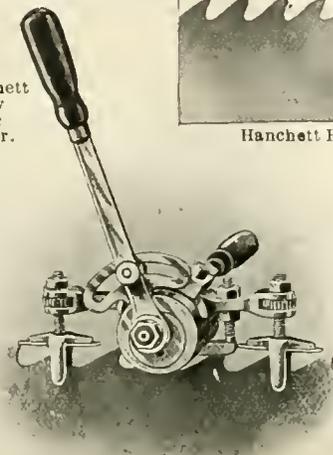
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gangs and resaws.



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A TRIAL WILL COST
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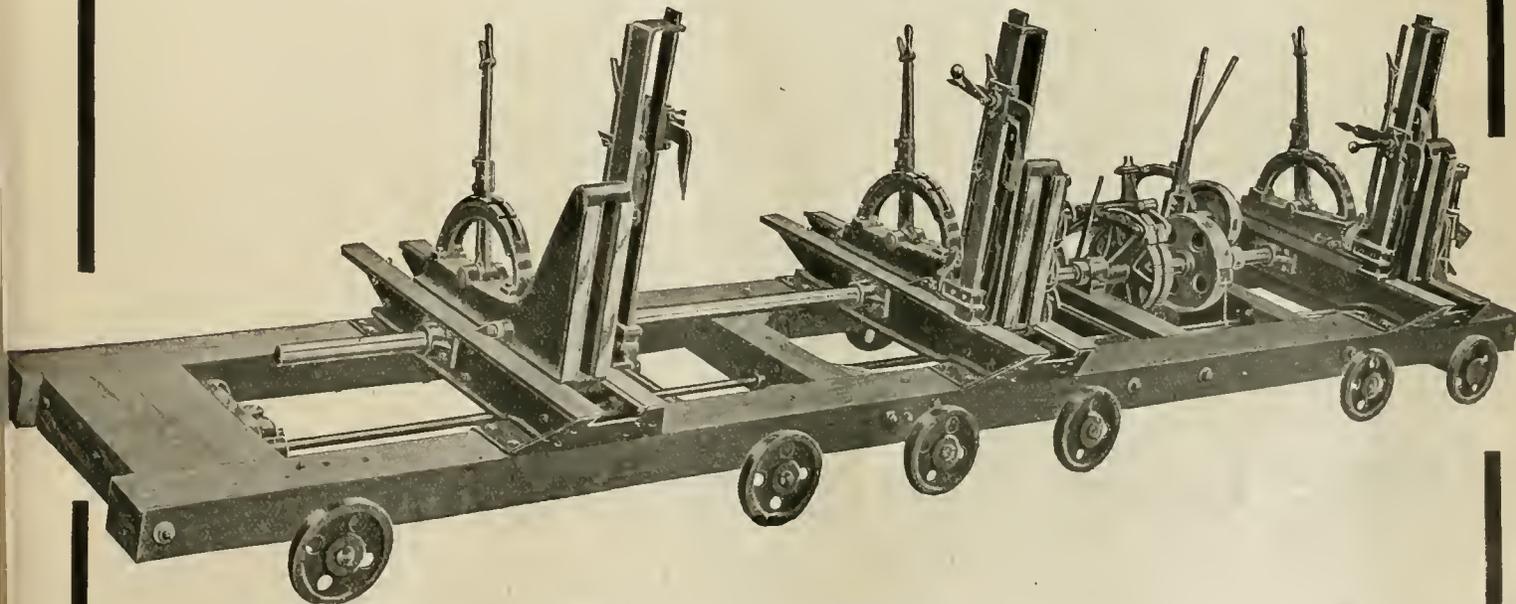
If you are having trouble with your saws write to us and ask us what our saw swage and swage shaper will do. We will send them to you for you to use for 30 days free of charge. Then if you feel that you can afford to do without them return at our expense. We can Save You Time, Files, Labor and Saws. We can make your saws cut more and smoother lumber. Ask for the expert opinion of our Mr. Hanchett if your saws bother you. Write for circular N. to

Hanchett Swage Works,

Big Rapids, Mich.,
U. S. A.

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If properly handled because it has Forged Steel Blocks, Cast Steel Knees, Forged Steel Racks, and other parts of Best material obtainable.

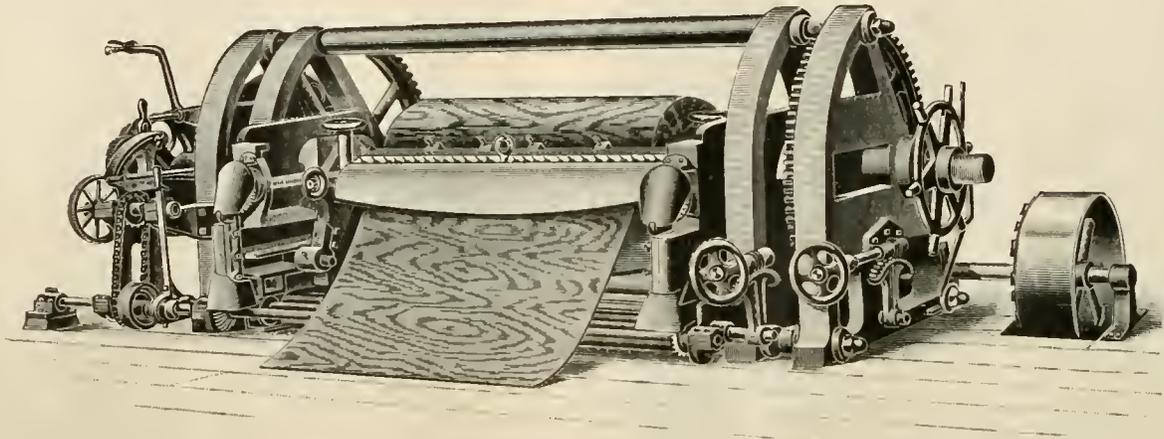


Our No. 9 Catalogue tells all about it and also describes our full line of Saw Mill Machinery. We still build Niggers.

361 Eleanor St. **WM. E. HILL & CO.** Kalamazoo, Mich.

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Awarded This Machine at the St. Louis Exposition



ROTARY CUTTING VENEER MACHINE

Made in sixty sizes, two to ten feet. Knife to handle any timber that grows. Our motto—good machines, right prices, quick delivery.

Hardwoods into veneers and thin lumber with a rotary machine now quite the thing. Buy and get returns from your timber much greater than with the saw mill. We build and install complete outfits. Write us.

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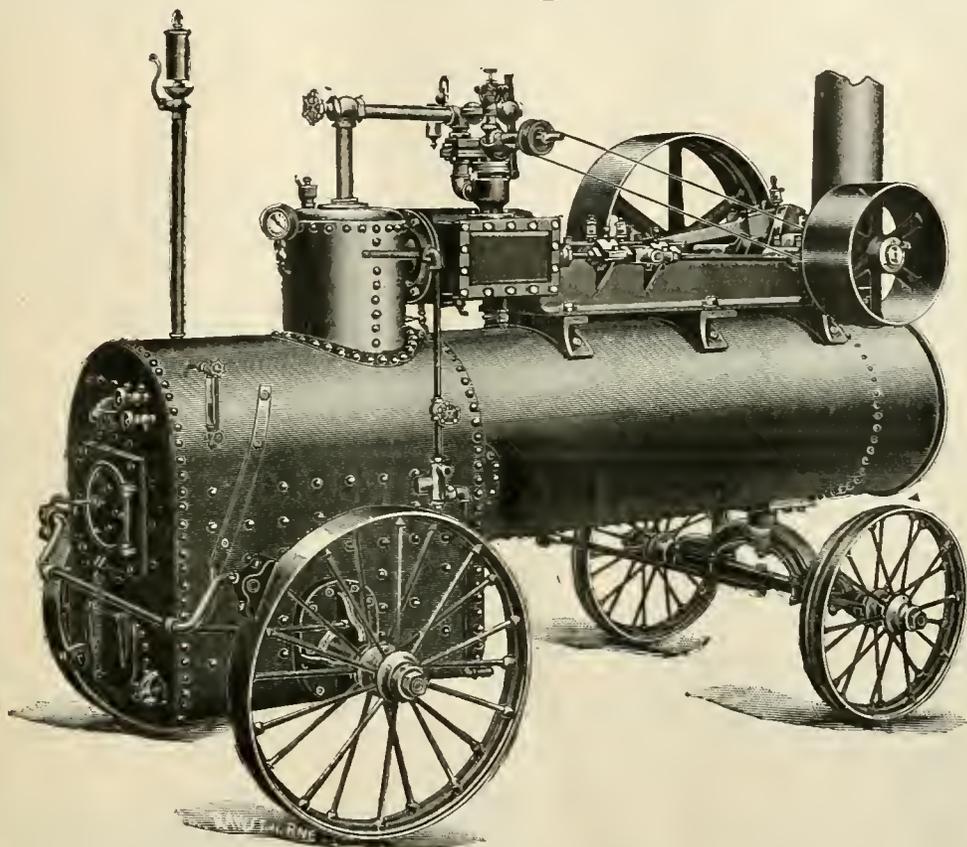
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Saw Mill Engines and Saw Mills

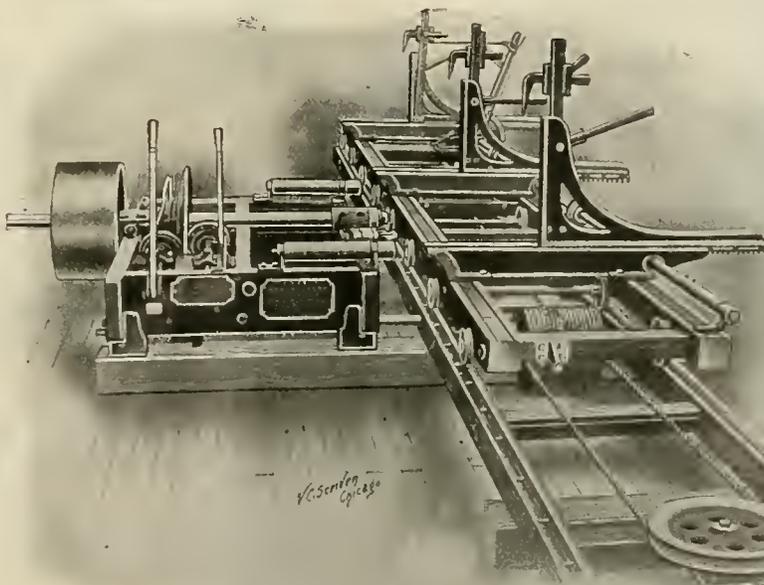


Portable Center-Crank Engine

The new Buckeye Improved Mill is built in four sizes. We guarantee it to be the most modern and up-to-date saw mill on the market. These mills are built very strong and rigid throughout, and with the large variation of feed makes them suitable for either light or heavy power. Has all the essential points of a portable mill. Quickly taken up and reset. Easy running.

This cut herewith shows our Cable Drive, which we recommend as being a superior drive. It has many advantages. The carriage can be stopped and reversed much quicker than by rack and pinion, without danger to the mill. The feed works evenly without jar or chatter and with less power and wear. The drum is of large diameter and with grooves accurately cut in a lathe. The sheaves are of large diameter and with deep flanges. This feed can be put on our No. 2, 3, 4 and 5 mills.

Cut-off Saws, Edgers, Lathe Mills, Cant Hooks, Patent Dogs and all kinds of saw mill supplies. For particulars and catalogue write to



The New Buckeye Improved No. 5 Saw Mill Fitted With Cable Feed.

We desire to call special attention to our new and improved line of Saw Mill Engines. Our wide experience with this class of engines as being best adapted for saw mill purposes, enables us to say that they meet the requirements very fully. Many years of experience in the building of engines enables us to produce a mechanical, substantially built engine that will endure years of good faithful service. Those parts that have usually been most called for in repairs through breakage, we have improved and strengthened, which consequently reduces the cost of repairs, as well as lessens the liability of breakage to a minimum.

We operate our own boiler shops, where we aim to produce the best boilers for our purpose, material and workmanship considered. These shops are supplied with modern tools and equipments, under the management of skilled workmen. The result is our boilers are most excellent in construction, from first-class material.

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FAST TIME AND THROUGH TRAINS
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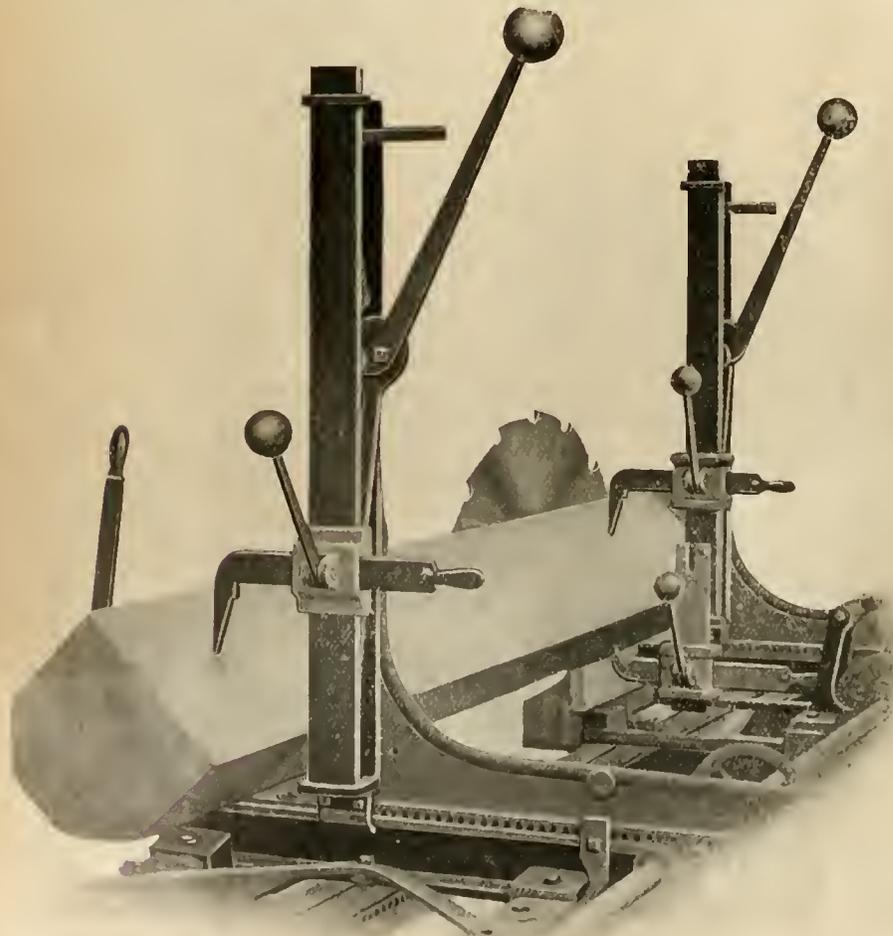
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Duplex Dogs for Quarter
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BUTTERNUT (OR WHITE WALNUT) principally 1 1/4 in. thick, but can use all thicknesses from 1 in. to 2 in. common and better grades.

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WILL PAY CASH FOR DESIRABLE LOTS OF

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Mill Men are Invited to Send Stock List.

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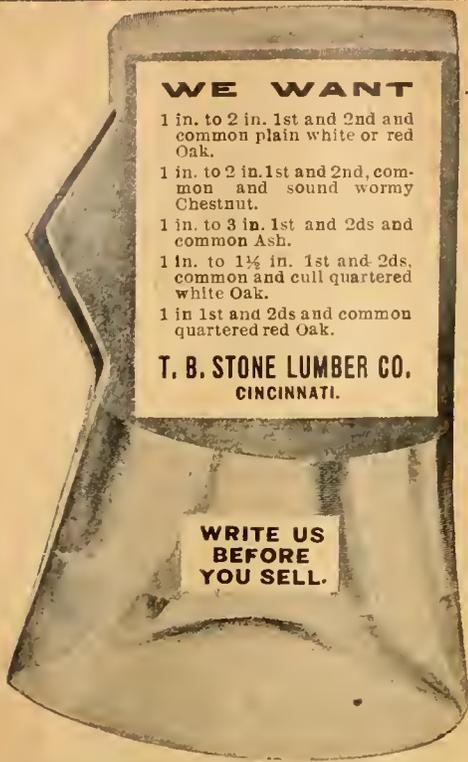
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1 in. to 2 in. 1st and 2nd and common plain white or red Oak.

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1 in. to 3 in. 1st and 2ds and common Ash.

1 in. to 1 1/2 in. 1st and 2ds, common and cull quartered white Oak.

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Plain Sawn Red Oak and Chestnut in
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We Are In the Market at All Times for Well Manufactured

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Especially at the Present Time.

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Lumber and Veneer.

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We Want to Buy for Cash

Plain-Sawn Oak, 1 inch and thicker.
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POPLAR

is cheaper now than it will be in thirty days

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 (Lasts 100 Years)

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WE WANT

1 in. to 2 in. 1st and 2nd and common plain white or red Oak.
 1 in. to 2 in. 1st and 2nd, common and sound wormy Chestnut.
 1 in. to 3 in. 1st and 2ds and common Ash.
 1 in. to 1½ in. 1st and 2ds, common and cull quartered white Oak.
 1 in. 1st and 2ds and common quartered red Oak.

T. B. STONE LUMBER CO.
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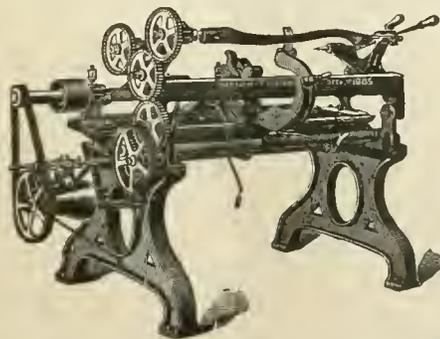
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**PATENT HANDLE, SPOKE
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Lathes for turning Axe, Adze, Pick, Sledge, Hammer, Hatchet, Auger, File, Knife, Chisel, Fork, Hoe, Rake, Broom, Ice Hook and Mop Handles, Pike Poles, Whiffletrees, Yokes, Spokes, Porch Spindles, Table Legs, Tent Stakes, Ball Bats, Mallets, Gun Stocks, Etc.

Boring Machines, Automatic Sanders, Chucking Machines, Shapers.

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Everything in Hardwoods
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Our Specialty: 5-8 Inch Poplar

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**QUARTERED WHITE and RED OAK
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 CHESTNUT
 BLACK WALNUT**

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100,000 ft. 1" to 4" 1sts and 2nds and Common.

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**HARDWOOD
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Thick Maple (lengths piled separately) and end cured White Maple a specialty. Write for prices.

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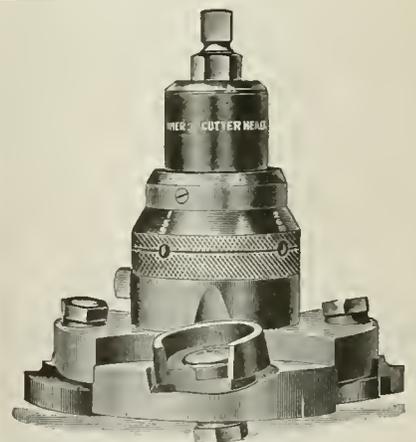
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With Conical Duplex Bit Seats. It keeps your machine going and your output is faultless in form and fit of tongue and groove joint.

We send the Heads on 30 days' free trial to any and all responsible woodworkers. This is an opportunity made especially for your benefit and to demonstrate that we can save you time, labor and trouble. Address

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Desire to contract with responsible manufacturers for large blocks of
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Lumber inspected at point of shipment.

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MILL CUTS
SOLICITED

WILL SEND INSPECTOR TO TAKE UP DRY OR GREEN STOCKS.

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CAR LOTS, BARGE LOTS,
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Wisconsin & Southern HARDWOODS

Are always ready to contract for cuts
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Hardwood Lumber, Mahogany and VeneersWe are in the market to buy Oak, Ash, Poplar, Cottonwood, Gum
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Solicit correspondence with mill men manufacturing Plain and
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**JOHN H. BURRELL & CO.
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We are also buyers of all Southern Hardwoods.**DeValls Bluff, Ark.****CASE LUMBER COMPANY**

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Manufacturers
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and Poplar our Specialty

Write us, We Have the Lumber.

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MEMPHIS.

FOUR MILLION FEET

FINE DRY CYPRESS LUMBER
 TO FILL ORDERS FROM

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Hardwoods and Cypress Lumber
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We have in all thicknesses and sizes the following kinds and amounts of Lumber at places designated. Kindly send us your inquiries.

At BERCLAIR, MISS.

Quartered Red Oak.....	4,728 feet
Plain Red Oak.....	28,431 "
Cypress.....	259,761 "
Ash.....	3,592 "
Quartered White Oak.....	12,702 "
Plain White Oak.....	13,879 "

At SELMA, ALA.

Poplar.....	965,567 feet
Cypress.....	848,215 "
Tupelo.....	332,474 "
Ash.....	9,009 "
Quartered White Oak.....	7,693 "
Plain White Oak.....	13,752 "

At SELMA, ALA.

Red Gum.....	1,733 feet
Hickory.....	631 "

At MEMPHIS, TENN.

Quartered Ash.....	21,855 feet
Plain Ash.....	874,705 "
Quartered White Oak.....	13,938 "
Plain White Oak.....	34,559 "
Quartered Red Oak.....	119,406 "
Plain Red Oak.....	4,790 "
Cottonwood.....	495,610 "
Cypress.....	791,505 "
Poplar.....	509,723 "
Gum.....	29,763 "
Walnut.....	4,060 "

J. W. Thompson Lumber Co.

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

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MEMPHIS.

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Oak, Ash, Gum, Etc.

Thin Stock a Specialty

MILL AND OFFICE, WOLF RIVER, MEMPHIS, TENN.
N. B. We cut crating stock to order.

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**COTTONWOOD AND GUM
LUMBER AND VENEERS****Braughton & Co.**Quartered and Plain,
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Ash, Cypress and
Gum Lumber.

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Cochran Lumber Co.Cottonwood Lumber and
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Poplar, Oak, Ash, Hickory and Walnut

We solicit orders for mixed cars rough or dressed.**Memphis, Tenn.****Lumbermen,
Attention!**

If you own any timber or timber lands.
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If you want your stumpage accurately estimated.
If you want an exact survey or map of your property.
If you want advice in any logging or lumbering proposition.
Write to us and find out what we can do for you.
We send thoroughly reliable and practical engineers to all parts of the country, and guarantee quick and accurate work.

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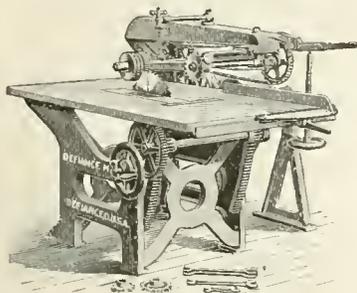
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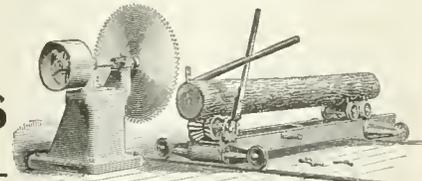
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Published in the interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

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FRANK W. TUTTLE Secretary and Treasurer

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General Hardwood Conditions.

There seems nothing in the way of the year 1905 being one of great prosperity, but as far as that is concerned there seemed nothing the matter with conditions a year ago. Crops had been good and labor was well employed, but the people had made up their minds to economize, and to wait awhile before buying. Consequently the demand slackened and prices went downward.

Still the very fact that people refrained from buying should make the demand all the better the forthcoming year, and it has brought business to a healthy condition. It looks now as though we were on the verge of a strong business revival. Already prices have started up and they should continue their upward tendency for some time to come. However, there should be nothing approaching a boom. Buyers have grown cautious and they have learned about speculation and "frenzied finance" and other things they did not know about before. They intend to go slowly.

Prices are on the up grade. There is not a burdensome supply of stock, and the demand is good for the season of the year. Some may be inclined to dispute this, but if they will remember the same period of former years, they will recall that business rarely was well maintained during December and January.

In the building trade the outlook is good. In the cities the number of building permits taken out is large, and throughout the agricultural districts the greatly increased prosperity of the farmer and planter calls for new building of all kinds. Much of this business affects the hardwood lumbermen only indirectly, but a large amount affects him directly. The country house of any size that has not at least one room furnished in hardwood is the exception; and hardwood interior finish and hardwood flooring have become a necessary adjunct to every country lumber yard.

The piano and organ trade is good; indeed it is one business in

which the demand was good throughout the year. Some 300,000 pianos were manufactured and sold in this country alone last year. The growing wealth of all classes of consumers insures a constantly increasing demand for lumber for this purpose.

The demand from the agricultural implement trade has not been good. In the manufacture of cars the coming season promises well. The railroads have had a very prosperous year, and the country is in need of more rolling stock.

In the furniture trade the prospects for a year of good business are very bright indeed. During the past season, it has been the furniture trade more than any other, in which the slackness of demand has been most felt by the hardwood trade.

The Desideratum of the Times.

In lumber affairs things look mighty good. Every market report says that business is remarkably brisk for the season of the year. While there is no vast volume of hardwood lumber moving just now, inquiries are very numerous and enough lumber is being sold to establish a basis of values. At a time when naturally prices would be sagging on nearly every item of hardwood, they are being gradually boosted. Every indication points to a considerably higher range of values on nearly every item of hardwood when the actual spring demand shall appear. There is a possible danger in this condition.

Fortunately the commercial history of the past few years has brought its lessons, and the desideratum of the times demands conservative methods and a steady market. The business public, and notably the lumber trade, has grown to fear a boom period almost as much as it does a panic. In times when speculation runs riot, commercial dangers are paramount. A settling day for all commercial excitement is inevitable, and even wiseacres in the trade are not always able to get under shelter in time and to save themselves from serious loss.

The lessons taught by the last boom period, argue in every particular for conservatism. No more booms are wanted; the business public is afraid of the proposition. It may be wise for lumber producers not to lift values too high,—to be satisfied with an approximation of the present excellent values received for their products, and attempt to maintain a basis of values at a range not very remote from those being received at the present time. It would seem that a little extra demand should not induce the hoisting of values to an unwholesome altitude. Doubtless in some lines of lumber production, there must needs be a little readjustment of prices, to get all kinds of lumber into correct relative value, but there should be no radical jacking-up of price lists. It would be an unwise time to make any five to ten dollar advances on any kind of hardwood lumber, even if the visible supply was apparently very short.

With its rapidly diminishing quantity, as time progresses, plain oak, of necessity, will naturally advance. It would not be surprising if it would grow within two years to from five to seven dollars above the present quotations. Poplar at present prices is below relative value by from three to five dollars. The same can

be said of ash and chestnut. Both red and tupelo gum are low-priced woods which will eventually show a little gain. Maple, basswood, birch and beech, of Michigan hardwoods, will surely stand a little advance to put them on a parity in price with other like woods. Cypress has not yet recovered to the price it is worth, and will doubtless show three to five dollars more in price at a date not far in the future. Cottonwood, in spite of its having become so scarce, is relatively low in value, while cherry, walnut, quarter-sawn oak and elm seem to be commanding about all the price they will stand for a good while to come.

There is a temptation right now to hoist values to too high a plane, and for the good of the trade it is to be hoped that no attempt at radical advances will be entertained by lumber producers.

The Year 1904.

The year 1904, as a business year, was peculiar. It was not a year in which to make much money.

During the first six months there was a constantly falling market. There was no apparent cause for this except that prices had been too high. The period of liquidation which occurred in the stock market six months before, in January, had just reached the hardwood field.

There was an essential difference between the depression of 1904 and every other slack business period. The falling in lumber prices was altogether sentimental. Looking over the condition at the end of the year, one must say that there was no justification for it. Lumber was affected by the downward tendency of commodities in general.

At the opening of the year there was no burdensome surplus of hardwood lumber on hand, and save in a few instances, prices were not high, on a legitimate basis of values.

Former periods of depression had been preceded by a succession of bad crops and low prices for farm products, and the country had no recuperative power; and their approach was usually heralded by strikes and labor troubles of all kinds.

The falling of lumber prices in 1904 occurred in the face of a succession of big crops at big prices, that had left the farmer in a most prosperous condition; and in the face of a generally satisfied labor element. There was some labor trouble, it is true, but there always has been more or less difficulty of this sort. Consequently the depression did not last long—only six months or thereabouts.

Then, slowly and surely, came a reaction. For a period prices were stationary. Then slowly they began to climb until the close of the year found a part of the loss regained. If the decline was without reason, the recovery was also without apparent cause. In spite of being in the heat of a presidential campaign, prices advanced steadily. A Chicago lumberman recently said that this was the only December in his experience, covering a period of fifteen years, that there has not been a softening in prices as the holidays approached.

The people seem to have suffered from a fit, not of poverty, but of economy. Things were too high, it was said, and for a time buying ceased. The condition was brought about by too great prosperity, rather than the reverse.

As a result of several good business years which had raised the average of wealth higher than it had ever been in this country, the public indulged in a period of speculation, for which history scarcely affords a parallel. Everyone had a surplus of money, so men fell easy victims to the sharpers of Wall street and elsewhere.

As an example of what was done, there needs only to be cited the case of the "shipbuilding trust." This corporation, according to the testimony of Charles M. Schwab, represented an actual investment of approximately \$12,000,000. Against this was issued alleged securities aggregating \$70,000,000. These stocks and bonds were offered to the public and actually sold. Of course the industry had to default on the interest of this vast amount of money. It worked hard and did a great business, but it could not achieve the impossible. A few experiences of this kind had the effect of sobering and frightening the people. When they came out of their

orgy legitimate business snuffered with the illegitimate—the lumber business based on actual values, with the shipbuilding trust based on artificial values.

As most lumbermen strike their 1904 balance care still sits on their brows and they have a look of dissatisfaction. The balance in their favor generally is small—very small—and in some instances is represented by a blank. The year 1904 was not a good one in which to make money.

But a good year is upon us.

The Chicago Hardwood Market.

Chicago is the greatest market in the world for hardwood lumber. Everyone engaged in the trade throughout the Mississippi Valley is competing for a portion of the Chicago business. Anything therefore that affects the stability and safety of this great market is keenly felt by the hardwood fraternity. That this market should have been made a safe and satisfactory place in which to do business was of vital importance to every hardwood lumberman in the middle west and south.

Ten years ago things in this market, to say the least, were mixed. There was a coterie of lumber buyers here that took the shipper by the throat and robbed him of a good part of the just value of this lumber. Since that time a great reform has been accomplished.

The change can be ascribed to three causes: The Chicago Hardwood Lumber Exchange; the National Hardwood Lumber Association and to the HARDWOOD RECORD. Without speaking ill of any man or men, but chiefly by putting them on their honor to do that which was just, the reform was accomplished. By bringing lumbermen together much good has been done.

You can make men good by believing them good. The old saying that you can give a dog a bad name and hang him is truer when applied to men than to dogs.

The hardwood contingent of Chicago today is generally made up of bright, clean and commercially active young men whose paramount aim is to deal fairly with all men. As a result this market has become as safe a place in which to do business as any in the world.

Theodore Roosevelt, President.

The American people have usually been fortunate in their choice of president. In Theodore Roosevelt they have been exceptionally fortunate. There was something about the man which appealed directly to the people. Graft hid its head and was ashamed. Dishonest corporations quit their ghost-dancing, came in on the reservation and asked to be controlled.

The work that has been done in the interests of forestry and of railroads and corporation control, and, more than all, the great forward stride the people have made in civic honesty, has placed the United States farther ahead of the nations of the world than ever. While McKinley was a good man, he lacked the force to move things. When he died national character was at low ebb. Corporations were robbing the people, and the people were plainly submitting.

Roosevelt has a dynamic quality, and, as the electric spark passed from him to the people, every man shook his neighbor's hand and said: "Here is a man." He is doing things for his country and for his countrymen, and not among the least of these is his work tending to the conservation and rebuilding of American forests.

Do Your Duty and Reap Results.

A great many hardwood manufacturers and wholesalers seem to think they have done their entire duty to the trade and to themselves when they have joined one of the associations, and paid their dues. These are only steps in the right direction. It should be the obligation of every member of a lumber association to not only attend its annual meeting, but to participate in its deliberations. From such a course only can just results accrue to the individual, and a high and satisfactory standard be reached in association work.

Pert, Pertinent and Impertinent.

A Foolish Verse.

I s'pose you never did see
An angel of light climb a tree:
But as she only has wings
And no other things,
It's not a great sight to see.

A New Toast.

Here's to the girls, God bless 'em
May they always be good;
Not too good, for the good die young,
And God knows we want no dead ones.

The Lumber "Cassies."

Here's to the fake "Buffalo Bunch,"
Who, to "get rich quick," had a hunch,
But the way was too steep,
And they fell in a heap,
And now they are eating free lunch.

Work Your Gray Matter.

He who thinks for himself, and imitates rarely, is sure of success.—Klopstock.

Lobster, Love, or Lucre?

You can have anything you want in this world—if you want it bad enough.

Proposed Amalgamation.

Since Hoo-Hoo settled the life insurance problem at its last annual, it will doubtless be apropos to adopt measures at the coming September meeting at Portland, Ore., looking to the proposed consolidation with the Woman's Christian Temperance Union.

Organization.

Many a man has missed success because he has lacked system. A lumberman of sainted memory used to characterize such men as "Those who ran their business by guess and by God."

The Grand Old Oak.

A large, branching, aged oak is perhaps the most venerable of all inanimate objects.—Shestone.

Get Together Right.

Nothing in this world has ever been accomplished without organization. The finest type of organization lies in the family circle, and the bigger the family the better it is. It is not wise to organize by sections—to organize by halves. To make an organization of value it should comprise everyone in interest. Every little organization for itself is as much of a heresy as "each man for himself," and is nowadays

"OUT OF THE MOUTHS OF BABES".



First Boy—"I've got a bully ball!"
Second Boy—"I've got a cracker-jack bat!"
Both Boys—"Let's play ball!"

And It's Only January 10th.

There's one unpleasant feature about riding on the good resolution wagon—you get so howling lonesome.

Answer to Correspondent.

The hardwood business is a good business for a young man to undertake provided he undertakes to be a good man for the business.

The Calamity Howler

The man who says that 1905 will not "show to the good," in the language of The Earl of Pawtucket, is "only spoofing."

On to His Job.

Because a man does not tell you all about himself is no sign he has not obeyed the scriptural injunction "know thyself." He may not dare to tell.

Impaired Vision.

Those Eastern fakirs and adventurers in the hardwood lumber business are among the class of people who "can't see the third rail without stepping on it."

heard only in the black catastrophe of shipwreck, and even then only heard to be rebuked by men of sense.

Literature and a Story.

The central incident in "Section Eighteen, One West" published elsewhere in this issue, is reminiscent of one which is told, with all the brilliancy and true love of the forest, by the distinguished writer, Edward Stewart White, in The Blazed Trail.

Mr. White has given his facts the fascination of fiction. The story however, as written here, was told to the writer and written before The Blazed Trail was published. Although it cannot in any way, except in its verity, be compared to that of the most sympathetic and artistic writer on the forest and its people America has yet given to literature, yet as a peu picture of old time lumbering methods it is sure to be appreciated by HARDWOOD RECORD readers.

AMERICAN FOREST TREES.

Poplar or Whitewood.*

Liriodendron Tulipifera—Linn.

This tree is of the family magnolia. In shape it is tall and round, with spreading branches. In height it ranges from sixty to one hundred and ninety feet. It blooms in April to May and its fruit ripens in September and October, these features depending on the latitude or altitude of its growth.

While in America this wood is generally known in the west as poplar, in the east it is almost invariably referred to as white-wood. It is often called the tulip tree in Vermont, Massachusetts, Rhode Island, Connecticut, New York, New Jersey, Delaware, Pennsylvania, Virginia, West Virginia, District of Columbia, North Carolina, South Carolina, Georgia, Arkansas, Kentucky, Ohio, Indiana, Illinois, and Ontario. It is also called yellow poplar in certain sections of New York, New Jersey, Pennsylvania, Delaware, Virginia, West Virginia, North Carolina, South Carolina, Alabama, Arkansas, Kentucky, Ohio, Indiana and Missouri; tulip poplar in Delaware, Pennsylvania, South Carolina and Illinois; poplar in Rhode Island, Delaware, North Carolina, South Carolina, Florida and Ohio; white poplar in Delaware, Kentucky and Indiana; blue poplar in Pennsylvania and West Virginia; popple in Rhode Island; cucumber tree in New York; canoe-wood in Tennessee; old-wife's-shirt-tree in Tennessee; ko-yen ta-ka-ah-ta—"white tree," Onondaga Indians, New York; basswood, Ohio; and the hard minor growth on poor soil is known as hickory poplar in Virginia, West Virginia and North Carolina.

The original growth of poplar was from southern Ontario to Rhode Island and west to Lake Michigan, through Michigan as far north as the Grand River; and south to Florida, southern Alabama and Mississippi; and west of the Mississippi River in southeastern Missouri and adjacent Arkansas.

The physical characteristics of the wood are as follows: Weight 26½ to 38½ pounds a cubic foot.

It grades as a soft wood, but is classified and handled as a hardwood product. It has no smell or taste.

The grain is very fine, but spongy; splits cleanly; the surface is dull, the little lustre being due to the shining pores.

The bark is very thick, as much as one inch; it is corky and fissured, and is in two layers; the inner layer of the bark is much like the sap wood and is about one fourth

of an inch thick in old growth, and nearly white in color.

The color of the wood is canary-color, white, greenish, gray, or brown, depending on the locality of growth and the character of the soil. The highest and most esteemed quality is of a canary-color. The sap wood is whitish to brownish.

The rings of growth are clear on account of the very fine boundary line of autumn wood only. The contour is round and generally undulating, and there is a slight difference in shade between the spring and autumn wood. The form of leaves and of



SPLENDID SPECIMEN POPLAR GROWTH, FOREST OF
W. M. RITTER LUMBER COMPANY,
MCDOWELL COUNTY, W. VA.

the foliage is herewith pictured. The leaves vary from three to eight inches in length, and once being recognized are forever unmistakable on account of their peculiar shape. In the spring when the tulip-like flowers of this tree are in bloom, it is a truly beautiful sight.

The poplar or whitewood is a native of America and is the sole surviving species of its genus. It is one of the highest regarded

of the broad-leaved forest growth of the country, and in size the trees are the largest that grow in the United States east of the Rocky Mountains. It is therefore obtainable in large-sized pieces. The poplar bears the same relation to the trees of the broad-leaved class as white pine does to the conifers.

Poplar never shows a comprehensive forest growth. One tree to an acre is regarded as a good stand in what is known as poplar timber land. In long years of wood investigation the largest group of poplars ever encountered by the writer was seven, contained within a circle comprising perhaps a half acre of ground. Ordinarily the poplar stands alone in the forest and seems a veritable monarch among the surrounding trees. The finest specimens of poplar or whitewood growth have sought their homes in the deep coves of the mountain regions of Tennessee, Kentucky and West Virginia. The most magnificent growth is found on heavy and rich soil. It is alleged that at Craggy Mountain, twelve miles northeast of Asheville, N. C., there is standing a poplar tree that is thought to be the largest in America, which has a girth of thirty-one feet at a distance of ten feet from the ground, and it stands upward of one hundred and fifty feet high. In that rugged place at an elevation of about 2,800 feet above sea level, it raises a clear and straight shaft.

The largest poplar tree ever encountered by the writer was near the summit of Meigs' Mountain, Sevier County, Tennessee, at an altitude of 3,600 feet. This tree at breast high, was twenty-five feet nine inches in circumference. This tree and the one near Asheville are undoubtedly hollow-butted, but they are only examples of the size which poplar quite frequently attains. However, the poplar growing on Meigs' Mountain had a local celebrity in being the largest poplar in that region, and it was locally referred to as "Pap." Another tree only slightly less in size grows nearby.

The age of the poplar or whitewood trees entitles them to the respect given to old age. It is rare indeed to encounter a poplar less than 300 years old, and the average age of a tree ranges from 400 to 550 years. Doubtless the two large trees referred to in

*Authorities referred to in the foregoing article, where they were accurate in detail, are The Timbers of Commerce, A Guide to the Trees, Principal Species of Wood and the Check List of Forest Trees of the United States.

this sketch are anywhere from 1,000 to 1,200 years old. What wonderful events in the world's history have transpired during their lives!

There is something awesome in the gigantic proportions, tall column-like trunk and strangely cut leaves of this tree, when it



LEAVES AND BLOOM OF POPLAR OR WHITE WOOD.

is approached for the first time, and the fancy is bred that the world would be a very different place if trees should ever lose their meek defenselessness and strut about arranging things to suit themselves. Man would appear very small then, while the poplar tree might be king of the globe.

One of the most truly splendid sights of the forest in the springtime is to climb the ridge of some eastern Tennessee or western North Carolina mountain range and look across the landscape of waving trees just starting forth into bloom. You may be able to see for miles, and the feature that grasps your attention is the unmistakable flower-laden tops of the poplars. These trees advance in leaf and flower before any of their fellows,—they waken early in the spring.

The seat of the largest production in poplar at this time, which is the approaching period of gradual extinction of this magnificent wood, is in West Virginia, Kentucky, Tennessee, and western North Caro-

lina. Poplar of an excellent quality grows in other sections, but in the portions of the country named the wood reaches its highest perfection.

The large size of the timber, its growth in the rough mountain country, and its distance from the main lines of transportation, make the production of poplar lumber one of the most expensive operations known in the lumber business. In the early days of lumbering, in comparatively level country like Ohio, Indiana and Illinois, the making of poplar lumber was not very expensive, but now when lumbermen have to build costly logging railroads to penetrate a wide-spread territory and gather up the scattering growth, the cost piles up to a remarkable degree. To the layman it is astonishing that poplar lumber can be produced at a



"PAP." THE GRAND POPLAR OF SEVIER COUNTY, TENN.

profit at the price that the wood commands.

In earlier times, generally the poplar timber was floated to the saw mills down the streams, but with its extinction near these water courses, there is but a small portion of the logs that now are floated in rivers. Poplar lumber production is fast resolving itself into a logging railroad proposition. A picture herewith presented shows part of a trainload of large poplar logs on the trestle of a logging railroad near Pickens, W. Va.; and another illustration shows a car loader engaged in handling wide poplar boards into a box car. These pictures were made by the writer at the operations of the Holly Lumber Company at Pickens, W. Va., an allied concern of the Crosby & Beekley Company, of New Haven, Conn.

The photograph of the tree inscribed

"Pap" was made ten years ago, and it was on a part of the timber area that has since been acquired by the Little River Lumber Company, of Townsend, Tenn. The central picture of the splendid poplar tree in this group of engravings was felled on the W. M. Ritter Lumber Company's property



SPECIMEN POPLAR BOARDS.

two years ago, shortly after the writer made the photograph.

Poplar or whitewood is one of the popular and almost essential timber growths of this country, and is also very highly regarded abroad. It is used in works of construction, interior finish, boat building, pump stock, car building, in carriage and automobile bodies and in an infinity of places where white pine was formerly employed, and especially where planks of extreme width are desired. A great quantity of the wood is shipped abroad and constitutes one of the chief items of American lumber export. Several leading American poplar manufacturers maintain offices and even yards in various parts of England and Germany, and nearly all of the large producers have at least foreign wood brokers who handle their products.

Expansion and Improvement.

Dennis Brothers and the Dennis Brothers Salt & Lumber Company, whose principal offices are located at Grand Rapids, Mich., have made some recent and important changes in their business. The salt and lumber company which has in the past operated a saw mill at Stronach, a suburb of Manistee, has closed down its plant, and in future will manufacture lumber from its big hardwood tract east of Manistee, by means of a series of mills located within the timber. Two years ago this company purchased the Canfield hardwood tract of some 12,000 acres lying between the Grand Rapids & Indiana and Péré Marquette Railroads, and in the past has shipped its logs to the Stronach mill over the Manistee & Grand Rapids Railroad, which penetrated the timber from the west. The log haul has been long, expensive and unsatisfactory, and the company thinks that it can exercise a good deal of economy in manufacturing by its new plan.

Dennis Brothers have recently taken over a maple flooring plant at Reed City, Mich., and will enter into this line of trade in connection with the large wholesale hardwood business at Grand Rapids and at North Tonawanda, N. Y.

The corporation identified with Dennis Brothers' name produce large quantities of all varieties of Michigan hardwoods, and Dennis Brothers are handlers not only of Michigan hardwood lumber but also of southern hardwoods.



TRAIN OF POPLAR LOGS ON TRESTLE. HOLLY LUMBER COMPANY, PICKENS, W. VA.

Strode's Stuff.

Reminiscent.

Here I am again.

You can't lose me.

There is nothing in my philosophy that tells you what to do if you get lost. But what would you do? Ah! There's the rub. What would you do without me to advise you, and counsel you, and tell you what to do about things?

The HARDWOOD RECORD used to be a funny kind of a lumber paper. It used to make me laugh. But I don't care. We used to have a lot of fun anyhow,—and that's the main thing,—that, and making money. I always advised you to make money. Time and again I have so advised you. If any of my friends got out of work I immediately tried to get them something to do. I like to see my friends employed, for in work man finds his greatest happiness. I want all of my friends to be happy. Besides, if they are well employed at good wages they will not grudge an occasional loan.

I know in work there is happiness. In this respect I have practiced great self-denial. I have not done a day's work in years; and I am proud of the fact. I am proud of the strength of character which enables me to go ahead and deny myself so much happiness. It shows that I have a noble soul.

Of course I have come around and called upon you occasionally. I did this because I enjoyed it,—every minute of the time. And I had passes on the railroads and had to use them. But work! not on your life.

Of course if you insisted on dragging in the subject of advertising,—bringing business up in a social call,—I couldn't help that. I didn't try. I just closed it up as quickly as possible and thereby relieved your mind. Then we could enjoy ourselves.

Of course in the old days I had to write up the paper of nights and Sundays, but I didn't work. I enjoy doing this. It's fun,—but work! perish the thought.

It is more or less vulgar to work. It shows you are trying to be happy; and to be happy is vulgar. You bet I wouldn't be happy. The common herd of money grubbers is happy. No! I stood serene and lofty and refused to obtain happiness by recourse to any such means. I have not worked for ten years. I do not advise you to follow my example. Let me suffer alone.

When we went to move the office to our new quarters some strange and wondrous things turned up. Old copies of the HARDWOOD RECORD appeared with articles in them I had written and forgotten, and had written them over and over again. I had no idea that I had told the same stories so often until I looked over the old files; and saw dead, gone and forgotten calendars of the year 1897, and so on. And among other things was

A Check Perforator.

When we started the HARDWOOD RECORD I was given my choice of positions, and took charge of the bank account. There was no danger that my signature would be counterfeited. Nobody else could make a check look like I could. I wasn't afraid of that. The trouble was the banker could not tell what it meant. He knew of course that it was a check for some small amount. It had to be, but he never knew how much to pay out on it. It might have been "two" dollars or "ten" dollars. They used to bring them around to me afterwards, as if I knew more about them than anybody else, but I couldn't help them any. I am not a hand-writing expert, and I have turned things loose in the shape of hand-writing that were absolutely untranslatable. People seem to think that because I wrote them I could read them, when it doesn't follow at all. I can't come any nearer doing that than anybody else. It is unreasonable to expect it. Then there was a disposition on the part of certain ones,—I'll mention no names,—to hold those little checks as souvenirs and curiosities, thereby balling things up. So I turned the check book over to Kimball. My dream of glory was at an end.

But Kimball could make out checks to beat the band. He writes a copper-plate hand, and by the time he had a check made out, and dated, and dotted, and signed with a flourish, it was a fine check, and I was proud of it. Vanderbilt couldn't make a nicer check than that. It looked as though we had money in the bank,—lots of it. When he got the perforator it added the finishing touch.

A check perforator,—you know what a check perforator is? It's a sort of a dingus to prevent your check being raised. Well, one day while Kimball was in a trance somebody came in and sold him one. Its chief attraction was that it didn't cost much. It was only \$5.00, which was dirt cheap, Kimball said. And he studied it, and practiced with it, until he had dollar marks and figures punched on everything about the place.

When he got to making out checks and perforating them, I was proud of him,—prouder than I have been at any other time. "Kimball is making out checks" I said to myself, and I felt soothed and comforted. And when he got a check all made out and perforated I tell you it was a thing of beauty.

One day I asked him what was the real use of the perforator.

"Why," he said, "it's to keep a check from being raised. There are mean men in the world who would not hesitate to raise a check from seven dollars to seven hundred, and get the money on it,—maybe."

Now if any mean, low-down pup should

have raised a check of ours over ten dollars, I can imagine the kind of a shock he would have got at the bank. He wouldn't have got much else but he'd have got a shock. Kimball got tired of using the check perforator after a while, and stored it among the rubbish.

How We Did Things Without Tools.

The check perforator episode reminds me that there was scarcely a thing in the old RECORD office that we should have had that we did have.

"Where is the reference library?" was one of the first things that was asked. I never was so ashamed in my life. We hadn't a thing, not even a dictionary. Time and again I have told Kimball to get something or other, but he never did. He pretended to be hard up, and things of that kind.

So we had to blunder along and guess at things. I'm a pretty good guesser as a general thing, and when I did not know how to spell a word, and the stenographer didn't know, and nobody happened in who did, I just slurred it over and let the printers figure it out. And I tell you they did mighty well. Printers are wonderful people, and they have my respect. Occasionally I got things mixed and the stenographer and the proofreader wouldn't catch the mistake and it would go through.

Getting Names Tangled.

For instance, if there is one man with whose history I am familiar, it is Stephen Girard, but I always get him mixed up with Peter Cooper, and in an article in a recent issue I called him "Peter" Girard, and nobody caught the mistake, and it went through.

And I was liable at any time to forget Sam Burkholder's first name, and call him "Stephen" Burkholder, or "Peter" Burkholder. Now Peter Cooper founded Cooper Institute, Stephen Girard founded Girard college and Sam Burkholder founded the Indiana Hardwood Lumbermen's Association. They are a good deal alike, but Cooper and Girard are dead, and Burkholder is alive. So Sam takes precedence.

But we should have had a dictionary at least,—I can see that now. My humiliation was complete one day when someone called for one. I was forced to acknowledge that we had none. I hustled around and brought out the Hoo-Hoo book, and Nelse Gladding's treatises on Atkins' saws, and a lot of calendars, but they didn't seem to fill the bill. I was terribly humiliated. I shall never forgive Kimball.

Speaking of Sam Burkholder and the Indiana Hardwood Association reminds me that they are to have their annual meeting on Jan. 19th, and I am going down there to report it for the new HARDWOOD RECORD. I had that understood before I would put my name to anything, and I have a signed contract to report every meeting of the Indiana Hardwood Association as long as I live. After I made that deal it was all

right. I didn't care about anything else, and the bargain went through.

About Indiana.

There is a story that I am going to tell you. I don't think I have told it more than three or four times before, and I could get the straight of it if I had time. It's about somebody or other in the old days of Greek mythology whose mother was the Earth, and he got into a wrestling match with Hercules. His mother, the Earth, had it arranged that every time he touched the ground he received new strength. The only way Hercules could conquer him was by raising him aloft and strangling him to death in his arms.

That's a pretty good story anyhow, and it reminds me of a man who has moved to the city. Every time he gets back to the

earth and gets his feet in the soil, he gets new strength. You've all occasionally got to get back to first principles. And that's what I do every time I go back to Indiana. Every time I feel the mighty arms of the Hercules of sin and greediness strangling me, I want to get back to Indiana and get my feet in the soil, and renew the ideals of my youth.

In my youth I had an ideal that called upon me to fight evil and injustice wherever I found them. The tendency of the city life, with its false view of things, is to teach a man to compromise with this or that evil. I surely have to go back to Indiana once in awhile to restore my equilibrium.

We will all go, and have a good time, and renew our youth.

CHARLES D. STRODE.

With Record Publishers.

Announcement.

To the patrons of the HARDWOOD RECORD:

This issue of the HARDWOOD RECORD marks a change in its ownership, the undersigned having sold to Henry H. Gibson all rights and title to the publication.

Mr. Gibson needs no introduction to the hardwood fraternity from me, as I think very few men have a larger acquaintance with both the producers and distributors of hardwood lumber. Ever since the establishment of the American Lumberman he has been one of the leading members of its staff, and previous to that time for many years was associated in the lumber business and in lumber newspaper enterprises. His experience has been very broad in both these lines, and I feel satisfied he will extend the influence and usefulness of the HARDWOOD RECORD in many ways.

It is with no little feeling of regret that I withdraw from the lumber journalistic field, but this regret is in a measure offset in the belief that my successor will better serve the hardwood industry of the country.

I take this opportunity to thank you for your support and good will in the past, and bespeak for the HARDWOOD RECORD your continued patronage.

CARL V. KIMBALL.

Publisher's Announcement.

The kind words of Mr. Kimball, as expressed in the foregoing announcement, are sincerely appreciated, and his hundreds of friends engaged in the hardwood lumber business will have only the heartiest wishes for his prosperity in whatever line of endeavor he may engage. Mr. Kimball entered the field of journalism as owner and manager, inexperienced in the line of work, and his success, considering his handicaps, has been remarkable. He has published a clean newspaper, and has been instrumental in assisting in the prosperity of the hardwood trade of the country, and notably has contributed to the ultimate purification of the Chicago hardwood market. It will therefore be with regret that many people will note his abandonment of lumber journalism to engage in another enterprise.

In this connection no little credit is due to Charles D. Strode, who has done much toward the building of the HARDWOOD REC-

ORD, and to better hardwood conditions the country over. He is enthusiastic in the work, and has hosts of friends in the trade. He will continue with the new HARDWOOD RECORD. Mr. Strode will not only contribute more or less of his quaint philosophy and other editorial and news matters to the paper, but will personally visit the hardwood trade of the Mississippi valley from Wisconsin to New Orleans.

The writer has organized a corporation under the laws of the state of Illinois, amply capitalized to continue the publication of the HARDWOOD RECORD on some what broader lines than in the past. Promises, like delays, have dangerous ends, and therefore the HARDWOOD RECORD is going to make few promises for the future; but to paraphrase Emerson—it wishes to pass for what it is.

The aim of the publishers will be to build a distinctly hardwood lumber newspaper that will be a credit to this great branch of the lumber industry. It is intended primarily to make a hardwood lumber newspaper. Beyond that, the publication will involve thorough discussions of American hardwood forests in detail, and each number will contain a comprehensive illustrated description of some specific variety of American commercial woods.

The wood veneer industry will receive careful attention; the progress in the production of wood chemicals will be frequently discussed; and sawmill and woodworking machinery adapted to the manufacture and working of hardwoods will be a permanent feature; modern interior hardwood finish and door production will receive adequate attention.

The foregoing, with the discussion of other topics pertinent to the trade, will be the chief literary features of the paper, aside from the quaintly humorous articles contributed by Charles D. Strode, which will be continued as in the past. An analysis of hardwood market conditions in this country and abroad, will be published each week.

A distinct and novel feature of the HARDWOOD RECORD will be a full page photogravure portrait supplement, executed in an exceptionally artistic manner, which will present the pictures of men who have contributed to the history of the hardwood lumber industry of America. It is believed that these portraits of distinguished men

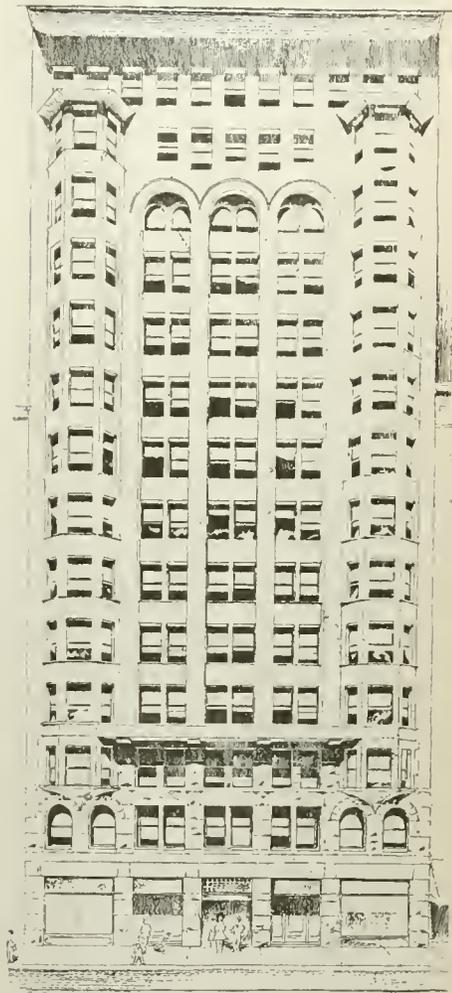
of the trade will be deemed worthy of framing and in many cases become adornments to the offices of members of the trade.

The HARDWOOD RECORD bespeaks for itself merely unprejudiced consideration, and to such support as its merit and integrity entitles it.

From its very first issue the circulation of the paper will be doubled, which is as great an increase as is permissible under the postal regulations. This volume of circulation at least will be maintained during 1905.

New Hardwood Record Headquarters.

The new offices of the HARDWOOD RECORD are located on the Dearborn street front of the Ellsworth building, which is a modern office structure running through from Dear-



ELLSWORTH BUILDING,
355 Dearborn Street.

New Home of the HARDWOOD RECORD.

born street to Plymouth place, and within a hundred feet of Harrison street. It is within a block of the station of the elevated railway at the corner of Dearborn and Van Buren streets. The building is convenient of access from all the Chicago passenger terminals, as it lies about midway between them. The building has a frontage of seventy-five feet and bears the numbers 353-355-357 Dearborn street, and 88-90-92 Plymouth place. It is of steel construction, fire proof and first-class in every particular. The halls and corridors, including the floors, are finished in marble, while the interior woodwork of the offices is mahoganyed curly birch with tuna finish, and

the floors are of hard maple. The building is complete, with high-class passenger elevators, mailing chutes, telegraph office and an individual electric lighting plant. It is very largely tenanted by high-class corporations, including several trade newspapers other than the **HARDWOOD RECORD**.

The spacious suite of offices occupied by the **HARDWOOD RECORD** are on the sixth floor, Dearborn street front, and comprise a reception room, editor's sanctum, office of the treasurer and bookkeeper, and separate rooms for associate editors and stenographers.

At these offices, members of the lumber trade from home and abroad will be gladly welcomed, and the services of the editor and staff are at their disposal at all times.

The Present Issue.

The publishers offer no apologies for the current issue of the **HARDWOOD RECORD**, because we have done the best we could under the conditions. The paper passed into our hands on January 1. On Tuesday, January 3, we moved into new offices, which since that time have had to be equipped; furniture bought; telephone and electric light service installed; and organization of an office force made. Beside that, it was deemed best to reset the paper, advertisements and all; a considerable number of illustrations had to be made; articles had to be written; and the matter generally put together to make the initial number,—all within a very short period.

Here it is; it is the best we could do under the circumstances.

Subscription Price.

It has been deemed just that the subscription of the **HARDWOOD RECORD** be increased to two dollars a year. This has been done because a paper worthy of the industry which it presumes to represent,

cannot be built for one dollar a year. As a matter of fact, a subscription price of two dollars a year will not even pay for its paper, printing and mailing. It is not intended to take advantage of present or prospective subscribers of the **HARDWOOD RECORD** without giving them due notice of this advance, and therefore it is announced that new paid-in-advance subscriptions will be accepted at one dollar a year up to February 1, 1905, and that all subscribers in arrears may have the privilege of paying their subscription to date, and one dollar in advance, thus securing the paper for the year 1905 at one dollar.

Advertising Rates.

Some amendments have been made in the advertising rates of the **HARDWOOD RECORD**, to make them harmonious and to provide an adequate revenue for conducting the paper. These rates will be found equitable and fair, and the prices will vary according to the desirability of the location of the space employed.

After due consideration the publishers have thought it wise to take into their confidence its advertising clientage, and with that end in view, every advertiser is invited to call at this office and receive proof of exactly the circulation for which he is spending his money. The subscription list, paper and printing bills, and postoffice receipts will be at the disposal of any advertiser who chooses to review them. In short, it is proposed to publish a trade newspaper where an advertiser is not required to buy a "pig in a poke." He can ascertain at this office exactly the circulation of the paper, the class of clientage, and its value to him as an advertising medium. The **HARDWOOD RECORD** wants your hearty support and will attempt to deserve it.

HARDWOOD RECORD,
Henry H. Gibson, Prest.

trates this characteristic. Some years ago Mr. McCormick and Robert B. Wheeler, another distinguished hardwood lumberman, constituted a committee of the Philadelphia Lumber Exchange to pass on the eligibility of applicants for membership. One day Mr. Wheeler called Mr. McCormick on the telephone with the inquiry, "What do you know about Mr. ———?"

"I know more than is necessary," answered Mr. McCormick, and he punctuated his further answer with verbal pyrotechnics of so much force that an electric live wire was mild in comparison. Finally Mr. Wheeler succeeded in getting in a word edge-wise, and suggested that he had not made the inquiry in order to suggest a dinner invitation to the man, or for the purpose of selling him lumber, but that he had applied for membership in the local exchange.

"Oh!" exclaimed McCormick, "that's all right; I'll vote for him."

To his friends William M. McCormick is known as the kindest hearted of men. His gruff exterior covers a great and broad sympathy, and one can always tell just where to find him. He is a man loved by his friends and admired by his enemies. By some people he is regarded as a "crank." If such an estimate be just, let us have many more like him,—for by cranks the machinery of the world is turned.

Cincinnati Lumbermen Elect.

The Cincinnati Lumbermen's Club held its regular monthly meeting and dinner at the Stag Cafe, Thursday evening, Jan. 5, the affair having been postponed from Monday evening, Jan. 1, by President Kipp, at the request of the members. The annual election of officers and the admittance of three new members constituted the business of the session. B. A. Kipp, in recognition of admirable service last year, was re-elected President. Other officers were chosen as follows: First Vice President, I. M. Asher; Second Vice President, J. T. McRoberts; Treasurer, B. Bramlage; Secretary, E. J. Thoman. The Ault-Jackson Lumber Company, J. H. Leiding and O. P. Morton were elected to membership.

The speaker of the evening was Judge O. P. Hurd, of Watkins, N. Y., who is visiting his sons, engaged in the lumber business here. Several impromptu speeches were delivered. Among those present were:

B. A. Kipp.	G. L. Vatler.
O. P. Hurd.	B. Bramlage.
O. P. Hurd, Jr.	J. Watt Graham.
Myron Banning.	A. V. Jackson.
W. A. Bennett.	O. P. Morton.
E. B. Groesbeck.	G. E. Jones.
G. A. Shaw.	H. W. Brock.
J. A. Van Orsdel.	Ed Maphet.
J. A. Wehry.	I. M. Asher.
Halt Hagemeyer.	Al Heider.
Chas. P. Hagemeyer.	James Buckley.
J. S. Hurd.	J. B. Cochran.
A. E. Hart.	Dr. J. B. Cochran.
H. G. Irwin.	G. O. Worlan.
H. P. Wiborg.	Leland G. Banning.
J. E. Tuthill.	C. P. Morse.
P. W. Mowbray.	J. T. McRoberts.
S. W. Riehey.	E. J. Shannon.
R. G. Emswiler.	George M. Morgan.
C. H. Pease.	

Builders of Lumber History.

William M. McCormick.

The photogravure supplement accompanying this number of the **HARDWOOD RECORD** is a portrait of William M. McCormick, of Philadelphia. In the history of this man's career may be found a refutation of the theory which has frequently been spread abroad of late, that the times are only for the man under forty.

Mr. McCormick was born in Lycoming County, Pennsylvania, on a farm, not far from Williamsport, in 1846. He did not make his first start in a business career until he was more than forty years old, when he removed to Philadelphia, secured an office and began business.

Up to that time he had in his loyal work for others, made himself master of the lumber trade. In that best school,—the school of experience—he had studied many years. He was a worker from boyhood and was gradually advanced from one position to another in the lumber industry until he became a salesman,—one of the first and one of the best out of the Williamsport country.

His practical knowledge immediately began to bring him returns, which soon de-

veloped into large annual profits. At the age of fifty Mr. McCormick was rated as a man of commercial importance. Today he is one of the larger handlers of Pennsylvania hemlock, buying the output of several mills each year; and he is president of the Peart, Neilds & McCormick Company, a large North Carolina pine lumber manufacturing and box shoo house. However, his most important enterprise is the Little River Lumber Company, of Tennessee, of which he is also president. The Little River Lumber Company is the owner of approximately 100,000 acres of magnificent poplar, oak, chestnut and hemlock timber lands in Blount and Monroe counties, Tennessee, and has a large and finely equipped saw and planing mill at Townsend, on an extension of the Marysville division of the Southern Railway.

In Mr. McCormick the average man finds either a staunch friend or a worthy foe. His Scotch Irish ancestry has bequeathed to him a doggedness to remember and the love of a fight for its own sake. Yet with all, he is a man who never permits his personal prejudice to interfere with a just estimate of a fellow man. An incident illus-



WILLIAM M. MCCORMICK,
OF PHILADELPHIA.

Section Eighteen, One West.

An Old-Time Michigan Tale of Actual Experience.

I inquired of the doorman at the Saginaw Club for Mr. William Callam.

"You mean Bill Callam, I suppose," responded the young man.

I found that "Bill" Callam was the man I was seeking. He was fully seventy, spare, tall and straight as an arrow. His eyes were as keen as a boy's, and the grasp of the hand he gave me when I introduced myself was strong and hearty.

"Yes," he said, "I knew your father. He used to work for me up on the Chippewa. He could fight for the heart of a tree with any man. He is dead, you say? Well, there's few of us left—few of us and fewer still of the pine trees we loved so well.

"This has been a great country and it has had a long history. The Saginaw valley has been marked by events of importance for a period covering more than four centuries. It was in this region—the 'Sag-e-nong' of the Sauks,—that this tribe of red

men was literally obliterated from the face of the earth by their more warlike neighbors the Ojibways. Later the Ojibways were known as the Chippewas. This was away back in 1520. In 1665 the noted French priests, Allouez and Dablon, established a mission here at Saginaw, and three years later Pere Marquette paid his first visit.

"A century later the first white-winged vessel of the pale faces to plow the waters of Lake Huron, the Griffin, anchored at the mouth of the Saginaw river. It was near Saginaw in 1819 that General Lewis Cass signed the memorable treaty with the Chippewas. The particular spot of this famous pow-wow and treaty I can point you out at this day. It is known as the 'Bend of the Cass.' It was in this Saginaw valley that the pine lumber industry of the west first assumed a proportion that was for years a marvel in magnitude.

"Yes, Michigan was a great timber land, and it was laid out under the personal supervision of the Almighty. This job was never intrusted to a subordinate. Think of it, my boy. Here was this mighty estuary known as the Saginaw river opening out into the great bay, and connected by lakes and rivers, for a thousand miles, from the New England country on the east to Chicago on the west, and to the then great unknown land at the head of Lake Superior on the northwest. Here was the Saginaw river like my wrist, and flowing into it like the fingers of my outspread hand were the Shiawassee, Cass, Flint and Tittabawassee. Each of these streams in turn had its tributaries. They were all great logging streams. The giant white pines grew over the entire area of their water sheds. It was

easy lumbering in those days. There was no need for logging railroads. The timber could almost be felled into the streams, and the logs would float almost unaided to the mills on the Saginaw river.

"I came to Saginaw when I was a boy. I worked in a lath mill. It was my job at first to bundle lath, fifty pieces in a bundle. Every one was made clean and sound in those days from the great slabs that came off the logs. Then I ran the lath saws and afterward, as I grew stronger, I bolted the slabs. Oh, we boys worked when I was young. I grew up with Wellington R. Burt's big saw mill, and became foreman of the mill in the summer sawing season and foreman in the woods in the winter.

"There were no banks in those days. When a boy saved money his boss was his banker. When I was twenty-three years old, and married, I had saved \$2,500. It was deposited in the hands of the mill owner to my credit. I got an ambition to be my own boss. I had looked timber a little, and the winter before, when I had been directing the felling, skidding and hauling of logs for the man by whom I was employed, I could see away up to the north other apparently endless tracts of white pine timber that I knew never had been entered at the land office.

"I went home and consulted my wife. I told her of my ambition. She warned me against it. 'Let well enough alone, Bill—we are doing right well. It isn't every young couple that has a good home and twenty-five hundred dollars.' But I overpersuaded her and obtained her consent to my plan. Then came the ordeal of facing the boss. I said to him: 'I am going to quit.'

"What for, Bill?"

"I am going into business for myself, sir."

"Now don't be a fool, Bill. Ain't you doing well enough? If you ain't, tell me what you want and I will give you more wages. You have grown up here with me and I want you to stick."

"But 'twas no use. I had the fever of independence on me. I wanted to be my own master. One day in the woods the winter before, far away from camp, away up the Chippewa, I had found a most beautiful body of white pine timber. I could size it up as it stood there—fifty, sixty, seventy

and even eighty feet to the first limb of some of the giants. I stumbled across the witness tree and the corner stake that had been planted by the government surveyors only a few years before. It read, 'Section Eighteen, One West.' I had that witness tree in mind when the old man grudgingly counted me out my hard earned dollars.

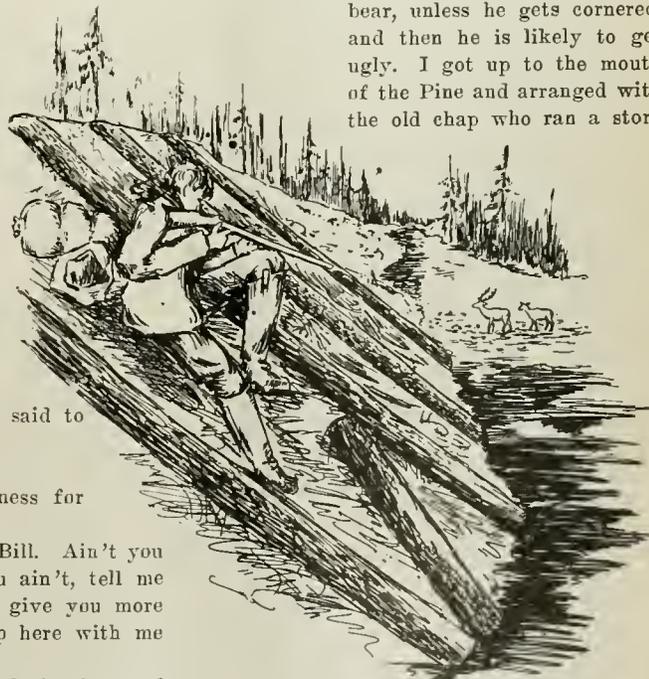
"I went home and my wife and I carefully concealed the money in a corner of our bedroom underneath the rag carpet.

"Before sun-up the next morning I started out with a few dollars in my pocket, taking along as a companion an old muzzle-loading rifle that had fallen to me in a previous Thanksgiving raffle, and set out on a tramp up the Tittabawas. It was in the fall of the year and the weather was fine. We always have great weather here in Michigan in the fall of the year. There was nothing but a trail. This was in '58. It was even before the plank road was built to Flint—and say, that plank road was a great road. There was a plank road over thirty miles long, built of 3-inch clear white pine plank, that would be worth today \$85 a thousand feet. What a waste of money that was!

"As I said before I took the gun. A gun wasn't taken out just for ornament in those days. You could stumble on to bears and cats and deer, wolverines and such like, almost anywhere. Now, bears never trouble a man, unless it's occasionally an old she-bear, unless he gets cornered, and then he is likely to get ugly. I got up to the mouth of the Pine and arranged with the old chap who ran a store



I packed up just eighty pounds and started up the Pine."



"Without leaving my sitting position I drew bead on the buck."

there for an outfit. I packed up just eighty pounds of pork, flour, beans, tea and salt in a pack, and the next morning started up the Pine and branched off up the Chippewa.

"Along about 5 o'clock in the afternoon I got pretty tired and I sat down on the bluff of the river, leaning against the skids of an old roll-way where I had banked logs the winter before. I fell sound asleep, with my rifle across my knees. I woke up on hearing a splash in the water. I opened my eyes and there, not twenty rods up stream, with heads erect, there came across a rifle in the stream the handsomest buck and doe you ever saw. It was a shame, I know, but I couldn't resist the temptation; so without leaving my sitting position I drew bead on the buck, who was in the lead, and aiming in advance of him I caught him just back of the foreleg. He fell in a heap in the shallow water. The doe hesitated and stopped. I could have killed her just as well, but I hadn't the heart. Eventually she scampered to the bank and disappeared in the woods. I went down into the rifle and dragged the carcass up onto a rock and carefully skinned it, saving both hide and antlers. I cut a few choice steaks out of the deer and added them to my pack. I made up the hide and antlers into a bundle and, bending down a sapling, fastened them in the top and let the tree swing back in place. I recovered the trophies afterwards.

"Then we had a supper that was a supper—just the deer and I. I have always felt a little sorry about the deer's share in that supper.

"Before leaving Saginaw I had gone to the land office and had found that section eighteen, one west, still belonged to the government. I often wondered why, because it was a magnificent piece of timber, and logging operations had been going on up the Chippewa several years. The next day I found the witness tree and the corner stake and I spent a week up there in the woods pacing off forty after forty and picking out the very best portion of the timber. I hadn't seen a soul, but about 4 o'clock one afternoon I saw tracks. They weren't Indian tracks either. I knew 'em. They were landlookers' tracks, and they were fresh, and I said to myself, 'Bill, if you get this land you have got to get a move on yourself.' Bill got.

"It was sixty miles by trail to Saginaw. I stopped just long enough to hide my gun in a hollow tree, and started, and I never stopped. Yes, I did step once. In the darkness, right in the trail, I stumbled over a hairy animal, and I was skinned plumb to death. I had heard cats all night and I knew it was not a cat, but I was certain it was a bear. Before it escaped my fingers, I found that it was nothing but a measly calf that belonged to some squatter down near the mouth of the Pine. I regained my feet and stumbled on into the night.

"I didn't go home to see my wife, but I staggered into the land office at Saginaw just as it was being opened up and I gasped:

'Let me see the map covering eighteen, one west, again.' I got the map in my hand. The section was still unentered. I picked out two hundred and forty acres of the six hundred and forty of the section, and I had the clerk enter them up to me. I handed him \$25 and told him I would be back in fifteen minutes with the rest of the \$300. You know we bought government land then at ten shillings an acre. I rushed into my house and tore up a corner of the carpet, grabbed a handful of those bills and rushed back to the land office. The clerk was just signing my receipt when up in front rode my old boss' landlooker with his horse dripping with sweat and dead beat. I had beaten him in a foot by just fifteen minutes!

"I bought six horses, hired fifteen French Canadians, not one of whom could speak a word of English, bought supplies of fodder and provisions, axes, cant hooks and pevies, and loaded the whole outfit on to an old sand scow that I chartered for the winter. My wife went along. We poled that good hundred miles up the Saginaw, the Tittabawassee, the Pine and the Chippewa. On the upper river we would occasionally find a rifle where we would have to unload the horses and drag the scow up to deep water again. Eventually we arrived at the land and built a shanty of logs roofed with rived shakes, partitioning off a little room in the rear for my wife's bed

life for the winter. The boys slept and ate and fought and swore, and swore and fought and ate—all in French Canuck—in the main part of the shanty. We built another shanty for the horses; then we made the few roads that were necessary and started to felling and skidding logs.

"We all worked like Trojans. Those Frenchmen worked because I worked with them. My days were busy in the woods, and the evenings I spent in repairing harness or mending sleds and making whiffletrees. My wife was the only woman in the camp and was the most popular person in it. Even out of the few materials at hand she conjured dainties for the men that they highly appreciated. It was a great winter. The snow fell early and stayed without a break-up. We did hustle logs, and in the spring with the breaking up of the river we started down a drive of 1,400,000 feet of cork pine logs, that averaged less than three to the thousand. The old sand scow was transformed into a cook house, and with my wife aboard, brought up the rear of the drive. We made a clean drive

that spring and we got the whole bunch of logs safe and clean into the Green point boom.

"I owed everybody. I didn't have a cent left to pay my crew, but I coaxed Uncle John Estabrook—dear old chap, now dead and gone—to advance me \$2,500 and take his pay in lumber at \$7 for culls, \$12 for common and \$40 for uppers. Seven, twelve and forty was no slouch of a price for lumber in those days.

"Well, that was my start, and—"

"Say, Bill," came a voice from the adjoining card room, "ain't you ever going to quit gassing with that chap, and come back yere and fioish this game of seven up?"

The septuagenarian rose slowly and said to me apologetically, "That's Fred Carlisle. He's got a notion in his head he knows how to play seven up, but he knows just about as much about seven up as you fellows nowadays know about lumbering."

HENRY H. GIBSON.

New Philadelphia House.

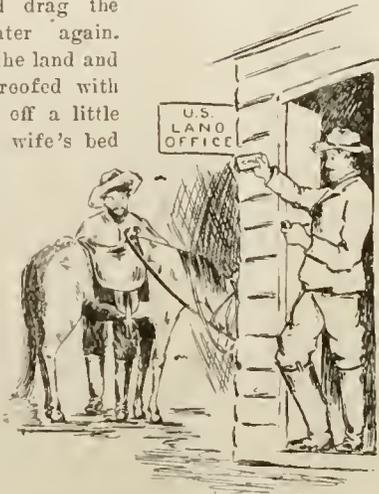
On Jan. 1 the firm of Soble Brothers commenced business as a wholesale and commission hardwood lumber house at Philadelphia, with offices at 722 Land Title building. The firm is made up of Harry I. Soble and his brother John J. Soble. Harry I. Soble has been engaged with the W. M. Ritter Lumber Company, Columbus, O., for some years as salesman, and during the last year as sales superintendent. He began his lumber experience as cookee in a lumber camp in Potter county, Pa., and has gradually advanced to his present position of proprietor.

John J. Soble also started at work in a lumber camp in Pennsylvania and afterward went into one of the Ritter, W. Va., yards handling lumber. He has acted as salesman for some years, and goes from that position with the Ritter company to join his brother in the new enterprise.

The new concern has a source of supply of poplar and oak in the Long-Pole Lumber Company, of Blue Fields, W. Va., and also has the handling of the white pine and oak bill timber of the Raleigh Lumber Company, Raleigh, W. Va. Messrs. Soble have made an enviable record so far in the lumber business, and there is a well grounded belief that they will make good in their new undertaking. They have been boys who have saved their earnings, and start out equipped with both money and experience to do business on the right kind of lines.



"The next day I found the witness tree."



"I had beaten him in a foot by just fifteen minutes."

American Forest Congress.

In the interest of the preservation and cultivation of the American forest there was gathered in Washington last week by far the largest and most representative body of men ever brought together in this country on a like mission.

The spirit of patriotism represented in this Congress was of the highest order. Many men were there who cannot hope to live long enough to derive benefit from any work that may be attempted. It is a work which will not bear fruits until fifty years at least shall have passed, and yet these men not only spent their time and money in attending this Congress, but they have evidently thought much on the subject.

There were many theorists present. Men who mean well but whose ideas are not practical. There were also many lumbermen there who had known all their lives only the material side of the forest. The discussion between these two hitherto warring factions cannot be otherwise than helpful to the cause.

In his opening address President James Wilson struck the keynote by appealing beyond the aesthetic and the altruistic side to the real practical benefits of reforestation. He said:

Every tree is beautiful, every grove is pleasant and every forest is grand; the planting and care of trees is exhilarating and a pledge of faith in the future; but these esthetic features, though elevating, are incidental; the people need wood. They have had it in abundance and have been prodigal in its use, as we are too often careless of blessings that seem to have no end. Our history, poetry and romance are intimately associated with the woods. Our industries have developed more rapidly because we have had plenty of cheap timber. Millions of acres of bare hillsides, that produce nothing profitably, should be growing trees.

The forest problem as President Roosevelt has described it, is recognized as the most vital internal problem in the United States, and we are at work upon it.

Free discussion here will add greatly the best solution of this problem. Above all, this congress affords us an opportunity to formulate a forest policy broad enough to cover all minor points of difference, but definite and clear cut enough to give force and direction to the great movement behind it. In the very nature of things these minor points of difference will continue to exist, and this is necessary for highest effectiveness of our forest work in the long run. But we are facing a problem which can be met squarely only by vigorous and united action.

Mr. N. W. McLeod, president of the National Lumber Manufacturers' Association, presided Wednesday morning, and among other things said:

"Such an assemblage as the one before me would have been impossible ten years ago. The 'ruthless destroyers of the forest,' or the saw mill men, on the one hand, and the impractical and 'theoretical' denudates on the other, were as far apart as the north and south poles. So long as forestry was regarded merely as a scientific question but little progress could be looked for, but its character has changed, largely through the educational influence of our forestry department, and it became more and more a matter of business—the prospect of doing something with it has brightened rapidly. The fact that the present American Forest Congress has assigned one session of its meeting to the discussion of the lumber industry and the forests is excellent evidence that the development of forestry ideas is in the right direction, and that it is progressing at a rate that is highly satisfactory. In developing an American system of forestry founded upon sound business principles and adapted to conditions existing in this country the forestry

department of the government is doing a very important work."

Of much interest to the lumber trade will be this extract from a speech by John L. Kaul, president of the Kaul Lumber Company, of Birmingham, Ala. He concluded his remarks by saying:

"I am free to confess that I turned to forestry with some doubts. I was not entirely sure that its policy, admirable in the abstract, concerns itself sufficiently with business considerations to be of real use to the actual operator, but in taking up on our own ground the forest problems which confronted us the bureau of forestry has demonstrated, on our tract at least, the eminently practical character of its work.

"I have been struck for a long time, and with increasing force, with the fact that the lumber industry deserves recognition in the scientific work of the government just as much as the work of the farmer and the stockman. We lumbermen represent as a whole the fourth greatest industry of the United States and it is upon our use of the forest, the experts tell us, that the national prosperity largely depends. In the bureau of forestry I have found that recognition of the lumber interests which it was my opinion that the government should offer. I wish, simply because we have profited by the work of this bureau, to urge upon you your opportunity to take advantage of the same offer of cooperation which has benefited us."

On Thursday afternoon President Roosevelt addressed the largest assembly that attended the Congress. The president was greeted by over two thousand people and said:

It is a pleasure to greet the members of the American Forest Congress. You have made, by your coming, a meeting which is without parallel in the history of forestry. For the first time the great business and the forest interests of the nation have joined together, through delegates altogether worthy of the organizations they represent, to consider their individual and their common interests in the forest. This meeting may well be called a congress of forest users, for that you are users of the forest, come together to consider how best to combine use with conservation, is to me full of the most hopeful possible promise for our forests.

The producers, the manufacturers, and the great common carriers of the nation had long failed to realize their true and vital relation to the great forests of the United States and forests and industries both suffered from that failure. But the time of indifference and misunderstanding has gone by. Your coming is a very great step toward the solution of the forest problem—a problem which cannot be settled until it is settled right. And it cannot be settled right until the forces which bring that settlement about come, not from the government, not even from the newspapers and from public sentiment in general, but from the active, intelligent, and effective interest of the men to whom the forest is important from the business point of view, because they use it and its products; and whose interest is therefore concrete, instead of general and diffuse. I do not in the least underestimate the power of an awakened public opinion; but in the final test it will be the attitude of the industries of the country which more than anything else will determine whether or not our forests are to be preserved. This is true because by far the greater part of all our forests must pass into the hands of forest users, whether directly or through the government, which will continue to hold some of them, but only as trustee. The forest is for use, and its users will decide its future.

The great significance of this congress comes from the fact that henceforth the movement for the conservative use of the forest is to come mainly from within, not from without; from the men who are actively interested in the use of the forest in one way or another, even more than from those whose interest is philanthropic and general. The difference means to a large extent the difference between mere agitation and actual execution, between the hope of accomplishment and the thing done. We believe that at last forces have been set in motion which will convert the once distant prospect of the conservation of the forest by wise use into the practical accomplishment of that great end, and of this most hopeful and significant fact the coming together of this congress is the sufficient proof.

The congress closed on Friday. The work of forest preservation has begun.

New Boston Hardwood House.

On Jan. 1, at Boston, Mass., there was launched a new hardwood concern, known as the Jones Hardwood Company, Inc., with office in room 706, 147 Milk street. The manager of this enterprise is Gardner I. Jones, who is treasurer of the company. The company is capitalized at \$10,000, with a surplus of \$2,000.

Mr. Jones is most thoroughly known to the hardwood buying fraternity of the east, and is far from being unknown in the general hardwood manufacturing trade of the entire country. He has been in the hardwood business for many years, serving originally as a salesman; afterward he was a member of the firm of Jones & Witherbee, which later



GARDNER I. JONES, OF BOSTON.

became a part of the H. M. Bickford Company, of Boston. While Mr. Jones will devote the greater part of his attention to his new hardwood company, he will still retain an important interest in the H. M. Bickford Company, of which he is president.

The new corporation will devote itself entirely to hardwoods and maple and yellow pine flooring. Mr. Jones is one of the directors of the National Hardwood Lumber Association, and is also member of the Concatenated Order of Hoo-Hoo. The HARDWOOD RECORD bespeaks for the Jones Hardwood Company, Inc., the favorable consideration of the hardwood trade of the country, with the full assurance that the past record of Gardner I. Jones is sufficient to guarantee fair, honest and straightforward treatment toward whom-ever he deals.

Lumber Insurance.

The beginning of the year is an especially opportune time to consider adequately covering lumber stocks against fire loss. In this connection it is a pleasure to call our readers' attention to the advertisement on the front cover of this issue of the Lumber Insurers' General Agency, 66 Broadway, New York. This is one of the strongest and most progressive companies organized for the protection of lumber risks.

Hardwood Record Mail Bag.

[In this department it is proposed to reply to such inquiries as reach this office from the HARDWOOD RECORD clientele as will be of enough general interest to warrant publication. Every patron of the paper is invited to use this department to the fullest extent, and an attempt will be made to answer queries pertaining to all matters of interest to the hardwood trade, in a succinct and intelligent manner.]

About Creosoting Wood.

CINCINNATI, Dec. 12.—Editor HARDWOOD RECORD: One of our Ohio River boat builders desires information relative to creosoting timbers as a means of preserving them in water. We understand there is considerable of this being done on government contracts, and if you can give us the names and locations of any plants in operation in this portion of the country it will be a favor.

FARRIN KOAN LUMBER COMPANY.

The nearest well equipped creosoting plant to Cincinnati is that of the Norfolk Creosoting Company, of Norfolk, Va., of which Edmund Christian is general manager. Mr. Christian is thoroughly posted on both the theory and practice of creosoting timber.

Incident to the observation in our correspondent's letter, would say to him that there is no better means of preserving wood than by keeping it constantly immersed in water, unless it is immersed in salt water, where it may become infested with the teredo, which is very destructive to wood. What contributes most largely to the decay of wood is alternate dampness and dryness. It may be inferred therefore that the creosoting proposed by our correspondent is for the purpose of preserving wood that is subjected to immersion in water only at times.

The process of commercial creosoting is a very simple one, and consists of super-heating the wood with steam in a closed cylinder, then pumping out the water, sap, resin, albumen and other substances that contribute to the tree's growth, and then pumping back into the pores of the wood the dead oil of coal tar. The result of this treatment is the filling up of the pores of the wood with a wood preservative. Wood thus treated will last for an indefinite period, when exposed to alternate dampness and dryness.—Editor.

Constantine Inspection.

NEW ORLEANS, LA., Jan. 2.—Editor HARDWOOD RECORD: Kindly inform me what is meant by Constantine inspection or measurement, as applied to foreign logs shipped to this country.

The Constantine system of log measurement is one that has been applied largely to mahogany and cedar logs reaching the United States by the way of the port of New York for many years. The larger number of logs of these kinds arriving in the United States are square hewn sticks. In brief, the measurement consists of deducting from first-class hewn timber two inches across the entire length of one face, and one inch from the second face at right angles to it. This deduction is made to provide for suitable allowance to straighten the log and to render it free from the hewer's ax marks. If the log is of what is known as No. 1 quality, this deduction is made and the remainder of the log is counted by actual contents. In the event that the log is defective, by reason of a heart hollow, no matter how small it may be, or serious knot defects or splits, the entire contents is measured as one-half.

The exact modus operandi of this measurement is supposed to be a trade secret, owned by the inspection firm of Nesmith &

Constantine, Seventh and Lewis streets, New York City, who inspect practically all the hewn foreign wood that reaches the New York market. The same firm also stores the logs for various New York concerns and foreign wood handlers in other parts of the country. The inspection fees charged are one dollar a thousand feet gross, but there are usually other charges attached by the inspection firm. Hauling to yard is charged for at one dollar a thousand; piling seventy-five cents a thousand; first month's storage one dollar a thousand; second and subsequent month's storage fifty cents a thousand.

Shippers of foreign logs to the New York market regard the inspection as comparatively fair as applied to first quality logs, but there is a good deal of complaint over the deduction of 50 per centum when applied to logs showing little defects. In many cases log measurement is cut straight in halves when the total defect constitutes a very small heart hollow.

Round logs reaching the New York market are inspected on the basis of the Doyle-Scribner rule.—Editor.

Interior Staining of Maple Plank.

BUFFALO, N. Y., Jan. 5.—Editor HARDWOOD RECORD: By current mail I am sending you a specimen of hard maple cut out of the center of a three-inch plank. You will observe that while the exposed surface of the original plank would indicate that the wood was perfect in every particular, showing a bright yellow tinge indicative of the best possible handling and seasoning, that where the fresh cross-cut has been made there are bluish stains which would seem to classify the lumber away below what it inspected on the surface, i. e., first and second. How do you account for this defect and has the quality of the wood been impaired by it?

This specimen of hard maple is evidently from a tree that was felled somewhat late in the spring, and allowed to lie out in the woods before reaching the saw mill for a longer time than it should. It is apparent that the sap had commenced to sour and that chemical action of the tree-growing qualities of the wood had taken place, which resulted in a slight stain. When this wood was sawed and piled, the chemical action of the sun and the dryness of the atmosphere completely eradicated the defect on the surface, but within the wood there remained more or less stain. In this particular case the stain is so slight that by no possible chance has disintegration of the wood taken place, and therefore the quality has not been impaired for strength. If the three-inch thicknesses are intended for machinery frames or such purposes, there is no practical deterioration in the value, but if it was intended to re-saw the stock for some finer uses, the defect would certainly make it obligatory to pass it to a lower grade.—Editor.

Hackberry.

NEW YORK, Dec. 26.—Editor HARDWOOD RECORD: I submit to you specimen of foliage, bark and wood of a tree that grows to a considerable size along the Roanoke river in North Carolina. It is known locally as hackberry. What can you tell me about this wood?

JOHN W. HUSSEY.

Botanically, this wood is known as *Celtis occidentalis*, Linn. It is of the elm family. In shape it is round topped with spreading branches. It ranges in height from twenty feet to as great as one hundred and forty

feet. Its range of growth is from the St. Lawrence river westward through Massachusetts to northwestern Nebraska, South Dakota, eastern Washington and Oregon, western New Mexico, and south along the Atlantic coast to Florida. In incidental growth it is found in middle Tennessee, northeastern Kansas, Indian Territory, Oklahoma and eastern Texas. It is usually known as the hackberry. In New York and some contiguous sections it is known as sugar berry. In New England and Michigan it is called the nettle tree, and in some instances it is referred to as a bastard elm.

The tree reaches its highest development in the section the correspondent names,—in the Albemarle and Pamlico Sound district of North Carolina. Its appearance is suggestive of a very old elm. It grows rapidly and displays very great endurance against dry weather. The leaves in autumn turn a light yellow. Its wood is coarsely and rather handsomely grained and rather soft. It is sometimes employed in furniture making, but as it never grows in a comprehensive forest, and large quantities of it are unavailable, it has never gained any great commercial importance. The wood has a really beautiful grain and resembles somewhat the markings of sycamore, although it is not nearly as dense a wood.

Mr. Hussey also submits a specimen of another wood which from the small piece it is hard to identify, but undeniably it is one of the gums, very likely the tupelo gum, which has come into considerable commercial importance during the past year or two.—Editor.

What Has Become of the Cottonwood Association?

CHICAGO, Dec. 31.—Editor HARDWOOD RECORD: Do you know who is the secretary of the Cottonwood Manufacturers' Association, and can you give me any information as to whether it will take in concerns like ours? I have an idea it would be a good thing for us to join this association if it is possible for us to do so. Any information you can give us will be appreciated.

The Cottonwood Manufacturers' Association, so far as is known, is out of existence. It is reported to have naturally disappeared some years ago. There was an attempt to revive it last summer, but so far as can be learned, no prominent cottonwood producers know anything about this having been accomplished.—Editor.

The Hotel Walton.

As will be seen by an advertisement in this issue of the HARDWOOD RECORD, the Hotel Walton is making a bid for a share of the convention business at the annual meeting of the National Wholesale Lumber Dealers' Association, which takes place at Philadelphia on Thursday and Friday, March 2 and 3. The Hotel Walton, ever since it was erected, nine years ago, has been a veritable Mecca for all lumbermen visiting the Quaker City. The hotel is one of the finest in the country, and the management is most excellent, cuisine exceptionally good, and the attention marked with extreme courtesy. The building is fire-proof, and stands diagonally across south Broad st., from the Bellevue-Stratford, in which the meetings of the convention will be held.

Spirit of Lumber Press.

The Furniture Journal.

Reports from the furniture trade indicate that everywhere this trade is proving very satisfactory. The conditions were never better than at the present time for renewed organized effort, because there is reason to predict that dealers will not be able to buy stock for less than during the past year and they are likely to pay slightly higher prices—a condition imposed largely by the sustained cost of material. There may be exceptions to this general statement. Certainly if trade shows the volume which is confidently expected, and business opens up fairly well at the January expositions, there will be no occasion for cutting prices on anything.

New York Lumber Trade Journal.

A matter of considerable importance to lumber dealers, and to the wholesale trade in general, was prepared for adjudication in Connecticut, and before the question in the case could be passed upon by the presiding judge, the controversy was settled by the defendant to the satisfaction of the plaintiff. It involved the Harry H. Peck failure in Hartford, which occurred in 1902. He failed up with assets of about \$8,000 and liabilities of \$32,000. Previous to his failure he was rated in Bradstreet's and Dun's as being worthy of a small line of credit. This "rating" had been carried by the mercantile associations for seven or eight years. A committee of the creditors upon investigating, found that during all the time that he was in business and rated as above by the mercantile associations, he owed his father such a large amount of money as to be absolutely bankrupt.

The creditors took action, and made such a strong case that a proposition to settle was made and the case settled out of court. "Misrepresentations cannot be made to mercantile agencies without incurring liability."

A Lumber Insurance Paper.

Lumber Insurance is the name of a neat little leaflet publication of which No. 1, Vol. 1, of the date of January, 1905, has arrived at this office. It is issued by the Lumber Insurers' General Agency, No. 66 Broadway, New York City, and it will be issued monthly. It is of particular interest to lumbermen as it covers information concerning specialized insurance on lumber and wood-working establishments. It is announced that the contents of its columns will be by no means limited to the discussion of the subject to which its title appears to confine it; but it will also contain sundry articles of economic value. The paper is issued at the home of the Lumber Insurance Company of New York and of the Lumber Underwriters, and it is to the policy holders and friends of these companies that the paper will go. It will also be sent to persons who have business relations with the Toledo Fire & Marine Insurance Company, of Sandusky, Ohio, which is an allied insurance company of the agency above named. While the publishers do not so state, it is probable that the Lumber Insurers' General Agency will be pleased to mail a specimen copy of its publication to any lumbermen who would be interested in perusing its columns.

signified their intention of attending both functions. The inauguration will bring to the meeting a number of members who have not attended in several years.

At a meeting of the executive board held at the office of the association December 13, a special committee on the annual meeting was appointed, to make all necessary arrangements regarding the banquet and entertainment. The committee consists of Robert C. Lippincott, chairman; George F. Craig and Henry C. Riley, of Philadelphia; and Lewis C. Slade, Saginaw; Lewis Dill, Baltimore, and J. M. Hastings, Pittsburg.

Invitations have been extended to the retail associations, a number of which have already replied stating that they would be represented.

The meeting this year promises to be one of the most successful ever held. Many subjects of considerable importance to members will be presented for consideration.

National Lumber Exporters' Association.

In accordance with a resolution adopted at the last annual meeting, the board of directors has selected St. Louis as the place for holding the next annual meeting of the National Lumber Exporters' Association. The meeting will convene at the Southern Hotel on Wednesday, Jan. 25. The management of this hotel has given the association the use of a room suitable for its meeting, and has also named a comparatively low rate for the entertainment of the visitors. Members can arrange for accommodations either through L. Methudy, Lincoln Trust building, St. Louis, or by writing directly to the hotel.

The docket covering the discussions that will be held at this meeting is now in course of preparation, but will not be announced until Jan. 15.

It is anticipated that the coming meeting will be one of the most important in the history of the association, as certain matters which in the past have been subjects of negotiation have now taken such shape that definite conclusions can be reached. It is felt that members will be amply repaid by attending and the officers urge the desirability of the presence of all interested in the work of the association.

The present officers of the association are W. H. Russe, Memphis, president; John L. Alecock, Baltimore, first vice president; George M. Spiegle, Philadelphia, second vice president; Richard W. Price, Baltimore, treasurer; Elliott Lang, Memphis, traffic manager and secretary.

Indiana Association Meeting.

The Indiana Hardwood Lumbermen's Association holds its annual meeting at the Grand Hotel, Indianapolis, Ind., on Jan. 19. An invitation is extended to all lumbermen, and especially to those of Indiana, to attend. A good program is arranged, and a banquet will be given at the Grand Hotel.

Association News.

Hardwood Manufacturers' Association Annual.

The annual meeting of the Hardwood Manufacturers' Association of the United States will be held at Nashville, Tenn., on Tuesday and Wednesday, January 24 and 25. The meeting promises to be one of the best and most enthusiastic ever held by this organization. Secretary Louis Doster has arranged all the business details of the affair and delegates may be assured that every provision for their comfort has been made. A good deal of business of the greatest importance will come before the meeting, and a large attendance is desired and expected. Below will be found the program covering the details of the two days' session.

Program.

FIRST DAY—TUESDAY, JAN. 24, MORNING SESSION.

9:30 to 10:30—Registration of delegates.

11:00—Meeting called to order.

Annual address of President.

Report of Treasurer.

Report of Secretary.

Report of Chief Inspector.

Recess.

AFTERNOON SESSION, 2 O'CLOCK.

Paper on "Hardwood Producing Centers."

Paper on "Forestry and Forest Products."

Paper on "Development of Hardwood Production in the Southwest."

Paper on "Future Prospects."

General discussion.

Appointment of committees.

WEDNESDAY, JAN. 25, MORNING SESSION.

10:30—Meeting called to order.

Report of standing committees.

General discussion.

Reports of committees appointed preceding day.

General business.

Recess.

AFTERNOON SESSION, 2 O'CLOCK.

Reports of committees.

General business.

Election of officers.

Adjournment.

A meeting of the directors will be held immediately after adjournment for election of the executive board.

A meeting of executive board will follow immediately after the directors' meeting.

Additional Information.

The meeting will be held in the hall of the Chamber of Commerce, which is in the center of the city.

The prominent hotel, which will be headquarters, is the Maxwell House.

The address of welcome to the visiting lumbermen will be made by S. Lieberman, of Lieberman, Loveman & O'Brien, Nashville, Tenn.

Visiting delegates should engage their rooms in advance, and the following hotels are near the center of the city: Maxwell House, European plan; The Duncan, American; The Tulane, American; Utopia, European.

Annual of National Wholesale Lumber Dealers' Association.

The thirteenth annual meeting of the National Wholesale Lumber Dealers' Association will be held at the Bellevue-Stratford hotel, Philadelphia, Wednesday and Thursday, March 1 and 2. Special arrangements have been made with the hotel, and a reduction in railroad fare has been secured on the certificate plan, whereby members go and return at the rate of a fare and a third. Philadelphia has been selected because it is believed that city will best serve the interests of the members. The inauguration of President Roosevelt following so closely after the adjournment of the convention, a large number of members have

Miscellaneous Notes.

Adventurers in the Hardwood Trade.

The American Lumberman has done a splendid and much appreciated piece of newspaper work during the last few weeks in exposing the rotten condition of a half dozen or more adventurers in the hardwood lumber business in Buffalo and other parts of the east. The exposure came as an absolute surprise to the coterie of moral and financial bankrupt amateurs and fakers in the eastern hardwood trade. The result has been to close the doors of most of the institutions. It is the regret of the editor of this publication that he could not have had the opportunity, which he certainly would have embraced, to have done this work on behalf of the hardwood manufacturing and jobbing trade of the country in the HARDWOOD RECORD. As it is, it is with pleasure that he congratulates the American Lumberman on the work that it has done.

The times are propitious for chicanery in the lumber business, and it requires extreme watchfulness on the part of manufacturers and jobbers to escape getting caught by fake mushroom houses whose only object in life seems to be to separate lumbermen from their money, and do it promptly.

The Great Black Cat.

There's evidently going to be doings in Hoo-Hoo land in the near future. A. J. Chestnut, vicegerent for western New York, holds a concatenation this evening in Buffalo.

Dan F. Miller, of Somerset, Ky., will hold a concatenation in that town some time during February.

L. M. Bestwick, vicegerent for southern Illinois, expects to hold a concatenation at Mount Vernon, February 2, at the time of the annual convention of the Southern Illinois Retail Dealers' Association.

V. G. Clifford, of West Virginia, will hold a concatenation at Elkins some time during February.

William H. E. Metz, vicegerent for southern California, will hold a concatenation at Los Angeles February 25.

T. A. Moore, vicegerent for eastern Missouri, has two concatenations in prospect, one of which is to be held at Cape Girardeau on January 15, and the other at St. Louis February 1.

Vicegerent T. M. McGill promises a concatenation in Chicago February 14.

L. I. Parminter, vicegerent for southern Mexico, will hold a concatenation in the City of Mexico during this month.

Wisconsin is to have a concatenation during the session of the Wisconsin Retail Dealers' Association, which holds its meeting February 28 and March 1, at Milwaukee, which will be under the direction of Vicegerent A. E. Ahrens and Frank N. Snell.

W. H. Matthias, vicegerent for southern Indiana, will hold a concatenation at Indianapolis tomorrow evening.

Louis Doster, vicegerent for central Ohio, will hold a concatenation at Dayton, January 18, at the time of the meeting of the Union Association of Lumber Dealers. Mr. Doster expects a very large class, and he certainly will give the new kittens "a run for their money."

Log Haul Equipment.

The accompanying illustration is reproduced from a photograph made from a cable chain log haul, installed in the mill of the Asher Lumber Company, at Pineville, Ky., by the Jeffrey Manufacturing Company, of Columbus, Ohio.

This conveyor, or log haul, as it is commonly called, is about 125 feet on centers and brings the logs up out of the boom into the saw mill. It is constructed of a 1x7 heavy steel cable chain with special spurs at intervals. The method of operating this conveyor is to draw one end of the



LOG HAUL UP.

logs to the receiving end of the conveyor, which is submerged in the water, until it comes in contact with the spur, which then picks up the log and carries it up into the mill. The conveyor is provided with a friction, so that it can be stopped and started instantly with ease, and the log placed in the exact position desired. This outfit is a very substantial one and typical of a large number installed by the Jeffrey company.

It also furnishes slab conveyors, sawdust conveyors and a general line of pulleys, shafting, gears, lumber truck wheels, etc. Catalogue 57 A, pertaining especially to the lumber and saw mill industry, will be mailed upon request.

New Branch Office.

The Southern Saw Mill Company, Ltd., whose principal office is at New Orleans, has opened an office in room 4057, Metropolitan building, No. 1 Madison avenue, New York, under the management of O. H. Williams, vice president of the company. The Southern Saw Mill Company, Ltd., is a large domestic handler and exporter of eypress and southern hardwoods. This company has enjoyed a fast developing trade in the east for several years, and it is now felt that the business has grown to be of sufficient importance to warrant the opening of a branch office. It will handle to the trade oak, ash, cottonwood, and tupelo gum, but eypress will be its specialty. The company will have for distribution during the coming year, approximately 15,000,000 feet of eypress, 3,000,000 feet of cottonwood, and a considerably larger quantity of oak, ash and tupelo gum. Mr. Williams proposes to give his undivided, individual attention to the trade of the Metropolitan District and vicinity. This company will be an addition to the hardwood coterie of New York.

Buffalo Hardwood Contingent.

On the inside back cover of this issue of the HARDWOOD RECORD will be found the advertisement of ten representative manufacturing and wholesale hardwood houses of Buffalo, N. Y. This list of dealers constitutes the greater part of the responsible hardwood element of that city. Many of the concerns therein represented are among the oldest hardwood houses in the United States, and every one is financially responsible for its requirements. The history of this better element of the Buffalo hardwood trade has been an enviable one. It stands for straightforward methods and honest dealing. It is with pleasure that the HARDWOOD RECORD commends every one of those concerns to the confidence of both the hardwood manufacturing and buying public.

There is much interest being manifested in lumber association circles over the proposed government railroad regulations as to rates, which has been such an important topic in commercial circles since the issuance of the President's message to Congress. It is, of course, a well-known fact that the National Wholesale Lumber Dealers' Association, and other lumber organizations throughout the country, have been working along these lines for some time, with good results, although the recommendations of the President on the subject are considerably in advance of anything which has yet been put forward on the subject.

Chicago Hardwood News.

The first and a most welcome caller at the new offices of the HARDWOOD RECORD was J. V. Stimson, of Huntingburg, Ind. Mr. Stimson operates hardwood band saw mills both at Huntingburg and Owensburg, Ky., and is president of the Indiana Hardwood Association.

Theodore A. Schneider, who for the past three years has been general salesman for the Kelley Lumber & Shingle Company, of Traverse City, Mich., was in Chicago last week. He has just allied himself with the Brunswick-Balke-Collender Company, of Chicago, the well known manufacturers of billiard tables, bowling alleys and

bar fixtures, in the capacity of lumber buyer.

John M. Dawson, salesman for the Bluff City Lumber Company, of Pine Bluff, Ark., was in town last week. Mr. Dawson has made his home at Kokomo, Ind., for some years, and is just removing to Chicago for headquarters. The Bluff City Lumber Company, which Mr. Dawson represents, is situated in one of the best hardwood districts of Arkansas, about fifty miles southeast of Little Rock, and produces a high quality of white oak, hickory and red gum.

The H. C. Jackson Lumber Company, formerly of Grand Rapids, Mich., has removed to Chicago

and opened an office at 1520 Marquette building. The company intends to handle all kinds of hardwood lumber.

J. C. Blackford, president of the National Lumber Company, spent a few days in Nashville this week.

The Chicago Hardwood Lumber Exchange is now in its ninth year. W. O. King is president and L. B. Lesh secretary. The annual meeting takes place in March. The regular monthly luncheon occurs on Saturday, January 14, at 1 o'clock, at the Grand Pacific hotel.

W. A. Davis, who recently moved here from Paducah, Ky., reports a very successful season.

A. J. McCauslin, formerly of the A. J. McCauslin Lumber Company, has made a connection with Kelly & Co., formerly dealers in white pine, to go south and look after their hardwood lumber interests.

S. V. Vinnedge, of S. J. Vinnedge & Co., has been ill with an attack of grip, but is out again.

W. M. Hopkins, the genial representative of the Theo. Fatheaur Company, has recovered from his recent illness and is again attending to business.

John S. Benedict reports a very good business for last year, but didn't give up any other news of importance. Mr. Benedict has a genius for extracting information, but rarely turns it loose.

F. D. Smith, who as everybody knows is a partner of F. R. Crane & Co., says that the year has not shown up so badly. He believes he has made a living, but he doesn't know as yet. If Smith is alive two or three days hence you will know that he has made a living, and that is pretty good—for him to acknowledge.

The Record office was pleased to receive a call a few days ago from Ira B. Bennett, of Albuquerque, N. M., who until recently was manager of the American Lumber Company, whose manufacturing plant is located in the New Mexican metropolis. Mr. Bennett was formerly engaged in the white pine, hemlock and hardwood trade at Detroit, Mich., and contemplates soon re-entering the lumber business in the eastern part of the country.

The E. Payson Smith Lumber Company, of Minneapolis, Minn., wholesale dealers in southern lumber, have arranged to open a Chicago office in the Fisher building, on February 1. This company's specialty is hardwoods, and it will form a very desirable addition to the Chicago hardwood contingent.

J. W. Clegg, formerly with Heath, Witbeck & Co., is now with Fink-Heidler Company, of this city. Fink-Heidler Company has rented 150 feet more yard space and is better prepared to take care of its trade than ever before. It will carry a complete stock of all kinds of hardwoods.

W. O. King, of W. O. King & Co., Loomis Street bridge, reports business very good for the season of the year.

A call on Heath, Witbeck & Co. disclosed that Clarence Wolfe was confined to the house with the all prevailing epidemic of grip. Ed. Heath, however, was as well as usual, better, in fact, due no doubt to his latest hobby, automobiling. He intends to go to Florida soon, starting in February.

George Stoneman has recently returned from a trip south, covering several weeks. He found lumber very scarce and come home a rampant bull on the market.

George B. Zearing was in the city this week from Devalls Bluff, Ark. Mr. Zearing reports a good outlook for the hardwood business from a manufacturer's standpoint.

A. A. Phillips, of the Johnson & Knox Lumber Company, recently returned from a trip through the south. Like every one else, he returned satisfied that prices must go higher.

J. S. Goldie, of Cadillac, Mich., was a visitor in town last week.

J. W. Thompson, of Memphis, Tenn., was in the city last week. He reports business very good.

A. K. Bentley, of Portland, Ore., a large handler of Washington fir, was in the city last week on his way to New York on business.

W. S. Johnson, of the Johnson & Knox Lumber Company, tells of selling a man a lot of white pine shorts to be made into stove wood at Evanston, Ill. When the shipment arrived a box man saw it, and offered him \$11 a thousand for it. "You can never tell," said Mr. Knox, "what the market is going to do. I have seen white pine shorts a drug at \$6 a thousand, and six months later every one begging for them at \$11 a thousand." Mr. Knox is a firm believer in higher prices for hardwoods.

C. S. Bacon, of C. S. Bacon & Co., Grand Rapids, Mich., was a recent visitor in Chicago. Mr. Bacon still retains his principal office at Grand Rapids, where he wholesales hardwoods and hemlock, but divides his time between that city and his hardwood saw mill at Wabalak, Miss., where he is engaged in the manufacture of hardwoods, largely oak. His mill is situated on the M. & O. railway, a short distance north of Meridian.

Maisey & Dion, a new firm of hardwood lumbermen, is out with the following circular to the trade:

We take pleasure in announcing to hardwood lumber manufacturers, dealers and consumers that we have established in Chicago a yard and office for the wholesaling and retailing of domestic hardwoods and mahogany.

Our yard is located on Loomis street, south of Twenty-second, and adjoining that of W. O. King & Co.

We have there assembled a stock of hardwood of all kinds adapted to the wants of the Chicago market. Our experience in catering to the trade during the past twenty and ten years, respectively, gives assurance that jointly we can efficiently handle any business you may place with us.

The circular explains itself. Both members of the firm are well known in the Chicago trade and are practical lumbermen.

C. A. Ward, of the Chamber of Commerce building, formerly president of the American Lumber Company, has severed his connection with that institution, and henceforth will devote himself entirely to his extensive hardwood interests.

Earl Palmer, of Ferguson & Palmer, of Paducah, Ky., popularly known as the "best president of the National Hardwood Lumber Association ever had," was in town last week. He reports conditions in the south as very favorable.

F. P. Southgate has been appointed national inspector for New Orleans, which means that his merit has met with the recognition it deserves. Mr. Southgate is one of the most competent men, in many respects, in the hardwood trade. A long and thorough experience in the south, among the mills of that section, was followed by his appointment as a licensed inspector of the Chicago Hardwood Lumber Exchange. While on the Chicago market he enjoyed the confidence of shippers and his work did much to improve conditions. Then followed two years in which he was foreman and inspector at the yards of the Pullman Company, probably the largest buyers of hardwood lumber in the world. Here he came in contact with all classes of lumber, from mahogany to cull basswood, which was a valuable training in itself. The last two years have been spent as inspector for the Jefferson Sawmill Company, Limited, of New Orleans. The New Orleans market and the National association are to be congratulated on securing the best possible man for the place.

Park Richmond, of Richmond, Slinger & Co., and a National inspector on this market, reports business as very good. As national inspector Mr. Richmond is giving excellent satisfaction, and is undoubtedly the best inspector Chicago ever had. He doesn't vary the inspection to suit anybody, which is one of the advantages of having a high class business man who will consent to do this work.

P. A. Ryan, of Ryan & Partland, has returned from a trip south. J. T. Partland is looking after the firm's business in Indiana this week.

The HARDWOOD RECORD was favored by a visit

Monday from Charles Darling of the Union Trust Company building of this city. Mr. Darling reported that 1904 was only a fair business year, but the new year starts off well, January being the best month so far, that he has had since he has been in business.

Frank M. Creelman, of the Railway Exchange building, was south all last month looking after business. He is at home now and ready for orders.

Upham & Agler report a very satisfactory year. O. O. Agler, the active man of the firm, is gone from home so much there is no keeping track of him.

G. VonPlaten, of Boyne City, Mich., was in Chicago the other day and while here made the HARDWOOD RECORD office a call. Mr. VonPlaten was fleeing from the wrath of the blizzard. He intends to make a trip to Jerusalem this winter.

Chas. Miller, of Miller Brothers, this city, has gone south on a business trip. Miller Brothers are very optimistic over the outlook. They say that the Chicago buyers have not awakened to the true situation, but that there will have to be an awakening. Milton Miller says that they marked up all their stock at stock-taking time five per cent, and Feb. 1 they expect to have to mark it up ten per cent.

Clarence Boyle, of the Clarence Boyle Lumber Company, has entirely recovered from an attack of the grip, and is joining in the scramble for orders.

H. L. Ackley, representative of the W. & B. Hardwood Company, of this city, spent his first Christmas as a married man this year, and reports that he liked it.

W. A. Davis, who removed here from Paducah, Ky., a short time ago, reports a good business and that he is well satisfied. Plain oak, of which he makes a specialty, he reports as somewhat easier to get than formerly.

This is the third year that the Lesh & Matthews Lumber Company have had their branch yard in Memphis and they report very satisfactory results. They are also engaged in building operations at Memphis, erecting modern flat buildings and renting or selling them. The head of the concern, L. B. Lesh, is a modest little man but he is getting to be quite a man of affairs.

Max Sondheimer takes a conservative view of the present lumber situation—for publication. But it may be believed right down in his heart, Mr. Sondheimer is as much of a bull as any one.

F. S. Hendrickson, manufacturer and dealer in cottonwood, reports that cottonwood has gone up, but that it has scarcely come up to expectations. He was looking for a Cottonwood Association a few days ago to join; but could find none.

A. R. Vinnedge, of the A. R. Vinnedge Lumber Company and secretary of the National Hardwood Lumber Association, reports business as satisfactory, and the affairs of the National Association in good shape. Mr. Vinnedge is a careful, painstaking officer and much of the success of the National Association has been due to his untiring efforts.

Messrs. Hugh and Angus McLean, of the McLean Lumber Company, are both at their Indiana mills, as is their usual custom at this time of the year. They claim to have the largest and finest stock of quartered oak on hand that they have ever had at one time.

Mr. Mason, salesman for the Empire Lumber Company, has returned from a month's sojourn at the Mississippi and Arkansas mills of the company, and is bubbling over with praises of the stock that is all ready to come forward just as soon as he lands the orders.

The sympathy of the many friends of Orson E. Yeager is expressed on account of the serious illness of his son, a bright boy about six years old.

Lumbermen of Buffalo are busy doing what their brother lumbermen all over the country are doing, figuring up last year's business, compar-

ing the result with that of previous years, and taking inventory of what stock they have on hand, preparatory to making a fresh start for the first month of 1905. One thing is quite noticeable, and that is that no one seems to be anxious to rush matters at all so far as forcing sales are concerned. In fact, the general impression prevails that it will be just as well to take things easy for a while, and the few salesmen who are out on the road are doing little else but skirmish work, sizing the situation up, finding out who are light on certain stocks

and getting such pointers as may prove useful to them later on.

Come to think of it, the first caller to the new offices of the HARDWOOD RECORD was not J. V. Stimson, of Huntingburg, Ind. S. P. C. Hostler came around before even the HARDWOOD RECORD moved in. Mr. Hostler represents the Advance Lumber Company, of Cleveland, and the Empire Lumber Company, of Buffalo, in this market, and is the same good salesman and all around terror that he always was.

Hardwood News.

New York City.

On the evening of January 15 occurs the annual banquet of the New York Lumber Trade Association, an event which is of widespread interest to the eastern trade, as well as to the dealers in the Metropolitan district. Many out of town guests will be present, as well as a large number of the local trade. It will occur at the Waldorf-Astoria. The after-dinner features will be exceptionally good. Congressman C. E. Littlefield, of Maine; Dr. F. H. Giddings, of Columbia University, and Rear-Admiral W. L. Capps, chief of the Bureau of Construction, United States Navy, will be among the speakers.

An important event in hardwood circles is the formation of the Indiana Quartered Oak Company, with headquarters at 5 East Forty-second street, to handle the output of the mills controlled by Henry Maley, Edinburg, Ind., Henry Maley Lumber Company, Maley & Wertz and Young & Cutsinger, all of Evansville, Ind., aggregating 20,000,000 feet of Indiana hardwoods per year. Henry Maley is president of the new company; William Threldkeld, secretary, and Willard Winslow, who has been connected with the local house of Geo. M. Grant & Co., is treasurer. Mr. Threldkeld removes from Evansville to this city to assume his duties with the new company. The specialty of the Indiana Quartered Oak Company will be the famous quartered oak of that state, but in addition it will handle a general line of hardwoods. With the large volume of stock it controls, its advent into the local trade is one of the biggest things which has happened in local hardwood circles for several years.

T. S. Miller, who for several years has represented the W. M. Ritter Lumber Company, of Columbus, Ohio, has severed his connection with that company to assume the management of a hardwood department for the Stevens-Eaton Company, 1 Madison avenue. Mr. Miller has many friends in the local district who will wish him success in his new connection.

Local Hoo-Hoo will hold forth on the evening of January 6 at the Hotel Vendome with a big concatenation and "on the roof" under the leadership of Vicegerent F. E. Longwell, of Hoboken. Many of the Philadelphia cats will come over with Vicegerent Rumbarger to add their little yowl.

F. H. Doyle, of F. H. Doyle & Co., wholesale hardwoods, 16 Beaver street, has just returned from a buying trip to West Virginia and other southern points. Mr. Doyle is very enthusiastic as to the hardwood trade prospects for 1905.

E. S. Foster, manager of the hardwood department of R. B. Currier, Springfield, Mass., passed through the city last week en route home after an extended southern tour.

W. W. Knight, the distinguished hardwood lumberman of Indianapolis, head of the Long-Knight Lumber Company, was a prominent recent visitor. In the course of conversation Mr. Knight advanced the opinion that while the hardwood trade might have been better in 1904, he was particularly sanguine of an exceptionally good year to come.

F. J. Cronin, eastern representative of the Yellow Poplar Lumber Company, Coal Grove, Ohio, whom it is always a pleasure to meet,

passed through the city last week en route to his old home in Utica for a vacation.

The Emporium Lumber Company, large operators in Pennsylvania hardwoods, with local offices at 1 Madison avenue, under the management of Mr. C. O. Shepard, has just added to their extensive timber holdings through the acquisition of a tract of 7,000 acres in St. Lawrence county, in the Adirondacks, which they will immediately commence to develop.

Among the hardwood visitors to the metropolis during the fortnight were: H. B. Short, Lake Waccamaw, N. C.; R. E. Wood and J. K. Painter, R. E. Wood Lumber Company, Baltimore, Md.; Wm. H. White, Wm. H. White & Co., Boyne City, Mich.; F. J. Cronin, Yellow Poplar Lumber Company, Coal Grove, Ohio; M. C. Burns, Palen & Burns, Buffalo; J. H. Lindsay, J. H. Lindsay Lumber Company, Pittsburg; W. W. Knight, Long-Knight Lumber Company, Indianapolis, Ind.; J. Q. Barker, Kanawha Hardwood Company, Andrews, N. C.; Julius Dietz, Buffalo Maple Flooring Company, Buffalo; E. S. Foster and R. B. Currier, Springfield, Mass.; W. H. Mable, Mable Lumber Company, Mable, W. Va.; R. L. Walkley, Crosby & Beckley Company, New Haven, Conn.; R. P. Baer, R. P. Baer & Co., Baltimore.

R. E. Wood, president of the R. E. Wood Lumber Company, Baltimore, hardwood manufacturer, was in town last week and closed a deal for 7,000 acres of timber in Tennessee, which he will proceed to operate in addition to his other extensive saw milling interests.

W. H. Bultman, for many years prominently identified with the hardwood trade of Brooklyn, through the operations of W. E. Uptegrove & Bro., and who is at present associated with the Horse Shoe Forestry Company at Horse Shoe, N. Y., was united in marriage in that city on January 1 to Miss Caroline Koltz.

Philadelphia.

Not for many years has the outlook for hardwoods appeared brighter than it does today. Over the holidays business was slack, and not for another week at least will trade shape up to a great extent. There is no getting away from the fact that business in 1904 was not up to the expectations of the lumbermen and that the demand was light. But that changed conditions are bound to follow in 1905 is already shown by the awakening anxiety of some of the buyers to contract for stocks for the coming year. While there is a tendency to buy, the dealers are in no hurry to accept orders for large blocks for future delivery, because it is realized that the demand is going to be heavy, stocks harder to secure and a consequent advance in values. Oak is particularly wanted now and not a little call is being had for chestnut. Poplar, too, is in better demand and fairer prices obtain.

Only one change of note occurred at the entrance of the new year. This was the opening of an office by Sobie Bros., who engage in the wholesale and commission hardwood lumber business with offices in the Land Title building.

The whole force of inspectors and buyers of the Rumbarger Lumber Company spent the holidays in Philadelphia as the guests of the house.

CYPRESS

We make a specialty of rough or dressed Cypress Lumber and Cypress Shingles in straight or mixed cars. Your inquiries solicited for single car orders or good round lots. Can also furnish Sound Cypress Dimension Stock.

The Borcharding Lumber Co.
Northern Office, A CINCINNATI, OHIO.

FOR SALE

- 20 cars 4x4 dry Arkansas red gum.
- 10 cars 6x4 dry Arkansas red gum.
- 10 cars 8x4 dry Arkansas red gum.
- 20 cars 4x4 dry quartered white oak.
- 20 cars 4x4 dry quartered red oak.
- 20 cars 4x4 poplar, common and better.
- 1 car 5x8 plain red oak, common and better.
- 5 cars 4x4 quartered white oak strips.
- 4 cars 6x4 plain red and white oak.
- 5 cars 5x4 plain white oak.

All the line of the Hardwoods: in Oak, both red and white, in plain and quartered in any thickness. Gum and Cypress.

J. V. STIMSON,

Huntingburg,
Indiana

OR

Owensboro,
Kentucky.

FOR SALE.

- Poplar lumber; West Virginia stock.
- 80 M feet 1 in. log run or on grade.
 - 30 M feet 2 in. No. 1 common, 7 in. and up wide.
 - 20 M feet 2 in. 1sts and 2nds, 7 in. and up wide.
 - 11 M feet 3 in. and 4 in. 1sts and 2nds, 10 in. and up wide.
 - 11 M feet 3 in., 4 in., 5 in. and 6 in. 1sts and 2nds, 10 in. and up wide.
 - 25 M feet 3 in., 4 in., 5 in. and 6 in. No. 1 common, 10 in. and up wide.
 - 40 in. 3 to 8x10 in. and up export poplar, green.
 - 11 M feet 1 in. 1sts and 2nds, 18 in. and up.
 - 1 car 2 in. log run beech.
 - 2 cars 1 to. log run bass.
 - 6 cars 1 in., 1½ in., 1½ in. and 2 in. sawed, wormy chestnut.
 - 6 cars 1 in. log run white oak.
 - 1 car 2x12 sawed white pine.

To the Kentucky and Ohio river mills, the following logs will be for sale at Valley View, Ky., after next tide, principally common and better:

- RAIFT. OAK.
- No. 1, 16 and 14 ft., 14 in. and up, 11,737 ft.
 - No. 3, 14 ft., 14 in. and up, 11,602 ft.
 - No. 5, 16 ft., 14 in. and up, 14,245 ft.
 - No. 6, 12 ft., 22 in. and up, 12,500 ft.
 - No. 7, 14 ft., 22 in. and up, 13,000 ft.

- POPLAR.
- No. 1, 16 and 14 ft., 14 in. and up, 2,386 ft.
 - No. 3, 14 ft., 14 in. and up, 2,169 ft.
 - No. 5, 16 ft., 14 in. and up, 2,032 ft.
 - No. 6, 12 ft., 22 in. and up, 3,500 ft.
 - No. 7, 14 ft., 22 in. and up, 3,200 ft.

Will be glad to mail log tally sheet on each raft at your request.

MARIETTA LUMBER CO., Marietta, Ohio



J. S. GOLDIE
LUMBER AND POSTS
CADILLAC. :: MICH.
Hardwood Dimension
Stock a Specialty.

FOR SALE
BY
**THE R. G. PETERS SALT
AND LUMBER COMPANY.**

No. 3 Common Hard Maple, 1, 1½, 2 and 3 inch.
No. 2 Common and Better Rock Elm, 1 and 1½ inch.
No. 2 Common and Better Beech, 1, 1½ and 1¾ inch.

EASTLAKE, :: :: MICH.

Martin-Barriss Co.
Wholesalers and Manufacturers
Mahony and Fine Hardwoods
Cleveland, - - - - - Ohio.

**A. R. VINNEDGE
LUMBER CO.**
WHOLESALE DEALERS IN
HARDWOOD LUMBER
WE ARE BUYERS OF BOTH NORTHERN AND
SOUTHERN HARDWOODS
134 MONROE STREET, CHICAGO

WINTER TOURIST TICKETS
ARE NOW ON SALE VIA
Louisville & Nashville
RAILROAD
TO
**Florida,
Gulf Coast Resorts,
Cuba,**
At Very Low Rates.

For rates, time tables or beautifully illustrated booklets on Florida, the Gulf Coast, New Orleans or Cuba, address nearest representative.
F. D. BUSH, D. P. A. Cincinnati
J. E. DAVENPORT, D. P. A. St. Louis
H. C. BAILEY, N. W. P. A. Chicago
J. H. MILLIKEN, D. P. A. Louisville
C. L. STONE, Gen'l Pass. Agent, - Louisville, Ky.

This presented an opportunity for talking over the business of the coming year. Those who came up from the South included Robert R. Horsburgh, superintendent of the Coketon mill, D. S. Cunningham, S. S. Steele, S. F. Davis, W. T. Latham, C. A. Dean, W. E. Cooper, and W. K. Merrick. John J. Rumbarger reports business as having been quiet for the past three weeks, though he looks for a large volume of trade very soon.

Ellwood B. Haymann, of the firm of William H. Fritz & Co., has been spending a couple of weeks at his home here, there being few orders to secure on the road. He says the hardwood markets are in good shape and he looks forward to considerable business.

December was a heavy month in the matter of car shipments from the big yard of J. Gibson McIlvain & Co., in West Philadelphia. There are millions of feet of hardwoods piled in the yard, a larger winter stock than is usually carried, in anticipation of a great spring trade.

Wm. M. McCormick, the wholesaler and president of the Little River Lumber Company, says that the outlook for the coming season is the brightest for several years, and altogether he takes an optimistic view of the situation. He will make a trip to the mill at Townsend, Tenn., the latter part of the month.

The Henry H. Sheip Manufacturing Company has made several purchases of property adjoining its plant at Randolph street and Columbia avenue for the purpose of enlarging its factory. The damage to the buildings recently visited by fire has been nearly repaired, and much new lumber to take the place of that destroyed put in the sheds.

The hardwood firms about town are not busy for the time being. Stock taking has been the rule at the yards of Lewis Thompson & Co., Inc., George M. Speigle & Co., Richard Torpin & Co., R. A. & J. J. Williams and Wilson H. Lear.

Little is doing at the yard of S. B. Vrooman & Co., Ltd., on the river front. The mill has sufficient orders on hand to keep it running and no shut down will be made. Mr. Vrooman looks for good business in the spring and summer.

J. Wistar Evans, of Goodhue & Evans, spent two weeks at the home office, and a couple of days ago returned to the mill of the Philadelphia Veneer & Lumber Company, at Knoxville, Tenn., in which Goodhue & Evans and the firm of Sheip & Vandegrift are interested. He says that the operation is now in pretty good shape and shipments of lumber and veneers are being made.

Horace A. Reeves, Jr., of Robert B. Wheeler & Co., is on a short trip through the south. As is the case with many of the large concerns, trade is quiet with the company at present, though some inquiry is being received for oak and chestnut.

Horace G. Hazard, of H. G. Hazard & Co., is back from a business trip among the mills of West Virginia.

J. Randall Williams, Jr., of J. Randall Williams & Co., is another of the absent wholesalers. The firm has shipped considerable oak and poplar during the past month from several of its connections.

Eli B. Hallowell, of Eli B. Hallowell & Co., has been ill for the last ten days, suffering from a heavy cold which kept him away from the office.

Baltimore.

The mill foremen and managers of the R. E. Wood Lumber Company had a gala time during the holiday week. They were feted, dined and wined, and taken around to see the sights by the president, R. E. Wood, to an extent that made them loath to go back to the woods again. They came here at the invitation of the head of the company to talk over the year's business and plans for the future, and Mr. Wood proved

to be a capital host, who took good care that business should not absorb too much of the time. He got out his automobile and in it the visitors were taken around the city, out to Druid Hill park, through the burnt district, and to various other points, and nearly everywhere the auto stopped a pleasant reception had been provided. The closing entertainment was a banquet at the Hotel Rennett, which was served in Mine Host O'Connor's best style, and which kept the company together until a late hour. Those present were:

E. R. Wood, president.

Robert Wood, of Williamsport, father of R. E. Wood.

G. L. Wood, general manager of the company, who has charge of the West Virginia plant, situated at Sandy Huff.

C. E. Wood, assistant general manager, who is stationed at Sandy Huff, W. Va.

E. L. Warren, in charge of the Tennessee plant and purchasing agent of the company.

W. L. Taylor, attorney for the company.

H. L. Bowman, sales agent.

J. K. Painter, secretary and treasurer of the company.

E. L. Warner, of Calhoun, S. C., in charge of the mill there.

Kyle Connor, manager of the logging camps, with headquarters at Sandy Huff, W. Va.

J. L. Sands, western representative.

M. N. Edwards, of Williamsport, Pa.

C. Cochran, eastern representative.

Frederick Miller, of Williamsport, Pa.

Joseph King.

J. H. Yost.

George M. Speigle, of Philadelphia, a member of the special committee appointed by the National Hardwood Exporters' Association to take up the matter of clean through bills of lading, recently made complaint in behalf of the association before the Interstate Commerce Commission against a prominent railroad in order to bring the matter to a head and fix the responsibility somewhere. The committee is fully authorized to take any action it deems proper, and the outcome of the petition is awaited with great interest.

The new hardwood inspection rules, which were put in operation during the latter part of 1904, are eliciting much favorable comment, and it is thought that the trade will be materially benefited.

Carter, Hughes & Co., a well known hardwood exporting firm, recently took possession of their temporary brick office, built on the site of the old one at Union Dock, which was destroyed in the great fire. All the summer they occupied a flimsy frame shanty, with a leaky roof, which necessitated much dodging in rainy weather to keep the desks and papers out of the drip through the crevices, and which afforded no shelter against cold. The new office is comfortable and even boasts of a genuine maple floor, the one item of extravagance about it. The firm will of course have to move as soon as the contemplated dock improvements are under way.

Richard Price, of Price & Heald, who was ill for a time recently, has fully recovered his accustomed strength and vigor and was able to celebrate the holidays with zest. Gustave Farber, of the firm, who has been in South Carolina for some time looking after the milling interests of the firm there, was on for a short visit during the holidays. He is in excellent health.

In a recent interview, John L. Alcock of J. L. Alcock & Co., has the following to say concerning export conditions:

The year 1904 was not a good one for varlons reasons, but mainly on account of heavy stocks that were carried over from 1903 and the continued forwarding of large consignments of all kinds of unsold lumber in the face of dull trade conditions existing in nearly all large lumber consuming and manufacturing districts throughout Great Britain and Germany, which are the principal importing countries of American hardwoods. Throughout England and Ger-

many manufacturing centers are showing decided improvement and it is safe to predict a greater activity in the demand for all kinds of lumber; and if American exporters can be brought to realize the main law of a healthy business—namely, conditions of supply and demand—there is no doubt of a good business for 1905.

Pittsburg.

Pittsburg is arriving at the distinction of being quite a hardwood center. Among the concerns who deal very extensively in hardwoods are the American Lumber & Manufacturing Company, Cherry River Boom & Lumber Company (whose general sales office is at Philadelphia), D. L. Gillespie & Co., Willson Brothers, R. J. Munhall Lumber Company, Nicola Brothers Company, J. M. Hastings Lumber Company, Ruskauf Lumber Company, Curll & Lytle Lumber Company and the Mead & Spear Lumber Company.

In the aggregate the foregoing named concerns handle a vast quantity of hardwood lumber. But few of them are exclusive dealers in hardwoods, as they also generally handle full lines of building woods.

Buffalo.

The general news here still turns largely on the doings of the members of the hardwood trade who have lately been driven out of business by financial troubles. The Heuslger Lumber Company, which was first to fail, is making no progress towards a settlement, as a receiver has not been appointed. The larger affairs of the Queen City Lumber Company are under scrutiny by the bankrupt court, complaint having been made that there was an effort to ship stock out of the yard beyond the reach of the creditors. The third failure is that of Fall & Co., whose members, E. H. Fall and J. W. Fall, were for a time connected with the Queen City Lumber Company as stockholders. Their liabilities are \$26,881 and nominal assets \$14,382 of which \$9,968.61 consists of accounts against the Queen City company, so it does not appear likely that much will be paid to the firm's creditors.

As William Quast, not long ago connected with the Queen City company, has sold nearly all of his lumber and is doing no business on his own account, it looks as though the failures were practically at an end. Let it be understood that the above financial flurry is really of small account, as compared with the reliable portion of the Buffalo hardwood interest, which is as solid as ever and quite unaffected by what has happened.

The Buffalo Hardwood Lumber Company reports a good lot of logs at its southern mills, and is getting out a lot of birch in the Adirondacks. Plain oak is one of the yard specialties.

F. W. Vetter, of the Empire Hardwood Lumber Company, expects to go south again about the end of the month. The Arkansas mills of the company are just now laid up for repairs, but logs are plenty and a start will be made soon.

George J. Kennedy, whose office is in the Elliott Square building, since the organization of the Tennessee Lumber Company, has become a regular hardwood dealer, and is carrying on a fine business.

A. Miller doubled up his stock in yard last summer and is moving it at a good rate, making good his sales by shipments of poplar, ash and oak from the south.

The Hugh McLean Lumber Company has its new mill at New Albany, Ind., about ready to start up. It is pronounced the best saw mill in the state, and logs are ready to give it plenty of business.

J. N. Scatcherd expects to go south again inside of a month to look after business. The Memphis mills of Scatcherd & Son have about 2,000,000 feet of logs on hand, but an effort is being made to increase the quantity as fast as possible.

The marriage of Nelson S. Taylor and Miss Mary Crate, thus joining anew the corporate

house of Taylor & Crate, which took place December 29, is the leading news with the company.

The Standard Hardwood Lumber Company is preparing to add to its timber interests in the south, when A. W. Kreinheder goes to the Tennessee mills of the company in a month or so.

G. Elias & Bro. predict good business this year and already have a good many orders at the mill. Their stock of maple in all cuts is, as usual, one of their largest assets.

T. Sullivan & Co. have added to their handling of Michigan hardwoods and their lead in elm, ash and basswood is as large as the general scarcity of some of these woods will permit.

Orson E. Yeager is receiving a good amount of elm from Canada and always keeps an all round assortment of hardwoods on hand. He finds all indications favorable to a good year in lumber.

The cherry trade of I. N. Stewart & Bro. is as strong as ever and promises to go on right along, although that lumber was thought to be about used up till they began to make a specialty of it.

Saginaw and Bay City.

R. Hanson of Salling, Hanson & Co., was a recent visitor in the Valley. Mr. Hanson is optimistic as to business prospects for the year and during the coming season will increase his cut of hardwoods.

The M. Garland Company, the well known manufacturers of sawmills and special machinery at Bay City, Mich., has just captured a nice order that goes to New Mexico.

Hardwood timber operations in the northeastern part of the lower peninsula of Michigan will be carried on very extensively during the coming year. A large portion of this lumber output will be handled by the Detroit & Mackinac Railway, whose line extends from Bay City to Cheboygan.

The Hanson-Ward Veneer Company, of Bay City, has increased its capital stock from \$65,000 to \$105,000. This company has one of the modern and model veneer plants of the country.

W. B. Mershon & Co., the expert band resaw manufacturers of Saginaw, turned out eleven of their model machines during December. Ed. Mershon of this concern says that advance orders indicate a very strong demand for his line of manufacture during the coming year.

The H. N. Loud Sons' Company of Au Sable, will produce their usual large output of maple and other Michigan hardwoods during the coming season.

The Lohdell & Balley Manufacturing Company, of Onaway, Mich., north of Alpena, are running at full capacity on hardwoods.

One of the Saginaw hardwood houses that has built up a very handsome business since its comparatively recent advent in the trade, is Phillips & Seelye. This concern contemplates a still further extension during 1905.

The Briggs & Cooper Company, Ltd., of Saginaw, report an excellent demand for the season of the year, and see nothing but bright prospects in the coming season's trade.

Grand Rapids, Mich.

The Nichols & Cox Lumber Company report a very satisfactory lumber business for 1904. December sales being the heaviest in the year, which augurs a very bright outlook for spring business. The maple flooring business with this company has also been very satisfactory for the last half of the year, with demand and prices steadily advancing. The concern will start in the new year with a good assortment of dry Michigan hardwoods, but with only about one-third as much flooring on hand as it had a year ago.

At the first of the year the Longfellow & Skillman Lumber Company moved its offices from the Wanderly building to a larger and finer

E. E. Taenzer & Co.

(Incorporated)

MANUFACTURERS
AND DEALERS.....

HIGH-GRADE Hardwood Lumber

Band Sawn Thin Stock
a Specialty

MAIN OFFICE AND MILL:
Florida Ave. and Y. & M. V. R. R.

MEMPHIS, - TENN.

ALSO MILL AT SHORT BEND, ARK.

WANTED.

We are in the market for the following lumber, must be in good dry condition, and if can furnish any or all, please quote us f. o. b. cars shipping point, describing stock, and how soon same can be reached.

10 to 20 cars 1 in. 1st and 2nd Plain White Oak.
2 cars 1½ in. 1st and 2nd Plain White Oak.
1 car 1¾ in. 1st and 2nd Plain White Oak.
3 cars 1¾ in. 1st and 2nd Plain White Oak.
2 cars 2 in. 1st and 2nd Plain White Oak.
1 car 2½ in. 1st and 2nd Plain White Oak.
5 cars 3 in. 1st and 2nd Plain White Oak.
1 car 4 in. 1st and 2nd Plain White Oak.

The above stock must be well manufactured, equalized trimmed lengths. Prefer band sawn stock. Could take 15% to 25% of good Common with same.

We are also in the market for the following:
10 cars 1 in. Common Plain White Oak.
5 to 10 cars 1 in. 1st and 2nd Plain Red Oak.
10 cars 1 in. Common Plain Red Oak.

FOR SALE.

2 cars 1 in. 1st and 2nd Quartered Red Oak.
2 cars 1 in. Common Quartered Red Oak.
1 car 1 in. x 10 in. and up 1st and 2nd Plain Red Oak.
1 car 1½ in. x 10 in. and up 1st and 2nd Ash.
½ car 1½ in. x 10 in. and up 1st and 2nd Ash.
1 car 1½ in. x 12 in. and up 1st and 2nd Red Gum (two years old).
1 car 2 in. x 6 in. and up 1st and 2nd Red Gum (3 to 4 months old).
10 cars 1 in. Gum Crating lumber, can ship rough or d. 2 a.
3,000,000 ft. 1 in. Poplar.
1¼, 1½ and 2 in. bang up stock, all grades and good lengths.

E. E. Taenzer & Co.

(Incorporated)

MEMPHIS

Logan & Maphet Lumber Co.

MANUFACTURERS AND DEALERS.

PINE AND HARDWOOD

Watch This Space for Stock.

White Pine.

- 30 cars 1 inch log run.
- 2 cars 1½ inch No. 1, 2 and 3 common.
- 6 cars 1 inch No. 4 common.

Yellow Pine.

- 5 cars 1½ inch No. 1 and 2 clear.
- 2 cars 1½ inch No. 3 clear.
- 7 cars 1½ inch No. 1 common.
- 10 cars 1 inch log run.

Poplar.

- 2 cars 1 inch 1st and 2nds, width 18 inches up.
- 1 car 1½ inch 1st and 2nds, width 18 inches up.
- 2 cars 1¼ inch 1st and 2nds, width 18 inches up.
- 10 cars 1 inch 1st and 2nds, width 8 to 17 inches.
- 10 cars 1¼ inch 1st and 2nds, width 8 to 17 inches.
- 5 cars 1¼ inch No. 1 common, including select.
- 1 car each 1½ inch and 2 inch No. 1 common, including select.
- 15 cars 1 inch No. 1 common, including select.
- 4 cars 1 inch clear bright sap.
- 20 cars 1 inch shipping culls.
- 10 cars 1 inch mill cull.
- 1 car each 1½ inch and 2 inch shipping cull.

Mills: *Clinton (Band Mill), La Follette, Pioneer and Turleys, Tenn.*

Office: 105-107 Empire Building
KNOXVILLE, TENN.

Oak

We have a full line of both quartered and plain, Red and White, THOROUGHLY DRY, also some fine wide POPLAR and CHESTNUT.

John Dulweber & Co.
CINCINNATI, O.

sulte in the National City Bank building. This company has just increased its capital stock from \$10,000 to \$20,000, which is among the other evidences of material prosperity.

Wagner & Angell, who for the past twelve years have been located in the Michigan Trust Company building, have secured more commodious quarters in the National City Bank building to which they have removed. This concern's chief business is the wholesaling of shingles, but they also deal in hardwoods, hemlock and yellow pine.

Stocks of dry Michigan hardwoods are getting scarce. The prevailing opinion among the local dealers is that this year will see more lumber moving and at much better prices than last year. The trade is all feeling good over business prospects, and usually report a satisfactory profit on last season's transactions.

The Michigan Retail Lumber Dealers' Association holds its annual meeting here at the Livingston Hotel, on Feb. 7 and 8. An attendance of about 300 dealers is expected.

On adjournment the association is invited to become the guests of the Stearns Company, the sales corporations of the various J. S. Stearns' lumber interests, whose general offices are located here, to make a visit to the Stearns' Lumber Company's new hardwood plant at Stearns, Ky. Quite a delegation will probably accept the invitation, and before returning home expect to spend a day about historic Chattanooga and Lookout mountain. Stearns, Ky., is situated on the Cincinnati Southern railroad, about 200 miles south of Cincinnati, and 135 miles from Chattanooga.

Johnson City, Tenn.

The hardwood situation in this locality has recently taken on a very healthy tone. The demand for all kinds of hardwood is quite active, and stock is picked up closely. Buyers from various points have recently been here and several large blocks of stock have been contracted for future delivery, at prices showing a marked advance.

Johnson City is growing in importance as a lumber center. The many advantages of having stock assembled at one point are becoming recognized by the manufacturers of this locality. James A. Martin was first to recognize this and he continues to bring all his lumber into his yard, established here some years ago.

The J. M. Buck Lumber Company has lately opened a yard in the Carnegie suburb of Johnson City, where it will assemble the product of its various mills, located on the line of the South & Western railroad.

The Harmon-Hamlin Lumber Company has also just opened a yard on the tracks of the Southern railway in Johnson City. This live and energetic company will assemble its various stocks of hardwood at this point. A little later it contemplates putting in a band mill here.

The Galloway-Pease Company expect to handle through its yard here the principal part of their white pine and hardwood lumber produced at and near Mountain City and at its operation on the Embreeville branch of the Southern railway. At the Carnegie suburb it is accumulating a large stock of poplar and oak, the cut of two band mills. Quartered oak, white and red, is the chief product of this operation.

In the near future the buyer who comes to Johnson City in search of lumber can see the stock that he sees without the hardship and delay incident to a trip in the mountains.

Cincinnati.

M. B. Farrin, president of the M. B. Farrin Lumber Company, had this to say in a recent interview regarding the future of the hardwood trade:

Prospects were never better. Stocks, though, are light, due to the unprecedented drought in Kentucky and Tennessee. Prices in general are looking up.

A syndicate of Pennsylvania capitalists has

made a deal for the erection of a big furniture factory in Salt Lick, near Owingsville, Ky. It is said that they control large lumber tracts in Wolfe, Morgan, Menifee and adjacent counties. Saw mills will be immediately erected and the timber cut and shipped over the Licking Valley railway, which will be extended into the mountain territory.

Rempe & Sons have completed a new saw mill at Oakley, a Cincinnati suburb.

The E. E. Beach Lumber Company, which was incorporated under the state laws the latter part of December, has opened a hardwood lumber yard on McLean avenue. A member of the firm reports that they are experiencing a fair trade in all lines of hardwoods.

The Ault & Jackson Lumber Company was incorporated on December 27 with a capital stock of \$50,000, all paid in, by Athel V. Jackson, Charles A. Ault, Lorenzo D. Ault, George S. Brownell and William F. Davis. They have started business on West Sixth street in this city. Lorenzo D. Ault has been elected president and Mr. Jackson, who was formerly a partner in the firm of Stewart & Jackson, vice-president.

Thomas P. Egan, president of the J. A. Fay & Egan Company, in a recent letter from Havana, Cuba, where he is sojourning, states that business affairs on the island are in tip-top shape.

W. C. Davie, a hardwood exporter of London, England, was here the early part of the month, and closed a number of important deals. According to Mr. Davie, 1905 will see a big increase in the trade of Great Britain.

About a dozen local hardwood lumbermen will attend a concatenation of Hoo-Hoo at Charleston, W. Va., on January 13.

William F. Galle, head of the William F. Galle Company, has returned from a successful business trip through the east.

Max Kosse, president of the K. & P. Company, and W. R. Wallis, representative of the firm, are home from visits to southern markets.

The Wiborg & Hanna Company took advantage of the Willis act on December 24 and incorporated with \$500,000 capital stock. The incorporators were Harry P. Wiborg, John P. Hanna, A. M. Parker, H. G. Irwin and Anna Lloyd.

There were 270 permits issued by the building inspector during December, 1904, with the estimated improvements placed at \$205,235. This was a liberal increase over 1903, when \$181,275 were the figures.

Carl Lehmann, representing Ohio capitalists, has purchased from Lafe Taylor, of Rarden, W. Va., a 4,000-acre tract of poplar and oak, situated in Raleigh county, West Virginia, along the line of the Chesapeake & Ohio railroad. The consideration is reputed to have been \$100,000.

The movement of lumber by rail for the month of December, 1904, as compiled by the statisticians of the Chamber of Commerce, was as follows: Receipts, 3,156 cars; shipments, 4,194 cars. For the corresponding month the previous year the figures were: Receipts, 5,672 cars; shipments, 4,407 cars.

For the year 1904 the movement of lumber in this market fell short over 5,000 cars, both on receipts and shipments by railroad, as compared with 1903. Receipts during 1904 were 58,471 cars and shipments 47,308 cars. In 1903 64,549 cars arrived and 62,694 cars were sent out. The trade, in general, all things considered, hardly expected the 1904 figures to be so near the 1903 record.

The East Ohio Lumber Company, of Steubenville, O., incorporated December 30, with a capitalization of \$40,000. The directors of the concern are Charles E. Harris, William M. White, A. S. Harris, W. G. Harris and E. B. Harris.

The Wadsworth Lumber & Manufacturing Company is the title of a new concern in Medina county, Ohio, recently incorporated at \$40,000 by M. H. Leatherman, B. F. Leatherman, J. N. Leatherman, S. Leatherman and L. A. Leatherman.

Minneapolis.

C. F. Osborne, of Osborne & Clark, says their outlook for trade is better than it has been for the past two or three months. With the exception of basswood, stocks are short and broken. The country trade is beginning to move for dimension white oak, basswood siding and ceiling, and maple flooring. Oak is very scarce, and birch is found only in fair amounts at mill points.

P. R. Hamilton, of the Minneapolis Lumber Company, says they are looking for a good year's trade, and that they are prepared for it with a good line of stock. On account of the slow market and weak prices last season they did not push stocks, and in consequence they have a good assortment on hand.

W. H. Sill, of the Minneapolis Lumber Company, is down in Wisconsin this week, looking after the operations of the Ruby Lumber Company's mill at Ruby, which started up for the winter a couple of weeks ago.

A. H. Barnard and P. W. Strickland, of Barnard & Strickland, the local wholesalers, are out on the trip together looking up hardwood supplies to fill out broken stocks, preparing for a good spring demand. They are having quite a little inquiry for factory stocks.

F. H. Lewis says that his reports from the Wisconsin woods indicate that there will be a light production of hardwood this winter. Weather was splendid for cutting and skidding until a few days ago, but the snow is now so deep on the ground that the small operators have quit work. They will haul in what they have and then suspend. These little fellows make up in the total a large part of the output, and Mr. Lewis is looking for a scarcity of northern hardwood stocks next summer. He says there is a fine outlook for trade, and that with the exception of basswood, prices are strong. Basswood is improving. As for birch, Mr. Lewis sold a large order this week at a dollar advance over recent quotations.

I. P. Lennan, of I. P. Lennan & Co., says that while trade is quiet as usual at this season, there is no doubt about the prospects for trade a little later, and prices are firm on stocks. The supply of nearly all lines is light.

The Dumert-Meader Company, of Minneapolis, wholesalers, who has carried all lines but hardwood in their distributing yards here, have added a line of hardwood. It comes from a tract of 4,000 acres on the Soo line in Wisconsin, which it has recently acquired.

Chattanooga.

Chattanooga, Knoxville and other eastern Tennessee lumber centers will send good sized delegations to the coming meeting of the Hardwood Manufacturers' Association, which is to be held at Nashville on Jan. 25 and 26.

Saw-mill men generally located in eastern Tennessee are awaiting the arrival of a tide to bring down their logs. While the log crop has been growing less in recent years, a good yield from the upper stream seems to be promised for 1905.

The lumber market continues to gain in strength and the holiday quiet is supplanted by an inundation of visitors looking for lumber. The dry stocks on hand in Chattanooga are very limited, and this is especially true of oak lumber. Poplar is more plentiful than any other wood, but holders are not pushing it, anticipating much better values very soon.

The Chattanooga Lumber Company will soon have a new brick warehouse and office added to its plant.

Snodgrass & Fields have added a band saw-mill to their plant on the Tennessee river. This addition will increase their capacity materially.

The North Georgia Lumber Company is a new corporation that has a capital stock of \$150,000. Horace A. Fields of Knoxville, A. J. Orme of Atlanta, and others are the incorporators. It

is proposed to erect saw-mills and planing mills. The company's headquarters will be at Atlanta.

The Armstrong Lumber Company of Knoxville is developing quite a trade in oak, poplar and red gum.

Sanford & Treadway are operating two yards in eastern Tennessee where they are grouping hardwood products. One of the yards is located at Elizabethton and another at Mountain City. The members of this concern are from Menominee, Mich., which is still their chief headquarters.

Evansville.

The hardwood market in this section is showing some improvement, but the hardwood lumber firms in this city, who have large and dry stocks to offer are holding them for this year's business, when better prices and a larger volume of trade is expected. There have been a number of buyers in the market during the past month, and all seem greatly encouraged over commercial prospects.

Daniel Wertz, of Maley & Wertz, and Bedna Young, of Young & Cutsinger, have just returned from the Delta, in Mississippi, where they went in the interests of their houses to estimate several thousand acres of hardwood timber lands. If satisfactory rates can be obtained from shipping points in that section to Evansville, negotiations will be closed for shipping large quantities of logs from that locality to this city.

The river mills have been doing but little during the past few months, owing to the low water conditions. There has been very little rain during the fall and winter in this locality, but with the recent tides, the boats will soon be in operation again, and large quantities of logs are in readiness to be brought down from the Green, Rough and Cumberland rivers.

Mr. Hobart, of Hobart & Co., Boston, Mass., spent New Year's in Evansville, and is in the market for all kinds of hardwoods. He reports the eastern business picking up, and while here placed several orders.

W. H. Cornell, of Grand Rapids, Mich., who has made his headquarters in this city for the past eight years, and represented the Hackley-Phelps-Bonnell Lumber Company in this territory, has tendered his resignation, to engage in business here for himself. He will be backed by a number of prominent men of this place. Mr. Cornell has been with the Hackley-Phelps-Bonnell Company for the past eleven years, and is rated as one of the best lumber buyers in the country.

St. Louis.

The annual meeting and election of officers of the Lumbermen's Exchange was held on Tuesday, January 3. The regular ticket carried, as follows, with little opposition:

President, C. F. Liebke, of the C. F. Liebke Hardwood Mill & Lumber Company.

Vice-president, Franz Waldstein, Waldstein Lumber Company.

Directors, George E. Hibbard, of Steele & Hibbard,

Wm. Druhe, Wm. Druhe Hardwood Lumber Company,

W. A. Bonsack, Bonsack Lumber Company,

W. W. Dings, Garetson-Greason Lumber Company,

M. J. Heller, M. J. Heller Lumber Company,

Jack P. Richardson,

C. E. Thomas, Thomas & Proetz Lumber Company.

Arbitrators, J. L. Benas, Waldstein Lumber Company,

G. A. Koerner, Koerner-Buder Lumber Company,

J. R. Massengale, Massengale Lumber Company,

F. C. Moore, Moore & Young,

C. E. Strifler, C. E. Strifler Lumber Company.

A. J. Lang, who does a wholesale business of almost a strictly local character, reports that

PIERCE LUMBER CO.

Manufacturers and Wholesale Dealers in
HARDWOOD LUMBER

We will saw Red and White Oak
exclusively for the next year.

OFFICE and MILLS. :: OLYPHANT, ARK.

THE
Crittenden Lumber Co.
MANUFACTURERS

**Oak, Ash,
Cypress
and Gum**

MILLS:
EARLE, ARK.

OFFICE:
336-337 Scimitar Building.

MEMPHIS, TENN.

MISSISSIPPI VALLEY
LUMBER COMPANY.

MAIN OFFICES: Lincoln Trust Bldg., Saint Louis.
BRANCHES: Cairo, Ill., Caruthersville, Mo., and Memphis, Tenn.

Cash Buyers of Cypress, Cottonwood,
Gum and Oak and solicit inquiries from
the Consuming trade for the following.

CYPRESS:

750,000	feet	1	inch	1sts	and	2nds.		
200,000	"	1 1/2	inch	1sts	and	2nds.		
25,000	"	1 1/2	and	2	inch	1sts	and	2nds.
850,000	"	1	and	1 1/2	inch	select.		
175,000	"	1 1/2	inch	select.				
90,000	"	2	inch	select.				
1,610,000	"	1, 1 1/2, 1 3/4	and	2	inch	shop.		

COTTONWOOD;

2,000,000 feet 1-inch, log run or on grade.

GUM:

2,500,000	feet	1-inch	No. 2	and	shipping	cull.	
500,000	"	1	and	1 1/2	inch	furniture	common.
390,000	"	1, 1 1/2	and	1 3/4	inch	sap	clear.

OAK:

650,000 feet 1, 1 1/2 and 2 inch Red and White
plain and quarter sawed 1sts and 2nds, No. 1
and No. 2 common.

H. C. HOSSAFOUS

Manufacturer and dealer in

Quartered Oak, Dimension Stock Ash,
Plain and Quartered Oak, Walnut, Cherry.

DAYTON, :: :: OHIO

JNO. M. SMITH

WHOLESALE HARDWOOD LUMBER

DIXON, TENN.

If you want straight grades, good lengths and widths, first class stock in every particular, write me for prices.

Yards at NASHVILLE, TENN.

THE O. C. GARDNER LUMBER CO.

INCORPORATED

DEALERS IN

HARDWOOD LUMBER TIMBERS AND DIMENSION STUFF

Dressed Lumber, Mouldings and Turned Work
N., C. AND ST. L. R. R. FOOT OF LIBERTY ST.
JACKSON, - - - TENN.

T. F. MCGEE & COMPANY

Manufacturers and Dealers in

POPLAR LUMBER
We have the Lumber Write Us.
ACKERMAN, MISS.

Thompson & McClure HARDWOODS

Quartered White Oak

Quartered Red Oak

Plain White Oak

Plain Red Oak

Our Specialty is

QUARTERED WHITE OAK

Write us

MEMPHIS, :: :: TENN.

his business during the past year has been almost up to the best year he has ever had. Had cottonwood and gum been up to the normal it would have been his banner year.

With the recent addition to their yard capacity Steele & Hibbard feel themselves to be in a position to take full advantage of the expected heavy spring trade.

W. A. Bonsack, of the Bonsack Lumber Company, reports that he has been able to keep the stock of his company in fair shape and expects to reap the benefit of it during the next few months, he is a confirmed optimist so far as the outlook is concerned and expects the coming year to show wonderful results.

The Chas. F. Luehrmann Hardwood Lumber Company has been having an excellent business, both locally and in the northern country, despite the holiday season, and with the added capacity of the new mill at Marianna, Ark., it will have excellent stocks of oak and gum throughout the whole of the next year.

Nashville.

The market shows good advancement in trade since the first of the year, so much talked about, has come and passed. Inventories of last year have been made and the books balanced by many firms with fairly gratifying results when the volume of trade transacted and the percentage of loss and gain for a rather dull year are considered. Just now the trade expresses a most hopeful feeling and the individual firms are looking about sharply to get stock by the Cumberland river or rail. There is a first-class demand for plain white and red oak, and the stocks are very light in these woods. Chestnut is in good demand. Quartered white oak is firm and in good demand. Walnut is handled in a small way by some of the Nashville firms, and every available portion of it finds a ready market at stiff prices. Some red cedar stock is sold here, both in the domestic and export trade.

The Hardwood Manufacturers' Association of the United States meets here on Jan. 25. This is one of the strongholds of this association, and a large crowd of lumber folk, machinery men and others high in the trade will doubtless be present. The local firms will do their part as hosts. A crowd of between 200 and 300 are expected.

The Prewett-Spurr Manufacturing Company is very busy in its woodware department and is having a fine trade in pails, cedar churns and similar goods. The oyster people of Maryland and the other coast places patronize it well, and the company, which happens to be one of the pioneer red cedar concerns of the United States, ships into every State of the Union. Secretary J. H. Baskette is a very busy man, for in addition to the management of office detail he very frequently goes out among the trade. The lumber department of the firm reports a satisfactory business for last year and thinks the prospect for 1905 very good.

The Southern Lumber and Box Company, up the Cumberland river on the east side, is running its mill these days and getting in some logs by river and rail. Like the other Nashville firms it is making considerable efforts at capturing a good supply of logs this winter, for there is a feeling that logs will not be plentiful after that dull summer time and fall with the country mill man. The Southern Lumber and Box Company was caught for a trifling sum in the assignments up at Buffalo, but this is about the first time they have lost out on any shipments, and they send stock over quite a radius. C. E. Hunt, general manager of the company, will look after the mill and rafting arrangements for the coming months.

Love, Boyd & Co. had a good deal to do with bringing the Manufacturers' Association to Nashville. Cincinnati was a strong competitor, but so many of the heavy weight Nashville firms have been friends of the association that the

united concerns of the city were able to put up a winning fight for the convention. Nashville is right good on lumber matters anyway. Aside from being among the largest hardwood markets in Tennessee and the United States, the town is a fine place commercially and socially. It is growing at a good, healthy rate. It is one of the finest places in the country for a Hoo-Hoo concatenation, for conventions and for schools, and being the capital of the State has a great reputation for law making and log rolling. The legislature is in session now and is being closely watched by the lumbermen to see what will be done to them. Love, Boyd & Co. have extensive mill interests both in the state of Kentucky and in Williamson county, Tenn. They have fully a half dozen mills in operation most of the time. They think the trade for 1905 will be heavy for the first half of the year and strong in price, with stocks below the maximum.

The Davidson-Benedict Company, of which M. F. Greene is manager and in which Messrs. Davidson, Benedict and other gentlemen, for a long time identified with Tennessee lumber interests, are large stock holders, have on the same side of the Cumberland a large plant, saw mill and box factory. They are interested in the Union Lumber Company, a planing mill and in the Standard Furniture Company. Aside from these interests in the city of Nashville, they are now operating several mills over in Putnam and other counties on the Cumberland plateau and own perhaps as much standing timber as any firm in Tennessee.

The Indiana Lumber Company, in the north-east part of the lumber district has been operating in Nashville a good many years under the management of Col. F. M. Hamilton and associates. It is well identified with the hardwood trade, has mills and ships extensively.

Down south toward the bridge that spans the Cumberland is the Edgefield and Nashville Manufacturing Company that has built up a reputation for supplying banks, handsome stores and bars with interior finish and getting out cabinet work and furniture. It has a large brick plant, commodious yards and, best of all, a strong clientage. Complimenting the state legislative bodies at their openings this week the company presented to the speakers some fine hardwood gavels.

The Standard Lumber and Box Company on both ends of the Cumberland bridge entered the field here last year. Messrs. Gleaves, for a long time identified with the local trade, are the managers. The company makes both boxes and lumber. It has some of the most up-to-date machinery, and occupies a staunch place in the Nashville trade.

Out in the southern portion of town near the reservoir, on the Spruce street car line, Lieberman, Loveman & O'Brien have a big lumber mill and box factory. They manufacture the various hardwoods common to this section. They also have some country mill connections.

In the western part of the city proper, on the Joe Johnson car line, John B. Ransom & Co., prominent manufacturers of lumber and boxes, and extensive exporters have a plant; W. B. Earthman & Co. of Nashville and Murfreesboro are also located there with building stock, pine, etc.

In West Nashville, Geo. C. Brown of McMinnville, has a Nashville connection with the Nashville Hardwood Flooring Company, one of the few concerns in the United States which manufactures parquetry, and flooring in a large factory.

The Southern Hardwood Company in the downtown district, and the Frank & Jones Lumber Company hardwood people in the Jackson building on Church street, are among the other firms in the city.

Memphis.

A good many Tennessee exporters will take in the annual meeting of the National Exporters'

Association, called by Secretary Elliott Lang to meet at St. Louis on January 25. Several of the officers and directorate reside in Memphis.

E. E. Taenzer & Co., Incorporated, are progressing with their railroad in Arkansas. This will put its mill in touch with several good bodies of timber controlled by the company.

Hugbardt & Kenadall, of this city, have purchased a mill of Terrell & Parkison, at Benoit, Miss., and will move it to Arkansas, not far distant from Memphis, on the opposite side of the river.

The Three States Lumber Company that long made Cairo famous is getting settled in its Memphis office this month. While it will have interests at Calro, Memphis will be its headquarters in the future.

Charles B. Stetson, of the George T. Kendal Lumber Company, has returned from a trip to Indiana. It is reported that Mr. Stetson has acquired the other interests in this lumber company and will shortly take charge as owner.

George Ehemann, of Bennett & Witte, has returned from a combined business and pleasure trip to his old home in Cincinnati.

C. W. Moore will put in a box factory at Halls, Lauderdale county, Tennessee.

A deal has been consummated at Carthage, Tenn., by which the Chess-Wymond Company, of Louisville, is to build a stave factory and finisher at that town. The plant will be located near the railroad track, and a switch will be run from the Tennessee Central railroad to the factory. This is only one of a number of industries of a woodworking nature that are springing up on the Tennessee Central railroad.

The Darnell-Love Lumber Company has been reincorporated at Memphis with a capital stock of \$100,000. The style of the new company will be R. J. Darnell, Incorporated. The concern will have the same offices, with the following new directors: E. E. Goodlander, E. B. Edgington and E. E. Taenzer. The offices will be located at 1089 Florida avenue. R. J. Darnell is president; A. M. Love, vice-president and general manager; and Robert J. Wiggs, secretary and treasurer.

The Florence Pump & Lumber Company has acquired for \$54,555.31 the interest of the Demster Mill & Manufacturing Company in that concern. The plant covers fifteen acres of land and has a number of buildings on the property.

The firm of George T. Kendal and C. B. Stetson, heretofore engaged in the wholesale lumber business at Memphis, Tenn., under the firm name of George T. Kendal Lumber Company, was dissolved January 1, 1905, by mutual consent, George T. Kendal retiring. On and after this

date the business will be continued under the firm name of The C. B. Stetson Lumber Company, which company assumes all the obligations and is entitled to collect all the assets of the old firm. The address of the new company is room 644, Scimitar building.

New Orleans.

A large number of new hardwood lumber and timber mills will be located within 100 miles of New Orleans during the coming year, for the purpose of supplying export stock. D. O. Dunn of Lake Charles recently closed a timber deal whereby he sold 50,000,000 feet of cypress in La Casine swamp, eighteen miles east of Lake Charles. It was bought by F. W. Dearborn, of Saratoga, Tex., who will erect a saw and shingle mill.

During the closing days of December a large number of cypress men were guests in this city. Among them were J. C. Turner, president of the J. C. Turner Cypress Lumber Company, of New York; Fred B. Williams, of the F. B. Williams Cypress Company, Patterson, La., and N. N. LaBeau, of Jersey City, eastern representative of the Southern Cypress Lumber Selling Company, Ltd.

Chas. S. Hinkley, who was formerly the Montgomery, Ala., representative of the American Lumber & Manufacturing Company, of Pittsburg, is about to return to New Orleans in the lumber business.

On Dec. 30 a part of the plant of the Union Lumber Company was destroyed by fire. About 1,500,000 feet of lumber were burned. The loss of \$40,000 is covered by insurance. The Union Lumber Company is a corporation composed of the H. Weston Lumber Company, the Brekenridge Company and the Otis Lumber Company.

The stock of lumber in this port is light and the cut is said to be much smaller than usual.

Statistics of the Pascagula Commercial Club show that the total value of the export trade of Pascagula for 1904 amounted to \$3,828,792. The chief item of this export trade was lumber, consisting of 181,608,886 feet, valued at \$2,831,792.

Charles A. Ruddock, president of the Ruddock-Orleans Cypress Company of this city, was a recent visitor.

The Delta Land & Lumber Company is the name of a new Louisiana corporation which will have a capital of \$500,000. The company proposes to do an extensive lumber and plantation business. F. E. Hanks is to be president of the company.

Hardwood Market.

Chicago.

Business is good in Chicago—exceptionally good for the season of the year. But prices here have not as yet reached the point that the situation warrants. There is comparatively little hardwood lumber in stock in this city and manufacturers are only buying for immediate needs until stock taking is over.

The yards are carrying but light stocks and an excursion into the south shows prices at the shipping points as high, in many cases, as can be secured in Chicago. In the present condition of supply Chicago lumbermen are justified in advancing prices.

In quarter-sawed oak the demand is good but in this particular branch of the industry there is considerable stock in the country. It is, however, strongly held and bears a good price.

Plain sawed oak is in the best demand, especially in thick stock.

Poplar is still low but it is strengthening.

Some very good sales of this stock are reported. Chicago, however, is not a large poplar market.

Cottonwood is advancing somewhat, although it is hardly keeping up to expectations.

Red gum is in good demand and advancing. There is a fairly good supply of this lumber and it has a fine future.

In northern hardwoods the condition is very fair, with a prospect of better prices in the future. Maple, the great staple, is moving in good volume and some of the Chicago shippers are getting in rail shipments.

The maple and oak flooring factories are enjoying a very satisfactory trade. With the present state of demand higher prices shortly may be expected.

New York City.

New York, Jan. 4.—The past fortnight has developed nothing of importance in

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FEET BAND SAWED**

**COTTONWOOD,
POPLAR AND
GYPRESS**

PER ANNUM

Are always in position to supply the trade.

**National Hardwood Association
Grades Guaranteed and certificates
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**Front and Robert Streets
NEW ORLEANS, LA.**

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.

**McClure
Lumber
Company**

Wholesale Dealers in

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OFFICE AND YARDS:

520 to 530 FRANKLIN STREET

DETROIT, MICHIGAN.

Correspondence Invited on All Hardwoods.

BOYNE CITY LUMBER CO.

BOYNE CITY, MICH.

**Michigan Rock Maple and
other Michigan Hardwoods**

LARGE CAPACITY.
PROMPT SHIPMENTS.
RAIL OR CARGO.

"THE NEW MILL"

HOTEL WALTON PHILADELPHIA



THE HOME OF VISITING LUMBERMEN.

YOUR commendation in the past, only makes renewed efforts for your comfort and pleasure the endeavor of the management.

Situated on South Broad Street in the midst of Philadelphia's commercial palaces, less than 300 feet from the Bellevue-Stratford, where the meetings of the National Hardwood Lumber Dealers' Association will be held on Thursday and Friday, March 2d and 3d, 1905.

Your patronage solicited. Rates for this occasion as follows:

Single Rooms, without bath,	\$1.50 and up
with	2.50
Double " without "	2.00
with	4.00

Reservations made at once will insure the best in the house, and will be promptly acknowledged.

GEO. W. SWETT, Manager.

Williams & Voris Lumber Co.

Manufacturers of

Hardwood Lumber and QUARTER SAWED OAK VENEER

We guarantee our oak to be equal to
Indiana oak in quality and figure.

CHATTANOOGA, - - TENN.

local market conditions to warrant any particular comment. Being the opening of the year the trade has turned its attention to the taking of inventories, with the result that while the general market is in good shape and prices holding firm, there has been but small movement of lumber, and but little buying other than that for immediate wants. "All is quiet along the Potomac," and everybody is feeling exceedingly optimistic over the outlook for 1905. Unless all signs fail the Metropolitan District will be an enormous producer of business to the wholesale and retail lumber interests during that period. Particularly is this so in the outlying sections, where the subway has opened up a large district of new residential space, and where the activity for present and prospective work in building circles is nothing less than marvelous.

Both the wholesale and retail hardwood dealers are planning for a very aggressive campaign, and the general talk is of big things in a business way during the next year. This opinion seems to have substantial backing. The past year might have been better, but taken as a whole both the wholesale and retail hardwood dealers had a Merry Christmas and a Happy New Year.

Philadelphia.

The demand for poplar is light, made so partially by the lull over the holidays. The yards are carrying small stocks, there having been but little bought during the fall season. The market is expected to develop strength as the season advances, and prices are firmer today than they were two months ago. For inch first and seconds \$44 to \$46 is being gotten, and \$46 to \$48 for 5-4, 6-4 and 8-4. Culls are quoted at \$21 and \$22.

There is not much to be found in plain and quartered white oak and some of the wholesalers have been scurrying around trying to pick up desired stocks. The opinion is held that the increasing demands of the season will necessitate an advance in oak, and but little future business is being booked. Local stocks are light. On inch first and seconds quartered \$48 to \$52 is easily obtained, with the other items at the same level; culls fetching \$33 and \$34. First and seconds plain white oak in 5-4 and 6-4 is bringing \$44 to \$47, though some choice stock has been sold higher. Inch common is quoted at \$32 to \$34, and culls at \$21 and \$22.

Chestnut is having some call and the wholesalers are on the hunt for available stocks. The market is firm and lively buying is expected before the season is far advanced. A price of \$38 and \$40 is being gotten for 4-4 firsts and seconds and \$40 to \$44 for 5-4 and 6-4. 5-4 and 6-4 common is selling at \$30 to \$32; culls bringing \$17 and \$19.

Ash is another scarce article on the list, and comparatively little is being offered. Factory inquiries are fairly heavy and 4-4 firsts and seconds are selling easily for \$40 and \$42, and 5-4, 6-4 and 8-4 for \$45 to \$48. Culls are sold for \$16 to \$18.

Baltimore.

The year 1904 ended with the hardwood market in relatively good shape. The demand had not yet attained the volume desired by many of the lumbermen, but the inquiry was good and values generally showed marked firmness. Locally large quantities of lumber were being called for at acceptable figures, and the movement promised to continue brisk for an unlimited period. A sharp rise had taken place in some of the woods, poplar being notably higher, and an excellent feeling prevailed. The passing of the holidays

has not changed the situation. For the time being, of course, a lull ensued, but this did not in the least indicate a weakening in the hardwoods, and the new year found everybody hustling for business. Those dealers who made extensive contracts before the winter set in with its heavy snow are congratulating themselves, and take the view that they will find plenty of takers. In fact, the stocks at the mills seemed to be at a very low ebb, and the unfavorable weather, which caused many saw mill plants to suspend operations, will cause something of a scarcity.

The foreign market is showing some signs of improvement, though the accumulations abroad are still too large to enable the trade to recover its accustomed snap. Cautious brokers continue to advise that shipping on consignment be stopped, while those exporters who have the lumber required find the market appreciably more receptive. There has been no material rise in oak abroad, for the reason that planks always commanded good figures if they could be disposed of at all. The improvement in poplar is decided and justifies agreeable expectations for the future. Ash is a close second to oak, standing well at home and abroad, and bringing fair returns. This is also to be said in a measure of chestnut, though the wood is in less active request. Walnut is holding its own, and the market is ready to take all lumber as well as logs that come up to specifications. Prices vary with quality, which holds good of walnut more than of any other wood.

The reconstruction of the burnt section of the city has created a large local demand for hardwoods, many of the plants running after hours to meet the requirements in the way of office and store fixtures. There never was a time when the needs in this direction were so large, and even the active competition of the western plants has proved powerless to check the prosperity of the plants here. According to all indications this condition will hold throughout the whole of the present year.

Buffalo.

It is too early in the year to speak of actual lumber movement, as the present slackness is not indicative of the demand that is promised before long. Nobody pushes business during inventory taking, but there is every promise of a satisfactory year. Those who have looked over the building situation are certain that there will be more activity in that line the country over than there was last year. There is some advance reported of plain oak and it now looks as though there would not exist the difference between that and quartered this year that there was last year. There is a good demand for ash, birch and maple, and where there is elm in stock it goes off fast. Chestnut has become more active of late, but basswood is still quiet. Cypress is more active and appears to be quite past its late slackness. The poplar trade is quite light.

Bristol, Va.—Tenn.

In regard to the hardwood conditions, values and prospects since the election, it is thought that the trade in general is looking up. A good many buyers have visited this market recently and all are ready to buy at the prices held at the close of the year. Some orders have been taken for future shipment for a large amount of stock in this immediate territory, but the wiser element of the trade is refusing to make advance sales at present values. The average manufacturer and dealer in this section has stiffened up on

his quotations as he apprehends there will be no trouble in getting better prices for all grades of lumber a little later in the season.

Cincinnati.

Affairs in the local hardwood lumber district so far this year have been satisfactory. The demand locally has been good from all sources. Building operations have been interrupted but slightly by the weather. Furniture manufacturers have been in the market "with both feet" and have taken all desirable lots offered them. Vehicle manufacturers and wood workers establishments have not yet supplied their future wants and are buying at present only in a hand to mouth manner. They are known though to be short on stocks, and in a quiet way they have been making inquiries for good sized quantities. Country dealers have been fair buyers and several heavy orders from the export sources have been received. The outlook for foreign trade is regarded as extremely bright.

Recent rains have caused the Ohio river to rise appreciably and receipts of logs from headwaters, where thousands are being held, are expected soon. Talk of the car shortage has been dropped and all in all there is nothing on the horizon that can be unfavorably construed, excepting the fact that stocks are none too plentiful.

Oak plain and red, and cypress have been the best sellers, with quarter-sawn oak grades a close second. Prices are firmly sustained. The poplar situation is unchanged. Other hardwoods firm with prices being well held at list.

Minneapolis.

Dealers here are getting ready for the 1905 campaign, and from the way inquiries are coming in they are confident that the year will be one of the best in their history. The factory trade is talking of steady work and large consumption, and inquiries are already coming in strong. Yard trade is beginning to pick up now that the holidays are over and inventories taken. They are stocking up for the winter trade in white oak wagon stock and dimension, maple flooring, basswood siding and ceiling. Stocks of birch and oak suitable for factory consumption are light and held in a few hands. Prices are therefore firm and advancing. While basswood is still somewhat weak, it is making a better showing than for some months. There seems a general feeling that basswood is coming into its own again, and that the demand this coming season will easily take care of the stocks being gotten out this winter.

Birch is especially strong, but not as scarce as northern oak, which is giving some dealers considerable anxiety. They are able to get orders but cannot fill them, and are looking for stock, but cannot get it at prices that would make their deals worth while.

Everyone holding oak stocks is determined to get all that they are worth.

Elm is looking up, and in the cooperage market the trade is beginning to look for staves, which promises a good season ahead for the stave mills.

St. Louis.

As is seasonable during these first few days of the new year, trade is very quiet and should remain so until wholesalers and consumers have invoiced their stocks, opened their new books and in other ways prepared themselves for another season. Conditions are exactly what they should be at this time and, therefore, the fact that practically no lumber is being sold is causing neither wonder nor

worry. It is a between-seasons period, few salesmen or buyers are out but the rush is expected to begin within another two weeks. Local opinion as to the future of trade was seldom so unanimously favorable. Stocks of dry lumber are light with little to be found in those portions of the southern country drawn upon by the St. Louis dealers. For some months it has only been possible to purchase green lumber at initial points, and the local yards must therefore rely solely upon the stock which is now on sticks, and which will come into a shipping-dry condition during the next few months.

There is considerable green lumber in pile in St. Louis, but the point is made by all wholesalers that few people have much that is dry. Another point which is being brought out with considerable force is the fact that the present inquiry is heavy, and that it would be possible to sell large quantities of lumber for February delivery at present prices. None of the local people is willing to accept business of this character. All appear confident that the quotations of February will be considerably above those of today on practically every item on the hardwood list.

The particular item which shows greater strength than any of the others is inch plain oak, and this has been living a strenuous existence for some time. The local supply of it is greatly below the market requirements, and it has been almost impossible to make purchases of it at initial points. Prices are higher than at this time last year and its scarcity the country over has brought out the prediction that it will be among the first of the hardwoods to show the effects of the expected general price advancement. Thick plain oak is also showing fair strength and the local supply is limited. In quartered oak, red is selling more freely than white, and at more satisfactory prices, but there is a good call for upper grades of white. Both of these items are expected to improve in the near future, and wholesalers are willing purchasers of them at present quotations.

Ash, hickory and poplar have shown little change during the past few weeks. Gum and cottonwood are both expected to greatly improve by February, and few large contracts are being entered into at present prices.

Memphis.

The outlook is very satisfactory in the Memphis lumber trade, and, as usual, the first of the year the lumbermen are busy in a great many ways. Selling lumber, meeting personal representatives, footing up the 1904 business, making special outlays for 1905, and thinking over timber and log matters is quite enough even for a Memphis lumberman to think about. Some improvement is noted recently on several lumber items of the list. Cottonwood and gum, which were quite slow during the fall, both show new strength of demand and price. Cypress continues in the active tone that has been evident for some time now. Plain oak here, as in all the other southern markets, is scarce and high. Quartered white oak does not seem to have gained a great deal in firmness. Hickory is much in demand and rather high. The report from the association of its rapidly diminished supply has had some effects already. Poplar is perhaps the weakest item, but Memphis is hardly a criterion of the poplar market. The retailers of Memphis seem in a good frame of mind and while the winter business is never heavy, reports from contractors and architects, and a few large building projects on, make the situation full of reassurance. The financial status of the south, wonderful to say, with prices on cotton down to 512.50 a bale, is good.

W. R. CHIVVIS
Successor to B. J. EHRTS
WANTED AND FOR SALE
HARDWOOD LUMBER
ASH, OAK, POPLAR, CYPRESS,
AGRICULTURAL AND WAGON STOCK,
WALNUT AND CHERRY
LESPERANCE STREET
::: AND THE :::
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Remittances to accompany the order. No extra charge for copies of paper containing the advertisement.

Will "C. C. C." advertising in this department, please send address to this office. Replies to his ad have been received, but forwarding directions have been mislaid.
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Business Opportunities

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As we open offices in the Fisher Building in Chicago upon Feb. 1st, we desire to secure the services of two competent, rapid, sober and industrious young men stenographers, who are acquainted with the lumber business preferred. Also one first class city salesman, who has had several years' experience in Chicago, in the Hardwood business.

Address
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HARDWOOD MAN.

A young man for our hardwood jobbing department—a good correspondent and thoroughly posted as to values and knows where to buy and sell hardwoods.

We prefer one who is well acquainted with mills in Pennsylvania and West Virginia producing hemlock, oak, poplar, etc.

Necessary to visit mills buying, also customers to sell to, as well as working up trade by correspondence.

Unless you are experienced and competent to take hold right off, do not answer.

State age, experience, references and salary, and same will be held in strict confidence.

HARDWOODS.
P. O. Box 744, Pittsburgh, Pa.

FOR SALE—CIRCULAR SAW MILL.

Nearly new and in first-class condition, large building, electric light, water tower, automatic saw sharpener, bull wheel and tramway. On big river and R. R.; millions of hardwood within reach

W. E., care Hardwood Record.

ADDITIONAL CAPITAL.

To buy timber tract in Yazoo Delta, between Memphis and Jackson on R. R. Will subscribe \$10,000 and take charge of lumber business. Will bond my own interest against partner's loss. If interested, address

DELTA LUMBER CO.,
Sunflower, Miss.

WANTED—GUM.

Large amount 1" sap common; also 500 M. feet 1" log run. Must be good average widths.
BROWNLEE & CO., Detroit, Mich.

QUICK SALE ON FAVORABLE TERMS:

A new complete band saw-mill, "Fay & Egan" make, No. 57 edger, trimmer, and two dimension mills, not quite two years old, noted as being the best mill cutting hardwoods in Kentucky; capacity, 30,000 ft. daily; more than 12,000 fine logs suitable for quarter sawing, cut and skidded, ready for the saw. About one million ft. dry, merchantable lumber on sticks. Over 2,900 acres fine hardwood timber, Oak and Poplar, 85 per cent of which is fine White Oak. Climax locomotive with ensign logging cars and ten miles tram-road. Plenty of orders booked, that we are now cutting on and shipping regularly. Plant now in operation and can be looked over at any time. Investment about \$50,000.00. Will sell all or part. Must be sold to settle an estate. A bargain. Address "ESTATE," care Hardwood Record.

WANTED—SITUATION.

As hardwood inspector. Thoroughly experienced in lumber and dry kiln work. Also have some experience in cutting dimension stock. Best of references. Address
S. M., care Hardwood Record.

WANTED.

A good hardwood lumber salesman; only A No. 1 man of experience, willing to stay on the road, need apply.
L. G. BANNING, Cincinnati, O.

INSPECTOR OR ESTIMATOR.

Position as lumber or log inspector, or timber estimator; twelve years' lumber experience in timber and mills.
Address Box 4, Island, Ky.

NORTHERN WISCONSIN RESOURCES.

Northern Wisconsin offers the finest opportunities for manufacturing, and settlement. Fine grazing lands, hardwood timber and splendid soil for the settler; iron ore, clay, marl and kaolin for the manufacturer are awaiting those who seek the opportunity. Transportation facilities are of the best. Interesting booklets, maps, etc., are yours for the asking. W. H. Killen, land and industrial commissioner; Jas. C. Pond, general passenger agent, Wisconsin Central Railway, Milwaukee, Wis.

WANTED—SITUATION.

Band saw filer; 20 years' experience on 14 to 18 gauge saws. Up to date, sober and not afraid to work. Married.

DANL. W. KEEN,
Bond Hill, Cincinnati, Ohio.

WANTED.

Hardwood Connection.

Wish to secure the entire output of a small hardwood mill, sawing mostly Oak and Poplar. Have an established business covering eastern New York, Penn., N. J. and Delaware.
Address C. O. S., care Hardwood Record.

WANTED.

1 1/2" to 4" hickory 1 and 2 and No. 1 common.
1 1/2" to 4" ash 1 and 2 and No. 1 common.
2 1/2", 3", 4" white oak 1 and 2 and No. 1 common.

L. G. BANNING, Cincinnati, O.

Lumber Wanted

Hickory.

We are in the market for hickory shaft strips.
Hickory run strips.
Hickory stumpage; prefer stumpage west of Tennessee River and in the States of Kentucky and Tennessee and northern Mississippi or Alabama.
Write us what you have to offer.

GILLETT BROS.,
Station G, Memphis, Tenn.

We are in the market for the following:
White Ash, 1 to 4 in. thick, No. 1 common, firsts and seconds.

Plain white and red oak, 1 to 4 in. thick, No. 1 common, firsts and seconds.
Clear tough hickory, 6x4, 8x4, 10x4.
Cherry, 1 to 4 in. thick, No. 1 common, firsts and seconds.

Log run Birch, 1 to 3 in. thick.
We pay cash and can send inspector if desired and the amount warrants doing so.
Hugh McLean & Co., Buffalo, N. Y.

No. 3 Yellow Pine Boards.

We are in the market for one and a half million feet of No. 3 yellow pine boards, standard width and length, S. 2 S. to 3/4 inch. Shipments to be made at the rate of about six cars per month. Name price on the above, f. o. b. cars Louisville, and state what portion of the entire order you can handle.

ADLER ORGAN COMPANY,
29th and Chestnut Sts., Louisville, Ky.

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.

100,000 feet of 4 inch No. 1 Common Northern Michigan Elm. Address
THE HOBART M. CABLE COMPANY,
Steinway Hall, Chicago, 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,
Blue Island Av. and Robey St., Chicago.

WE WANT YOUR MONTHLY STOCK LISTS OF DRY HARDWOODS.

Any amount of Poplar in any size or grade.
Any amount of W. & K. 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.

SPECIAL WANTS.

Cash paid for 1 inch black walnut and 1 inch common and better plain oak. Advise what you have—will come and look over your stock.
Address C. J. FRANK,
1809 North Alabama St., Indianapolis, Ind.

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—LUMBER.

Canadian Birch.
120,000' 1" Common & Better.
180,000' 1 1/2 & 1 3/4" Common & Better.
120,000' 2, 2 1/2 & 3" Common & Better.
60,000' 4, 5 & 6" 1sts & 2nds Squares.
THE BRADLEY COMPANY,
Hamilton, Canada.

FOR SALE.

Beech.
Five cars 8/4, one car 6/4, two cars 4/4; also beech mill culls.
BROWNLEE & CO., Detroit, Mich.

FOR SALE.

200,000 feet 1-inch quartered White Oak. Dry quartered Oak our specialty.
WILLIAMS & BELL,
Murfreesboro, Tenn.

FOR SALE—MAPLE AND SOFT ELM.

Michigan rock maple, all thicknesses. Choice dry stock at right prices. Soft elm 2 cars 3", 2 cars 1 1/2", 5 cars 1 1/2" common and better.
BROWNLEE & CO., Detroit, Mich.

BASSWOOD.

12,000 ft. 4x4 No. 1 and No. 2.
50,000 ft. 4x4 No. 2 common and better.
28,000 ft. 5x4 No. 1 common and better.

MAPLE.

195,000 ft. 4x4 No. 2 common and better.
20,000 ft. 6x4 No. 2 common and better.
40,000 ft. 8x4 No. 2 common and better.
10,000 ft. 12x4 No. 2 common and better.
112,000 ft. 4x4 culls.
105,000 ft. 6x4 culls.
ENGEL LUMBER CO.,
Grand Rapids, Mich.

FOR SALE.

3,000,000 feet of dry yellow poplar, all grades and thicknesses, car lots or in a block.
PERKINS & PETTIBONE,
Louisville, Ky.

FOR SALE—GUM.

One year old, winter cut, nicely manufactured, all 1 inch, log run or on grade. Prompt shipment.
DELTA LUMBER CO.,
Sunflower, Miss.

WANTED TO SELL.

500,000 ft. 1 and 2 inch Cypress.
500,000 ft. 1 and 2 inch Red Gum.
KNIGHT BROS.,
Glover, Miss.

FOR SALE—DRY STOCK.

5 cars 1-inch 8 to 17 inches poplar box boards.
 10 cars 1-inch No. 1 common poplar selects in.
 10 cars 1-inch No. 2 common poplar.
 5 cars 1-inch No. 1 common and better quartered white oak.
 10 cars 1-inch No. 1 common and better gum.
 3 cars 1-inch log run beech.
 2 cars 2½ and 3-inch log run beech.
 10 cars 1-inch log run hemlock.
 D. B. MURPHY & CO.,
 London, Ky.

FOR SALE.

Two cars dry Oak Slats ¾ inch thick, 1 inch wide and 48 inches long. Would be pleased to quote prices.
 D. J. ERNEST,
 1308 E. Missouri St., Evansville, Ind.

Timberlands for Sale

FOR SALE—A BARGAIN.

3,000 acres timber land Lonoke County, Arkansas, oak, gum, ash, hickory. Will cut 4,000 feet. Price \$7.50 per acre.
 BENJ. H. TROTTER,
 Caruthersville, Mo.

FOR SALE.

We have received instructions from Edward Alcott, of London, England, to sell twenty-five hundred acres of heavy timbered land, consisting of white oak, ash and red gum, also two saw mills situated in the Parish of St. Landry, La. These lands are known to be the best in the State.
 For further particulars apply to
 LITTELL & LAWLER,
 Opelousas, La.

Machinery for Sale

MISCELLANEOUS FOR SALE.

Write for prices on Hickory Buggy Poles, Shafts, Rim Strips, Reaches, Circle-bars, Cross-bars, Single and Double Trees. Sawn from the finest quality Mississippi Hickory logs.
 E. DUNSTAN,
 Winona, Miss.

FOR SALE CHEAP.

A felloe machine used but little, iron frame, made by the Defiance Machine Co.
 Also a saw mill. Forty horse power boiler and twenty-five horse power engine direct attachment.
 For particulars address to
 443 FORREST STREET,
 Charlotte, Mich.

NARROW GAUGE EQUIPMENT FOR SALE.

One 28-ton Lima engine.
 One 28-ton Mogul.
 One 22-ton American type.
 15 No. 1 Russell logging cars.
 Four miles 20-lb. steel rail.
 Two miles 25-lb. steel rail.
 One mile 30-lb. iron rail.
 One double-drum log loader.
 All 36-inch gauge. All in thorough repair.
 Write for prices.
 ROBINS LUMBER CO.,
 Rhineland, 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
 A. L. K.,
 Care Hardwood Record.

HARDWOOD TRACTS.

We can place you in touch with parties owning, controlling or handling hardwood tracts containing oak, gum, hickory, ash, cottonwood, cypress, from 160 to 20,000 acres, also locations for saw mills, factories along the Cotton Belt Route. Some good openings for small mills—acreage or stumpage, with ready market for output. Now is the time to get located, as good timber is advancing. Write us your requirements and we will submit you some propositions.
 E. W. LABEAUME,
 G. P. & T. A., Cotton Belt Route, St. Louis, Mo.

FOR SALE.

Several good tracts of hardwood and other timber in northern Michigan. Address
 J. R. HULBERT,
 Sault Ste. Marie, Mich.

Farmers and Traders National Bank
 Covington, Kentucky
 Accounts of Lumbermen Solicited
 Collections Made on all Points

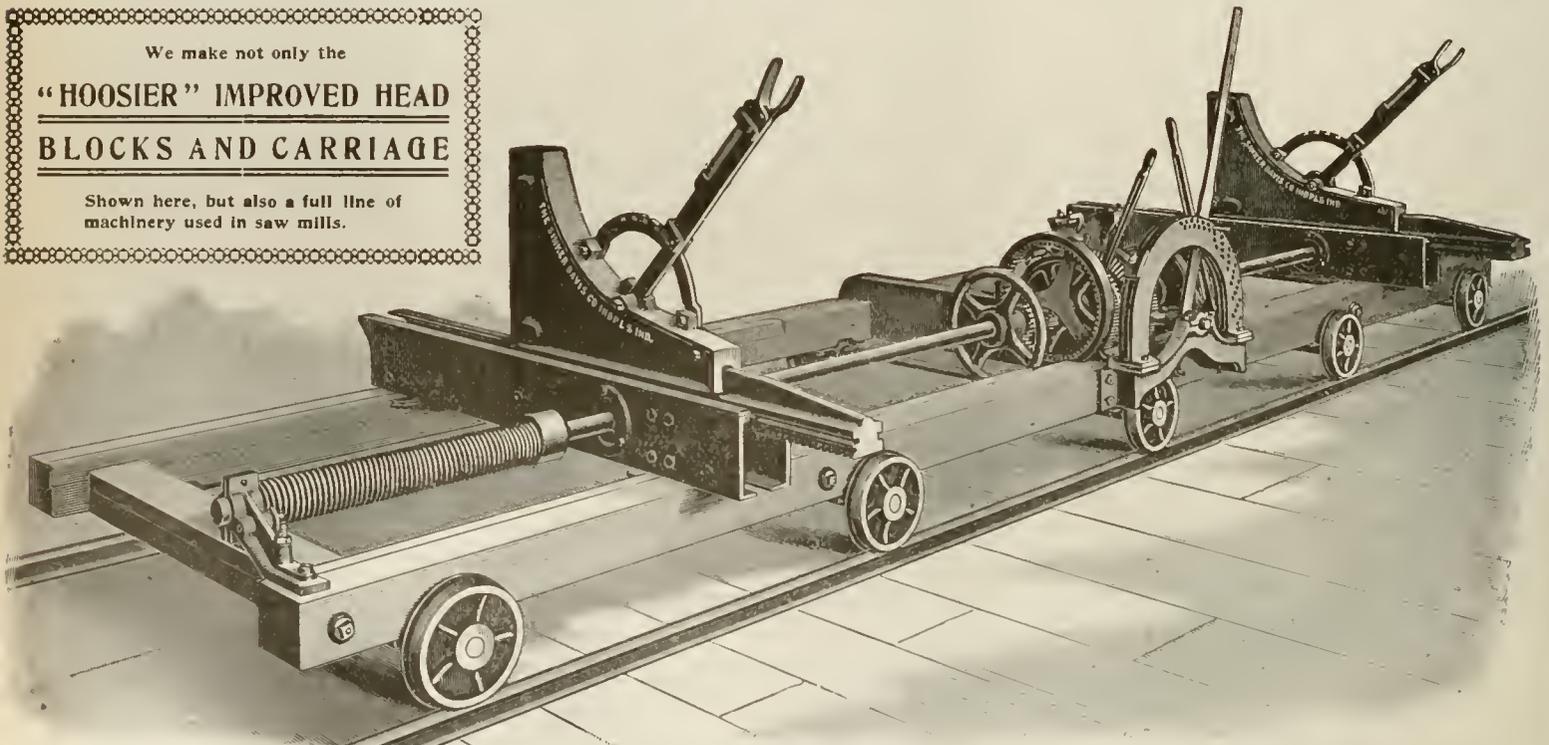
FOR Industrial Locations

In Illinois, Wisconsin, Iowa, Minnesota, Upper Michigan, North and South Dakota, write to W. B. Davenport, Industrial Commissioner, 660 Old Colony Building, Chicago.

CHICAGO, MILWAUKEE & ST. PAUL RAILWAY

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.

B. A. KIPP & CO.
DEALERS IN
HARDWOOD LUMBER

Office and Yard: 816 to 828 W. Sixth Street
CINCINNATI, OHIO

CASH BUYERS POPLAR, WALNUT, CHERRY, QUARTERED OAK,
PLAIN OAK, ASH and other HARDWOODS
CORRESPONDENCE SOLICITED

**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. Cor-
respondence solicited.

CHICAGO
—AND—
CINCINNATI

are connected by railroad
route having finely ap-
pointed trains, day and
night — Sleepers and
Parlors.

Monon-C. H. & D.
Ride this way once and
you'll ride again—we
think.

**INDUSTRIES
ARE
OFFERED
LOCATIONS**

WITH

Satisfactory Inducements,
Favorable Freight Rates,
Good Labor Conditions,
Healthful Communities,

ON THE LINES OF
THE ILLINOIS CENTRAL R. R.
AND THE
YAZOO & MISSISSIPPI VALLEY R. R.

For full information and descriptive pamphlet
address

J. C. CLAIR,
Industrial Commissioner,
1 Park Row, Chicago, Ill.

GEORGE L. HUNT
713 E. 4th Street, CHATTANOOGA, TENN.
Wholesale Dealer in
HARDWOOD LUMBER

**CLASS' IMPROVED
KNIGHT'S PATENT
DUPLIX
AND
SINGLE
Mill Dogs**

Duplex Dogs for Quarter Sawing
are indispensable.
Single Dogs for plain dogging
have no equal. Both are
peers of simplicity.

MANUFACTURED SOLELY BY
The Canton Saw Co.,
CANTON, O.
Also makers of Class' Patented Inserted Tooth
Saws and Solid Tooth Saws.

WE HAVE WHAT YOU WANT
THE BEST IS THE CHEAPEST, AND WE HAVE THE BEST

<p>The RED BOOK is the recognized AUTHORITY on lumber credits. Published in January and July and covers the UNITED STATES and MANITOBA. 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. :: ::</p>	<p>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. ::</p> <p>Remember we also have a well organized COLLECTION DEPARTMENT and solicit your business in this line. :: :: ::</p>
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Lumbermen's Credit Association
..ESTABLISHED 1876..

77 East Jackson Boulevard, Chicago (Mention this paper.) 16 Beaver St., New York City

Honecker & Summers

**Public Accountants
and Auditors.**

References from prominent lumbermen,
leading capitalists and finan-
cial institutions.

145 La Salle Street,
Room 201 Roanoke Bldg.
TELEPHONE CENTRAL 2959. **CHICAGO**

THE FULLERTON-POWELL HARDWOOD LUMBER COMPANY

SOUTH BEND, INDIANA.

MILLS IN

INDIANA,
TENNESSEE,
ARKANSAS,

MICHIGAN,
KENTUCKY,
MISSOURI.



DISTRIBUTING YARDS

SOUTH BEND, INDIANA,
AND
MT. VERNON, ILLINOIS.

MANUFACTURERS AND WHOLESALERS

OF ALL KINDS OF

HARDWOOD LUMBER

OUR SPECIALTIES:

OAK, GUM WALNUT

JANUARY

Below is partial list of stock on hand ready for shipment

1905

QUARTERED WHITE OAK

85,000' 1" 1s and 2s.
30,000' 1 1/4" 1s and 2s.
35,000' 1 1/2" 1s and 2s.
18,000' 2" 2s.
2,000' 2" 2s 12" and up, bone dry.
90,000' 1" common.
25,000' 1 1/4" common.
20,000' 1 1/2" common.
12,000' 2" common.
10,000' 1" and 1 1/4" cull.
8,000' 1" common strips.

QUARTERED RED OAK

15,000' 1" common.
5,000' 1" 1s and 2s.
2,000' 1 1/2" 1s and 2s.

PLAIN WHITE OAK

20,000' 1" common.
6,000' 1 1/4" common.
25,000' 1 1/2" common.
12,000' 2" common.

WALNUT

3,000' 1" 1s and 2s.
3,000' 1 1/4" 1s and 2s.
7,000' 1 1/2" and 2" 1s and 2s.
30,000' 1 1/4" and 1 1/2" Com.
6,000' 1" cull.
9,000' 1 1/4" cull.
15,000' 1" mill cull.

WHITE ASH

9,000' 1" 1s and 2s.
30,000' 1 1/2" 1s and 2s.
20,000' 2" 1s and 2s.
18,000' 1" common.
15,000' 1 1/2" common.

20,000' 2" common.
10,000' 1" cull.

QUARTERED ASH

20,000' 1" Com. and better.

HICKORY

5,000' 1 1/2" 1s and 2s.
7,000' 2" 1s and 2s.
4,000' 2" common.

SOFT MAPLE

28,000' 1" Com. and better.

CHERRY

25,000' 1" common.

QUARTERED SYCAMORE

12,000' 1" 1s and 2s, 6" and up.
5,000' 1 1/4, 1 1/2 and 2" 1s and 2s 12" and up.

BUTTERNUT

13,000' 1" Com. and better.

LINN

25,000' 1" Com. and better.

Piled at **EVANSVILLE, IND.**

PLAIN RED OAK

150,000' 1" common.

QUARTERED RED OAK

35,000' 1" 1s and 2s.
7,000' 1 1/4" 1s and 2s.
10,000' 1 1/2" 1s and 2s.
8,000' 2" 1s and 2s.
13,000' 1" common.
2,500' 1 1/2" common.

2,000' 2" common.

QUARTERED WHITE OAK

12,000' 1" 1s and 2s.
30,000' 1" common.

PLAIN WHITE OAK

12,000' 1" common.

ELM

51,000' 2" Com. and better.

GUM

55,000' 1" Com. and better.
15,000' 2" Com. and better.

Piled at **TALLEGA, KY.**

QUARTERED WHITE AND RED OAK

15,000' 1" 1s and 2s, white.
8,000' 1" common, white.
5,000' 1" 1s and 2s, red.
3,500' 1" common, red.

PLAIN WHITE OAK

20,000' 1" cull.

ASH

12,000' 1 1/2" 1s and 2s.

OAK TIES

10,000 7x8—8' 6".
8,000 6x8—8 ft.

Piled at **POINT "J"**

HICKORY ELM

15,000' 2" Com. and better.

We are continually manufacturing and adding to our holdings, and would be pleased to have your inquiries.

C. & W. KRAMER CO.

RICHMOND, IND.

LONG-KNIGHT LUMBER CO.

INDIANAPOLIS, INDIANA

Plain and Quarter Sawn Oak

White Ash and Cypress

WE MAKE A SPECIALTY OF
**QUARTERED SAWN
 RED AND WHITE OAK**

MILL MEN! Send us a list of what you have in all kinds of Hardwoods. Quote lowest cash price and freight rate to Indianapolis.

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WE ARE EXCLUSIVELY MANUFACTURERS AND EXPORTERS OF

WALNUT ONLY.

Thin Stock a Specialty
 Ample Stocks High Class Lumber
 Sizes 3-8 inch to 2 inch

LESH, PROUTY & ABBOTT CO.
 EAST CHICAGO, INDIANA

400 STYLES - ORNAMENTAL

HARDWOOD FLOORS

POLISHED BEAUTIFUL DURABLE HEALTHFUL ECONOMICAL

RAPIDLY SUPERSEDING CARPETS

FLOORS SOLD DIRECT OR THROUGH AGENTS FREIGHT PREPAID

WRITE FOR FREE CATALOGUE AND PRICE ON ONE ROOM OR ANY QUANTITY

WOOD-MOSAIC FLOORING CO.

LARGEST MANUFACTURERS

ROCHESTER, N.Y. NEW ALBANY, IND.

INDIANA HARDWOOD

D'Heur & Swain Lumber Co.

MANUFACTURERS AND WHOLESALERS OF

Hardwood Lumber.

Indiana Quartered Oak and Sycamore Our Specialty.

SEYMOUR, INDIANA.

The Walnut Lumber Co.

INDIANAPOLIS, INDIANA.

Wholesale Hardwood Dealers.

Always in the market for choice lots of hardwoods.

CORRESPONDENCE SOLICITED

Inspection at Mill Points.

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BEDNA YOUNG FINE FIGURED QUARTERED OAK A SPECIALTY
 F. M. CUTSINGER

Young & Cutsinger

Manufacturers of and Wholesale Dealers in

HARDWOOD LUMBER

Mill and Office: Morgan Ave. and Belt Railroad
 Evansville, Ind.

JAMES C. DICKSON

HARDWOOD LUMBER

BRIDGE AND PIECE STUFF A SPECIALTY

OFFICE AND YARD

936 East Michigan St. and Bee Line R. R.
 INDIANAPOLIS, INDIANA

CHARLES H. BARNABY

MANUFACTURER OF

Band Sawn Hardwood Lumber

QUARTER-SAWN INDIANA
 WHITE OAK A SPECIALTY

GREENCASTLE - - INDIANA

MOWBRAY, ROBINSON & EMSWILER

WHOLESALE

LUMBER

CINCINNATI, OHIO.

YARDS: 6th ST., BELOW HARRIET OFFICE: 1219 W. 6th STREET

We have Bone Dry and Ready for Immediate Shipment Stocks of

POPLAR QUARTERED WHITE OAK
 PLAIN WHITE OAK
CHESTNUT PLAIN RED OAK

SEND US YOUR INQUIRIES

OUR SPECIALTIES

Quartered and Plain Oak 3/8 to 5 inches thick.
Dimension in Rough Quartered Ash and Poplar.
Capacity 150,000 Feet Daily.

Code Word
WERTZLEA

A. B. C. Code 4th Addition
WESTERN UNION CODE

MALEY & WERTZ

Manufacturers, Wholesalers and
Exporters of

Hardwood Lumber

EVANSVILLE, IND.

BAND MILLS AT

EVANSVILLE, IND.	- - -	Maley & Wertz
EDINBURG, IND.	- - -	H. Maley
COLUMBUS, IND.	- - -	H. Maley
GRAMMER, IND.	- - -	D. Wertz & Co.
EVANSVILLE, IND.	- - -	H. Maley Lumber Co.

Also Z. C. L. Egan.

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.

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.

E. W. LEECH

WHOLESALE DEALER IN

HARDWOOD LUMBER

Your stocks handled on consignment at a reasonable commission.

OFFICE AND YARD:

15th St. and Warren Avenue,

DETROIT, MICH.

BROWNLEE & CO. DETROIT

NORTHERN HARDWOODS

DETROIT

BROWNLEE & CO.

STOTZ LUMBER COMPANY

INCORPORATED

MANUFACTURERS—WHOLESALE

513, 514, 515 KELLER BUILDING, LOUISVILLE, KY.

We make a Specialty of Quartered-Sawed White and Red Oak, All Thicknesses.
We also handle all kinds of Plain Oak, Poplar and other Hardwoods. All Shipments
made direct from Mill. WRITE FOR PRICES.

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 NASH LUMBER CO.,

SHANAGOLDEN, WIS.

**Basswood, Birch, Soft Elm, Ash,
Maple, Hemlock, Pine.**

Shipping Point

Glidden, Wis.

W. M. H. WHITE & CO.,

BOYNE CITY, MICH.,

MANUFACTURERS

HARDWOODS AND HEMLOCK.

ANNUAL CAPACITY:

30,000,000 Feet Lumber.

10,000,000 Cedar Shingles.

MAPLE, SOFT AND ROCK ELM,
BASSWOOD, BIRCH, BEECH.

Cedar Posts and Ties, Hemlock Tan Bark.

RAIL OR WATER SHIPMENTS.

Cargo Shipments a Specialty.

INSURANCE SOUND

The First Quality to be Considered

RATES FAIR

A Second Important Matter Seriously to be Considered

THE ABOVE CHARACTERISTICS TYPIFY THE

TOLEDO FIRE & MARINE INSURANCE CO.

of Sandusky, Ohio

SPLENDID REINSURANCE facilities adapted for taking care of large lines on both Retail and Wholesale Yards.

RATES APPROXIMATELY one-fifth lower than board companies.

FOR INFORMATION as to Rates and extent of Facilities write to Home Office mentioned above.

NO AGENTS

ROBERT C. LIPPINCOTT, President

JOHN McKELVEY, Manager

RED GUM

OUR SPECIALTY FOR 25 YEARS.

Let us give you the benefit of the best methods of manufacture and treatment which a seasoned experience has taught us.

ALL GRADES AND THICKNESSES, AIR AND KILN DRIED, ROUGH, DRESSED OR WORKED-TO-ORDER.

We also Manufacture White Oak, Red Oak, Ash, Cypress and Elm.

Himmelberger-Harrison Lumber Co.,
MOREHOUSE, MO.

F. S. HENDRICKSON LUMBER COMPANY

1509 Masonic Temple, CHICAGO, ILL.

Wholesale Southern Hardwoods, Cottonwood,
Gum, Oak and Ash.

Always ready to contract for cuts of Southern Mills.

DO YOU WISH TO REACH

HARDWOOD MANUFACTURERS

GREAT AND SMALL?

THE HARDWOOD RECORD

WILL DO IT FOR YOU.

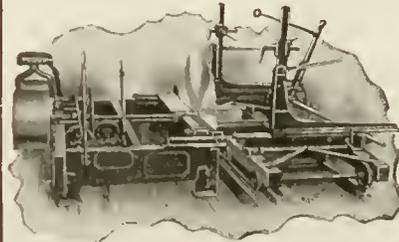
BAND-SAWED YELLOW POPLAR

5-8 TO 4 INCHES THICK

Let us quote you prices. Correspondence Solicited.

THE ROBT. H. JENKS LUMBER CO.
CLEVELAND, OHIO.

THE NEW BUCKEYE IMPROVED SAW MILL



Five sizes, stationary and portable. Has the essential points of a portable mill. Built on scientific principles. Quickly taken up and reset. Easy running. Feed changed in an instant while going through a log, from $\frac{3}{4}$ to 5 in. No feed belts to slip and wear out. Sold on its merits. Also stationary and portable engines. Write for particulars and catalogue to

ENTERPRISE MANUFACTURING CO., COLUMBIANA, OHIO

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.

DO YOU LACK STEAM?

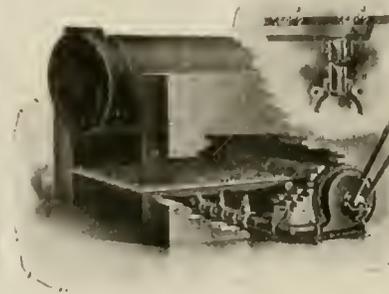
WE CAN HELP YOU.

Are your Boilers Making all the Steam they Should?

What do you do with your Sawdust and Other Refuse?

Are you ever obliged to Shut Down to wait for Steam to Rise?

The Gordon Hollow Blast Grate develops every ounce of power a boiler is capable of generating, and gives as good results with wet, green or frozen sawdust or other refuse as a draft grate gives with dry wood. As a grate is provided to regulate the air supply, the necessary steam pressure can be maintained regardless of the weather.



This celebrated grate, the original hollow blast grate, which has now been on the market for sixteen years, during which time it has been improved from time to time and kept thoroughly up-to-date by practical and progressive men, is sold on approval, thirty days being given in which to thoroughly test it, it being returnable at our expense if unsatisfactory. In writing for prices, give number of boilers, width of furnaces or ovens and length of grate.

THE GORDON HOLLOW BLAST GRATE CO.

Established 1889.

Greenville, Michigan

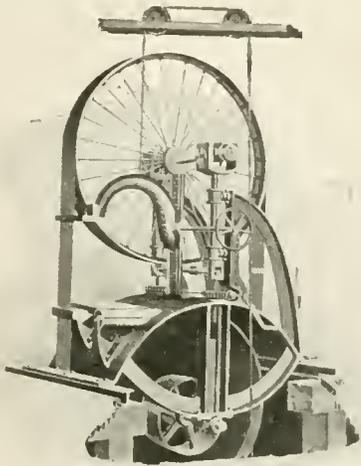
The largest manufacturer of

BLAST GRATES, EDGERS

AND

TRIMMERS IN THE WORLD

Send for Catalogue F.



This is the Mill They Refer To

KALISPELL, Mont., Dec. 21, 1903.
Phoenix Mfg. Co., Eau Claire, Wis.
 Gentlemen: Your inquiry regarding the six-foot hand mill we purchased of you some time since is at hand. In answer will say that it gives good satisfaction. With one 12x14 engine we saw and plane on an average of thirty-three thousand feet per day.
 We are confident it will cut forty thousand per day without running the planer.
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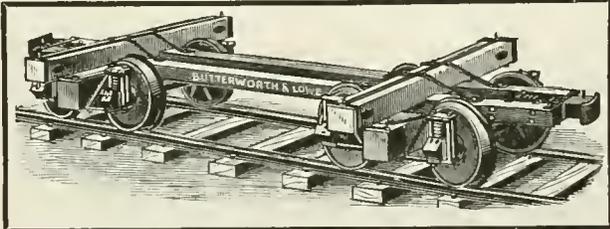
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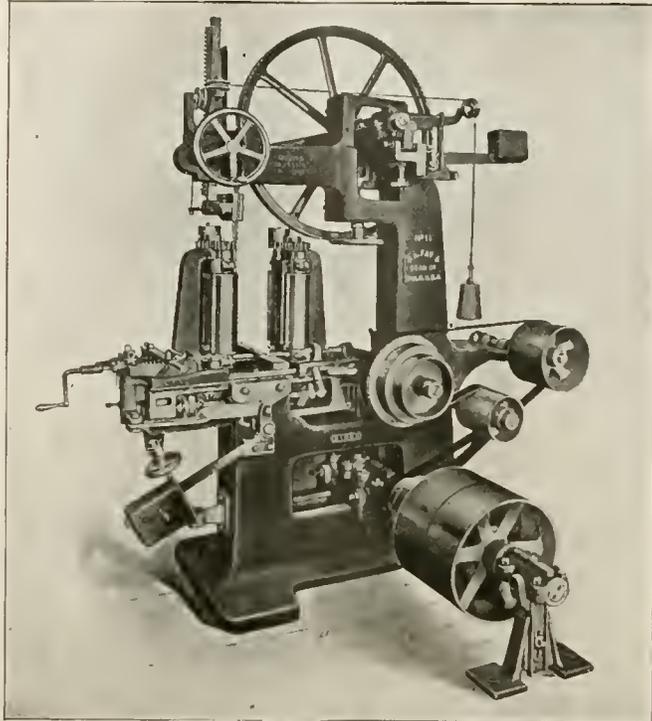


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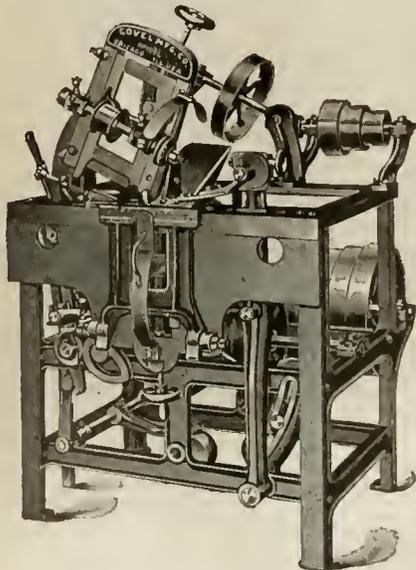
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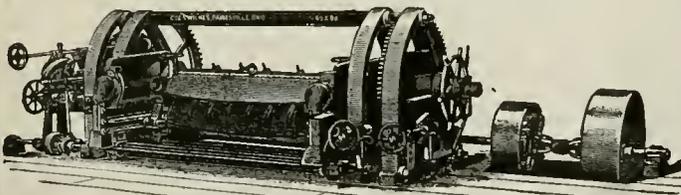
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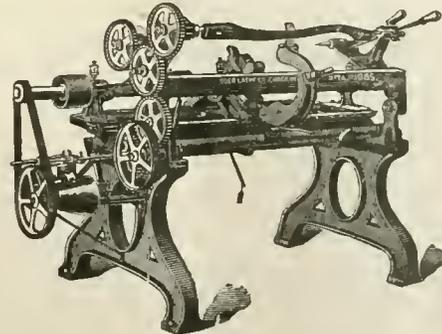
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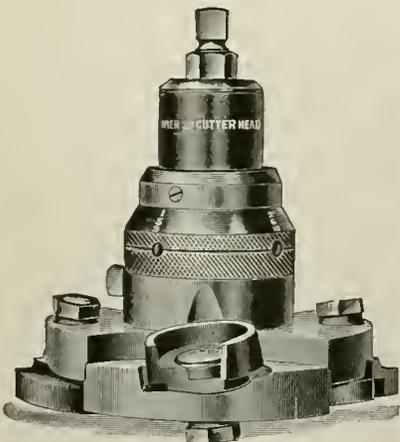
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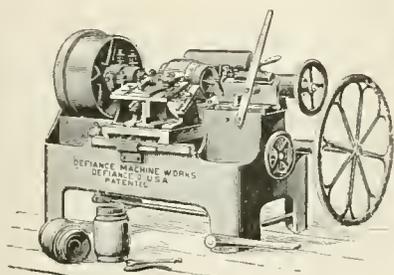
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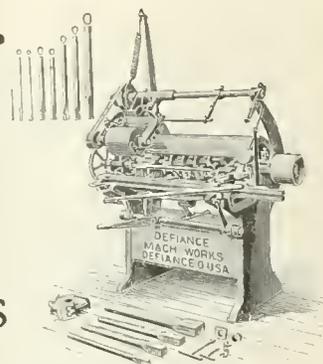
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Ash.....	3,592 "
Quartered White Oak.....	12,702 "
Plain White Oak.....	13,879 "

At SELMA, ALA.

Poplar.....	965,567 feet
Cypress.....	848,215 "
Tupelo.....	332,474 "
Ash.....	9,009 "
Quartered White Oak.....	7,693 "
Plain White Oak.....	13,752 "

At SELMA, ALA.

Red Gum.....	1,733 feet
Hickory.....	631 "

At MEMPHIS, TENN.

Quartered Ash.....	21,855 feet
Plain Ash.....	874,705 "
Quartered White Oak.....	13,938 "
Plain White Oak.....	34,559 "
Quartered Red Oak.....	119,406 "
Plain Red Oak.....	4,790 "
Cottonwood.....	495,610 "
Cypress.....	791,505 "
Poplar.....	509,723 "
Gum.....	29,763 "
Walnut.....	4,060 "

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Hardwood Record

Published in the interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

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HENRY H. GIBSON
FRANK W. TUTTLE

President
Sec-Treas.

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A New Trade.

Just now hardwood properties are attracting much attention from lumbermen who hitherto have never had anything to do with any timber save white pine or yellow pine. Of late a good deal of hardwood acreage both north and south has passed into the hands of old time soft wood manufacturers. The hardwood lumber proposition differs in many essentials from either the white pine or the yellow pine business, but it promises very remunerative results in the future. However, it will be well for the recruits to remember that they have a new trade to learn.

General Hardwood Conditions.

The general hardwood conditions throughout the United States and abroad are excellent. Detailed reports of Chicago and nearly all the hardwood market centers will be found in the market department in this issue of the **HARDWOOD RECORD**.

Optimism, tinged with conservatism, is the general tone that prevails everywhere. Inquiries for quotations are multitudinous from every consuming district, and sales are increasing in volume at strengthened values.

Sentiment for a Michigan Hardwood Association.

In a letter received by the **HARDWOOD RECORD** from a prominent Michigan hardwood jobber he says that the organization of a Michigan state hardwood association seems to appeal to the average manufacturer and jobber as being desirable. It is cited that a great many lumbermen of Michigan are members of the National Hard-

wood Lumber Association, and that nearly all agree that the hardwood trade should have a uniform set of rules for the inspection of lumber. The writer adds that the idea of having a state organization is not to antagonize any national organization but to be of benefit to the lumbermen of the state.

He avers that local hardwood organizations in Wisconsin, Indiana and other states have proved of great benefit to the members, but feels that the National Hardwood Lumber Association has not given Michigan due representation among its list of officers and directors, which is represented by only one member, in the face of the fact that more than 80 per cent of Michigan hardwoods were inspected under the bonded certificate system of the National Association during 1903, and nearly as much in 1904.

Chicago as a Furniture Center.

Chicago is the seat of the largest production in furniture of any city in the world. It leads in volume of product, in money involved, in the number of employes and in output as represented by dollars and cents.

The other large manufacturing centers of the United States are Grand Rapids, Mich., New York City, Philadelphia, Cincinnati, Rockford, Ill., and High Point, N. C. There are other large furniture manufacturing points in the country, but all rank less in importance than those named.

Chicago's furniture output is approximately \$25,000,000, while that of Grand Rapids, the next largest center, is about \$8,000,000. In Grand Rapids between 6,000 and 7,000 persons are employed in the industry, while the factories of Chicago employ between 25,000 and 30,000. The furniture factories of New York, however, produce nearly as many dollars' worth of furniture as is made in Chicago, but in number of pieces only about one-tenth as many, its products being for the most part furniture of a costly character.

The variety of furniture manufactured in Chicago includes practically all kinds. Altogether there are about 200 factories in this city which produce furniture of some kind. These range from the small shop, with only a few employes, to the mammoth factory employing a thousand or more operators.

The tendency in furniture-making nowadays is toward specialization. While one firm makes finely upholstered chairs as its leading line, another devotes itself to the production of fine bedroom sets; one factory makes the low-priced household furniture, while another produces the very finest quality of goods. The market for Chicago furniture is extremely wide, embracing as it does all parts of the United States, besides a considerable export trade.

The immense demand for hardwoods in Chicago and vicinity depends very largely upon the furniture maker—he being the chief hardwood consumer in this section of the country. In addition to his generous purchases of domestic hardwoods, he also buys a good deal of foreign furniture wood—notably mahogany. The range of woods utilized in furniture production covers white and red oak, ash, cherry, birch, maple, poplar, elm, basswood, red gum, tupelo gum and other varieties.

Less than forty years ago Boston was the center of the furniture

manufacturing industry of America. The business has gradually moved westward until today Chicago is the center. At this point it will probably remain for all time to come, so far as the United States is concerned, for Chicago is not only the geographical middle ground of hardwood growth, but it is the center for the economic collection of woods from north, east, south and west, as well as for the distribution of the manufactured furniture product. It is as well a center for skilled labor. In the South, notably in North Carolina, there has grown up quite a furniture industry, but by reason of the dearth of skilled cabinet-makers the furniture product in that section has been confined almost exclusively to the cheaper lines of goods.

Range of American Hardwood Growth.

The greater part of the United States east of the Mississippi river, and some considerable area between the Mississippi and Missouri rivers, was originally covered by forest growth. With only comparatively small exceptions this timber consisted of hardwoods of various kinds, save that portion of the northern part of the country on which grew comprehensive forests of white pine and hemlock, and white pine, hemlock and hardwoods; and that area along the Atlantic coast from New Jersey to South Carolina, on which grew the original loblolly pine; and that great territory from North Carolina westward covering a part of South Carolina, Georgia, Alabama, Mississippi, Missouri, Arkansas, Louisiana and eastern Texas on which grew long and short leaf yellow pine. The remainder of this vast area was largely a range of mixed hardwood forest.

There has been a great deal said about the practical exhaustion of white pine in this country, and about the speedy decimation of yellow pine, but little has been said specifically concerning the wonderful diminution in timber area of American hardwoods.

The greater portion of original forest growth in this country was hardwoods of various kinds. From the Mississippi river to the Rocky mountains there are no hardwoods save small and comparatively unimportant patches of cottonwood and oak in Oklahoma and the Indian Territory. While the Pacific coast region has almost boundless forests of the coniferae it has no hardwoods. The early burden of attack on American forests was on hardwoods, for the land on which these woods grew was the richest and the best adapted for agriculture. It was along the rich bottom lands of every stream that the pioneer chopped and burned that he might clear a space whereon to grow crops with which to feed his family. Of necessity many millions of acres of magnificent hardwoods were destroyed to the ultimate end that food might be supplied. Such destruction would be called wanton today, but at the time it was a practical necessity.

New England, once a rich timbered hardwood section, has its area reduced to a comparatively small range in Maine, northern New Hampshire and northern Vermont, within which is contained birch of superior quality, hard and soft maple and some beech. The oak, chestnut and elm are gone forever.

In New York there are still in the Adirondack region and in some scattering patches in other portions of the north a considerable quantity of fine birch and cherry, and some maple, chestnut, beech and oak, but as compared to the size of the state, the area is very small.

In the one-time great timbered state of Pennsylvania comparatively little hardwood remains save a small section along the general summit of the Allegheny mountains, which contributes considerable fine birch, cherry, maple, chestnut and beech.

Maryland is denuded of its original hardwood growth, save a small area in the western part of the state.

Virginia is practically in the same condition, except in a few extreme western counties, and at the headwaters of the tributaries of the Big Sandy river.

In West Virginia, which, save along the Ohio river and main tributaries running out of the state, is a new lumbering section, there is considerable standing hardwood, but practically all of it is under operation. This state in its production of poplar, oak, chestnut, cherry, walnut, maple and beech may be divided into seven

districts, of which the commercial center of the first is Parkersburg, its logs coming from off the watershed of the Little Kanawa river. Second is the Charleston district, its source of supply being along the Kanawa river and its tributaries. Third, a district which is reached by the Richwood and Pickens divisions of the Baltimore & Ohio railroad, the seats of lumber operations being at Richwood, Sutton, Curtin, Weston, Camden-on-Gauley, Pickens and other points. Fourth, the Guyandotte river district, which logs are practically all floated down that stream and the Ohio river to Cincinnati. Fifth, the Norfolk & Western railroad district, lying a hundred miles east of Portsmouth, O., and extending as far as Bluefields. Sixth, the Greenbrier river district, extending from Ronceverte north to Elkins, which has been fully as much depredated of its timber as any other part of the state, and within which recent operations have been inaugurated that will denude it of its timber within a period of a very few years. The points of manufacture within this district lie at Ronceverte and Marlinton and along the line of the Coal & Iron extension of the West Virginia Central railroad, between Durbin and Elkins. In this same section there are other small patches of hardwood growth, notably in the vicinity of Mabie, W. Va. Along the Greenbrier river between Durbin and Ronceverte, the hardwoods have been exhausted in many places, but a considerable range of oak growth still exists east of White Sulphur Springs, which has recently been penetrated by a railroad. Seventh, the Clinch Valley district, reached by the Clinch Valley division of the Norfolk & Western railway. These are all mountain mills in this section, and the chief seats of operation are at or near Bristol, Va., Bluefields, W. Va., and Sword's Creek, Va. West Virginia is famous for the fine quality of its poplar and red and white oak; some of the finest sections of this character of timber still existing. It also has considerable quantities of chestnut, cherry, some black walnut and a large quantity of maple, basswood and beech, but these latter woods are not of as excellent a quality as those growing in more northern sections of the country.

Going west into eastern Kentucky, the first important hardwood section is the poplar district of the Big Sandy river. This stream has been logged for sixty years of its splendid poplar, but its upper waters still contain a relatively large quantity of this magnificent wood, intermixed with oak, and other hardwoods of lesser value. The center of production from the Big Sandy district is at Ashland, Ky., and Coal Grove, O., the logs being floated to these points from distances as far as 175 miles. Next west is the Licking river district, containing comparatively the same character of timber. This section has been operated for many years, and the present site of lumber operations is Salt Lick and Farmers, Ky. Immediately south of the Licking river district is the Beattyville and Jackson district, on the Kentucky river, of which the chief site of lumber production is Clay City.

West of this district is the Kentucky river district proper, of the same general character of hardwood growth—poplar intermixed with oak—and the site of these operations is Ford, Ky., the Kentucky river being used as a means of log transportation.

South of this section is the Cumberland river district, the logs coming off the main stem of the Cumberland river and the manufacturing takes place largely at Wasioto, Burnside and Williamsburg. To complete the description of the range of hardwood timber growth in Kentucky the Frankfort district must be referred to, which, though comparatively small, still is developing a good deal of oak and poplar, and of which Frankfort is the center; and the district west of Frankfort, the Louisville district, which draws its source of supply of poplar and oak from both sides of the Ohio river. While this is an old operated region, there are still scattering patches of oak, poplar and other hardwoods remaining, that produce in the aggregate a good deal of lumber. Louisville is still an important hardwood center.

Starting back eastward and further south into North Carolina, the farthest eastward hardwood section of commercial importance remaining is the Winston-Salem district. These twin cities are the

commercial center for white and red oak, poplar and quite a variety of the minor hardwoods. There still remain along the bottom lands of some portions of the Roanoke and Tar rivers some scattering patches of mixed growth of oak, poplar and other hardwoods, but in the aggregate they do not amount to very much.

West of this district, with commercial center at Hickory, are a number of small sawmills producing oak, poplar, chestnut and other hardwoods.

Bristol, Tenn., is the commercial center for a considerable quantity of both logs and lumber from the extreme northeastern part of Tennessee and from over the state lines of Virginia and North Carolina. During the last few years this city has reached considerable importance, notably in the production of poplar and oak.

Immediately south of the Bristol district is found Johnson City, which, while not producing much lumber itself, receives from the country sawmills east thereof, even up to the very summit of the Blue ridge, dividing Tennessee and North Carolina, no inconsiderable quantity of oak, poplar and minor hardwoods.

South and west of the Bristol and Johnson City seat of hardwood production is the Knoxville district, which is of considerable area and quite widely scattered. Of this section Knoxville is the chief commercial center. A considerable quantity of oak, poplar and other logs are manufactured there, and also a great quantity of lumber is shipped to Knoxville for assorting and distribution. Contiguous and a part of this district is a section along the extension of the Marysville division of the Southern railway, the chief manufacturing center of which is Townsend, Tenn., which produces poplar, red and white oak, chestnut, bellwood, birch, maple, beech and some other varieties of hardwoods.

South of the Knoxville and Johnson City district lies the section of which Asheville, N. C., is the commercial center. This region produces the same variety of woods as does the Knoxville district, and a large aggregate of production is made up from numerous small sawmills.

Lying west of the Asheville district is the mountain hardwood region along the Murphy branch of the Southern railway. Up to this time this is nearly all country mill production and is of the same general character as from the surrounding sections. This range of growth extends southward to the height of the mountains and over into South Carolina, within which state there is quite an area of poplar and oak growth. This range extends from the Sapphire country of North Carolina to Greenville, S. C., which city is quite a hardwood center.

Lying west of the Murphy branch section and across the height of the mountains southeast of the Knoxville district is the hardwood section of which Chattanooga is the chief center. The stock of poplar, oak and other logs for the mills of Chattanooga reaches it by the way of the Tennessee river, and by rail, off the Cumberland plateau. Chattanooga is one of the important hardwood centers of the country.

North and west of the range of hardwood timber supply of Chattanooga is the great Nashville section, of which Nashville is the commercial center. The Cumberland river and its main tributaries, the middle and Big South fork, have in years past supplied the mills of Nashville with the splendid poplar that grows in this mountain district. Latterly this supply has been supplemented by logs delivered by rail from a wide territory.

The once great hardwood district of Ohio, Indiana, Illinois and southern Michigan, famed for its splendid growth of oak, poplar, black walnut and sycamore, is today but a legend in comprehensive timber growth. While the farmers' wood lots of this great territory still contribute in the aggregate a vast quantity of lumber, the great forests of hardwood have gone forever. Ohio still has commercial centers for the collection of hardwood lumber and logs at Newark, Dayton, Toledo, Greenville, Greenfield and Cincinnati, the last named city being still a very large hardwood center. At all these points logs are shipped in from remote sections and the lumber is delivered at these points for assorting and rehandling. All these cities are important distributing points for white and red oak, walnut and poplar.

In Indiana, Indianapolis is still a considerable hardwood center, but it is now chiefly a grouping point for the small mills in the surrounding country. Greencastle, Princeton and Huntingburg are also manufacturing and grouping points for the scattering growth of Indiana hardwoods. Evansville, in the southern part of the state, is still a considerable hardwood center, but its logs come from long distances.

Paducah, Ky., has been an important manufacturing point for many years, but the timber now comes from no inconsiderable distance to reach that milling point. Large quantities of lumber are also grouped there for distribution.

Cairo, Ill., is still a large assembly point for logs and lumber and is one of the chief cottonwood and oak centers, and allied with this district are Mound City and Tamm, Ill.

Across the Mississippi river is the southeastern Missouri district, which is of no little importance, producing white and red oak, red gum, cottonwood, elm and hickory. St. Louis is the commercial metropolis of this section, and a manufacturing point of considerable importance within the district is Morehouse, Mo.

In southwestern Tennessee is the great commercial lumber metropolis of Memphis, which draws its source of logs and lumber from the bottom lands of the Mississippi in Tennessee and Arkansas for a long distance. It is a great cottonwood, white and red oak, gum, elm, ash and hickory producing section and will remain a chief center for many years.

Eastern Arkansas is rich in hardwoods, notably in oak, gum, ash, hickory and cottonwood, which, while under general operation at the present time, will soon develop into a larger producing section. South of Memphis in Mississippi is the great Delta country with its mixed growth of oak, gums, cottonwood, ash, cypress and other woods, which is a great future source of hardwood timber supply.

Texas in the southeastern part only possesses a hardwood timber area, and that along the Trinity river, with its seat of operations at Big Creek, Liberty county. This section is a very limited one, being perhaps 100 miles in length, with an average of three miles in width, along both sides of the Trinity river, and contains white and red oak, cottonwood, hickory, pecan, holly, magnolia and ash.

Northern Alabama has some hardwoods, notably oak and gum, but as compared with the total area of the state the range is very small. The same can be said of Mississippi and Georgia, although there are large operations at Sardis and Vicksburg.

Fringing the Atlantic coast from Norfolk, Va., to central Florida and along the Gulf coast from central Florida around to the Texas line, there is in the aggregate a vast growth of cypress, which is classed as a hardwood, as well as an intermingling of several varieties of red, tupelo and black gum, and of ash. This range of growth will furnish a timber supply for many years.

Getting back into the great lake country of the north, the upper part of the lower peninsula of Michigan, the northern peninsula, northern Wisconsin and a small portion of northern Minnesota still contain a great quantity of hardwoods, maple, birch, black ash, gray elm, rock elm, beech and basswood, which of this class of hardwoods will supply the wants of the country for a good many years.

As cited in detail, it would look as though these numerous sections of hardwood growth in the United States would last for ages, but when they are checked up on the ordinary Rand-McNally folding pocket map it will be found that the palms of the two hands will almost cover the entire range. Comparatively the sections are small, and they are growing constantly smaller.

Practically every part of each one of these sections today is under operation. The drain on the resources of American hardwoods is tremendous. Not only is the vast demand of the United States being supplied from them, but the foreign requirements are constantly growing.

It behooves the hardwood stumpage owners and hardwood manufacturers of the United States to put a higher estimate on the value of their patrimony and to cease doing business for "tonnage" only, to do less business if need be, but to do it at a higher price. Today the beginning of the end is in sight for the American hardwood forest, unless conservatism immediately obtains.

Pert, Pertinent and Impertinent.

On Booming Prices.

Remember, lumberman, I beg,
The fowl that laid the golden egg;
Kill the goose and do not wonder
If your eggs have gone to thunder!

A Hoo-Hoo Conundrum.

Why is it that the Hoo-Hoo cat
Makes discord when he sings?
Because the horrid Hoo-Hoo cat
Is filled with fiddle strings.

Inspection at the Hub.

Boston survey, so they say,
'Is a mystery in its way;
When the scheme is fully solved
Another one is then evolved.

For the Young and Fair.

Bok in the Ladies' Home Journal says, "No young woman stenographer should accept an invitation to dine with her employer." Of course no old woman would get an invitation.

Don't Be Bigoted.

It is always well to ascertain the other fellow's point of view. The man with dyspepsia may have good cause for finding fault with his dinner.

Lumber Barons Excepted.

Some rich men make you realize what a poor opinion the Almighty must have of money.

Booming Prices.

It is possible to boost lumber prices too high. It's the wise poker player who knows enough to "call" at the right time.

Own Up.

Pope is the authority for the remark that a man should never be ashamed to own he has been in the wrong, which is but saying that he is wiser today than he was yesterday.

Evidence Constituting Proof.

The HARDWOOD RECORD is indebted to a hardwood lumberman for the following, and if the Editor didn't know him he would tell his name and why he knows:

When your heels fall hard
And your head feels queer,
And your thoughts rise up
Like the froth on beer,
And your knees are weak
And your voice is strong
And you laugh all night
At some darned fool song—
You're drunk be gad! You're drunk!

Scarcity of Hickory.

The area of hickory in commercial quantities in the United States is now practically reduced to three states. The great shortage of the wood will of necessity mean one or two things—either a marked advance in price and a corresponding increase in the price of vehicles, or the use of some other wood. Substitutes for most all purposes where wood has grown scarce, have been devised, but the student of timber is still at a good deal

of a loss to even suggest a possible substitute for second growth hickory for vehicle making purposes.

Buffalo's Badly Warped Stock.

There was a crooked bunch
Who loved a crooked deal,
And they hoped to make a million
By a crooked little steal;
But they found the crooked path
Much harder than they thought,
For a straight crowd barred the way
And their labor came to naught.

THE LUMBER CONVENTION SEASON.



Wife: "You came home so tired from last year's convention that I was bound you should never go again; but the HARDWOOD RECORD says it's your duty to go and I want you to do your duty, John."

In Confidence.

"Papa, is hemlock a hard wood?"
"Yes, son, it is, but for heaven's sake don't tell that red-headed hemlock man Osborne, over in Wisconsin, I told you."

Good Sense.

The Indiana Hardwood Lumbermen's Association has practically gone on record in advocacy of universal inspection for American hardwoods. Let the sensible movement be pushed to consummation.

How He Did It.

Commencing to learn the lumber business by piling slabs would not appeal to the average young man as presenting many probabilities of ultimate success, but that is the way Frederick Weyerhaeuser began, and he cannot be counted as a rank failure.

Which?

It is a question whether the Persian philosopher referred to lumbermen or lumber newspaper editors when he said: "Very few know how much they must know in order to know how little they know."

AMERICAN FOREST TREES.

Second Paper.

White Oak.*

Quercus Alba—Linn.

This tree is of the beech family. The top, even in forest growth, is broad with spreading branches. In height it usually ranges from sixty to 100 feet and from two to six feet in diameter. Its range is from southern Maine to southwestern Quebec, through central and southern Ontario, and the lower peninsula of Michigan, southern Wisconsin and southern Minnesota to southeastern Nebraska, and eastern Kansas, and south to northern Florida and Texas. Depending on latitude, it blooms in May or June.

This wood is generally known throughout America as white oak and gains its name from the color of its bark. In Arkansas it is sometimes referred to as stave oak, and in the English market it is often called Baltimore oak.

The highest quality of white oak growth in America has been largely exhausted. The best portion of this king of American hardwoods had its habitation in Ohio, Indiana, southern Michigan, southern Wisconsin and in the portions of Illinois other than the prairie country. Only minor patches of it still remain, but these in the aggregate make up the basic quantity of the highest quality of American white oak that goes to supply the vast demands of the American and foreign trade.

The more recently developed white oak sections of Kentucky and Tennessee show a large quantity of very high-class white oak, but none that in the aggregate equals the pristine glory of the Indiana product. The white oak of the south in many instances is a very excellent timber, still it does not equal in physical characteristics the old-time white oak of the north.

It is strictly an American wood—a wood that grows only in the United States and Canada—and save that, small range of Austrian oak which remains standing and which is reputed to be of very fine quality, it is in both home and foreign markets the hardwood of the highest quality growing in abundance in the known world.

The physical characteristics of the wood are a recorded dry weight of from forty to forty-nine and a quarter pounds to the cubic foot. The bark is grayish white in color and somewhat fissured. The tree bears a sweet, ovicular, oblong acorn in rough shallow cups. The leaves have round lobes or projections. The heart wood is a

light brown and the sap wood is lighter in color. Annual layers are well marked and the medullary rays are broad and prominent. When the wood is quarter-sawed—which is a prevalent method of manufacture—the “flashes” are most beautiful and pronounced, but vary in size, apparently according to the age and especially in the range of growth.

In structural qualities the wood is tough,

notably original growth of the middle west, is in West Virginia. The splendid specimen of a white oak herewith pictured was photographed by the writer in McDowell county, West Virginia, in 1904. This tree had a girth of nearly fifteen feet, breast-high. Of interest will also be found the illustration of the leaves, bloom and acorns of the white oak. The picture of the magnificent trainload of white oak logs which represents one of the finest collections of white oak timber of late years, was owned by the Henry Malay Lumber Company of Cincinnati, and the timber grew in Indiana. The second picture of white oak logs which shows specimens from the growth along the Trinity river in Liberty and San Jacinto counties, Texas, was photographed at the mill of the Ranger Hardwood Export Company, on the Trinity river, at Big Creek, Tex.

White oak is employed largely in ship-building construction, coo- perage, furniture-making, railway ties, etc. The bark is rich in tannic acid. The wood is permeated with gallic acid which causes a peculiar taste and odor. This acid attacks iron and the solutions stain the wood. Experiments, however, indicate that iron fastenings attached to oak are shortly protected by an insoluble scale of resulting salt, and although the wood becomes darkened, it remains practically uninjured. The later built oaken vessels are iron fastened, but no better ship was ever built than the American sailing vessels which were constructed of this wood a century ago.

To the ancients the oak tree was an object of love and reverence and to it was attributed mystic powers to foretell coming events. The oldest oracle of the Greeks was that of Jupiter at Dodona in Epirus. It was believed that two black doves flew from Thebes in Egypt and one alighted in an oak tree at Dodona and in a human voice proclaimed that an oracle of Jupiter should there be established. The other dove carried a similar message to the temple of Ammon in the Lybian oasis. The oracles were set up and the priests in the temples interpreted the responses that were conveyed to them by the motion of the trees in the wind.

The lover in Tennyson's idyll of “The



SPLENDID SPECIMEN OF WHITE OAK GROWTH IN McDOWELL COUNTY, WEST VIRGINIA.

strong, heavy, hard, liable to check unless seasoned slowly and with care; durable in contact with the soil and receives and maintains a high polish. Its breaking strength is very high. The oak rarely shows a comprehensive forest growth, but it grows much more compactly than does poplar, with which wood it is often interspersed.

Probably the finest range of white oak still remaining in this country, and approxi-

*Authorities quoted in the foregoing articles are “The Timbers of Commerce,” “A Guide to the Trees,” “Triennial Species of Wood” and “Check List of Forest Trees of the United States.”



INDIANA WHITE OAK LOGS.



TRINITY RIVER, TEXAS, WHITE OAK LOGS.

Talking Oak" proclaims his gratitude for the knowledge it has given him of his sweetheart, Olivia:

And I will work in prose and rhyme,
And praise thee more in both
Than bard has honor'd beech or lime,
Or that Thessalian growth,
In which the swarthy ring dove sat,
And mystic sentence spoke:
And more than England honors that,
Thy famous brother oak,
Wherein the younger Charles abode
Till all the paths were dim,
And far below the Roundhead rode
And hummed a surly hymn.

The genus *Quercus alba* is one of the most stately trees that glorify the American forest. In the springtime this great gray thing puts forth leaves as tender tinted and pink as any humble woodland flower. With the first chilling frosts of the autumn, the leaves become of a ruddy hue, deep and vinous; and after withering drop from the trees at the beginning of winter.

The great American forests of white oak are sadly depleted, still it remains the most important hardwood growth on this continent, and for many years to come there is a supply adequate to the demands of commerce. As compared with the quality of this

magnificent timber, the price which it commands is too low, and soon a readjustment

built on entirely modern lines as a double band and resaw plant, and is one of the model mills of the country.

The poplar timber supply for the Van Sant mills comes off the headwaters of the Big Sandy river for a distance of approximately 175 miles. The poplar timber property owned by Van Sant, Kitchen & Co. lies in Buckhannon, Dickerson and Wise counties, Virginia. The logging to the streams is done by tram roads, the longer ones being equipped with locomotives and the shorter log hauls are handled by horses. Since the company was organized it has produced upward of 150,000,000 feet of lumber from the big, high-class poplar timber that abounds at the headwaters of the Big Sandy river.

Besides the Ashland operations of Van Sant, Kitchen & Co., they are part owners of the J. W. Mahan Lumber Company, whose operations are at Mahan, near Charleston, W. Va. This is a single band and resaw plant which produces both oak and poplar.

Rufus H. Van Sant is a man one would single out in a crowd. He is six feet four inches tall and weighs upward of 240 pounds. Physically he is an anomaly among Kentuckians. He has blue eyes and his hair, which as yet shows little gray, is light-brown. He stands straight, and in many ways has the dignity of the tree from which he is nicknamed, "the tall poplar of the Big Sandy." He is a serious man, as are all denizens of the rugged mountains of his native state. He seldom tells a story, but he has some rare expressions which seem to convey his meaning better than more academic English. While talking with a friend the other day and telling how a mutual acquaintance had bored him, he quaintly said "That man sat there and 'augered' me for two hours." Mr. Van Sant has been very prominent in lumber association work and has always stood for the highest standard of morals in the trade. His hobby is universal inspection, and his pet aversion is the car trade scalper who manipulates grades so that the consumer does not get the kind of lumber which he buys.

Mr. Van Sant is a valued member of the dominant political party of the Blue Grass state, and while he has never accepted any political preferment, he could have almost any office in the gift of his fellow citizens, if he would consent to accept it. He has been a member of the Democratic state central committee for eight years.



BLOOM, LEAF AND ACORN OF WHITE OAK.

of values will obtain that will place the wood on a very much higher price plane.

Builders of Lumber History.

NUMBER II.

Rufus H. Van Sant.

Well known to all the hardwood lumber trade of the country and especially to users of poplar lumber is Rufus H. Van Sant of Ashland, Ky. In such high repute is he held among the members of the Hardwood Manufacturers' Association of the United States that at its annual meeting in Cincinnati in January, 1904, he was selected as its president, to which position of trust and honor he was re-elected at its meeting at Nashville this week.

Mr. Van Sant was born in Morgan county, Kentucky, in 1852, on a farm which is now the site of the town of Martinsburg, Elliott county. He comes from old Virginian stock; his father was a farmer, stock trader and small sawmill man. Early in life the boy learned the responsibilities of life, for when he was but sixteen his father died, leaving him the head of the family, consisting of his mother and four children. Mr. Van Sant during the next eight years not only maintained the family, but between teaching and attending school alternately succeeded in educating himself. By appointment he was then made deputy clerk of Elliott county, and

subsequently elected clerk, an office which he held for six years.

His first real lumber experience commenced in 1881, near Leon, Ky., where he bought logs and had them manufactured into lumber. Then he went out on the road and sold his product. He remained in this work until 1894, when he moved to Ashland, Ky., and formed the corporation of R. H. Van Sant & Co., of which he was president for five years. In 1899, in connection with Charles Kitchen, John W. Kitchen and D. J. Taft, he organized a new corporation under the name of Van Sant, Kitchen & Co. Of this concern Mr. Van Sant became president and general manager, Charles Kitchen, an experienced lumberman, became secretary, John W. Kitchen, his son, an expert woodsman, was made treasurer and Mr. Taft, a mill man of reputation and experience, became vice president. Altogether, the concern has made a very strong team, each member being skilled in a particular line of the lumber business; in cruising and buying timber, logging, driving streams, in manufacture and sales.

In 1903 the Ashland mill belonging to the company burned, but it has since been re-



RUFUS H. VAN SANT,
OF ASHLAND, KENTUCKY.

Strode's Stuff.

How to Reach Me.

Say, boys, the new office is O. K.

I've got a private office all fitted up and hereafter when you come to see me you will be expected to do about as follows: You come in the door and are met by the office boy; a very nice appearing boy, but I'm not much acquainted with him yet. He is rather a severe young man, a great stickler for form, and I am still standing in awe of him, but that will probably wear away.

You say to this young man: "Good morning, is Mr. Strode in?" Now mind, you don't call out: "Say, is Strode about?" All of those ancient forms are obsolete—played out. Nothing goes but "Mr." The young man replies: "I will see."

Then he comes in and asks me if I am in. I tell him that I am. Then he goes back to you and says: "Your card, please." Yes, you will be expected to have a card.

Of course if you haven't any printed or have forgotten them and left them in your other pants, you will, on stating your name and business, be ushered into my august presence. And then you will find the same old Strode at the desk. Aside from having grown slightly older I haven't changed a bit. My wife says I get homelier. You who have seen me will scarcely believe that it is possible, only getting older, but otherwise unchanged. We'll shut the door, so that the dignified young man can't see us, and we'll have a time. You bet your life we will.

My Opinion of Webster.

And a reference library! Say, I've got enough books to fortify Port Arthur. You can't lose me on anything—not a single thing. I even know who it was that struck Billy Patterson. I am a regular bureau of information. This library contains the best thoughts of the best minds on every subject, and I am going to read all of them—when I get time. Then I'll know a lot, and if you behave yourselves I'll tell you all about it.

Last summer my boy had what the doctor called "ptomaine poisoning." I wanted to tell you all about it at the time—and moralize over it and so on. But I didn't know how to spell it, and the stenographer didn't know, and Kimball didn't, and I was ashamed to ask the doctor. I think the boy took an unfair advantage in having such a cussed disease that his father couldn't spell it. He had eaten too much canned salmon. When I was a boy Aunt Mary would have given me a dose of castor oil, and Uncle John would have given me a good licking, and I wouldn't have done it again. But the doctor said it was ptomaine poisoning, and it's surprising what a bill he got out of it. Oh, yes, the boy got well a long time ago; he is naturally a hearty, tough chunk of a lad, and he got well in spite of the doctor and the horrible disease he had.

But I couldn't spell it, nor could any of my friends spell it, nor could I find any reference to it in any of the books about the office. There was nothing about it in the Hoo-Hoo book, nor in Nelse Gladding's polite treatise on saws, and all the dictionary I had was a small vest pocket affair issued by the Schlitz Brewing Company. I got it when we were in Milwaukee attending the meeting of the National Association, the time that Ed Taenzer—but there, I mustn't give things away. These books may have told all about it if I had given them a fair show, but I was looking for the word in the "t's." Now I ask you honestly where would you have looked for it? It is called "tomain." I reckon tacking that "p" on in front was Webster's idea. We have a Webster's Unabridged now, and the entire office is run by it. Just between you and me though, I don't think much of it. What do I care for Webster? I understand he is dead, has been dead some time I am informed, and it isn't Daniel Webster at all, it's Noah. Shall Noah dictate to me how I shall spell? No sir!—No old mossback like that! I tell you I will spell as I darned please. I have a wild, free way of spelling that is good enough for me.

The New Office.

But say, I've only been joshing about the new office. It's fine! If you had been farming with an old mold-board plow and thrashing out your wheat with a flail, and had been suddenly introduced to modern methods with a riding plow and a steam thrasher, you could appreciate the difference. And there won't be any difficulty about seeing me or anybody else. I will get a stand-in with the office boy, I think. I am getting along pretty well, but I made a bad break today.

You see everybody here hangs his overcoat in a closet provided for the purpose. I am used to throwing mine over a chair or anything I can find, but when I saw everybody else hang his coat up, I soon got into the habit. At lunch time today I went and got the coat, put it on and buttoned it up carefully, then I took the gloves out of the pockets and put them on, and went out. I didn't go very far. The cold air which came up the elevator shaft made me realize something was wrong, and I put my hand to my head and found I had no hat on. Then it burst upon me what I had done. "Pshaw!" I said, bitterly, "what a fool I am!" And there were several strangers standing before the elevator, and one was a young lady stenographer that—but there! I went in the office after my hat—there was nothing else to do. And that boy had his eye on me—his cold, glassy, gray eye. I am afraid I have queered myself for a long time to come.

Thinking Thoughts.

I have been thinking. It's a habit that grows on a man, this habit of thinking, or maybe I only think I am thinking. That is

not original. There is a story to the effect that Tom Reed was standing on the streets of Portland, when he saw an old billy goat named Jones, coming along the street. "Here comes Jones," he said, "and he thinks he is thinking."

That is a good point. Many men believe they are thinking deeply, when in truth their minds are perfect blanks. Then the quality of a man's mind has much to do with thinking. Men succeed in this world as they think good and practical thoughts. Now I think a lot of thoughts that don't amount to much. I lie awake nights and think out some scheme, and when I go round next day and present it, I can't get anyone else to take the same view of it that I do. There is a screw loose somewhere.

The trouble I guess is in the quality of the brain, but I am not responsible for the quality of my brain. Some men have a very little brain of good quality; some have a big brain of poor quality, and again some have a little brain of poor quality. It is not necessary to tell you, having the amount of brain you have, and that of good quality, that the condition of the last named party is hopeless. And he isn't responsible for the size of his brain, nor the quality thereof. For example, I should like to think the same thoughts that Theodore Roosevelt thinks, but I can't reach them. When the brains were handed around I had not the power to protest or I should assuredly have done so.

There is such a thing as mental energy and mental slothfulness. A man may be physically lazy and mentally very alert, and vice versa. The mentally alert but physically lazy man will use his mental alertness to escape the curse of labor and remain idle under all circumstances. The world owes this man much. A man of this character was set to digging a well a long time ago, and hauling the dirt to the surface in a bucket. This was very hard work indeed for a man who is physically lazy, and being mentally very alert he rigged up a windlass to do it. Hence we have the windlass in all its countless forms in modern machinery. It was set to cutting wheat with a cradle, which is very tiring work indeed, and he invented a twine binder to do the work.

Lastly, I have been thinking more than usual. It is true my thoughts do not amount to much, owing probably to the inferior quality of my brain, but that is neither here nor there.

There has been a great improvement in the tools to work with about the office. But there has been no improvement in the tool with which I do my thinking. I still have to think with the same old tool. I was going to tell you what I have been thinking about, but I see I haven't time. I have had some strange thoughts, and would like to tell you about them.

Maybe I will sometime, but right now I'm going to Indiana. Really it is necessary I should go to Indiana right now.

CHARLES D. STRODE.

Indiana Hardwood Lumbermen's Association.

The sixth annual meeting of the Indiana Hardwood Lumbermen's Association was called to order in the ordinary of the Grand hotel at Indianapolis, Ind., by J. V. Stimson, president, the following named gentlemen being present:

C. S. Baer, Wabash.
 C. H. Barnaby, Greencastle.
 W. P. Best, Indianapolis.
 James Brickley, Brookville.
 S. Burkholder, Crawfordsville.
 Roy Burkholder, Crawfordsville.
 J. W. Clark, Indianapolis.
 W. H. Coppock, Indianapolis.
 S. P. Coppock, Ft. Wayne.
 J. M. Day, St. Louis, Mo.
 James C. Dickens, Indianapolis.
 E. P. Dillman, Indianapolis.
 F. L. Donnell, Greensburg.
 Lewis Doster, Columbus, Ohio.
 R. H. Fessler, Indianapolis.
 C. J. Frank, Indianapolis.
 W. H. Gillette, Louisville, Ky.
 W. H. Guirl, Clay City.
 M. M. Hardin, Crawfordsville.
 F. D. Hester, Indianapolis.
 N. Hoffman, Indianapolis.
 A. N. Holloway, Cloverdale.
 A. C. Hyser, Indianapolis.
 Louis H. Katter, Huntingburg.
 C. N. Kimball, Chicago.
 W. W. Knight, Indianapolis.
 H. M. Kramer, Richmond.
 J. C. Lockwood, Anderson.
 A. M. Londen, Indianapolis.
 Claude Maley, Evansville.
 Henry Maley, Edinburg.
 Sayles Mallock, Chicago.
 J. D. Maris, Indianapolis.
 Owen Moffett, Madison.
 D. I. Neher, Frankfort.
 G. H. Palmer, Sheridan.
 Earl Palmer, Paducah, Ky.
 C. E. Platter, North Vernon.
 F. M. Platter, North Vernon.
 J. M. Pritchard, Indianapolis.
 W. C. Pulse, Greensburg.
 W. J. Roach, Indianapolis.
 Dan J. Shepard, Indianapolis.
 E. R. Shepard, Indianapolis.
 W. E. Sharpe, Indianapolis.
 J. V. Stimson, Huntingburg.
 C. D. Strode, Chicago.
 B. F. Swain, Shelbyville.
 E. A. Swain, Shelbyville.
 W. E. Tnbert, Greensburg.
 O. L. Wade, Indianapolis.
 Geo. M. Waters, New Palestine.
 J. H. Williamson, the Sentinel, Indianapolis.
 A. W. Willents, Indianapolis.
 J. C. Wood, Muncie.
 Chas. A. Wood, Muncie.

President Stimson's Address.

The minutes of the preceding meeting were read by Secretary Pritchard and approved. President Stimson then read his annual address to the association which follows:

Gentlemen of the Indiana Hardwood Lumbermen's Association and friends:

At this the sixth annual meeting of the Indiana Hardwood Lumbermen's Association we desire to call your attention to what has been accomplished in a brief way.

Six years ago about a dozen lumbermen met in the lobby of the Grand hotel when the thermometer stood about twenty-five degrees below zero, and the gas supply was low, and put this body into existence, and today its membership roster is about 90 of the best lumbermen in the state, and that means the best there are. It has brought the lumbermen throughout the state, and many lumbermen from adjoining states, together for business and social purposes, through which they have become personally acquainted and personally interested in each other's welfare, rejoicing with each in his honest effort and consequent success. This body has been largely responsible for bringing about many salutary changes and reforms in rules of inspection of hardwood lumber and in the construction of the same. The rules of inspection of lumber most universally in use today in the United States and abroad are on comparison almost the identical rules drafted by this association's inspection committee four years ago, and which were then presented before the National Hardwood Lumber Association at Chicago. And about the same time the Indiana Association of Hardwood Lumbermen saw the necessity for national and state legislation, regulating freight rates, and strengthening the powers of the Interstate Commerce Commission, and farther safeguarding shipper's interests through-

out the country. Not only between states, but within the borders of the individual states.

It seems the time is at hand for united action along these lines. It is a fact at this time that the carrier says what you shall pay, when and how and what, and when you shall pay car service which falls as a penalty and a tax on your business. The shipper has only to load the cars whenever he can get them, pay the railroad company what it claims and look pleased about it. Especially if the shipment is made from some isolated railroad point.

There is now legislation introduced in both this state and in the national congress that should become law. The bill before the national congress to strengthen the Interstate Commerce Commission, to give it discretionary powers in regard to what the just rate shall be and should be, and to give this commission judicial as well as executive powers. There is also senate bill No. 22 in this state, known as the "Newhouse" bill, and which is introduced in the house by Representative Branch of Morgan county, providing for a state railroad commission. Through this commission shippers may hope to obtain much relief, and I would recommend that all the members of this association



J. C. WOOD.

make earnest efforts to see personally the member of national congress or senate, also the member of house and state senate and explain the needs of these measures and urge their early passage; also there is pending in this state house bill No. 2, relative to mutual insurance, which is of interest to all lumbermen in the state, and I would recommend that you use your earnest efforts to secure its passage.

We believe that most members of the bodies of legislation are earnest and honest men and desire to serve the people, who are their constituents, when they are convinced of what this constituency requires, but they must depend on the various interests to show the justness of these requirements, therefore it is for you to urge and push the work of legislation. The transportation companies are always represented before these bodies by their able lawyers, and shrewd lobbyists, therefore it is necessary that we be represented there as shippers, feeders of these great railroad companies, to show up the shippers' side of the business, and to this end your board of managers have contributed to the matter of interstate commerce legislation, and to the Indiana Shippers' Protective Association, and we hope this will meet with your approval.

I congratulate you on what this association has accomplished in the past, and my faith is its mission is just at the dawning. I will take this opportunity to thank you for your earnest and cheerful co-operation in the work of this association; and I desire to especially thank Mr. Pritchard, the able and efficient secretary, upon whom the hard work of this association has largely fallen, and to whose efforts we greatly owe our success. Respectfully submitted.

J. V. STIMSON,
 President.

Treasurer's Report.

Treasurer C. H. Barnaby of Greencastle then submitted his annual report.

Amount on hand at last meeting, \$314.61
 Received in dues 164.00

Total receipts, \$478.61

DISBURSEMENTS.

Gave check to J. M. Pritchard,
 Secretary's Expenses \$14.50
 Gave check to Grand Hotel Ban-
 quet expenses 97.00
 Gave check to A. L. Lyon, Treas-
 urer Interstate Commission,.... 25.00

Total disbursements 136.50

Balance on hand \$342.11

Report of the Secretary.

The secretary then read his report as follows:

To the Indiana Hardwood Lumbermen's Association: Gentlemen—It gives me great pleasure to report that at the time of this the sixth annual meeting of the Indiana Hardwood Lumbermen's Association we are in a prosperous condition and that the work of the association is going along smoothly and we believe satisfactorily to all our members. Our growth during the past year numerically has not been as great as in some former years, but it must be remembered, however, that in the last three years we have increased our membership over 100 per cent and that we have in this time canvassed the field pretty thoroughly and we have secured a good proportion of the firms in our state that are likely to be interested in an association of this kind. At a recent meeting of our board of managers about twenty names were dropped from our membership roll, largely on account of change of business, firms closing out their business, and death. This deduction from our membership list has not been quite made up by new additions this year, but we have on our membership roll at this time sixty-five live, active members. This still leaves our association one of the strongest, if not the strongest, numerically of the state associations of this kind.

At our last meeting we took up vigorously the question of transportation of lumber by rail, and the correspondence in the secretary's office during the past year has been largely upon this subject. At the time we took up this question one year ago very little was heard of it from any source. Today we cannot pick up a daily paper or a monthly magazine but what we see from one to five articles on the subject of transportation. The country is thoroughly aroused on this question and at the present time President Roosevelt is the leader, representing the people, in a demand for fairness and justice in all matters relative to transportation. Positive results have not yet been obtained, but public opinion is aroused. Our association has been foremost in this movement as it has been in many others for the good of lumbermen, and today we stand hand in hand with many other organizations that have become interested and are helping to bring about the desired results. We believe that while great progress has been made along this line the time is now ripe for even more aggressive work than we have done in the past, and while we cannot presume what the action of this convention will be on these subjects at this meeting, we cannot help but feel that the sentiment of the meeting will be to push the work most vigorously.

We wish to recommend to the association that it amend its by-laws to give its board of managers the authority to set the date of the annual meeting, such meeting to be held some time during the month of January. At the present time our by-laws state that the annual meeting shall be held on the third Tuesday in January. We think this change in the by-laws is necessary for the reason that the Indiana Retail Lumber Dealers' Association holds its meeting during the month of January and that its attendance and our attendance and the convenience of many of our members make it necessary that these two associations confer jointly upon dates of holding their annual meetings and so arrange these meetings that they will not conflict with one another, and that they be so arranged that the meetings can be held during the same week, which will allow any of our members to attend both meetings by making only one trip. Further, I would recommend that a committee be appointed to revise our by-laws to meet the present needs of our association and that they be authorized to have 500 copies printed.

In closing we wish to thank all the members of the Indiana Hardwood Lumbermen's Association for their help and loyal support of the

secretary's office during the past year. Respectfully submitted.

J. M. PRITCHARD,
Secretary.

Directors Increased to Five.

Upon motion the reports of the various officers were referred to a committee consisting of S. Burkholder, J. C. Wood, C. D. Strode and W. W. Knight, which was also constituted a committee on resolutions, and it reported as follows:

We, your committee, to whom was referred the reports of the officers of this association beg leave to report as follows:

1. That the president's and secretary's reports be received and placed on file.

2. That the chair appoint a committee to revise the by-laws in accordance with the secretary's recommendation.

3. Action of the board of managers be approved in appropriating \$25 to the Indiana Shippers' Association and also \$25 to the National Wholesale Lumber Dealers' Association.

4. That the board of directors be increased from three to five members and that the said board be empowered to set the date of annual meeting some time during the month of January.

Respectfully submitted.
S. BURKHOLDER,
J. C. WOOD,
C. D. STRODE,
W. W. KNIGHT,
Committee.

The following resolution was introduced by J. C. Wood of Muncie, Ind., afterward elect-



J. M. PRITCHARD.

ed president of the association, which was finally adopted without a dissenting voice:

Whereas, The Indiana Hardwood Lumbermen's Association recognizes the necessity of organization to further and to protect the interest of all lumbermen, and realizing that the interests of manufacturers and dealers are so near identical and can best be served by one association, Therefore be it Resolved, That the Indiana Hardwood Lumbermen's Association recommends to all hardwood lumbermen, both individually and collectively, to use their best efforts to bring about this state of affairs.

The introduction of this resolution occasioned some little discussion through a misunderstanding on the part of James Buckley of Brookville, he fearing that the resolution contained an indorsement of some association. This little discussion, however, only served to bring out the fact that every member of the trade present was heartily in sympathy with it.

C. D. Riley Addresses Convention.

C. D. Riley, secretary of the Indiana Shippers' Association, addressed the association on the subject of traffic legislation, urging the members of this association to take a personal interest in this subject and to use

all influence possible for the passage of what is known as the Newhouse railroad commission bill, now pending in the legislature of the state of Indiana, as senate bill No. 22, and introduced in the house by Representative Branch.

A general discussion followed the address of Mr. Riley and it was the unanimous opinion of all present that some definite action be taken. The following were appointed a committee of three whose especial duty it should be to present the association's ideas to the state legislature: S. Burkholder, J. V. Stimson, J. M. Pritchard.

Committee Makes Report.

The committee on resolutions reported the following resolutions favorably, and they were all adopted by the association:

Resolved, That we favor the enactment of what is known as the Newhouse railroad commission bill, now pending in the legislature of this state, as senate bill No. 22 and introduced in the house by Representative Branch, and that we urge the representatives and senators to give this measure their attention and vote for it in its present form, without amendment, as it has been prepared by the allied shippers of the state, representing and protecting all the interests of the shippers, consumers, manufacturers and producers.

Resolved, That a copy of these resolutions be sent immediately to every member of the general assembly of the state, as the official act of this association.

Whereas, We believe in the "square deal" all around, and

Whereas, We believe that all men should have equal rights and opportunities to do business under our laws, and

Whereas, We believe that house bill No. 2 introduced by the member from Clay county is designed to give reliable Mutual Fire Insurance companies of Indiana, as well as those of other states a "square deal" and a fair chance to do business in Indiana and other states, on an equal reciprocal basis, therefore be it

Resolved, That the Indiana Hardwood Lumbermen's Association most heartily and unqualifiedly indorses the said house bill No. 2, and hereby pledge ourselves severally and collectively to do all we can to secure its passage in the house and senate, and secure the governor's signature to it, if passed.

Whereas, The necessity for establishing some body of men to whom all questions affecting the rates and regulations of railroads can be authoritatively referred for proper adjudication becomes more and more apparent, and

Whereas, President Roosevelt, in his annual message to congress, says, "In my judgment the most important legislative act now needed as regards the regulation of corporations is this act to confer on the interstate commerce commission the power to revise rates and regulations," therefore

Be it Resolved, That this Association heartily seconds the recommendations of our President, and pledges itself to do all in its power to help to bring about the legislation as recommended by him, and further be it

Resolved, That copies of this resolution be sent to the two senators and to all of the representatives in congress from this state, and that we urge them to do what they can to bring about this desired legislation at the present session of congress. Respectfully submitted.

S. BURKHOLDER,
J. C. WOOD,
C. D. STRODE,
W. W. KNIGHT,
Committee.

Officers Elected.

The following gentlemen were appointed a committee on nomination of officers for the association for the ensuing year: E. F. Swain, Claude Maley and George Palmer. They retired for consultation and then presented the following report: President, J. C. Wood, Muncie; vice-president, Ralph May, Evansville; secretary, J. M. Pritchard, Indianapolis; treasurer, Charles Barnaby, Greencastle; directors, Claude Maley, B. F. Swain, James Buckley, J. V. Stimson, S. Burkholder.

The report was unanimously adopted and the secretary was instructed to cast the entire vote of the association for the gentlemen named. Mr. Wood was escorted to the chair and made a short address which was enthusiastically received, and immediately entered upon the duties of his office.

As it was necessary to give the hotel people an opportunity to prepare for the banquet, the convention, after extending to J. V. Stimson, the retiring president, a vote of thanks, adjourned.

After adjournment a very pleasant time was had in the room provided by the Atlas Engine Works, where an enjoyable entertainment had been provided. The following young gentlemen from the sales department did the honors in a most acceptable manner: O. E. Wilcox, R. D. Anderson and W. E. Sharpe. The universal feeling expressed was that the Atlas Engine Works were all right.

The Banquet.

At the banquet over sixty members of the association and their friends were seated at the table. J. M. Pritchard took charge of the meeting after the banquet. The utmost



C. H. BARNABY.

good feeling prevailed and addresses were made by Earl Palmer, president of the National Hardwood Lumber Association; Lewis Doster, secretary of the Hardwood Manufacturers' Association; Charles Barnaby, C. D. Strode and others. Mr. Pritchard handled the meeting very acceptably in spite of it being his maiden effort in this direction. Owing to the lack of stenographic service it is impossible to give this week the speeches made, with the exception of C. D. Strode's. However, the HARDWOOD RECORD will endeavor to secure all the speeches it can in time for the next issue. Mr. Strode said:

Mr. Toastmaster, and gentlemen of the Indiana Hardwood Association: I suppose all of you know me. If there is anyone here that does not be will not and me difficult to get acquainted with, and once you are acquainted with me, the rest is easy.

"Lives of great men all remind us
We can make our lives sublime,
And departing leave behind us
Footprints on the sands of time."

When it comes to leaving "footprints" the Indiana men are all there, in the "sands of time" or anywhere else, for length and breadth and general impressiveness of appearance; and we're leaving footprints by means of this Indiana Association. From the first meeting,

when Sam Burkholder and Henry Maley and less than half a dozen lumbermen and an equal number of newspaper men assembled in this very room, we have made footprints. It is conceded that Charlie Barnaby made the biggest footprints. I don't know about being a great man, but Charlie makes good big "tracks." It is a well-known fact that the reason he has never reached his full development physically—the reason he didn't grow tall—was because so much of him is turned up on the ground.

Footprints on the sands of time.

There has not been a single measure of importance whether in state, national or trade legislation, on which the Indiana Association has not left its mark. We couldn't sign our names at all times, maybe; we were not in condition to do it, but we have made our mark, and a deep, wide mark it has been. On the making of inspection rules, in the state forestry legislation, and in the national legislation on railroads and forestry the Indiana Association has left an indelible mark.

From the first meeting, when Sam Burkholder bribed the bellboy—paid him a quarter—to let on that there was no meeting being held, to the present time, at this great meeting, the Indiana Association has made me proud that I was born in Indiana. The cost has been more of a joke than anything else. How in the world the association has been run on \$2 a year and done all the good it has, besides giving a banquet such as the one we have had tonight, and all on \$2 a year, we must leave for an Indiana man to figure out. There is no danger of any graft, either on the part of the secretary or treasurer, and they always have just enough in the treasury so that Charlie Barnaby can buy a few oak trees. Not enough that he can corner the market—but all of this is introductory. You will believe directly that my paper is all introduction, but the more I can take up in this way, the less I will have to say about my subject, because I don't know very much about it. The subject assigned to me was "the relation of the lumber press to the lumber trade." I should say that they ought to be first cousins, to say the least. It is difficult to turn down a near relative.

I will say, however, that my experience has been that the lumber press has usually advocated that which is right. I have in mind a certain lumber dealer of Chicago who does not advertise, that one time, in response to an earnest solicitation and while he was thinking of something else, was induced to place an advertising contract in a certain paper. The day after its first insertion, he called at the office and wanted the contract canceled. He said, "By granny,"—he didn't say "By granny" really, he used a stronger term, which I will not shock you by repeating—he said "By granny, that advertisement appeared and by means of it a man came in from Indiana that I thought I had lost, and I had to settle with him, and it cost me \$300. I'll never advertise again."

You may believe that at times the newspaper man is a bore. You may believe at times that you could get along better without the papers, but no man who does a fair and legitimate business need fear publicity. For the other kind of men, for those who are working a scheme to defraud the shipper and keep him from his best customers, the newspapers in the lumber trade are a terror.

But I have some fault to find with you lumbermen; you don't always tell us unsophisticated newspaper men the truth. I am of a gentle unsuspecting nature, and I believed what was told me, all of it, up to a year ago. A year ago I would have defied any lumberman to tell me anything I wouldn't believe, but of late I have come to the conclusion that since George Washington cut down his cherry tree, nearly 200 years ago, the truth has not been told about the hardwood timber cut in this country. And it is sad to see a young and tender man get knocked silly. It is sad to see a trusting faith in humanity shaken. In all but Indiana; I still believe all that is told me in Indiana. I believe it is all Indiana oak.

And that's enough about the "relation of the lumber press to the lumber trade."

I want to say how glad I am to be with you; how I have looked forward to this meeting and how I have enjoyed it. A man has to get his feet in the soil sometimes to restore his balance. And you people with your feet in the soil all the time you ballast the country. And such feet! You can't shake it.

I thank you.

Chicago Hardwood Lumber Exchange Meeting.

At 1 o'clock on Saturday, Jan. 14, there was held at the Grand Pacific hotel the regular monthly luncheon of the Chicago Hardwood Exchange. W. O. King, the president, called the meeting together for a business session immediately following the repast. Thirty-nine Chi-

cago hardwood lumbermen and guests were present, as follows:

W. O. King, W. O. King & Co.
J. S. Trainer, Trainer Brothers.
F. S. Hendrickson, F. S. Hendrickson Lumber Company.
John D. Spaulding, Upham & Agler.
E. B. Lombard, Hayden & Lombard.
Milton Miller, Miller Brothers.
Matthew I. Miller, Miller Brothers.
J. P. McParland, Ryan & McParland.
P. A. Ryan, Ryan & McParland.
Charles Darling.
A. J. Howard.
H. S. Hayden, Hayden & Lombard.
S. J. Vinnedge, S. J. Vinnedge & Co.
S. R. Vinnedge, S. J. Vinnedge & Co.
P. R. Richardson, Crandall & Richardson.
Edward P. Petleys.
W. M. Hopkins, Theodore Fathauer Company.
Theodore Fathauer, Theodore Fathauer Company.
Grant Harrison, Charlevoix, Mich.
L. Lesh, Lesh & Matthews Lumber Company.
W. E. Clegg, Fink-Heidler Company.
J. J. Fink, Fink-Heidler Company.
A. H. Ruth, G. W. Jones Lumber Company.
C. D. Strode, Hardwood Record.
H. H. Gibson, Hardwood Record.
Geo. R. Thamer, Empire Lumber Company.
F. B. MacMullen, MacMullen Brothers.
Frank B. Stone, Frank B. Stone & Co.
A. H. Schoen, Columbia Hardwood Lumber Company.
Edward Schoen, Columbia Hardwood Lumber Company.
C. L. Wallace, W. & B. Hardwood Lumber Company.
Park Richmond, Richmond, Slimmer & Co.
John S. Benedict, John S. Benedict & Co.
Charles Wescott, buyer for International Harvester Company.
W. W. Lufkin, buyer for Kimball Piano Company.
W. C. Schreiber, Francis Beidler & Co.
A. R. Vinnedge, A. R. Vinnedge Lumber Company.
Jesse Thompson, J. W. Thompson Lumber Company, Memphis, Tenn.
F. F. Fish of Chicago.

Under the discussion of general business, the principal topics of debate were the threatened teamsters' strike and the financial relation of the exchange with the Woodworkers' Association. W. C. Schreiber, Frank Stone, Theodore Fathauer and George R. Thamer took principal part in the debate. W. C. Schreiber called attention to the fact that in the council of the Woodworkers' Association the committee, consisting of W. O. King, Ed Heath and himself, were not represented. Theodore Fathauer moved that the old committee be discharged and a new committee consisting of W. O. King, W. C. Schreiber and George R. Thamer be appointed.

After considerable fencing W. O. King put the motion, which was carried. George Thamer made a characteristic speech in which he urged all the lumbermen to stand together for an open shop. The committee was so instructed. W. C. Schreiber raised the point that the exchange had never paid its assessments to the Chicago Woodworkers' Association. It seemed it had been left optional with the members whether they should pay, and some of them had refused to pay anything. It was explained that all of the team-owners had paid, but some who hired teams by the day had refused payment on the ground that they were not interested. Mr. Schreiber explained that one of the principal points at issue with the teamsters was the proposition to raise the day's wages of the hired teamsters. Frank B. Stone moved that the secretary of the exchange be instructed to communicate with the secretary of the Woodworkers' Association, and report at the next meeting just how the exchange stood, the disposition being manifest that if the exchange owed anything, it wished to pay. After some other and very vigorous discussions the meeting adjourned.

Elects Annual Officers.

The annual meeting of the Lumbermen's Association of Grand Rapids, Mich., was held Jan. 10, at 7:30 p. m., at the Pantiind hotel. A large number of the members were present, out of a total membership of 36. Matters of vital importance to lumbermen were discussed, after which a board of nine directors was elected. Those elected were: W. O. Hughart, Jr., C. F.

Sweet, C. A. Phelps, H. C. Angell, L. L. Skillman, C. F. Perkins, W. E. Cox, A. L. Dennis, J. W. Ferdon.

The directors then elected the following officers:

President—W. O. Hughart, Jr.
Vice-President—C. F. Perkins.
Secretary—L. L. Skillman.
Treasurer—H. C. Angell.

The newly elected president, W. O. Hughart, Jr., is one of the prominent wholesale hardwood dealers of Grand Rapids.

L. L. Skillman, the secretary, is also prominent in hardwood circles, and is secretary-treasurer of the Longfellow & Skillman Lumber Company.



L. L. SKILLMAN.

urer of the Longfellow & Skillman Lumber Company.

The directors feel that great good has been accomplished during the past year; they also feel that there are many things that should be taken up during the coming year, and they have arranged to take luncheon together every Monday noon at the Morton house. The members of the association take luncheon together once a month, usually the last Saturday in the month.

Coe Machinery A Winner.

The Coe Manufacturing Company of Painesville, O., maker of veneer machinery, has been awarded the grand prize at the St. Louis World's Exposition. This is the second time in four years that it has secured grand prizes at international exhibitions. This concern has been making veneer machinery for thirty-five years, and at present a large percentage of the veneer made in the United States and Canada is cut on its machines. It has also built up a large foreign trade which is constantly growing.

The Coe Company built a new plant three years ago, which it has already outgrown. In the spring it will add another large building, which will be devoted exclusively to the manufacture of its automatic roller veneer dryer, a comparatively new device.

In addition to complete outfits for veneer mills it also manufactures several specialties along kindred lines, such as butter dish machinery, grinders, automatic sewing machines, etc. The Coe Company is prepared to furnish complete veneer mill plants and will, if desired, build the mill and install the machinery.

In about two months its 1905 catalog will be ready for distribution. This book will be the most comprehensive treatise on the veneer industry ever issued, and anyone interested in the lumber, veneer, package, basket or furniture business should have a copy. Address Coe Manufacturing Company, Painesville, O.

Hardwood Manufacturers' Association Meeting.

At 11 o'clock on Jan. 24 there occurred at the City of Nashville the largest gathering of hardwood manufacturers of the country that were ever before grouped in one body. It was the meeting of members of the Hardwood Manufacturers' Association of the United States, and contained leading representatives of the hardwood manufacturing industry from all sections.

The meeting was called to order promptly at 11 a. m. by the president of the association, R. H. Van Sant of Asbland, Ohio. The roll of members was called by the secretary and it was found that a very large proportion of the membership was in attendance.

Roster of Those Present.

B. P. Andrews, Columbia, Tenn.
 Brent Arnold, Jr., Cincinnati Northern R. R., Cincinnati, O.
 Stuart A. Allen, G. A. C. H. & D., West Shore Dispatch, Cincinnati, O.
 J. H. Baird, Southern Lumberman, Nashville, Tenn.
 F. W. Blair, Chattanooga, Tenn.
 Percy Brown, Spring Hill, Tenn.
 Chas. H. Barnaby, Greencastle, Ind.
 L. M. Borgess, Lumbermen's Exchange, St. Louis, Mo.
 J. H. Barker, Logan & Moffett Lumber Co., Knoxville, Tenn.
 W. F. Biederman, Credit Rating Dept., National Lumber Mfg. Assn., St. Louis, Mo.
 Leonard Bronson, American Lumberman, Chicago, Ill.
 J. E. Brantley, Burroughs Lumber Co., McMinnville, Tenn.
 C. B. Benedict, Davidson-Benedict & Co., Nashville, Tenn.
 W. I. Barr, Greenfield, O.
 H. Baker, Henderson, Baker & Co., Nashville, Tenn.
 R. M. Carrier, C. M. Carrier & Son, Sardis, Miss.
 W. M. Crossfield, Crossfield & Co., Nashville, Tenn.
 W. J. Cude, W. J. Cude & Co., Kimmins, Tenn.
 C. Crane, C. Crane & Co., Cincinnati, O.
 C. M. Crawford, Yellow Poplar Lumber Co., Coal Grove, Ohio.
 E. E. Carter, Sparta, Tenn.
 E. M. Cary, T. F. A., C. H. & D. Ry., Cincinnati, O.
 A. H. Card, Southern Hardwood Co., Nashville, Tenn.
 S. P. Coppoch, S. P. Coppoch & Co., Fort Wayne, Ind.
 I. K. Colley, Colley & Son, Centerville, Tenn.
 F. M. Cutsinger, Young & Cutsinger, Evansville, Ind.
 Lewis Doster, Sec. Hardwood Mfrs. Assn., Columbus, O.
 W. H. Dawkins, W. H. Dawkins Lbr. Co., Ashland, Ky.
 O. Dircks, Askins & Dircks, Union City, Tenn.
 Jas. R. Davidson, Cincinnati Northern R. R., Cincinnati, O.
 J. B. De Lawter, C. S. De Field, East Prairie, Mo.
 J. N. Day, St. Louis Lumberman, St. Louis, Mo.
 G. E. Deneke, D. B. Hubbard Co., Winchester, Tenn.
 Edmund F. Dodge, P. G. Dodge Co., Chicago, Ill.
 E. L. Davis, J. E. Davis, E. L. Davis & Co., Louisville, Ky.
 W. E. Delaney, Kentucky Lumber Co., Burnside and Williamsburg, Ky.
 J. S. Denton, Southern Lumber & Box Co., Nashville, Tenn.
 W. V. Davidson, Davidson-Benedict & Co., Nashville, Tenn.
 L. B. Elswick, Wilson Lumber Co., Toronto, Can.
 W. M. Fowler, Case Lumber Co., Chattanooga, Tenn.
 E. L. French, Rob't H. Jenks Lumber Co., Cleveland, O.
 Frank F. Fee, Newark, O.
 Thos. W. Fry, Sec., Indiana & Arkansas Lumber & Mfg. Co., Marianna, Ark.
 A. F. Gahagan, Loomis & Hart Mfg. Co., Chattanooga, Tenn.
 N. W. Gennet, Gennet Lumber Co., Madison, S. C.
 H. H. Gibson, Editor Hardwood Record, Chicago, Ill.

W. J. Griffith, The Griffith Lumber Co., Oliver Springs, Tenn.
 E. L. Lee, Kieth-Simmons & Co., Nashville, Tenn.
 Rolfe Gerhardt, C. L. Ruter Lumber Co., Clay, W. Va.
 W. F. Green, Davidson-Benedict & Co., Nashville, Tenn.
 George Guild, Lumber Trade Journal, New Orleans, La.
 G. S. Hill, Vestal Lumber & Mfg. Co., Knoxville, Tenn.
 H. V. Hartzell, Greenville, O.
 J. V. Hill, Chief Inspector, Columbus, O.
 T. M. Harper, Bellsburg, Tenn.
 F. M. Hamilton, Indiana Lumber Co., Nashville, Tenn.
 A. Z. Haas, Williams-Haas Lumber Co., Fayetteville, Tenn.
 V. L. Heaton, Hardwood Mfrs. Association, Columbus, O.
 W. B. Judson, American Lumberman, Chicago, Ill.
 H. C. Jacoby, Hamilton, O.
 F. J. Kury, Williamsson-Kury Mining & Lumber Co., Mound City, Ill.
 Jos. J. Linehan, Linehan Lumber Co., Pittsburg, Pa.
 Simon Lieberman, Lieberman, Loveman & O'Brien, Nashville, Tenn.
 A. Loveman, Lieberman, Loveman & O'Brien, Nashville, Tenn.
 P. B. Little, Little Lumber Co., St. Louis, Mo.
 E. A. Lang, Paepke-Liecht Lumber Co., Chicago, Ill.
 Geo. W. Leuhrmann, C. F. Luehrmann Hardwood Lumber Co., St. Louis, Mo.
 Hamilton Love, Love, Boyd & Co., Nashville, Tenn.
 R. T. Largent, Bement & Largent Lumber Co., Buckeye, Mo.
 Edw. Maphet, Logan & Maphet Lumber Co., Knoxville, Tenn.
 Henry W. Magoon, Grand Rapids, Mich.
 J. W. Mayhew, Asst. to Pres., W. M. Ritter Lumber Co., Columbus, O.
 Edw. Morgan, T. F. A. B. & O. S. W. Rwy., Louisville, Ky.
 J. H. McFall, McLean Lumber Co., Nashville, Tenn.
 D. C. Mitchell, Springfield Planing Mill Co., Springfield, Tenn.
 Claude Maley, Maley & Wertz, Evansville, Ind.
 W. C. Mills, Jacoby & Mills Lumber Co., Winchester, Tenn.
 W. H. Nigh, Nigh Lumber Co., Ironton, O.
 W. N. Offent and wife, Tug River Lumber Co., Bristol, Tenn.
 A. M. Oehmen, Oehmen Bros., Esthridge, Tenn.
 Edgar Pearson, Sparta, Tenn.
 J. E. Pace, A. J. Pace & Son, Kimmins, Tenn.
 P. C. Prensitzer, Keith-Simmons & Co., Nashville, Tenn.
 Rufus W. Powell, Crossville, Tenn.
 G. A. Roy, Roy Lumber Co., Nicholasville, Ky.
 C. M. Rawlings, E. V. Wyssbrod & Co., Pommola, Ky.
 Tyree Rodes, Nashville, Tenn.
 A. B. Ransom, J. B. Ransom & Co., Nashville, Tenn.
 John B. Ransom, J. B. Ransom & Co., Nashville, Tenn.
 E. O. Robinson, Mowbray-Robinson, Cincinnati, O.
 John Rabb, J. Holmes Lumber Co., St. Louis, Mo.
 D. W. Roas, Leesburg, O.
 D. M. Rose, Knoxville, Tenn.
 Dr. C. A. Schenck, Ph.D., Forester, Biltmore Estate, Biltmore, N. C.
 Joseph Strand, Standard Dry Kiln Co., Indianapolis, Ind.
 R. M. Scobee, Scobee Lumber Co., Winchester, Ky.
 A. J. Sims, Sparta, Tenn.
 J. E. Smith, Barberton, O.
 R. L. Stearns, Stearns Lumber Co., Stearns, Ky.
 M. W. Thomas, M. W. Thomas Lumber Co., Ashland, Ky.
 M. J. Todd, Lake Shore-Lehigh Valley Fast Freight Line, Cincinnati, O.
 Gen. Gates P. Thurston, Prewitt-Spurr Mfg. Co., Nashville, Tenn.
 Howard Taylor, Staunton, Tenn.; Taylor & Baskerville, Staunton Depot, Tenn.
 J. C. Rea, Columbia, Tenn.
 J. F. McLean, McLean Lumber Co., Nashville, Tenn.
 L. L. Mather, H. M. Disston Sons, Philadelphia, Pa.
 W. W. Dings, Garetson-Greaseon Lumber Co., St. Louis, Mo.
 R. H. Van Sant, Van Sant-Kitchen & Co., Ashland, Ky.
 Robt. Vestal, Vestal Lumber & Mfg. Co., Knoxville, Tenn.

H. Von Schrenck, Missouri Botanical Gardens, St. Louis, Mo.
 W. W. Wilms, Paepke-Liecht Lumber Co., Chicago, Ill.
 S. A. Williams, Williams & Voris Lumber Co., Chattanooga, Tenn.
 H. E. Wentz, W. M. Ruter Lumber Co., Columbus, O.
 J. L. Waggoner, Fayetteville, Tenn.
 A. M. Williamson, Williamson-Kury Mill & Lumber Co., Mound City, Ill.
 John M. Welch, Standard Lumber & Box Co., Nashville, Tenn.
 J. K. Williams, Williams-Haas Lumber Co., Fayetteville, Tenn.
 A. T. Williams, Williams-Haas Lumber Co., Fayetteville, Tenn.

John B. Ransom of J. B. Ransom & Co. and of the Nashville Hardwood Flooring Company of Nashville, introduced to the convention the pioneer lumberman of Nashville, Simon Lieberman of Lieberman, Loveman & O'Brien.

Mr. Lieberman Welcomes Visitors.

Mr. Lieberman in a particularly happy vein welcomed the visitors to the city. He referred to the diffidence of Mr. Ransom in not personally delivering the address of welcome and said that he also had the misfortune to be bashful, which infirmity he had striven for years to overcome. He averred that he was so bashful that under no circumstances could he say "No." He refused to say no when asked to join this association, but did so with reluctance; when he was asked to advance prices, he was unable to say no; when he was asked to amend his grading rules, he was unable to say no; when he was asked to boost his prices very high, he was unable to say no. He alleged that he accepted the advice of his fellows in the association in all instances and that generally a good balance to the right side of his profit and loss account had been the result. All the foregoing had meant more or less trouble to him, and he was especially troubled when the association had asked him to reduce prices; but his trouble of all troubles was when he was called upon to welcome distinguished guests to Nashville, and he had consented to perform that pleasurable duty only when John B. Ransom had insisted that it was beyond his power to do so.

Mr. Lieberman incidentally referred to the meeting of last year, and of the treatment that the joint conference committee on grading rules of the Hardwood Manufacturers' Association and of the National Hardwood Lumbermen's Association had received at the hands of the National Association.

He referred to the dark clouds that hung over 1904 at the opening of the year, with dull business, predicted strikes, every indication of continued apathy in trade, the presidential campaign and doubts as to the future, and how all had been dissipated by returning confidence and renewed business activity.

Mr. Lieberman referred circumstantially to the benefits that had been conferred upon the hardwood manufacturers of the country

by the Hardwood Manufacturers' Association, and contrasted the resultant benefit with what it was possible for the National Hardwood Lumbermen's Association to confer upon the industry. He advised the members of the association into strict adherence to the rules of the Manufacturers' Association, and said that Nashville lumbermen were absolutely loyal to it.

Mr. Lieberman continued his address with a panegyric on Nashville and the great state of Tennessee, of which it was the commercial lumber center, referring to the commonwealth as being the best timbered state in the Union, and one still rich in white pine, yellow pine, ash, walnut, beech, oak and the greatest of hardwoods, poplar; and delivered a final peroration of most hearty welcome to the guests to consider the Capital City of Tennessee as theirs, as well as the keys thereof, and stated that a committee of three, consisting of the bashful John B. Ransom, the beautiful James H. Baird and the genial Hamilton Love, constituted a committee to deliver over to the assembled guests anything in sight in the city for which they wished.

"You will find on the desk of every lumberman in Nashville an open and signed check-book, and if you run short of funds, go and fill out a check to any amount you may require and any bank in Nashville will cash it for you," was the enthusiastic and generous way in which Mr. Lieberman concluded his welcome.

President Van Sant then presented an address as follows:

President's Address.

Mr. Lieberman, Gentlemen and Members of the Hardwood Manufacturers' Association of the United States: A great pleasure attending this third annual meeting of the Hardwood Manufacturers' Association of the United States is the fact that it affords us the opportunity to visit this beautiful city and commercially great city of the South; a city famed for its beauty, for its financial strength, for the commercial integrity of its business men, and, again, a city that has had such a great and honorable lumber history. Comprised within the limits of the Nashville hardwood district have been vast forests, at one time deemed inexhaustible and still of great extent, which have contributed much to the commercial and domestic welfare of this country.

Nashville is not a local city of Tennessee; it is a city known in every state of the union where lumber is consumed. Nashville is known in London and in Liverpool; it is known in Glasgow, in Hamburg and in Paris, as for many years it has given forth the very best of its lumber products in supplying the demands of the chief lumber-consuming sections of the known world.

I thank you, Mr. Lieberman, and you, gentlemen of the South, for the courtesy of your invitation to meet with you here, and, in behalf of this association, I wish to express our gratitude for the welcome you have given us, and the pleasure and comfort your hospitality vouchsafes.

Another distinct pleasure is that I see so many members of this association present, and it is with unqualified satisfaction that I greet you. Your presence here means much to your president, but it means more to the association. It signifies your interest in this great work that has been undertaken by you in behalf of the hardwood industry of this country. You have had interest enough in it to leave your homes, and, in many cases, to travel long distances to meet here with your fellows of this association, and I know that you have made sacrifices of time and money to do so. The personal compliment to myself that your presence lends is overshadowed by the compliment you pay to the Hardwood Manufacturers' Association of the United States. Gentlemen, I am proud and happy to greet you.

Hardwood Forests.

The hardwood forests of this country, once the most magnificent of the known world, have been subjected to a drain ever since the pilgrim fathers landed on Plymouth Rock. Our predecessors in the hardwood industry, as well as the present generation of lumbermen have been un mindful of the great inheritance of wealth that has fallen to us and, to a great extent, we have lost sight of judicious practices in relation to our patrimony. We are cutting billions of feet of hardwood lumber each year; we are devastating millions of acres of our forests each year. As we go further and further into remote sections of mountain and swamp for our timber, it should be brought forcibly to our minds that we are approaching the beginning of the end of our inheritance.

Therefore, it is timely to suggest that we have reached the period for conservative and economical methods in the handling of our forests, if we are not so entirely selfish as to purpose not to leave for posterity any remnant of the timber wealth. The time for conservation in hardwood timber cutting is certainly at hand.

In this connection I want to compliment the president of the United States for his interest in the subject of forest conservation and the rebuilding of American forests, which was manifested by the aid and support he gave the Forest Congress, which convened at Washington on the second of this month. The educational features promulgated at that meeting should be of interest to every hardwood lumberman in the United States, and the carrying out of the practical suggestions there made should contribute very largely to their commercial success in the future.

Status of American Hardwoods.

Perhaps all of you have not analyzed the importance possessed by American hardwood in the commerce of the world. It is largely to this country that Great Britain, Germany, Austria-Hungary and France look for their supplies of hardwood with which to provide for the making of furniture, vehicles and house furnishings. Outside of a very limited quantity of oak still standing on the continent of Europe, which is of high quality, the United States is the source of supply for practically all the world's hardwood demand. Than American oak, there is none better, and so it is recognized both at home and abroad.

Poplar, as it is almost universally called in this country, or whitewood as it is sometimes called abroad, is a great and exclusive product. This wood is a native of America, and is the sole surviving species of its genus. It is one of the highest priced of the broad-leaved growth of this country, and, in size, it is the largest that grows in the United States, save the redwoods of California. Among the broad-leaved trees, it bears the same relation as does the white pine to the conifers. Of this wood, the home consumption and foreign demand are equal to the present production.

In walnut, another of the famous American woods, the forest trade still demands a general supply. For ash and hickory, our friends across the water are obliged to come to us, as well as for cottonwood, red gum, elm and maple.

The chief foreign customer for American hardwood is Great Britain. England is just getting over a period of financial depression incident to the immense expense encountered in the prosecution of the Boer war. Commercial conditions and prospects are better there now than in years. Great Britain is again in the market for imports of many kinds, and especially for hardwood lumber.

American hardwoods are essentially the standard commodity across the Atlantic and that the foreign buyer does not pay a higher price for them is entirely a fault of ourselves. I wish right here to insist that much better prices could be secured for all American woods on the other side of the Atlantic if the pernicious system of shipping lumber on consignments were stopped. If the manufacturer will cease doing this he will find that the foreign buyer will come to his very door and pay for his products, f. o. b. cars, higher prices than he now receives on the dock at Liverpool or Hamburg.

History of the Association.

The history of this association is a brief one. The needs of such an organization were recognized by leading hardwood manufacturers three years ago, at a time when the hardwood manufacturer was "every man for himself." It was at a period when more than eighty per cent of the lumber producers along the Ohio river had made failures and this percentage was characteristic of the history of the hardwood business in nearly all sections of the United States. The association was organized as a commercial necessity. It was organized on the theory of self-preservation. Plans were, therefore, formulated for an association to comprise the hardwood manufacturers of the United States, with its aim to educate the hardwood manufacturer to a knowledge of the value of his timber, to en-

able him to correctly estimate the cost of his product, to instruct him in the best possible methods to produce lumber, to train him in correct and just methods of selling, to inform him concerning the quantity and quality of stocks on hand, to post its members on the commercial standing of every individual in the trade to whom it is sold, and, paramount of all, to educate the manufacturer and consumer alike into the necessity of having a just and uniform system of lumber inspection. These things, and more, it has accomplished, and on these successes I wish to congratulate you.

These have been and are the aims of this association,—to the eventual end that the value of hardwood timber and the cost of lumber production may be established and a just profit may accrue to the individual engaged in the trade, to compensate him for the money invested, the risk involved and the labor required.

The aims of this association have not been entirely selfish, for, besides benefiting itself, it has conferred equal benefits to the lumber consumer. It has given him uniform manufacture, uniform inspection and a systematic method of doing business with the hardwood manufacturer, which is generally appreciated. In the past the lumber-buying public has been the victim of careless and unbusinesslike methods, fraught with dissatisfaction and with discredit to the manufacturing fraternity. The element of success for an industry lies in its ability to promote uniformity of methods. This uniformity we are accomplishing.

Manufacture and Grading of Lumber.

Ever since I have been interested in association work and realized the possibilities of its attainment the subject of universal inspection of American hardwoods has appealed to me as one of the most essential, if not the most important thing that might be accomplished by this association. I am a firm believer in universal inspection. I believe it to be the means to an end whereby the best interests of the manufacturer, jobber and consumer will be conserved. Already we have achieved a result along this line that has brought order out of chaos. A permanent method to market hardwood lumber in a universal manner is a vital question, and it is to the interests of all elements of the trade that they thoroughly familiarize themselves with any method that tends to a just and satisfactory marketing of our products. It is my contention that the success of the manufacturer redounds to the advantage of the consumer, as every progressive and successful producer in marketing his stock to the best satisfaction of the consumer is conserving the best interests of both. Wonderful results have already been accomplished in this direction, but there is more work to be done on these lines.

The consuming trade desires stock of a uniform thickness, as well as uniform grades. Its wish in this particular should be gratified, as the trade does not demand the wasteful over-thickness of stock that it has been almost a universal custom to produce. This plan would mean economy in raw material to the sawmill man and uniformity in the production of lumber and this uniformity would cause the millman to manufacture his lumber well, stack it well, season it well, and put it upon the market in the best possible shape for the consumer. There never was a time when there was a profit in badly manufactured lumber, nor in lumber that was badly cared for after being manufactured.

The methods prevalent since the advent of the Hardwood Manufacturers' Association of the United States should, if necessary, be made still more stringent. Manufacturers should absolutely reject any proposal for the sale and shipment of lumber which involves the mixing or "salting" of grades. This pernicious practice is indulged in by some to the detriment of every individual engaged in legitimate lumber pursuits. Contributing to this system of doing business is inimical to the prosperity of uniform manufacture, grading and sale. When a manufacturer in any way, aids or assists in the frauding of a consumer, he is damaging himself and his industry in proportion of a thousand to one to the possible profit he can himself hope to secure from the transaction. The man who buys your lumber, the man who pays the bill, the man who supports your industry, is the man to be protected by this association. It should be the consumer's privilege to know that when he places an order for a car of hardwood lumber, of a specific grade, that he will have it filled correctly and justly, in accordance with the universal rules laid down by this association. It seems to me that there could be no system evolved to accomplish this end that will be more satisfactory to all parties interested than the methods used by this association, save that more safeguards, if necessary, should be placed about the system, to the end that more security can be insured to both producer and consumer. At the present time, there seems little room for the carrying on of dishonest practices by producer, broker,

buyer, consumer or inspector, who is following our rigid plans, as our rules are handled so that every encouragement is given to absolute impartiality.

To further perfect the system of grading and inspection, I wish to urge that there be made the following changes and additions to our rules and methods:

1. That without changing the intent of our present rules, they should, wherever necessary, be amended so as to make them so plain as to be easily and thoroughly understood by the class of men who inspect and grade lumber, and by those who buy and use it.

2. That the greatest care should be used in the selection and training of inspectors in the methods prescribed for grading, under our rules.

3. A determined demand of this association that all its members avoid the demoralizing practice of manipulating or changing established grades so as to enable the unscrupulous to impose on the consumers of our lumber.

4. Every man has, or should have, a just pride in the goods he manufactures, and to the end that a manufacturer may not lose his identity in the trade, I would suggest that this association make provisions for a specific trademark or brand for every member of this association, which he can either stencil or brand upon his lumber in addition to the grade mark. This system would insure a means whereby any piece of lumber manufactured by a member of this association could be traced to its origin which would be a protection to the individual manufacturer, as well as tend to stimulate him to better methods in production, and to more careful methods in the inspection and shipping of his products.

our practical men to the points of production for the purpose of educating the manufacturer into uniform methods is one of the features by which we have produced good results, and thus reduced the number of claims by consignee which causes a better feeling between buyer and seller.

The financial condition of this association, you will see from the secretary's and treasurer's reports, is in splendid condition, and we may congratulate ourselves on the condition owing to the past dull season. I recommend that a special committee be appointed to consider the question of finance and a constitutional amendment which has been offered.

The Credit System.

The credit system that has been organized through the office of the secretary, I most heartily commend as contributing facts of essential importance to every member of this association. I earnestly thank you for your co-operation in assisting in the maintenance of this feature of our work and recommend that it be still further elaborated and extended so that every member may be posted on the character and financial standing of the lumber-buying public of this country and abroad.

I also commend the information collated through the secretary's office by which the general financial and industrial conditions in the various consuming markets of the country may be gauged, which facilitates in estimating prospective demand and value. I recommend the enlargement of the detail of this portion of our work.

The Statistical System.

The logic of commerce points out that all values depend on supply and demand. By

capita of the wealth of this country was the greatest ever known, came at a period of good crops, at good prices and when financial returns in all lines of legitimate business were excellent. The country really was suffering from a plethora of wealth rather than of poverty. The buying public, however, became frightened and over-cautions. Prospective building enterprises were suspended and railroad projects for a good year's business for 1904 did not fully materialize. The demand for lumber gradually declined, and the diminution in demand had a tendency to soften prices. This condition continued until mid-summer, when the business public awakened to the fact that it had been frightened by a bugbear, that the illegitimate enterprises of the trust promoters had little to do with the lumber business, or any other honest calling; and in the face of a presidential campaign lumber values began to strengthen and at the end of the year they had shown such an accretion that the major portion of the decline of the early part of the year has been regained.

Happily the supply of our products did not show any decided excess at the opening of 1904. This association even anticipated the prospective reduction in the demand, and the quantity of stock was gauged accordingly, and but few members had lumber at any time during 1904 in burdensome surplus. Climatic conditions also greatly assisted in shrinking the production of some items of stock. General business conditions prevailing were fair during the entire year, and in most cases prices advanced materially during the last few months of 1904. Those items that weakened the most during the early part of the year advanced later to a point



R. M. CARRIER.



S. C. LIEBERMAN.



JOHN W. LOVE.

5. That a special and universal mark be given to each grade of lumber manufactured by members of this association and that such mark be plainly placed on each piece before it goes upon the market, to the end that the mark may become a recognized grade symbol, and thus be known to every manufacturer, inspector, buyer and consumer of the hardwood products of this association. By doing this, we will, in my judgment, command the confidence and respect of every buyer and consumer of lumber the world over.

Before leaving the question of grading and inspection of lumber, I desire to call your attention to the effort heretofore made to amalgamate and make one rule for the inspection of hardwood lumber. It is not necessary for me to announce that the National Hardwood Lumber Association failed to approve the acts of the joint committee which had been appointed for this purpose. The meeting between the joint committees referred to was done at great expense and trouble by representative men from both associations. I feel sure that this association stands ready and willing to reaffirm the action of the joint committee in regard to the inspection as agreed upon and signed in Chicago.

We are an established association. We have established our grading rules and from our secretary's report it will be seen that we did more work last year than ever before. Our plans and principles in handling this have been effected. Our methods have been appreciated by our members and the consumers who have studied the question thoroughly. The visits of

means of the statistical department, inaugurated by this association, at regular intervals there may be determined the quantity and grades of all varieties of hardwood lumber in first hands. This feature of our work is recognized as being of inestimable value in determining how logs shall be saved, how prices shall be based, and how the best financial results from the manufactured product can be secured. I wish to call your particular attention to this detail of the work of the association, and impress upon you the value of hearty co-operation in its support to the minutest detail. By this means, any overproduction of particular grades or thicknesses can be promptly remedied; and any shortage in any particular section caused by lack of water or other climatic conditions may be noted.

In Retrospect.

The history of the hardwood business during the last year has been somewhat peculiar. The early part of the year 1904, saw a falling off of values on account of conditions entirely beyond the control of lumbermen themselves. For some time previous to this, a financial craze was developed which manifested itself in the organization of trusts, by means of which the public was affected to no inconsiderable extent. The effect of this method of finance was just arriving at the opening of the year 1904, and the wealth of the rich and the savings of the middle class, in many instances, were entirely lost. To no appreciable extent did the result affect the finances of the legitimate industrial trade. The fiasco came at a time when the per

where the entire decline was practically regained.

Had it not been for this organization, when the time came that the consumption of lumber was reduced, the timid would have become frightened and we do not know to what extent they would have lowered the prices in order to force their lumber on the market, but we are fully aware that the lowering of prices will not increase the consumption, but decrease it in our line. The association went to work to advise its members of its true condition and the cause of the falling off in the demands, although many other commodities, notably, coal, iron and coke (which are not organized) decreased in value one hundred per cent, and at no time did the value of lumber decrease more than ten per cent.

There was one feature in last year's hardwood trade that this association watched with no little interest, and that was the experiments made by numerous lumber consumers in the attempt to substitute other and cheaper woods for the woods they had heretofore used. Repeated attempts to accomplish this result were made, but in a majority of cases the experiments proved unsatisfactory, and the buyers have now returned to the woods which they formerly employed.

Future Outlook for Other Lines.

The iron business is recognized as the barometer of trade. The iron situation today is good, both in demand and in values obtained. The steel mills are all sold ahead a long time, and it is alleged that they are still accepting orders

for future delivery, from railroads and other sources, at current prices.

The reports are all in from the farm productions of last year; the harvest was most bountiful, and prices were comparatively high. Of cotton, there was a good crop; and more through the result of the raising of values to an unnatural height by speculation a little more than a year ago than by reason of last year's large crop, have prices on this commodity gone low. In the "south country," cotton does not constitute the barometer of trade that it formerly did. There was a time when low-priced cotton meant "hard times" in the South. Today there has been such a widening in the commercial development of the land south of the Ohio river that cotton might be sold for a dollar a bale and still the South would be prosperous. The South has again "come into its own."

Future of Lumber Business.

The outlook for the hardwood lumber business for the next few years is remarkably promising. The increase in the wealth of this country per capita is astonishing. Last year's gold production, a permanent addition to the country's wealth, aggregated nearly \$100,000,000. The monetary standard of the United States is thus more firmly fixed than ever. The enormous consumption of hardwoods in the United States is gradually increasing. Statistics show that each civilized nation during the last forty years has not only increased its consumption of wood in proportion to the growth of population, but far beyond. The per capita consumption has grown at the compound rate of from two to five per cent per annum, so that civilized man now uses at least, two or three times as much wood as he did forty years ago, when the great industrial development of the modern world began. Even the consumption of wood for fuel has not decreased in the proportion of the increased coal consumption.

The United States is the greatest and most extravagant wood consumer in the world. This country probably uses as much wood annually as the entire rest of the nations combined and, at least, as much as six or seven times more sawed timber per capita than Great Britain, the most frugal consumer among the industrial nations.

The United States consumed wood during the last few years at the rate of about three hundred cubic feet per capita, while England used only about fifteen cubic feet per capita. Increased values of lumber may possibly decrease this consumption slightly as the years go by, but for the present and for some years to come it is likely to be larger rather than smaller. A market for the hardwood product, no matter how great it may be, is practically assured for years to come.

The money market is easy. Any man who has a legitimate use for the employment of money can obtain it upon reasonable security at low rates of interest. Commercial failures are becoming more and more rare. Generally speaking, the country is fairly free from fraudulent lumber concerns engaged in the practices whereby producers are made to suffer.

Happily there is practically a cessation of labor troubles which in several large cities of the country became a menace to building operations in 1904. By reason of the builders putting up a determined front, the walking delegate and his cohorts have abandoned their work of disorganizing labor.

We have appreciably added to our commercial knowledge since this association was organized. Sensible business men on the basis of their experience will say "We want no booms," for they fear a boom nearly as much as they do a panic. While the lumber values are on the upward trend, I argue that it would not be wisdom to attempt or countenance any effort toward rapidly increasing prices beyond a conservative value. To my mind, this is no time, even on short items of supplies, to raise the value beyond legitimate profits. The just and legitimate methods of handling lumber values would be to gradually strengthen some of them that the relative value of each item may be made just. There are certain woods manufactured by members of this association which, by their fast diminishing supply, will command a considerable increase in price from now on. We must remember that this country is practically the only available source of the world's supply for many hardwoods and that the hardwood range of growth is very much reduced. The decadence of these sources of supply and the constantly increasing demand should certainly insure a gradual increase in price. Evidently, the "high water" mark of the production of hardwoods has been passed. From this time forward the available supply will gradually diminish, and I believe, we never again will encounter the volume of output that we saw in 1903. We know the supply is slowly decreasing and we know it is equally true that the demand is gradually increasing. Supply and demand will continue to tell the story of values to be achieved.

I think, then, gentlemen, that we can congratulate ourselves on the outcome of the hardwood lumber business for 1904, and felicitate ourselves on the prospect of a splendid business for the year to come. I think most worthy of congratulation is the situation in which the hardwood manufacturer now finds himself, as compared with that which prevailed a few years ago. Most of you need to go back but a little time to recall the serious financial straitness which encompassed you. You can remember the time when but few hardwood manufacturers had the confidence of the banking fraternity. The bankers then cared little for hardwood securities. You can remember, in sections where you were operating that our industry was practically wrecked, and was represented only by abandoned sawmills. Conditions have everywhere improved and they have improved more markedly than ever in hardwood lumber industry since the advent of the National Hardwood Manufacturers' Association of the United States.

While our manufactured product has advanced during the past few years, timber and stumpage values have also advanced; the cost of mill supplies has advanced; the cost of logging and logging supplies has advanced; the price of labor has advanced, and everything else has advanced even in greater proportion than has lumber. Hardwood lumber is still a relatively low-priced commodity.

Before closing this address, I desire to thank my associates of the executive board for the very prompt and able assistance they have rendered me in my labors; and also the various committees of the association for their efficient cooperation. And especially do I wish to return my personal thanks to our worthy secretary who, by his untiring industry for the association, has so largely contributed to its success, and who, by his close relation with me during the past year, has, if possible, increased my admiration for him personally and my confidence in his ability for the work he has in hand.

I want to again thank you all for the en-

Secretary Lewis Doster then presented his annual report as follows:

Secretary's Report.

Mr. President: In submitting this report to be read before our third annual meeting I shall cover in careful detail the work during the year of 1904, and as the results of all previous work of the secretary's office is of record I will refer to them only for purposes of comparison.

At the time of our organization, in June, 1902, we had 46 members, which at that time represented an annual output of approximately 300,000,000 feet.

By Jan. 1, 1903, we had increased our membership to 145 firms, representing an output of 1,016,000,000 feet.

By the time of our second annual meeting we had further increased our membership to 195 firms, with an annual output of approximately 1,210,000,000 feet.

At our present or third annual meeting we assemble representing an increased membership list, showing a total of 210 members, with an approximate annual output of 1,250,000,000 feet.

During the past year a number of members withdrew from the association, mostly because they were retiring from business. A few have been dropped from the rolls for non-payment of dues, and a few withdrew for various reasons. However, we have still increased in the number of members, and also in the representative production, and hope during the year 1905, by the increasing interest which is being added to our association work, to still further show addition to our membership and output. I desire to say that a great deal of our successful increase may be placed to the credit of the members in different sections of the country, who became interested for the purpose of strengthening the organization in territories which they realized would be beneficial to the interests of all, and which assistance this office appreciates thoroughly.

A comparison by states of membership and output for January 1st of 1903, 1904 and 1905 is given below:

State.	145 members,	195 members,	210 members,
	Jan. 1, 1903.	Jan. 1, 1904.	Jan. 1, 1905.
	Feet.	Feet.	Feet.
Arkansas	30,000,000	75,000,000	80,000,000
Illinois	35,000,000	35,000,000	35,000,000
Indiana	140,000,000	150,000,000	155,000,000
Kentucky	138,000,000	150,000,000	160,000,000
Mississippi	30,000,000	60,000,000	60,000,000
Missouri	52,000,000	75,000,000	100,000,000
Ohio	190,000,000	200,000,000	180,000,000
Tennessee	180,000,000	215,000,000	220,000,000
Virginia	5,000,000	10,000,000	12,000,000
West Virginia	95,000,000	115,000,000	120,000,000
Wisconsin	30,000,000	40,000,000	25,000,000
North Carolina	75,000,000	75,000,000	80,000,000
South Carolina	10,000,000	10,000,000	10,000,000
Georgia			10,000,000
Louisiana			5,000,000
Totals	1,018,000,000	1,210,000,000	1,252,000,000

couragement and assistance you have given me in my work as president of this association during the past year, and trust that my successor in office may have the same loyal support that you have given me. Gentlemen, I thank you.

On motion of John B. Ransom, the president's address was referred to a committee of three. The president appointed as such committee: John B. Ransom, Nashville; A. J. Gahagan, Chattanooga, and C. M. Crawford, Coal Grove, O.

Treasurer's Report.

Owing to the absence of the treasurer, F. C. Fischer, Mr. Doster read his report, as follows:

RECEIPTS.	
Cash on hand January 1, 1904	\$599.49
Cash received from Secretary's office January 1, 1904, to December 31, 1904	\$22,626.44
Total	\$23,225.93

EXPENDITURES.	
Voucher checks paid out January 1, 1904, to December 31, 1904, No. 350 to No. 431, old series; No. A1 to No. A228 new series	\$23,141.47

Cash on hand January 1, 1905	\$84.46
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Attached to this I also hand you an exhibit made by the Auditor appointed by your President, which states that the Books and Balance Sheet are absolutely true and correct.

F. C. FISCHER, Treasurer.
Coal Grove, Ohio, January 2, 1905.

The small output for the mills in the river district, which represents a large per cent of our product, is explained by the lack of sufficient tides to produce anything like a normal supply of logs, the increased output coming from members in newly developed territory of various states, but is not as large as anticipated.

Stock Wanted And For Sale Sheets.

In my report at our last annual meeting reference was made to our system of issuing to members a monthly stock sheet, showing thereon stock that certain members are short on, as well as items of surplus stock for which they desire a market. This system has been of great benefit in assisting to unload stock for which a ready market had formerly been unobtainable, and also enables members to fill orders for stock on which they are oversold, or unable to produce. Owing to the fact that certain kinds of stocks were scarce during the past year, the importance of this bureau was felt, and its use became more general.

We have endeavored to show on these stock sheets all the information possible, in regard to desirability and location of the stock, with through rates to important consuming points, and with the co-operation of the members using this system, we hope in the future to make it more complete and secure results which will be of greater value than heretofore.

To give you an idea of the amounts of stock that have been advertised to all members for quick movement and sale in this way, we have compiled the following statement, showing the amounts of the different kinds of wood offered:

Kind.	For Sale.	Wanted.
	Feet.	Feet.
Ash	1,174,000	1,130,000
Basswood	140,000	75,000
Birch	45,000	
Chestnut	3,174,011	250,000
Cottonwood	1,300,000	500,000
Cherry	201,000	
Cypress	655,000	
Elm	150,000	620,000
Gum	5,085,000	565,000

Hickory	260,000	80,000
Maple	23,000	3,012,000
Plain White Oak	5,239,000	30,000
Quartered Oak, strips	505,000	2,875,000
Plain Red Oak	1,027,000	1,859,000
Quartered Red Oak	1,300,000	165,000
Quartered Red Oak, strips	300,000	4,741,000
Quartered White Oak	5,586,000	45,000
Poplar, rough	27,149,851	15,000
Poplar, dressed	1,012,000	184,000
Sycamore	135,000	
Walnut	184,000	
Totals	40,753,012	14,278,000

Having canvassed the membership relative to the success of the bureau, we find that it has given satisfaction, and it has placed the members in position to deal with one another on a satisfactory basis.

Hardwood Statistics.

July 1, 1904, our reports compiled showed stocks on hand amounting to 359,322,000 feet; the comparative statement of those who reported their stocks January 1, 1904, and July 1, 1904, are exhibited. This report shows a gain in production of 20 per cent for the first six months of the year, which were naturally the best producing months.

	July 1, 1904.
Ash	6,985,000
Basswood	24,292,000
Beech	2,244,000
Birch	13,892,000
Butternut	238,000
Cherry	542,000
Chestnut	10,265,000
Cottonwood	24,220,000
Cypress	10,126,000
Rock Elm	3,394,000
Soft Elm	7,258,000
Gum	34,984,000
Hickory	1,263,000
Soft Maple	1,395,000
Hard Maple	22,003,000
Plain White Oak	24,915,000
Plain Red Oak	16,649,000
Quartered White Oak	17,016,000
Quartered Red Oak	3,220,000
Poplar, rough	115,066,000
Poplar, Worked	15,794,000
Pecan	47,000
Sycamore	839,000
Walnut	2,715,000
Totals	359,322,000

January 1, 1905, we showed 436,261,000 feet; the comparative statement of those who reported July 1, 1904, against stocks on hand Jan. 1, 1905, shows a decrease in the amount of stocks on hand of 30,866,000 feet or 12 per cent.

All statistics we have compiled show in every department the increased demand in the last six months over the first six months of the year, amounting to about 35 1-3 per cent gain.

Poplar Bevel Siding Statistics.

We have also endeavored to keep in touch with the planing mill manufacturers who handle poplar bevel siding, and find that during the year ending December 31, 1904, there had been shipped the following amounts of each grade and thickness:

Kind.	6 inch.	5 inch.	4 inch.	Totals.
No. 1	7,783,323 ft.	3,729,587 ft.	1,755,554 ft.	13,270,464 ft.
Select	9,239,719 "	5,405,513 "	1,771,477 "	16,416,709 "
No. 1 Com.	7,102,722 "	3,567,298 "	1,485,502 "	12,095,522 "
No. 2 Com.	1,129,482 "	687,253 "	293,931 "	2,110,666 "
Totals	25,257,246 "	13,329,651 "	5,306,464 "	43,893,361 "

In our canvass among manufacturers of poplar bevel siding, in view of establishing the manufacture of same on the 3/4 inch finished basis, fifty-one manufacturers were corresponded with, and of this number thirty-five reported to us. Sixteen firms, of the number reporting, were already making their stock on the 3/4 inch basis and also produced over 65 per cent of the product of bevel siding. Nine firms were not, but submitted signed agreements that they would, making the total twenty-five firms who will finish their siding on this basis, and which represents 85 per cent of this product.

The balance of the manufacturers, being ten firms, are not yet decided, but most of them have advised that they would decide later, and as we have made this plan uniformly effective Feb. 1, we hope to have at least 95 per cent of this product manufactured correctly.

Commercial Reports.

This department was not developed into a regular working system until the early part of 1903, during which period, in response to inquiries from members, 360 reports relative to the business methods of the members of the buying fraternity were sent to all members. In 1904 we endeavored to still further perfect this system, and have sent out 250 extra reports. In addition to the above, we have sent out twenty-eight special reports to members who have requested special information from whatever source possible.

We have covered since the installation of this plan the greater part of the consuming sections; the compiled reports in each case have been sent to the membership represented at the time the report was received. We are at all times gathering other information. Members who have lately joined and who have not received the benefits of the past work, may upon request, obtain copies of any reports which we have on file. When it is thought information is not in line with the conditions, tracers are sent to the membership for the purpose of keeping reports correct and right up to date. We make no extra charge for this service, and there is no limit to the amount of inquiries each member may make.

Published Valuations.

At our last annual meeting the price lists were practically reaffirmed and published in line with our old lists, and the members representing the different committees which were subdivided according to the kinds of wood represented, were at times, when conditions justified, communicated with from the secretary's office. Under date of Aug. 20, 1904, after a meeting of the executive board, a general letter was sub-

HARDWOOD STATISTICS.

	Comparative			Comparative	
	Jan. 1, 1904.	July 1, 1904.	Jan. 1, 1905.	July 1, 1904.	Jan. 1, 1905.
Ash	5,716,000	6,780,000	7,728,000	5,361,000	3,598,000
Basswood	3,997,000	4,919,000	19,748,000	13,912,000	15,752,000
Beech	971,000	2,205,000	4,202,000	1,341,000	1,139,000
Birch	1,586,000	2,548,000	10,883,000	12,776,000	8,140,000
Butternut	73,000	92,000	257,000	113,000	134,000
Cherry	392,000	525,000	1,665,000	528,000	336,000
Chestnut	6,077,000	7,853,000	14,871,000	6,237,000	5,977,000
Cottonwood	23,938,000	22,684,000	33,320,000	15,665,000	12,764,000
Cypress	5,651,000	9,534,000	7,682,000	4,400,000	6,075,000
Rock Elm	3,697,000	3,445,000	1,930,000	2,302,000	1,780,000
Soft Elm			9,410,000	5,526,000	3,854,000
Gum	26,347,000	32,806,000	43,853,000	26,815,000	20,904,000
Hickory	608,000	641,000	1,619,000	665,000	747,000
Soft Maple	8,244,000	17,057,000	2,739,000	946,000	631,000
Hard Maple	17,976,000	17,241,000	34,024,000	16,777,000	17,137,000
Plain White Oak	6,487,000	7,967,000	48,315,000	15,639,000	18,697,000
Plain Red Oak	11,131,000	13,103,000	19,598,000	12,443,000	10,548,000
Quartered White Oak	1,346,000	2,163,000	37,148,000	13,815,000	17,883,000
Quartered Red Oak	102,934,000	101,992,000	7,047,000	4,152,000	4,270,000
Poplar, rough	102,934,000	101,992,000	115,553,000	66,409,000	52,758,000
Poplar, Worked			6,156,000	9,431,000	5,095,000
Pecan	64,000	47,000	60,000		
Sycamore	1,562,000	2,737,000	3,984,000	2,735,000	633,000
Walnut	2,199,000	2,534,000	4,413,000	2,213,000	2,009,000
Totals	206,002,000	247,563,000	436,261,000	240,859,000	209,993,000

mitted relative to the poplar condition. In this letter it was recommended that a foundation for the establishment of market values should be placed into effect by us, the valuation committees being permanent for the year and appointed in such a manner to cover the entire territory of the different kinds of wood produced, and through these standing committees, monthly lists should be published in accordance with the conditions of the consuming markets. In fact, in the compilation of the information for these committees, if any slight deviation in the amount of production, or in the consuming markets, would be noticed, it would be at once made known on each monthly price-sheet. These valuations also should be gauged from the man-

Rules of Inspection.

Since the promulgation of our grading rules, I have had this bureau under my direct supervision, and have given it a great deal of study and thought. The condition of the hardwood grading market is, to some extent, in a disordered state, owing to the fact that there are two rules in existence, which has a tendency to confuse the buyers.

Through the past year the report of the joint conference committees of the two National Associations did not become effective, after our adoption of the rules, and recommended by different state organizations interested in this movement.

Nothing more successful could be accomplished for the hardwood industry than the progressive movement to the end that a universal grading rule be the subject for every individual connected in the hardwood industry. There is no reason to feel that these conditions cannot be brought about through the efforts of broad-minded businessmen who are represented in the producing and consuming markets.

Up to the first of January, 1904, this association had published a total of 65,000 copies of

the official grading rules. This year, in response to requests, we have sent to the manufacturing and consuming trade nearly 10,000 more copies, making a total of 75,000 copies. In addition to this, we have sent to the mills of members our grading rules printed on large cards to be posted in the mills and offices in easy view of inspectors and other employees. Canada and European points are being supplied upon request with copies of the rules, and the features surrounding the conditions of this association have been fully outlined to all those who are writing for information from time to time, according to the conditions which confront them.

There have been suggestions that rules for certain woods be taken up with a view of making some slight changes, in order to have them perfectly clear and plain; suggestions from the members are in order. Suggestions have repeatedly been made that the association adopt grading rules for dressed stock on woods which are not now covered; for instance, oak, gum and other woods; this is also open for suggestions from members.

Mill Inspection.

The plan inaugurated at the beginning of this association has been greatly appreciated by the members. During the year we have installed the system of our grading in a number of plants which heretofore had not been officially using our grading rules, and the amount of production represented by such installation increased the amount of lumber produced per annum upon the markets as graded by our system, and we have during 1904 shown a wider scope of production with more mills adhering strictly to the rules and with better success than in 1903. However, this production would have shown more increase, as there were millions of feet of lumber held by members which were not placed upon the market because they were held up by lack of tides, climatic conditions and the stringent effort to reduce production.

We have had correspondence from members of the association and others who are using our rules, that they fear to ship lumber into markets where the methods of grading American hardwood lumber is not thoroughly studied, covering points west of the Rocky mountains and in Europe, and accordingly your inspection department has installed for the support of such members, and other shippers, a plan to overcome such difficulties, by a system of inspection at point of shipment. The necessity of this is shown because the producers hesitate to ship such distances without a guarantee of good faith

Bureau of Grades.

Reports to Jan. 1, show the amount of lumber distributed by the members last year amounted to 784,062,533 feet, which is subdivided monthly as follows:

	Feet.
January	56,829,962
February	69,271,416
March	60,464,155
April	62,854,519
May	60,857,425
June	63,968,844
July	63,153,875
August	70,960,051
September	72,563,976
October	74,247,588
November	74,049,043
December	70,706,699
Total	784,062,533

Owing to a number of members not reporting with their monthly assessment the division of the kinds of lumber provided for on the blanks submitted, we cannot separate the different kinds of wood, but hope that the members will realize how important such information is and give it as asked for, so that next year we may be able to report these conditions more elaborately as they exist.

in the settlement of any disputes as to inspection this of course, where the credit, financially, of the parties ordering the stock is not in dispute, the question of grades being the point at issue. Many consignees are heartily in favor of our plan, which is to attach to the invoice a



LEWIS DOSTER.

certificate of inspection, issued by this association on such shipments, wherein they agree to accept the official inspection of this association as final, these certificates being issued by us to cover such points which would be too far distant to permit of a visit by one of our official traveling inspectors, for the purpose of settling differences that may arise. No one is allowed to issue such certificates except under instructions from the Secretary's office, where the piece tallies are extended and thoroughly proved, to avoid any errors, the inspection of course to be made by one of our recognized salaried inspectors, who is thoroughly competent and absolutely impartial. These certificates are issued in the same form as our reinspection reports; they being made out in triplicate form.

Our grading rules have become effective with a class of people who have not affiliated with this association, but who nevertheless have been shipping their lumber in accordance with our grading rules, and also from consumers who are anxious for a hasty report to avoid demurrage and secure a basis for settlement, and in every case we have given the same our careful attention, to the entire satisfaction of all, settlements having been made in accordance with our report.

Reinspection Department.

The peculiar conditions existing in the commercial industries of the country the past year had some effect on the demand for the product which we represent, and although it was a noticeable fact that these conditions were more marked in other lines of industry than ours, at the same time, it caused a falling off in the demand in the early part of the year, and as is always the case under such conditions, the buyers and consumers of hardwood lumber have been more exacting in regard to grades and measurements, and we have had active use for our reinspection department, resulting in much beneficial protection to our members.

During the year we have had 276 requests for reinspection in different sections of the consuming markets. From a late canvass made relative to the results of this work, 220 replies state that the inspection report gave hasty basis for the most satisfactory method of adjustment; twenty-three reported that the claims were not yet adjusted, and the balance did not report.

Our plan in handling such matters is as follows: The concern who has shipped the car in dispute, advises us fully as to car number, consignee and location, contents of car and any other information which would assist our inspectors to locate the exact stock in dispute, giving us wherever possible, any mill marks that may be placed on the lumber, and whether the stock is band or circular sawed, for the purpose of identification. Immediately upon receipt of the request for such work we advise the consignee that we have been instructed by the shipper to make a reinspection of the stock in a particular car and request him to hold the lumber intact until such reinspection can be made, and as soon thereafter as possible we send one of our traveling inspectors to destination to make a careful inspection and measurement of the stock in question, in accordance with our official

rules. By advising the consignee we have at various times, without a reinspection, been able by correspondence with the consignor, to assist the member to make a settlement on the basis of the original invoice.

In making reinspections for non-members we always make a per diem charge for services of inspector, which is not made to members. These charges have always been gladly paid. Respectfully submitted,

LEWIS DOSTER,
Secretary.

Chief Inspector's Report.

Chief Inspector J. V. Hill read his report as follows:

During the past year the work of our bureau has been to install in a systematic manner at the point of production our system of grading, and a greater part of our time is devoted to this work.

The firms, especially the largest producers who have more than one plant, realize the importance of a grade of lumber that is shipped uniformly from each plant, especially when the same customer would be buying the same grade shipped from two different mills. We devote a great deal of our time with success in such work and have placed in the minds of the inspectors the knowledge of and the methods of interpreting the rules.

I find that in the past foundations for a good many disputes arose from the lack of knowledge of inspection rules, which we are faithfully endeavoring to overcome, to the benefit of the customer, and they appreciate our work and



H. VON SCHRANK.

enter heartily into promoting these universal methods.

The policy which we have been pursuing at the present time has been to send our inspectors to the mill points at the request of the mill owners, for instruction and education of the mill inspectors, our men being under the supervision of their superintendents.

We often find cases where the manufacturers have been a trifle high in their grading. In other instances we find that the grades are entirely too low, and we at that time, according to their request, take their inspectors and bring them up to a level with the grading rules, great care being used that they do not become imbued with the idea that they must go beyond the limits either way.

Through these efforts we have seen a decided increase in the knowledge of our rules by the inspectors, and their familiarity, we think, is becoming very pronounced at the points of destination.

The efforts of our early visits on disputed cars and the manner in which we explain a grade to the consignee or customer has been carried on in a satisfactory manner.

We convey to the inspectors in the consuming markets the knowledge relative to the manner of grading and our grading rules printed on a large cardboard posted for their attention and information.

Going back to the work of visiting mill points, we have found at different times various causes why we should visit mills, for at points of destination where disputes have oc-

curred in the regrading of stock, we would have found deviation from our regular rules, both in grading and manufacture, causing us to immediately take up through the secretary's office the work of overcoming this difficulty.

These matters have been given our strictest attention, not from one visit only, but on my second and third visit to different territories and from personal contact I find that it results in desired satisfaction to all of the trade.

The work of our grading has not been confined in the past year to all association members, and the installation in new plants of members has led others to place the same in force in their mills, and a great deal of time has been devoted to outside or independent concerns, using the adoption of our rules. The negotiation for the expense of these matters is carried on in the secretary's office.

A necessary adjunct to successful grading, I might add, is the necessity of care in the manufacture of stock, as a great many of the objections found in the consuming markets occur from this, and the carelessness in handling the product are responsible for disputes in questions—sometimes more than the natural defects in the lumber. I also find that this applies not always to the rough stock, but also to the manufactured or finished product. It is found by the yard men and buyers that a universal manufactured size of the finished product, not only in flooring, but in siding, ceiling and casing is necessary.

The major part of the product handled has been on uniform lines—in accordance with our official sizes. We have visited delivery points and found that objections have really been made not to the grading but to deviations from the standard sizes.

At a great many places where we have reinspections to be made, I find that the consumers are often forced to pile their lumber in such a position that it is very hard to locate the exact stock which needs to be reinspected, and I certainly think that if a plan could be enacted by which members of the association could have a brand designating their certain stock, it would be helpful not only to the inspector, but at the same time protect the shippers, insuring them a definite location of their stock which they want reinspected.

The necessity of increasing our force of inspectors is an important one, and to do so it is necessary to educate a class of men to the strictest familiarity with our rules, who are absolutely impartial and who can intelligently discuss and convey to others the purposes and methods of grading at both the producing points and in the markets.

On motion of A. J. Gahagan the three foregoing reports were referred to the executive board.

On motion of S. Lieberman, the convention gave a vote of thanks to the officers



W. M. RITTER.

of the association for their industry, and the splendid service they had rendered during the past year.

A communication was received from E.

H. Hinton, traffic manager of the Tennessee Central railroad, inviting the association to become the guests of his company, at its convenience, to take a trip about the Belt Line and to visit Lock A on the Cumberland river. It was the consensus of opinion that the association would make it convenient to accept the courtesy of Mr. Hinton on Wednesday afternoon, and the matter was referred to the committee on arrangements.

The committee to whom was referred the report and recommendations contained in the annual address of the president, of which John B. Ransom was chairman, advised the appointment of sundry committees covering the several recommendations made by the president, as well as a series of committees to take up the several woods manufactured by members of the association. The report was adopted, and the chairman announced that he would appoint these committees at the afternoon session.

A telegram was received from W. M. Ritter from Columbus, Ohio, announcing that his presence in New York was imperative, and that it was a matter of sincere regret that he could not be present; and that his interest and fidelity to the association was the same as in the past.

Letters of regret were also read from Litchfield Brothers of Boston, and from Henry Mailey of Edinburg, Ind. A communication was also read from William H. White of Boyne City, Mich., congratulating the association on its splendid work and his hearty sympathy with it.

The secretary also read a letter from George K. Smith, secretary of the National Lumber Manufacturers' Association, asking that a representative of his association might be permitted to address the association during one of its sessions.

James H. Baird, chairman of the committee on entertainment, announced that a banquet would be served to the visitors by the Lumbermen's Club of Nashville, at the Maxwell House, on Tuesday evening.

Afternoon Session.

The president introduced Dr. H. Von Schrenk of the Botanical Gardens, St. Louis, who is associated with the Division of Forestry. Dr. Von Schrenk delivered a very able address, which was followed with the closest attention by the delegates, on Forestry and Forest Products, which is herewith reproduced:

Forestry and Forest Products.

At the beginning of this month, a representative gathering of lumbermen, lumber manufacturers, and lumber consumers, held a meeting in the city of Washington, for the purpose of discussing some of the present phases of the timber situation in this country. Never before has such a large aggregation of men interested in the development of the timber resources of this country come together. It was a very striking testimonial of the interest which is gradually growing more widespread in the problems of timber supply and timber utilization, the problems which are specifically the sphere of forestry in its widest sense. At this meeting there were discussed questions pertaining to the

present and future supply of material, questions pertaining to methods of manufacture, utilizations, etc.—all of them of immediate and practical interest to the lumber operator. I have been asked by your chairman to present to you today some of these phases of the general forestry situation, as far as they appeal to the manufacturer of hardwood lumber. Out of the broad field of forestry I have chosen a small chapter dealing more immediately with the handling and values of the product in which you are interested. I propose to dwell briefly upon the kind of work in which we are engaged, to determine the values of various kinds of timber.

Before speaking of the actual investigations, I wish to draw a distinct line between what I would call actual values, as distinguished from market values. By actual value I mean those physical and chemical qualities of a wood, which are evidenced by such factors as strength, lasting power, hardness, etc. While market values are without doubt based upon the actual values, they are nevertheless not always in harmony therewith, because of trade, freight and other conditions, which it is not necessary to dwell upon at this point. The time will probably come when the market values will more and more closely approximate actual values. It is of actual values I propose to speak. It is rather an astonishing fact that in spite of the long period of time during which various forms of hardwood have been used, that we are still ignorant of the specific qualities of many of these hardwoods to a woeful extent. This is well illustrated by the largely discussed rules of grading. Lumber has been used according to very uncertain ideas as to its adaptability for certain purposes, and frequently with disregard of the actual value of the timber for structural purposes. There is practically no standard which states what defects are allowable in timber to be used for purposes for which its quality is best fitted. The specific and established standard of values has furthermore been derived from the very choicest timber of any particular class. There is probably no one who will doubt that the quality of the present output is no longer that of the first period of hardwood operations. In view of this general realization, actual determinations of the values of various kinds of timber which take into account all of the possible factors, are very much needed at the present date. The value of such definite study of the various classes of wood appeals to the owner of wood lands first of all because of the possibilities of his realizing the maximum amount of money for any particular timber which he may have at hand, and secondly because the determination of these values and their acceptance by the consumer will make possible a more rational reforestation of his timber tracts. For a long period of time, only the most valuable kinds of wood have been cut, leaving the inferior kinds on the ground. As a result of this the future forest is composed largely of a poorer class of trees. If most of this inferior growth can be cut and a small percentage of the valuable species be left standing the chances are much better that the new growth will contain a larger percentage of the valuable woods.

The manufacturer is interested in such determinations, because he thereby becomes possessed of information as to how best to utilize the various kinds of wood for manufacturing purposes. In other words, how to get the highest value out of any particular product. The consumer is interested because he is thereby put in a position to rationally judge of what kinds of wood are best adapted for his particular purposes.

About Inferior Woods.

A word ought to be said as to the so-called "inferior woods." The idea has somehow gained ground in certain quarters that the recommendations looking toward the use of so-called inferior woods were "as good as" the higher priced timbers. It ought to be distinctly understood that any recommendations made looking toward the utilization of inferior woods should mean that these inferior woods be used for the highest purposes for which their particular qualities fit them. Nothing should be more severely condemned than the over-rating of inferior woods, but nothing will tend more toward preventing such over-rating than the determination of the actual qualities and values of the various kinds of inferior timber. I say this very emphatically to an association of hardwood manufacturers, because to the class of so-called inferior wood, there belong more hardwoods than soft woods. It is well to consider a matter of this character conservatively, but such conservatism should be based upon actual knowledge, and this, I regret to say, is not forthcoming as yet for many of the inferior hardwoods. It is the province of the Bureau of Forestry to make these determinations, and it is of the results of some of them I will speak.

The character of the investigations relates first to determinations of strength and qualities for manufacture of different kinds of wood. Sec-

ond, to determinations of the weights of green and dry wood, and the processes for seasoning woods in the best possible manner. Third, to determine methods for maintaining the natural qualities of the various woods, by preventing checking, warping, staining, etc. Fourth, to determine methods by which the natural lasting powers of the woods may be increased, in other words the chemical preservation of wood; and fifth, to determine the best methods for the utilization of by-products.

In the course of a brief address of this character, it is impossible for me to more than indicate some of the actual work being done.

Speaking of all of the determinations of strength and qualities for manufacture, I may say that the tests of the mechanical and physical properties, the determination of model for design, to determine the value of woods now considered inferior, to determine the liability to knots and the reducing factors due to these, to arrange a table of standard weights, and rules of inspection and grading, and partly to compare the properties of species from different regions, will form leading lines of investigation. Quoting from a recent circular by Dr. Hatt, "In an investigation of a wood like red gum, the tests include not only building material, such as floor joists, but also an examination of the merits of the wood in the form of small clear stock, such as is used for carriage construction, implements, etc. In the case of this timber, tests have been made on specimens taken directly from the forests."

Preliminary results of tests on red gum have recently been published in circular No. 32, by Dr. W. K. Hatt, and I could perhaps do no better than to briefly refer to some of the results given in this publication, as being a sample of the kind of work now being carried on by the Bureau of Forestry. The results have shown that young timber which is largely sapwood, is stronger than the mature timber, to the extent of about 35 per cent. The strength of the wood is very uniform between the stump and the first limb. A joist of red gum will have practically as much weight as will North Carolina pine. Comparisons between gum and hickory have been made by tests to ascertain their relative values for vehicle work. No trouble was found in making satisfactory bent pieces for buggy shafts and wagon ribs, and it is our opinion that the red gum may take the place of cheaper kinds of birch, oak and ash, for these purposes. The better grades of hickory develop a long fiber, which brooms out after rupture, the test piece submitting to a large degree of twisting before rupture. Red gum on the contrary, opens up longitudinally at a small angle of twist, showing a crooked grain and short fiber. The results of a careful examination of the mechanical properties of the red gum indicate that it is inferior to the poorest grades of hickory.

Determinations such as those made for the red gum are now in progress for hickory and other hardwoods. It is only necessary to study carefully the results of the investigation on the red gum in the circular referred to, to realize the possibilities of the applications there summarized.

Seasoning of Hardwoods.

Second, Seasoning.—One of the most important problems in connection with the utilization of hardwoods is the problem of seasoning these woods, rapidly, and at the same time in such a way that they will not lose in quality. Investigations on seasoning include determinations of the weights of green timber, and the same timber in various stages of drying. Determinations of these weights have already been found very valuable in regulating freight rates, and in effecting a considerable saving in shipping costs. The processes of seasoning under investigation, include girdling, rafting, air seasoning, and kiln drying. Large numbers of trees are being girdled at various periods of the year, for the purpose of making exact determinations of the weight of lumber from trees girdled at various periods and when compared with trees not girdled. It is generally known that a girdled tree will dry out faster than one not girdled, but there are many factors which render girdled trees more susceptible to fungus and insect attacks, which will require careful investigation.

The extent to which water soaking or rafting will hasten the seasoning process and at the same time improve the quality of the lumber is not generally realized. We found in the course of experimenting with white cedar telegraph poles in North Carolina, conducted during last year, that of a large number of trees which were floated to Wilmington, N. C., the trees which had been submerged lost approximately 30 per cent in weight after drying for several weeks. Those which had formed the higher layer of the raft, in other words those which had not been submerged, lost only 12 per cent in the same period of time. Extensive investigations in a similar direction are in progress with various kinds of hardwoods in the Mississippi Valley.

Staining.

Third, Staining.—One of the most important problems for both the pine and the hardwood manufacturer is how to prevent staining in lumber. Recent investigations made by the Bureau of Plant Industry, have shown that this staining is due to one or more species of fungus which by growing in the wood discolor the same. The life history of this fungus has been studied and we are engaged in testing various simple methods for preventing the same at a very low cost. Before the end of this coming summer, I hope to be able to describe some of these methods more in detail. In some of the tubes which I am passing around, you will see some of these fungi growing on sticks of pine wood, artificially inoculated. A further line of investigation deals with the susceptibility of timbers to various decay producing fungi. In other words, determinations are being made to find how long it is safe to pile sapwood and what the best forms of piling are. These tests are being made with beech and gum at the present time. I am passing around two tie sections, one of beech and one of gum which have been piled for about six months, showing the great extent to which these timbers are destroyed by fungi. We are very certain that by proper piling, this decay may be almost wholly stopped.

Preservation.

Fourth, Preservation.—Many kinds of wood, particularly the so-called inferior woods, have a very short length of life when exposed to the air or ground, which has often been the cause for selling them at very low prices. With the knowledge which we have today of the general proposition of wood preservation, I have no hesitation in saying that almost any of the inferior hardwoods can be rendered practically decay proof, for longer or shorter periods, and that the non-resistance to decay need no longer be regarded as a poor feature. There is much to be learned as to the details of wood preservation, for instance the extent to which various kinds of wood will absorb chemicals of different character; whether those woods will be changed in quality after the treating operation; what the extent of penetration of various chemicals is; what the cost is for various woods.

During the past summer we have been conducting tests as to the influence of preliminary steaming on wood fiber, but we have so far tested only loblolly pine; however, the results obtained from this timber will probably apply to hard woods to an even greater extent. It was found that steaming of wood decreases its strength very materially. The longer the wood was steamed the weaker it became, so for instance it was found that steaming wood for ten hours with 30 pounds of steam decreased its strength approximately 25 per cent. The same was true of short periods of steaming and with steam at higher pressure. In view of the fact that oaks and other hard woods are more susceptible to heat than pines, it is probable that very much shorter periods of steaming will injure oak fiber. It was found furthermore that the injection of creosote into pine wood did not decrease the strength of wood any more than the injection of water of a similar amount would.

In other words, the creosoted wood is practically as strong as the green wood. Concerning the penetration of salts, we determined conclusively that timbers like beech and elm, which hitherto had been very little used for such purposes as ties, absorbed solutions of zinc chloride perfectly, penetrating to the heart. When it is found possible to economically treat woods which decay rapidly, a market for other purposes than ties will be opened up for those woods. This will at the same time serve to restrict the use of woods like white oak for higher grade purposes, a condition which would be very desirable because the utilization of white oak in the form of a tie is almost criminal at this day, when quarter sawed white oak is worth as much as \$70.

The butt treatment of rapidly decaying woods like sycamore, willow, maple, etc., for fence post purposes, will form a large step in the economical utilization of similar trees and tops, particularly as we have found it possible to so treat the butt of a fence post with creosote for about five cents as to give it 15 to 20 years life.

I cannot here enter into a discussion of numerous other problems vital to the preserving question, such as specifications of creosote, methods of analysis of chemicals, methods for determining penetration, inspection, etc. All of these are important questions for the proper use of hard woods which are being pushed vigorously.

I would emphasize that the preservation of wood is a matter within the reach of everyone—in other words it is not necessary to put up a \$200,000 preserving plant; every user of wood can build an apparatus to treat boards and other forms of lumber with mercuric chloride, the cost of the treatment being about 4½ cents per cubic foot, or he can put up one or more

plants for preserving processes which require a very small preliminary outlay.

Use of By-Products.

Fifth, Use of By-Products.—The hard wood industries, more than any other of the lumber industries are coming to consider the possibility of the utilization of by-products for a long time. Every one has been conscious that a large waste is going on in lumbering operations. We hear much about leaving tops in the woods, and many an effort is being made to stop this waste. In many parts of the hard wood countries, manufacturing establishments are going up for the purpose of manufacturing acetic acid, wood alcohol and charcoal out of the tops, branches and slabs. There are a number of such establishments in actual operation in the hard wood districts of Michigan, Pennsylvania and New York, and efforts of this character deserve all the encouragement they can get for they will serve to instill a spirit of economy in lumbering operations, which up to date, while it may not have been necessary or expedient, is nevertheless very desirable. The Bureau of Forestry is carrying on extensive investigations into this question. We have begun by examining the various by-product plants to determine the quantities of by-products which can be manufactured from various species of wood. These investigations will be followed by suggestions looking toward a greater realization out of the raw material. I hope then to be able to answer such questions as the following, which are coming in daily to us, how much alcohol will a cord of beech wood make? What can we do with our wood tar? Will black oak or catalpa make more charcoal? etc. The attention of all hardwood manufacturers should be directed toward this phase of economical work, and while it may not always be possible to carry out by-product industries, they nevertheless should receive careful consideration.

I cannot close this paper without a brief reference to the question of grading and inspection, although I realize in so doing a tender spot is touched, which may at any time give rise to an explosion. Interest in inspection and grading, which is making itself felt on the part of hardwood manufacturers, as is evidenced in communications, conventions, and articles in the trade journals, is one which has a rational foundation, and which should be stimulated until something definite is arrived at. While it is not my purpose to give expression to any decided views for or against the adoption of national standard rules, I nevertheless would like to point out some considerations in this connection. I have a feeling that the making of grades and inspection rules is first and foremost a matter of trade and trade laws. In other words grades should be elastic so as to adapt themselves to the changed conditions of supply and demand. That everyone is anxious to see a standard set of grades and methods of inspection established, I doubt not. The demand comes as strong from the timber consumer as from the manufacturer. Feeling that such a demand is universal, the American Society for Testing Materials, which is a branch of the International organization of the same name, organized for the purpose of discussing and establishing standard specifications for structural material of all kinds, has recently appointed a committee for the purpose of discussing the question of lumber specifications. Lumber manufacturers, architects, engineers, foresters and others qualified to discuss such an important question will compose this committee. It invites suggestions from lumber manufacturers as to the desirability of establishing rational standards, both for grading and inspection. The committee will probably seek to determine, not so much what shall constitute a specific grade or grades, but what points shall be considered in making grades. I cannot help feeling that the relation between the consumer and the producer have changed positions with respect to the lumber supply question. In other words, while formerly it was a question of the consumer specifying certain grades and materials which he wanted, depending upon the producer to furnish whatever he might demand, today the consumer is very largely in a position of taking what the manufacturer can furnish. I am very much in sympathy with the communication printed during the summer by a Michigan manufacturer and the comments made by one of the trade journals, concerning the same, which says: "As a matter of fact, lumber is not made as the consumers want it, except in shape. Consumers have to take what lumber they can get, even in respect to periods of growth. If consumers could dictate as to the kinds and qualities of lumber they would like to use, they would greatly improve on nature itself. They would have their oak a little softer, their maple all white, their birch all curly, their poplar devoid of black knots, their elm white and soft, etc."

While I said above that I do not propose to endorse either one side or the other, I fear that my leaning is toward the side of having the producer make the grades, and make grades which shall be standard, bearing in mind, of

course, the demands current at any particular time. Investigations as to actual qualities will, I firmly believe, do much toward making possible the universal system of grading for reasons specified above.

With the enormously increasing demand being yearly made on the hardwood supplies of this country, a careful study of these factors which lead to a more economical utilization of these supplies becomes a daily more vital duty for each manufacturer. Think of the amount of timber which is yearly being removed from the States of Kentucky and Tennessee, two of the great hardwood states in this country. I was recently informed in Chicago, that one firm was making approximately 10,000,000 ties of various kinds of oaks, which taken conservatively means cutting off 225,000 acres of hardwood annually. Figures, such as these, should lead every manufacturer to a close study of the possibility of reforestation of their land. The study of ways and means whereby lumbering should be carried out so as to yield a future supply, should lead men to study those elements of economical handling, for only in that way will the hardwood business be maintained on the high plane which it enjoys at the present day. I am confident that the future will see a more economical utilization of the material in the log, more refined marketing, and more economical utilization by the use of standard grades. In other words, the business will be conducted on a broader basis of economy, and a greater regard for actual qualities.

Dr. Von Schrenk illustrated his lecture with numerous photographic enlargements, thrown on a curtain, the details of which will be described in a subsequent issue of THE HARDWOOD RECORD.

On motion of S. Lieberman, a vote of thanks was extended to Dr. Von Schrenk for his very able and highly instructive paper.

John W. Love of Nashville was introduced by the president and read a paper on hardwood producing centers, an abstract only of which follows, as the specific range of hardwood timber growth recited in Mr. Love's address is fully covered in an editorial in this issue of THE HARDWOOD RECORD.

Hardwood Producing Centers.

I feel my utter inability to do justice to so important a subject as "The Hardwood Producing Centers of the U. S.," but I hope to be able briefly to call the attention of this body of practical manufacturers to a few pertinent facts that may, in a measure at least, open our eyes to a painful truth, viz., the rapidly decreasing area of hardwood timber in the United States, and when we consider how very little is being done to conserve our forest growths—how the forests are being cleared from hoop poles to giant oaks and that to supply the one item of cross ties that are used in this country alone, about 4,000,000,000 feet of timber is required (clearing about 200,000 acres of woodland annually), and a large proportion of these ties are cut from thrifty young trees, we must conclude that a matter so weighty as to give us pause. The one hopeful sign in the future is the hope that practical forestry methods may be enforced by the government, as they are in Europe, especially in France, where, quoting from an address delivered by the French Ambassador before our recent American Forestry Congress, the owner of mountain lands is required to reforest them when denuded, and upon failure on his part to do so, the government pays him a fair price for his lands and replants the trees. The Ambassador also suggested that their efforts to reclaim the deserts of their colonial possessions by planting trees were proving very successful. The Arab conquest of North Africa destroyed the forests and buried that country under a shroud of sand; an old chronicler recalling former times of prosperity writes "But in those days one could walk from Tripoli to Tunis in the shade."

I believe that, taken collectively, the average lumberman and appointances, such as stove men, tie men, ax handle men, hoop pole fellows, etc., are worse, when it comes to destroying a forest, than any horde of Arabs that ever swept the deserts of Africa.

But to get down to the present day—the practical proposition of hardwood producing centers let us first consider that the combined lumber business of the country measured in capital invested, value of product and number of men employed, stood first among American industries until, with the gradual diminution of

forest area, we are slightly led by iron, food products and textiles.

Let us consider also the position of hardwood as compared with the more widely distributed general building woods. The hardwood area of the United States, originally extending from the Atlantic coast to a short distance west of the Mississippi river, has become greatly circumscribed by exhaustion until the circle that might be drawn around this area of production is becoming smaller and smaller; and now we must realize from a simple selfish commercial standpoint, if from no other, the permanent importance of intelligent methods in the production of hardwood lumber.

Nashville is geographically about the center of hardwood production in the United States and has for many years been recognized as a very large hardwood lumber market. Nashville is too modest to boast of her sources of hardwood supply, but with her more than fifty (50) sawmills owned and operated by her citizens, she has a daily capacity of 800,000 feet, but all of her mills do not run every day in the year. Consequently there is no danger of a flood of plain oak being thrown on the market right away. Our friends tell us that we have more band mills in operation than are to be found in any other one hardwood center. We also have a few planing mills, flooring factories, interior finish and furniture factories and other woodworking establishments and the only red cedar bucket factory on earth, and you might have seen in the Forestry Building at St. Louis the largest cedar bucket on earth manufactured at that factory. We sell lumber all over the world—don't get much for it—too modest to ask the price but we manage somehow to handle about 150,000,000 feet annually and keep 5,000 workmen busy. We are greatly favored in the matter of climate, and as our natural resources are so very great it is a matter of surprise that more of our northern friends do not join our citizenship. We invite you to come and help make Nashville a great metropolis.

In summing up briefly let me remind you that about 50 per cent of the poplar production is subject to water deliveries and when tides are not forthcoming the loss to the owner is 25 per cent the first year, another year adds 10 to 15 per cent, caused by sap decay, sun checks, etc., besides interest on value, and when the tide comes up, frequently booms and splash dams are swept away, leaving the logs to the mercy of the flood. I know something of this from personal experience, as a company in which I was interested lost splash dams, booms and forty thousand dollars worth of logs at one fell swoop. It is needless to add that I curtailed my river operations and am now very partial to railroad mills.

But last year Nashville stood almost alone in the matter of tides. We had some water in the Cumberland and got down a few logs. Other large producing centers did not get their logs. In the meantime logging has been checked and there will not be a double crop of logs this year in the event of spring tides.

The association records show that so far Knoxville has received about a half million feet, Upper Cumberland and Chattanooga 1,500,000 feet each. Other places report "No logs received," and present prospects are not good for early tides. The snow in the mountains is melting without rains thus reducing chances of good early tides. The small country mills of the Southern territory are hauling their lumber in some instances as far as 40 miles. Of course, however, this is exceptional, but the average haul is so long that with high priced feed and labor such operations are getting to be expensive and the mill men are rapidly awakening to the fact.

In closing let me observe that it takes no prophet or son of a prophet to read the signs of the times as they relate to hardwood lumber. Great pressure is being brought to bear by the wholesalers and consumers to discount the fact, but nevertheless the fact remains that never before in the history of the lumber business in this country have conditions been so favorable for a steadily increasing consuming demand, a rapidly decreasing source of supply and a consequent enhancement of values of all kinds of wood material.

Then the president introduced R. M. Carrier of Sardis, Miss., who read an exhaustive and interesting paper on the "Development of Hardwood Production in the Southwest." Space precludes the publication of this paper in this number of THE HARDWOOD RECORD, but it will appear in a later issue.

Frank F. Fee of Newark, Ohio, was then presented to the convention, and he delivered an interesting review of the commercial his-

tory of many lines of American industries during 1904, and supplemented the report with a very glowing analysis of the commercial prospects of the year to come. This paper will be reviewed at length in a subsequent issue of THE HARDWOOD RECORD.

The president then announced his appointment of committees, agreeable to the resolution passed at the morning session. The committees named were as follows:

COMMITTEE ON VALUES—POPLAR AND BASSWOOD.
C. M. Crawford W. E. Wentz
A. J. Gahagan W. H. Dawkins
M. F. Greene M. N. Offutt
J. W. Kitchen

COMMITTEE ON VALUES—OAK, ASH AND CHESTNUT.
J. B. Ransom W. L. Watson
C. Crane J. W. Mayhew
Claude Maley R. M. Carrier
F. F. Fee

COMMITTEE ON VALUES AND GRADING RULES—COTTONWOOD.
E. A. Lang P. B. Little
G. E. W. Luehrmann R. M. Carrier
W. Morgan W. W. Dings
W. Wilms

COMMITTEE ON VALUES AND GRADING RULES—GUM.
J. H. Himmelberger P. B. Little
T. W. Frye W. W. Dings
COMMITTEE ON VALUES—CHERRY, WALNUT, BUTTERNUT, SYCAMORE AND PECAN.
J. W. Love W. I. Bairt
W. H. Nigh

COMMITTEE ON VALUES—HICKORY, SOFT AND ROCK ELM, HARD AND SOFT MAPLE, BEECH AND BIRCH.
Hamilton Love G. E. W. Luehrmann
H. V. Hartzell

COMMITTEE ON GRADING RULES—OAK, ASH AND CHESTNUT.
Jno. W. Love C. A. Schenck
E. L. Davis Claude Maley
W. B. Burke H. E. Wentz
C. H. Barnaby

COMMITTEE ON CHERRY, WALNUT, BUTTERNUT, SYCAMORE AND PECAN.
G. A. Roy W. H. Nigh
J. H. Baskette

COMMITTEE ON GRADING RULES—HICKORY, SOFT AND ROCK ELM, HARD AND SOFT MAPLE, BEECH AND BIRCH.
R. M. Carrier Hamilton Love
Geo. W. Hartzell

COMMITTEE ON GRADING RULES—POPLAR AND BASSWOOD.
C. M. Crawford J. W. Kitchen
F. W. Blair S. Lieberman
 Floyd Day W. J. Cude
J. W. Mayhew

COMMITTEE ON FINANCE.
J. B. Ransom W. V. Davidson
C. Crane W. W. Wilms
C. M. Crawford F. F. Fee
J. W. Mayhew G. E. W. Luehrmann
M. W. Thomas

Subsequently, on motion the president was requested to increase the cottonwood grade and price committee to seven in number, whereupon he stated that he would complete the committee at Wednesday morning's session.

A general discussion of lumber values then prevailed, during which conservatism on prices seemed to constitute the dominant sentiment.

Adjournment until 10:30 a. m., Jan. 25.

The Banquet.

The banquet on Tuesday evening given by the Nashville Lumbermen's Association in honor of the Manufacturers' Association was a very enjoyable affair. Covers were laid for 160. The management of the Maxwell House outdid itself in decorations, music and cuisine. James H. Beard acted as toastmaster; ex-Governor McMillan was guest of honor and chief speechmaker. The jolly good time kept the crowd together until 2 a. m.

Wednesday, 10:30 A. M.

The meeting on being called to order, the

report of the committee on grading rules reported as follows:

We, your committee on grading rules, recommend that sections 2, 3 and 4 of the president's recommendations, be approved, and 5 when practicable.

There shall be no general change in inspection.

We recommend to the hardwood trade universal inspection.

We also approve the president's suggestion that individual trade-marks be registered.

The cottonwood rules we recommend should be amended.

We, the committee, on revision of price list, beg leave to report as follows: We recommend that the prices on poplar lumber be changed as follows, said prices to be in effect at all Ohio river points:

Poplar—1's and 2's, \$43.
Selects saps, \$33; No. 1 common, \$20; No. 2, \$20; No. 3, \$16.
White oak—1's and 2's, \$42.50; common, \$30.

Red oak—Same prices.
Quartered white oak—1's and 2's, \$70; common, \$45.

Quartered red oak—1's and 2's, \$62.50; common, \$40.

Cottonwood—1's and 2's, \$27; common, \$21; box common, \$14.50. (These prices on cottonwood are for delivery at Cairo or Thebes, Ill.)
Chestnut 1's and 2's, \$40; common, \$28; sound wormy, \$20.

Red gum—1's and 2's, \$26; selects, \$17; common, \$15. (Note: The above red gum prices are f. o. b. Memphis.) \$2 less on saps (above note) \$1 less on sap common.

Membership dues were increased from 2 cents a thousand to 5 cents a thousand.

The word "fas" was coined to represent 1's and 2's, and a composite symbol was originated to indicate the grade.

Election of Officers.

The election of officers resulted as follows: President, Rufus H. Van Sant, re-elected; vice president, John B. Ransom, Nashville. These officers with the directors composed of W. M. Ritter, Columbus; C. Crane, Cincinnati; R. M. Carrier, Sardis, Miss., and William Wilms, Chicago, constitute the executive board, which is thus increased from five to seven members.

A vote of thanks was tendered the Lumbermen's Club and the citizens of Nashville for their entertainment, and the meeting adjourned amid enthusiasm unprecedented with three cheers for Nashville.

A Hoo-Hoo concatenation was held, the full details of which lack of space and want of time prevents us from giving in this issue. We will give them later, however, and for the present will content ourselves with saying that it was a most successful affair and an enjoyable evening was spent by all concerned.

Secure Tract of Hardwoods.

The McClure Lumber Company of Detroit, Mich., has purchased 5,000 acres of timber on the Black Warrior river in Hale and Green counties, Alabama. The tract is made up of about one-half oak, the remainder in hickory, gum, pine and cypress. A site for a mill also has been secured at the junction of the Alabama Great Southern railway and the Black Warrior river. Contracts have been let for the buildings and installation of a band mill which will cut 30,000 feet of hardwood daily.

The concern has also increased its capital stock from \$40,000 to \$150,000. The following officers and directors were recently elected: President, W. G. Vinton; vice-president and general manager, A. V. McClure; treasurer, G. J. Vinton; secretary, G. I. McClure; director, C. F. McClure. C. F. McClure will leave shortly to take charge of operations in Alabama, locating in Entaw.

Is Rich In Forests.

New Zealand is rich in forests, containing large quantities of excellent timber. It is estimated that the forest lands of the colony comprise 20,500,000 acres. The forests are usually of a mixed character, with one or two kinds of trees predominating to a greater or less extent. All the forests are now controlled by the Department of Lands and Surveys, and nurseries have been established, which are estimated to produce annually over 1,500,000 young trees for reforestation purposes.

As It Seems to Me.

A Letter.

I am in receipt of the following letter:

BOYNE CITY, Mich., Jan. 17, 1905.

Mr. Henry H. Gibson, Chicago.

My Dear Mr. Gibson: I am in receipt of a copy of the new **HARDWOOD RECORD** with new cover, new ownership and under new management, and I wish to say to you that I am much pleased with its appearance, and from my knowledge of you and the experience you have had in the lumber business and the length of time you have served with the lumber trade press, to say the least I must say it means success, both for yourself and your readers. Your push, energy and ability must send this paper to the front. As you have said yourself, it is a clean paper, the world knows that, but it has been working under a handicap, which handicap I am sure is now removed and the **HARDWOOD RECORD** will have its freedom.

The hardwood lumbermen of the United States are to be congratulated upon their representative, for I know that you will represent the hardwood lumber trade ably and fairly, and that is what the general trade wants. I feel sure you will give them the true market report, the true condition as to supply and demand, a record of short and long stocks, and in such a condensed form that the readers can get the facts without spending too much time.

You will certainly have my co-operation as long as you conduct your business along the lines on which you have heretofore conducted it, for that means success and I will do anything I possibly can to assist you.

You have used good judgment in securing the services of Mr. Charles D. Strode, a man whom I esteem very highly. He has had his ups and downs in life, but he is an able editor, and if he will stick to his business I think he will yet make his mark. I hope you will find him just as I say, and have every reason to believe that you will.

I am pleased with your motto, "Do things rather than talk about them." Your annual subscription price is none too high from the appearance of the paper.

With kindest regards and best wishes for your success in this work, I remain yours very truly,
W. H. WHITE.

During the past fortnight I have been favored with scores of congratulatory and commendatory letters from hardwood lumbermen throughout the United States. I have made an attempt to acknowledge them all ad seriatum. These letters have been from members of the National Hardwood Lumber Dealers' Association, from members of the Hardwood Manufacturers' Association of the United States, from members of the hardwood exchanges and clubs of various cities, and from individuals not allied with any lumber organizations.

I had determined to refrain from publishing any of these extremely kind and encouraging words from my friends in the hardwood lumber trade, partially because it would take up a good deal of room in the **HARDWOOD RECORD** that might be utilized for news, and again I have felt that their publication would look like a manifestation of vanity. To quote Mr. White, I prefer "to do things rather than talk about them."

For the publication of Mr. White's letter I beg to be forgiven, since praise from Sir Hubert is praise indeed. When a man like William H. White, so fully engaged as is his

time in multitudinous lumber and allied interests, interrupts his work to write a letter like the foregoing, a man may be pardoned for giving it publicity. Mr. White's position in the hardwood lumber industry of the United States is too well known to need comment. He sets up for me and for the **HARDWOOD RECORD** a standard, which for both quality and character is very high indeed, and much higher than my ability deserves. But such being the line of conduct he has marked out for the **HARDWOOD RECORD**, so will it be my aim to fulfill his highest hopes for the paper.

About E. C. Mershon and His Resaws.

Ever since I was seven years old and got a whaling for taking the inwards out of my father's watch to see how the thing went together, I have been very much interested in machinery. During my later years this interest has been greatly augmented by the close study I have made of all sawmill and planing mill appliances. I never see a new wrinkle about a sawmill that I do not make a note of it. I compare the details of arrangement of machines in one mill with that of another, and analyze which is the better.

Of particular interest to me has been the development in band resawing machinery. When E. C. Mershon, of W. B. Mershon & Co., Saginaw, Mich., first commenced his experiments in the building of a satisfactory band resaw I knew about them, followed them, and have watched the developments of his type of machine ever since.

I am almost willing to swear that I have seen fully one-half of the band resaws ever built by W. B. Mershon & Co. in operation, and I have never yet encountered a user who was not satisfied with his purchase. I have seen these machines in sawmills, resawing sixteen-inch hemlock flitches four inches in thickness in a satisfactory manner, and I have seen them resawing miscellaneous dry hardwood culls, consisting of every known wood from elm and hard maple to shell bark hickory at the rate of 160 feet a minute, and still I have found a happy user.

The machine from its original type has now developed into a perfect appliance for the sawmill, planing mill, box factory, or picture-back maker. It is a manifestation of the possibilities in applied mechanics that can be accomplished when a man devotes himself to one thing in life and but one. I do not suppose the inventor of the Mershon resaw, E. C. Mershon of Saginaw, is any better draftsman or any better mechanic than hundreds of others in this country, but he has applied himself to the making of a single tool that should be the best on the market, and I thoroughly believe that he has succeeded.

Am I Right or Wrong?

One of the bunch of alleged hardwood lumbermen who within the month made such a wretchedly disastrous failure in Buffalo,

writes to the **HARDWOOD RECORD** on a very handsome piece of stationery bearing his name, and also the statement that he is in the wholesale hardwood lumber business, and asks that an advertisement be inserted addressed to lumber manufacturers, asking for a memorandum of stock and prices on everything from car lots to mill cuts.

I have written that gentleman that on the presumption that he is the same man who recently made such a lamentable failure I must respectfully decline his business for the present, as I could not consistently assist him to re-enter the lumber business, save in the capacity of an employe, until he had at least rehabilitated himself in the regard of his local community. I said to him further that I should do nothing to interfere with his again entering the hardwood lumber business as long as he did business on the level; that I had absolutely no feeling in the matter beyond the fact that the information I had about him and his recent failure led me to believe he was not competent to judiciously handle the wholesale lumber business either for himself or others at the present time.

From a reply I have received from the gentleman I judge he does not like the position I have taken in this matter.

On the Subject of Calendars.

The office of the **HARDWOOD RECORD** for the past month has been deluged with a collection of calendars for 1905 of all sorts and conditions. I do not suppose it is a very smart thing for me to criticize my friends in the hardwood lumber trade for the money they have spent in buying and mailing calendars to the people with whom they deal in all parts of the country. But just the same I am going to do it.

The McLean Lumber Company of Nashville sends me a remarkably handsome lithographed calendar, showing a bunch of pretty rocky-looking sycamores along the banks of a placid stream. My wife came in just after this calendar was hung up and suggested to me that she had a frame that would just fit it, and it would look very nice hanging up in the dining-room over the sideboard. I tried to explain to her that it was an advertisement of a particularly pet customer of the **HARDWOOD RECORD**, and ought to stay in the office, but she had her way, and has the picture, calendar and all.

The Haviland Lumber Company of New York City sent me a beautiful example of chromo-lithograph work, of a red-headed young lady, toying with a bunch of American Beauty roses; the young lady's gown is slightly decollete. My pet stenographic lady wanted that, and you know how they are, she had to have it.

My good friends Taylor & Crate, down at Buffalo, sent a beautiful chromo calendar illustrating a harvest scene near North Tonawanda. Strode's little boy came in and wanted that one; I never can refuse a boy anything.

The F. J. Blackwell Company, another good

friend of the HARDWOOD RECORD, sent me a mighty pretty lithograph with a calendar hitched to the tail of it, showing a charming little girl watching her tiny brother, who was attempting to locate the Russian army in Manchuria on the surface of a large globe. Mr. Tuttle's wife came in and appropriated that to take home to her little boy. Of course I couldn't tell her no, and it wouldn't have done any good if I had.

And so on with the whole list of fancy calendars, and I have been reduced in order to be able to locate the day of the week, month and year to a great big-figured ordinary piece of printed work that was sent me by the Exploits River Lumber & Pulp Company of Botwoodville, N. F. I have simply spiked this one on the wall and am going to keep it.

I am telling this story not to illustrate the beauties of the calendars, but to try to preach a sermon to the buyers of these things. For the lumbermen possibly a sensible, plain calendar, bearing the name of the sender or bearing a picture illustrative of some phase of the business may be a profitable investment, as it may by chance, hang on the office walls of some lumberman for some months. But the average fancy calendar as an advertising medium is worth about as much as talking

into a graphophone and then smashing the wax cylinder. It is money spent and thrown away. There are lots of advertising schemes, not throwing any bouquets at the HARDWOOD RECORD, which beat the calendar proposition to a finish.

HENRY H. GIBSON.

New Chicago Hardwood House.

The Payson Smith Lumber Company is the name of a newcomer in the Chicago wholesale lumber market. The office headquarters selected for this firm are suite 1404 in the Fisher building, the modern office structure on the northeast corner of Dearborn and Van Buren streets. E. Payson Smith is the manager of this enterprise, and comes here from Minneapolis, where he has been in the hardwood business for some years. Mr. Smith is the son of E. P. Smith, the well-remembered pioneer lumberman and wooden pump manufacturer of Nashville, now deceased. He was associated with his father in lumber enterprises for some years at Nashville. The elder Smith retired from business in 1893. At that time the son removed to Minneapolis and became associated with a banking house there. He again re-entered the lumber business at Minneapolis in 1898, devoting a large portion of his time to the handling of southern hardwoods, but incidentally has been a considerable factor in the northern product. His business at Minneapolis has been successful, and it is with a view to being nearer both the center of production and of distribution that he has removed to Chicago, where he expects to materially widen his field of operations.

having been western sales manager of that company. The Linehan Lumber Company takes over the former office of the Cherry River Boom & Lumber Company in the Farmers' Bank building at Pittsburg as its office headquarters.

Joseph J. Linehan had his first lumber ex-



J. J. LINEHAN.

perience down in the West Virginia central hardwood region, and in 1901 entered the employ of Willson Brothers of Pittsburg, where he remained for one year. In 1902 he took charge of the western Pennsylvania and other business as far as the Chicago territory for the Cherry River Boom & Lumber Company, in which capacity he was eminently successful.

J. C. Linehan has also made a good record as a salesman, and together the two brothers should make a strong team and command the confidence of both the hardwood lumber producing and consuming public.

A Prosperous House.

The King & Bartels Lumber Company of Cleveland, though a comparatively new concern, is meeting with a full measure of success in the manufacture and jobbing of hardwoods. The president of this company is Charles Bartels, and the secretary is John C. King. In addition to its main office at Cleveland the company has a branch sales office at Rockford, Ill., in charge of W. C. King.

The King & Bartels Company has just contracted to stock the mill of L. A. Rose at Aniwa, Wis., with 3,000,000 feet of elm, birch, ash and basswood logs, which will be manufactured to its order. It also has a contract for the output of the Lemke & Nickel mill near Merrill, which will give it nearly 3,000,000 feet additional northern hardwoods for the coming year. The company also has sources of supply for southern hardwoods at McMinnville, Tenn., Cairo, Ill., and Kennett, Mo.

Handsome Tally Book.

The Ross Lumber Company of Jamestown, N. Y., has very kindly sent the HARDWOOD RECORD a beautifully bound morocco covered tally book, which is a specimen of the New Year gift it has bestowed upon its customers. It is a very handsome and timely gift. This company is one of the best known hardwood concerns in the country, and makes a specialty of cherry and birch, and is notably one of the largest cherry handlers in the United States. The stock list with which this company accompanies its gift, shows a very complete line of cherry, including a small lot of fine curly stock, basswood, maple,

Miscellaneous Notes.

A New Lumber Buyer.

One of the larger consumers of hardwood lumber in the United States is the Brunswick-Balke-Collender Company, whose principal office is at 263 Wabash avenue, Chicago. This company has an immense factory at Sedgwick and Huron streets in this city in which 2,000 people are employed in the manufacturing of billiard and

white and red oak, elm, ash, birch, poplar, mahogany and yellow pine.

The recently appointed lumber buyer of this company is Theodore Schnelder. Mr. Schnelder, while a young man, has had a wide range of hardwood experience. He was first employed by the Engel Lumber Company of Grand Rapids, Mich., and three years ago entered the service of the Kelly Lumber & Shingle Company of Traverse City, Mich., of which house he has since been chief salesman. He now takes over the great lumber purchasing department of the Brunswick-Balke-Collender Company, and it is prophesied that he will make as good a record in that capacity as he has heretofore made as a salesman.

National Wholesale Lumber Dealers' Annual.

The annual meeting of the National Wholesale Lumber Dealers' Association, which takes place on March 1 and 2, at the Hotel Bellevue-Stratford, Philadelphia, promises to be one of the most important conventions ever held by this association. The attendance will probably be larger than ever before in its history. Arrangements have been made with the railroads for reduced rates on the certificate plan, which gives a rate of a fare and a third one way, for the round trip. Attending this convention means a very easy means of also covering the inauguration ceremonies at Washington on March 4.

New Pittsburg Hardwood Company.

On Jan. 10, at Pittsburg, Pa., there was organized the Linehan Lumber Company, the principals of which are Joseph J. Linehan and J. C. Linehan. The company will not only be wholesaler of hardwoods, but will also handle spruce, hemlock and yellow pine.

Both the gentlemen named have been formerly associated with the Cherry River Boom & Lumber Company as salesmen. Joseph J. Linehan



THEODORE SCHNEIDER.

pool tables, bar fixtures, bowling alleys and interior finish. The company also has factories in New York City and Cincinnati, and is now engaged in building another factory at Toronto, Ont. The concern uses approximately 25,000,000 feet of lumber annually. Its demands include

poplar, white and black ash, birch, and white and red oak in both plain and quarter-sawn.

Extension Of An Eastern House.

One of the best known and highest regarded



E. B. NETTLETON.

jobbing institutions in the eastern country is the Rice & Lockwood Lumber Company of

Hardwood News.

Chicago.

Theodore Schneider, lumber purchasing agent for the Brunswick-Balke-Gullender Company, left Jan. 18 for a six weeks' trip through the south.

L. E. Bryant, mining engineer of the Stearns Lumber Company of Stearns, Ky., was a Chicago visitor a few days ago.

W. F. Morris, manager of sales of the E. Sondheimer Company, says that inquiries are coming in faster than he ever saw them before at this season of the year, and that trade is excellent.

W. S. Hall of the Oval Wood Dish Company of Traverse City, Mich., was a welcome visitor a few days ago.

John C. Klug, manager of King & Bartels Lumber Company of Cleveland, was a Chicago visitor last week.

J. M. Pritchard, secretary of the Indiana Hardwood Lumbermen's Association, was in Chicago last week.

Grand Harrison, the lumber inspector of Charlevoix, Mich., was renewing acquaintances in Chicago last week.

Ben Dolweber of John Dolweber & Sons paid Chicago a visit recently. He visited this market to attend the furniture exposition, coming up with twenty-five furniture and lumber men from Cincinnati in a special car. When Cincinnati does a thing it is well done.

Mr. McParland, of Ryan & McParland, this city, has returned from a trip to Indiana.

J. E. Tuttle of the Cypress Lumber Company of Cincinnati was in Chicago last week in company with F. W. Mowbray, of Mowbray, Thompson & Emswiler. The boys report a pleasant time and that they enjoyed their visit.

George Thamer of the Empire Lumber Company of Chicago is moving his yard to a new location at the corner of Southport avenue and C street, where he will have very fine quarters. He is erecting a lumber shed which, when completed, will be about the finest thing in the way of lumber sheds that Chicago can show. It is being built of brick exclusively and is 200 by

Springfield, Mass. This corporation covers pretty well the entire area of the United States in the ramification of their buying and selling of lumber, which not only includes hardwoods, but practically a full line of American building woods.

A recent extension of this concern is an arrangement which has been made with E. B. Nettleton to take over its business and establish a branch office at Philadelphia, with which to cover eastern Pennsylvania, New Jersey, Delaware and Maryland business.

Mr. Nettleton is so well known to the lumber trade of the East that he needs no introduction there, he having been for many years sales manager for the great Du Bois sawmill interests of Du Bois, Pa., and more lately having been engaged in the wholesale lumber trade at Philadelphia on his own account. He is an enterprising, clean-cut, experienced and upright business man, and the Rice & Lockwood Lumber Company as well as the manufacturing and consuming lumbermen of the East are to be congratulated on Mr. Nettleton's new alliance. His office headquarters are located in the Crozer building, on Chestnut street, just above Broad, Philadelphia.

F. I. Williams, of Clarksdale, and E. C. Stoneman, of Memphis, and others incorporated in the style of Stoneman Lumber Company, with a capital stock of \$10,000, have launched forth into the trade, and hope to do a large business.

It is announced that E. L. Folk & Co. will erect a hardwood sawmill at Woodstock, Va.

80 feet. There are Chicago yards possessing larger sheds, but none having a more finely equipped or substantial building.

There is no lumber office which is more pleasant to visit than that of the Johnson & Knox Lumber Company. There is an atmosphere of whole-souled congeniality about the place. Mr. Knox is an old-time lumberman and tells the result of his experience and observation in very entertaining fashion. Messrs. Johnson and Phillips keep up their end all right, and they know how to treat a newspaper man and will strain a point to dig up news even though they don't know of anything in particular.

Max Sondheimer of the E. Sondheimer Company is off for a six weeks' visit to its allied operations, the Ranger Export Company of Big Creek, Liberty county, Tex.

J. C. Blackford of the National Lumber Company, this city, has returned from Nashville, where he disposed of a large lot of poplar to the Davidson & Benedict Company of that city. He still has sufficient on hand, however, to fill all orders.

F. F. Fish, formerly with the International Mercantile Agency, has made connection with the Lumbermen's Collection Agency, Ashland Block.

George W. Stoneman has been out of the city during the past week on a business trip, but has returned. He reports but little lumber in the country south of Chicago.

Clarence Boyle of the Clarence Boyle Lumber Company returned from an extended trip through the South on Tuesday.

E. E. Goodlander of Goodlander & Robertson, Memphis, Tenn., was a caller in this market last week. This is the first time Goodlander has been here for nearly a year, except to a committee meeting of the National Hardwood Lumber Association.

William C. Bailey of Minneapolis was in the city last week, after a trip to the South, looking at timber land. Mr. Bailey is a very pleasant and well-informed gentleman and he was a welcome visitor to the HARDWOOD RECORD office.

This was his first trip to Chicago in over four years.

R. A. Wells & Co. have disposed of their mill at Helm, Ark., but they continue their operations at that point, having made arrangements for a number of mill cuts.

W. E. Trainor has returned from a trip throughout the South. He reports business very good, but lumber advancing more rapidly in the country than in Chicago.

A. B. Klise of the A. B. Klise Lumber Company, Sturgeon Bay, Mich., was in the city this week, looking after his business interests.

I. Witkowski of Chicago paid his annual visit to the office of the HARDWOOD RECORD this week. He always comes in about this time of the year and renews his subscription and then goes away for another year. Come oftener, Mr. Witkowski.

L. G. Pomroy of this city was a caller at the office of the HARDWOOD RECORD on Wednesday last. He reports business as very satisfactory.

C. G. Powell of the Fullerton-Powell Hardwood Lumber Company, South Bend, Ind., was in Chicago a few days ago and left here for a business trip to St. Louis.

Indianapolis.

W. W. Knight of the Long-Knight Lumber Company left Thursday for a ten days' trip through the southern states to look after the interests of his company there.

Harry E. Christian, formerly of the Christian Hough Fuel Company, has disposed of his interest in that company and has associated himself with J. E. Christian in the Christian Lumber Company.

The Lumbermen's Club of Indianapolis, formed about two years ago by about 20 lumber dealers of the city, has proven a highly successful club. The object of the club is to promote a spirit of good fellowship among the city's lumbermen. On the evening of the second Wednesday of every month the club banquets at the Commercial Club and then spends a social evening in the club's parlors. The officers are H. P. Burnett, president; Mr. Sykes, vice president; L. G. Miller, secretary, and A. C. Beldanaire, treasurer.

Memphis.

R. M. McMullen, president of the Chicago and Mississippi Land and Lumber Company; L. A. Trowbridge of the Trowbridge & Niver Company, Chicago; J. H. Sultzler of the Sultzler & Bolbe Advertising Company, Chicago, and thirty other lumbermen, bankers and merchants from St. Paul, Minneapolis, Chicago and other cities were guests at the Hotel Gayosa a few days ago. They spent some time in Memphis and took in the city. The party are interested in the Chicago and Mississippi Land and Lumber Company. The company has invested in the neighborhood of Greenville, Miss., over \$1,000,000. The party expressed themselves as well pleased with the South, and especially with the city of Memphis.

The Banning Lumber Company of this city has been incorporated with a capital stock of \$10,000 by C. E. Banning, C. J. Tully, S. B. Anderson, H. B. Anderson and A. M. Patterson. Most of these gentlemen are already well known and prominently connected with the lumber trade.

It is stated that the Bacon & Noland Lumber Company of Chaney, Miss., will shortly establish a sales office in Memphis.

President R. J. Darnell of the club further appointed E. E. Taenzler and George D. Burgess as a committee to go to Nashville and be present at the presentation of the bills that have been promulgated at the instance of J. S. Davant, commissioner of the Memphis Freight Bureau.

A large match factory is said to be in prospect for Memphis. Russell Woldridge, connected for a number of years with the Indiana Match Company of Crawfordsville, Ind. and C. D. Voris,

also lately identified with match manufacturing concerns in the same state, have been here looking with reference to a site. The company of theirs has a capitalization of \$100,000.

The S. C. Major Lumber Company is about to begin business here. The capital stock of the company is \$25,000. The incorporators are: S. C. Major, Roland F. Krebs, L. T. Major, Geo. E. Hibbard and Wm. H. Steel.

S. B. Anderson, of the firm of Anderson-Tully Company has returned from a recent trip to Washington City, D. C.

J. Lyon, a well-known Liverpool importer, was visiting the Memphis firms who export a few days ago.

The snow and sleet in the South the last week has retarded manufacturing of lumber a good deal, this is especially true of the country mills. Navigation was to some extent interfered with but the snow, melting rapidly, has allowed the ordinary facilities for the boats on the Mississippi the last few days.

W. O. Hughart, Jr., of Hughart and Kendall, Grand Rapids, Mich., was a visitor at their Memphis office a few days ago.

Rudolph Sondheimer, of the E. Sondheimer Company, Chicago, was here recently.

Bristol, Va.-Tenn.

The R. E. Wood Lumber Company of Baltimore, Md., has just negotiated a deal with the Boston Timber and Mineral Land Company for 6,800 acres of valuable timber land in Carter County, Tennessee, and the deal has been thoroughly consummated. The R. E. Wood Lumber Company will probably cut the timber by the use of portable mills. The tract contains about 62,000,000 feet of lumber, and consists chiefly of oak, chestnut, poplar, white pine, and hemlock. R. E. Wood, president of the purchasing company, was in Bristol to close the deal last week and returned to Baltimore Thursday.

E. S. Wentzworth, a lumber buyer of Baltimore, Md., called on the Bristol dealers and manufacturers last week.

Valentine Luppert, president of the Luppert Lumber Company of Butler, Tenn., and Mr. J. W. Tarman of the Adventure Lumber Company, Butler, were visitors in Bristol last week. They state that the lumber business is especially good with them, and they are optimistic as to the future of the business in that locality.

N. B. Bradley and son, E. E. Bradley, were in Bristol last week, en route from Elizabethton, Tenn., to their homes at Bay City, Mich. The Bradleys own the controlling interest in the Whiting Lumber Company of Elizabethton, and attended a meeting of the stockholders at Elizabethton Tuesday. They report that they are very much flattered over the outlook, and that material changes will be made in the company's business. E. E. Bradley is president of the concern.

H. C. Raine of the Whiting Lumber Company has resigned his position to accept a like position with a wood-working firm at New York City.

J. H. Bryan, president of the Bryan Lumber Company of this city, has returned from points in North Carolina, where he has been inspecting his company's mills in that section. He reports that they are all in active operation, and that he was very well pleased with the outlook. He has just made several large acquisitions of timber land for his company in Mitchell and other counties in the Tar Heel state.

George H. Drudoff, representing the Stirling-West Lumber Company of Baltimore, is buying lumber in this section. He reports that the exporting feature of his company's business is assuming an unusually large volume.

The Unaska Lumber Company of Johnson City, Tenn., has just closed a deal for a large and valuable tract of timber land near Holston institute, in Sullivan County, Tennessee. The purchase was made from the firm of Fain Bros. of that place.

Samuel Garrett of State Line, near Bristol, has purchased a boundry of timber, and is preparing to begin cutting shingles soon. The mill is on M. L. King's place, and will have a large capacity.

Bruce Hodges has resigned his position as private secretary in the offices of Stone-Fluling Lumber Company to accept a lucrative position with the Norfolk and Western Railway Company, at their offices in Bristol. Mr. Hodges was formerly connected with the Bristol Door and Lumber Company and is an experienced lumberman.

Joe P. Davis of Bristol went down to Midway, Green County, Tenn., last week where he will be present at the starting of the new mill of himself and O. F. Hughes, at that place. They have purchased a boundry of timber there and have already cut considerable logs. The output of the mill has been contracted to Price & Head of Baltimore, and will be exported by that company. The timber consists chiefly of high grade oak.

Thousands of logs which have been on the rivers near Bristol for months, awaiting sufficient tide to raft them down to the market at Chattanooga have now been turned loose, and began their long journey of three hundred miles.

Frank R. Whiting of the Janney-Whiting Lumber Company of Philadelphia, and the Whiting Manufacturing Company of Elizabethton, Tenn., has been in this section on business for some days, and returned to Philadelphia last week.

The Clinch Valley Lumber Company has been organized in this section, and is composed of a number of prominent lumbermen of this section. The chief offices of the company will be at Bluefield, W. Va. M. B. Eutsler of Bristol will be general manager of the newly organized company. The company owns several large tracts of valuable timber near New Castle, Va. Active operations of the new concern will begin next week.

The newly established wood working plant of Smith & Wilson, in South Bristol, on the Southern railway, is now in active operation, and the promoters are well pleased with the prospects. They have purchased considerable lumber for use in the new mills in Johnson County, Tennessee, and same is being freighted to Bristol as rapidly as possible. M. M. Cloyd is in charge of the business. He was formerly a member of the firm of Wagner & Cloyd Lumber Company of Bristol, and following the dissolution of that firm is identified with Smith & Wilson.

Stone-Fluling Lumber Company of Bristol is erecting a large additional building for its use on Third street. The new building will be used for storing sash, blinds, doors and mantels. The company is making extensive improvements in its business.

Evansville.

Claude Maley of Maley & Wertz Lumber Co. left Monday to take in the Lumbermen's Convention at Indianapolis, and from there will call on the hardwood dealers of Chicago, Grand Rapids and Racine.

Frank Cutsinger of the Young & Cutsinger Lumber Co. attended the Lumbermen's Convention at Indianapolis.

John A. Thompson of Edinburg, Ind., has been here the past week looking over his business interests with May, Thompson & Thayer.

Ralph May of May, Thompson & Thayer attended the Indianapolis Convention.

Owing to the heavy flow of ice in the river, boats have been tied up and logging operations have been shut off the past few weeks.

Maley & Wertz have been running both of their band mills full time since January 1, and are cutting some fine stock in quartered oak.

New York.

The Emporium Lumber Company, extensive hardwood manufacturer with mills at Keating Summit and Austin, Pa., main office Buffalo,

N. Y., and local office at 1 Madison avenue, has just added to its heavy holdings of hardwood timber through the purchase of 18,000 acres in the town of Claire in the Adirondacks, N. Y., and will immediately organize a company for its development.

J. C. Turner, president of the J. C. Turner Cypress Lumber Company, has gone south again, on a business trip.

Gardiner I. Jones, head of the Jones Hardwood Company, a newly organized Boston concern, was in town Jan. 6, at which time he was the presiding officer at the Hoo-Hoo concatenation.

F. E. Creelman of F. E. Creelman Lumber Company, Chicago, Ill., hardwoods, and D. W. Briggs of the Briggs & Cooper Company, Saginaw, Mich., were in town on business during the fortnight.

F. W. Lawrence of Lawrence & Wiggin, Boston, familiarly known as "the man from Boston," was at the Wolcott for several days recently looking after their trade in this section.

The firm of Dixon & Dewey has been organized with offices in the Flatiron building, Broadway and Twenty-third street, to conduct a general wholesale hardwood lumber and flooring business, and will begin active operations on Feb. 1. The firm is composed of John T. Dixon, head of the large hardwood operations of the John T. Dixon Lumber Company in Virginia, West Virginia, Tennessee, North Carolina and Georgia (headquarters Roucaverte, W. Va.), and Harry S. Dewey, who for the past year or so has been managing the plant of the Whiting Lumber Company at Elizabethton, Tenn., and who was previously associated with the local trade through the operations of Bliss & Van Auker of Saginaw, Mich. The firm will handle the entire output of the John T. Dixon interests, which includes a full line of hardwood lumber, and in addition will make a specialty of oak, maple and yellow pine flooring, with excellent sources of supply.

The Grantwood Molding & Timber Company has been incorporated at Hoboken, N. J., with a capital of \$10,000, to conduct a general hardwood, molding and trim business and sash and door plant. The incorporators are B. Brochnow, W. H. Meyers and H. Jorgensen.

L. Methudy, distinguished hardwood exporter of St. Louis, Mo., spent a day or two in town on business en route home from the American Forest Congress, in Washington, at which he was an interested attendant.

W. H. Mabie, Mabie Lumber Company, hardwood manufacturer of Mabie, W. Va., spent a few days in town during the fortnight in the interest of business.

E. S. Foster, manager of the hardwood department of R. B. Currier, Springfield, Mass., was in town for several days last week, where he was joined by Mr. Currier on the 14th for a visit among the trade.

E. A. Swain, well known hardwood man of Shelbyville, Ind., was another visitor in the interest of business.

F. H. Doyle & Co., 16 Beaver street, composed of F. H. Doyle and W. C. Thompson, are fast forging to the front as one of New York's progressive hardwood houses. They enjoy some very excellent mill connections, but are also general buyers at manufacturing points. They report business active and are shipping quite a large amount of stock, and are experiencing but little difficulty in pleasing their customers owing to the wide experience Mr. Doyle has had at mill points during the past twenty years as buyer for a large local house and among whom he enjoys as wide an acquaintance as any hardwood lumberman in the eastern states.

R. W. Higbie, hardwood wholesaler and manufacturer, 45 Broadway, who has been taking an active interest in transportation affairs as chairman of the Railroad and Transportation Committee of the N. W. L. D. A., was a distinguished delegate at the Boston conference

of New England lumber associations on Jan. 25, called for the purpose of taking action in regard to governmental freight rate regulation.

E. M. Price, Price & Hart, 18 Broadway, large wholesale hardwood and export house, left Jan. 21 for a visit to the mills of the Gauley Company, Camden-on-Gauley, W. Va., for whom they are selling agents and from there joined the other eastern exporters on the 23rd for St. Louis to attend the National Lumber Exporters' Association annual convention on the 25th. Mr. Price is an ex-president of the association and has always taken a keen interest in its affairs.

E. E. Eaton, 42 Broadway, who for some time past has been representing the Kenova Poplar Manufacturing Company of Kenova, W. Va., in the local market, has severed his connection with that company to assume the management of the local office of the W. M. Ritter Lumber Company, of Columbus, O., at 45 Broadway, to succeed T. S. Miller who recently went with the Stevens-Eaton Company, as manager of their hardwood department. Mr. Eaton is favorably known in the local trade.

Local Hoo-Hoo had a blowout on Jan. 6 at the Vendome hotel, at which time the following candidates were elected: Joseph Bailey, E. Bailey & Sons, retailers, Patchogue, L. I.; S. G. Ormsbee, Wayne Lumber Company, Hardwoods; T. S. Miller, manager hardwood department Stevens-Eaton Company; W. A. Eaton, Stevens-Eaton Company, 1 Madison avenue; M. Mosson, retail hardwoods, 518 Flushing avenue, Brooklyn, N. Y.; F. W. Fassett, Bush, Fassett & Krussen, wholesale, 1123 Broadway; Herndon Sizer, Robert R. Sizer & Son, wholesale, 13 William street.

There was a general good time, a fine dinner and vaudeville entertainment, and a very fair attendance of the local cats, under the leadership of Snark F. E. Longwell, of Hoboken, N. J. An enjoyable feature of the concatenation was the presence of Vicegerent J. J. Rumbarger, of Philadelphia, and head of the operations of the Rumbarger Lumber Company. Mr. Rumbarger was accompanied by a coterie of Philadelphia Hoo-Hoo who helped to make things lively. With him were C. E. Lloyd, Jr., Cherry River Boom & Lumber Co.; St. George Bond, H. E. Olson and F. W. Worden, all of the Rumbarger Lumber Company; Thomas B. Hoffman, J. S. Kent Co.; John H. Vaughan, Lewis, Thompson & Co., Philadelphia, and E. W. Vandegrift.

The Barr & Mills Company, large wholesaler of Zanesville, O., has opened an office in the Flatiron building, under the management of Sam E. Barr and has become a permanent fixture in the local wholesale trade. It will handle a full line of hardwoods and hardwood flooring. The concern has secured the hardwood output of the Otter Creek Lumber Company, Hambleton, W. Va., which company has put in a brand new flooring plant which will give them a choice line of maple and oak flooring, in addition to several million feet of oak lumber, which in addition to its other lines places them in possession of some very choice offerings for the trade of this section. Mr. Barr is a well posted lumberman and their local venture starts out under most favorable auspices.

The banquet of the New York Lumber Trade Association was given at the Waldorf-Astoria at which time over 200 members of the local trade and out of town lumbermen were present. The menu was most excellent and the room handsomely decorated. After dinner speeches were made by the following prominent lumbermen: James Sherlock Davis, president of the New York Lumber Trade Association; Richard S. White, president of the Eastern States Retail Lumber Dealers' Association; Lewis Dill, Baltimore, Md.; Norman James, president Baltimore Lumber Exchange; A. J. Cadwallader, president the Lumbermen's Exchange of Philadelphia, and Prof. Franklin D. Giddings, Colum-

bia University, after which a very fine vaudeville entertainment was given.

Grand Rapids.

The Longfellow & Skillman Lumber Company has bought a tract of ground at Fuller, in the northern environs of Grand Rapids, for use as a lumber yard. The yard is located on the Grand Rapids & Indiana railway and it is one of the finest for business purposes in the city. Side tracks have been laid and lumber piling started. In the spring the company expects to erect an office building there, still maintaining its downtown offices in the National City bank building.

Henry W. Carey of Eastlake was in the city Jan. 21 for a short time. He stated that the Michigan Maple Company would hold its annual meeting early in February and that conditions in the hardwood line were excellent.

The annual meeting of the Nichols & Cox Lumber Company was held last week and the following officers elected: President, F. I. Nichols; vice president, P. H. Travis; secretary and treasurer, W. E. Cox. The company manufactures maple flooring and Mr. Nichols reports that business for December was unusually active. Arthur Konkle has been engaged by the company as bookkeeper.

The state senate last week confirmed the re-appointment of W. W. Mitchell of Cadillac as a member of the board of managers of the Northern Asylum for Insane at Traverse City.

Stockholders of the Dennis Bros. Salt & Lumber Company met last week and elected the following board of directors: Henry Idema, Edward Fitzgerald, Amos S. Musselman, McGeorge Hundy, Dudley E. Waters, E. E. Dennis and A. L. Dennis. Officers will be chosen later.

Walter C. Winchester of the Foster-Winchester Lumber Company, accompanied by his wife, will leave Feb. 1 for an extended trip abroad.

The Foster-Winchester Lumber Company held its annual meeting last week, re-electing directors and officers as follows: Directors, Henry Idema, W. C. Winchester and F. C. Miller, Grand Rapids; John J. Foster and C. W. Johnson, Greenville. President, Henry Idema; vice president, John J. Foster; secretary-treasurer, W. C. Winchester.

The annual meeting of the Vilas County Lumber Company, held at the offices of the Foster-Winchester Company, resulted as follows: Directors, Henry Idema, W. C. Winchester, Lewis H. Withey, C. W. Johnson and John J. Foster. President, John J. Foster of Greenville; vice president, Lewis H. Withey; secretary, W. C. Winchester; treasurer, Henry Idema.

The annual meeting of the Turtle Lake Lumber Company, also held in the offices of the Foster-Winchester Company, resulted as follows: Directors, Wm. S. Winegar, Henry Idema, W. C. Winchester, F. C. Miller, George A. Rumsey, John J. Foster and C. W. Johnson. President, W. S. Winegar; vice president, Henry Idema; secretary-treasurer, F. C. Miller.

Dealers in hardwood will be interested in the step taken by stockholders of the Central Furniture Company in changing the name to that of the Shelton & Snyder Furniture Company. John R. Shelton and Charles Snyder have been actively interested in the management of the company for years, and the change is made largely to avoid the frequent confusion of names with other furniture concerns.

The Dudley & Daniels Lumber Company of Grand Rapids has been dissolved and is now selling its stock and closing up its affairs. From the same office headquarters, 220-225 Houseman building, the Dudley Lumber Company, not incorporated, will continue the business. This company will handle the products of its own mill and will make a specialty of southern oak and all kinds of Michigan hardwoods. H. J. Dudley of Fremont, O., a well known and highly regarded Michigan operator, is the principal of this concern.

E. E. Taenzer & Co.

(Incorporated)

MANUFACTURERS
AND DEALERS.....

HIGH-GRADE Hardwood Lumber

*Band Sawn Thin Stock
a Specialty*

MAIN OFFICE AND MILL:
Florida Ave. and Y. & M. V. R. R.

MEMPHIS, - TENN.

ALSO MILL AT SHORT BEND, ARK.

WANTED.

We are in the market for the following lumber, must be in good dry condition, and if can furnish any or all, please quote us f. o. b. cars shipping point, describing stock, and how soon same can be reached.

10 to 20 cars 1 in. 1st and 2nd Plain White Oak.
2 cars 1½ in. 1st and 2nd Plain White Oak.
1 car 1¾ in. 1st and 2nd Plain White Oak.
3 cars 1¾ in. 1st and 2nd Plain White Oak.
2 cars 2 in. 1st and 2nd Plain White Oak.
1 car 2½ in. 1st and 2nd Plain White Oak.
5 cars 3 in. 1st and 2nd Plain White Oak.
1 car 4 in. 1st and 2nd Plain White Oak.

The above stock must be well manufactured, equalized trimmed lengths. Prefer band sawn stock. Could take 15% to 25% of good Common with same.

We are also in the market for the following:

10 cars 1 in. Common Plain White Oak.
5 to 10 cars 1 in. 1st and 2nd Plain Red Oak.
10 cars 1 in. Common Plain Red Oak.

FOR SALE.

2 cars 1 in. 1st and 2nd Quartered Red Oak.
2 cars 1 in. Common Quartered Red Oak.
1 car 1 in. x 10 in. and up 1st and 2nd Plain Red Oak.
1 car 1¼ in. x 10 in. and up 1st and 2nd Ash.
½ car 1½ in. x 10 in. and up 1st and 2nd Ash.
1 car 1¾ in. x 12 in. and up 1st and 2nd Red Gum (two years old).
1 car 2 in. x 6 in. and up 1st and 2nd Red Gum (3 to 4 months old).
10 cars 1 in. Gum Crating lumber, can ship rough or d. 2 a.
3,000,000 ft. 1 in. Poplar,
1½, 1¾ and 2 in. bang up stock, all grades and good lengths.

E. E. Taenzer & Co.

(Incorporated)

MEMPHIS

Oak

We have a full line of both quartered and plain, Red and White, THOROUGHLY DRY, also some fine wide POPLAR and CHESTNUT.

John Dulweber & Co.
CINCINNATI, O.

FOR SALE.

Poplar lumber: West Virginia stock.
80 M feet 1 in. log run or on grade.
30 M feet 2 in. No. 1 common, 7 in. and up wide.
20 M feet 2 in. 1sts and 2nds, 7 in. and up wide.
11 M feet 3 in. and 4 in. 1sts and 2nds, 10 in. and up wide.
11 M feet 3 in., 4 in., 5 in. and 6 in. 1sts and 2nds, 10 in. and up wide.
25 M feet 3 in., 4 in., 5 in. and 6 in. No. 1 common, 10 in. and up wide.
40 in. 3 to 8x10 in. and up export poplar, green.
11 M feet 1 in. 1sts and 2nds, 18 in. and up.
1 car 2 in. log run beech.
2 cars 1 in. log run bass.
6 cars 1 in., 1 1/4 in., 1 1/2 in. and 2 in. sawed, wormy chestnut.
6 cars 1 in. log run white oak.
1 car 2x12 sawed white pine.

To the Kentucky and Ohio river mills, the following logs will be for sale at Valley View, Ky., after next tide, principally common and better:

RAFT. OAK.
No. 1. 16 and 14 ft., 14 in. and up, 11,737 ft.
No. 3. 14 ft., 14 in. and up, 11,602 ft.
No. 5. 16 ft., 14 in. and up, 14,245 ft.
No. 6. 12 ft., 22 in. and up, 12,500 ft.
No. 7. 14 ft., 22 in. and up, 13,000 ft.

POPLAR.
No. 1. 16 and 14 ft., 14 in. and up, 2,386 ft.
No. 3. 14 ft., 14 in. and up, 2,169 ft.
No. 5. 16 ft., 14 in. and up, 2,032 ft.
No. 6. 12 ft., 22 in. and up, 3,500 ft.
No. 7. 14 ft., 22 in. and up, 3,200 ft.
Will be glad to mail log tally sheet on each raft at your request.

MARIETTA LUMBER CO., Marietta, Ohio

H. C. HOSSAFOUS

Manufacturer and dealer in
Quartered Oak, Dimension Stock Ash,
Plain and Quartered Oak, Walnut, Cherry.
DAYTON, :: :: OHIO

THE GRAHAM LUMBER CO., LTD.

Manufacturers of

Yellow Poplar Lumber
AND

Wholesale Dealers in all Kinds of

Hardwood Lumber

OFFICE: 41 East Fourth Street,
CINCINNATI, OHIO.

Boston.

Charles C. Batchelder of the Boston Lumber Company, who has just completed his second term as president of the Massachusetts Wholesale Lumber Association, is swinging around the southern circle, and will be absent from four to six weeks, during which time he will visit the short leaf and long leaf yellow pine districts, also the cypress, white wood and oak sections. Mr. Batchelder is for the first time traveling under the benign influence of Hoo-boo, of which all southern brethren in the faith should take due notice and govern themselves accordingly.

Horace M. Bickford of the H. M. Bickford Lumber Company recently left for an extended trip among his southern connections, and reports just received from that section indicate that he has secured some very desirable blocks of stock during his travels.

E. A. Smith of E. A. Smith & Company returned on Saturday last from a four weeks' trip among the yellow pine and cypress manufacturers of the south. Mr. Smith reports that mills are, almost without exception, supplied with orders sufficient to keep them busy until the close of this winter's season.

H. D. Wiggin, the Boston Wholesale Hardwood specialist, has engaged Mr. Williamson, formerly with the Suncook Valley Lumber Company. Mr. Williamson, who is well known to the New England trade, will cover the territory formerly worked in by M. W. Hart.

The new private offices of the Cypress Lumber Company, now located in the Broad Exchange building, should be of exceptional interest to the trade. These offices are finished entirely in red gum, which presents an object lesson to those who do not yet appreciate the dignified and elegant effects to be obtained through the use of that wood.

The Cypress Lumber Company has a great amount of standing red gum included in its southern timber holdings.

M. Walter Hart, for three years with Horace M. Bickford, and for the past eight years with H. D. Wiggin, has engaged in business on his own account, with an office in the Mason building. Mr. Hart is at present traveling among the mills of the south. It is his intention to make a specialty of southern and western hardwoods.

George D. Emery, the head of the mahogany manufacturing firm of George D. Emery Company of Chelsea, Mass., sailed from London recently, where he had been for over three weeks inspecting his new London mahogany plant.

George L. Cade, the treasurer of the George D. Emery Company, reports a favorable outlook for mahogany during the coming season, as there have been a number of inquiries and also some large orders in the market placed by the manufacturers of passenger cars. Of these orders the George D. Emery Company has received some of the most important.

The Massachusetts Wholesale Lumber Association, which held its annual meeting in December last, has recently appointed its standing committees for the year. The following are members of the hardwood committee: H. L. Grogan, E. A. Smith and H. B. Fiske, chairman. It is now expected that the annual meeting of the Massachusetts Retail Lumber Association will be held at Worcester, Mass., on Feb. 18, although this date is not officially settled on.

William Bacon of Davenport, Peters & Co. recently emphasized the falling off in the demand for quartered white oak and white wood, and the comparative increase in demand for lower cost or substitute woods over the two woods referred to. Ash and cypress especially having had an increased demand as substitutes. It is understood that the hardwood end of the business of the H. M. Bickford Company is now being handled in the name of F. B. Witherbee, who succeeded to the business of Jones & Witherbee. Mr. Bickford continues a stockholder in

the Jones Hard Wood Lumber Company, while Jones & Witherbee are still stockholders in the H. M. Bickford Company. The arrangement will facilitate the conduct of the business of the various companies. The management is unchanged.

Detroit.

In August last the Wylie & Buell Manufacturing Company bought the old Detroit mill, put another hand saw into it and began manufacturing hardwood and hemlock. The company bought 175,000,000 feet of timber and had many thousand acres prior to that. The mill is to run the year through. The company also stock a new hardwood mill erected this last fall at Saginaw by Bliss & Van Auken, which is to cut hard maple exclusively, the product to be used in the flooring factory of the firm.

The S. L. Eastman Flooring Company of Carrollton is putting in a new boiler and will buy 2,500,000 feet of maple logs this winter, which will be converted into lumber at Bay City for the flooring factory at Carrollton. Last year the Eastman plant manufactured 7,500,000 feet of hardwood lumber.

W. D. Young & Co. at West Bay City manufactured 19,000,000 feet of hardwood lumber last year and are carrying now a stock of 12,000,000 feet. The firm is putting in 12,000,000 feet of hardwood logs this winter.

J. J. Flood, who operates a sawmill at West Bay City, is going to cut 10,000,000 feet of hardwood lumber for other parties.

The Kneeland-Bigelow Company at Bay City manufactured 5,281,481 feet of hardwood lumber last year. This concern is running day and night cutting hemlock and hardwood, and has 12,000 acres of land in Montmorency county, and besides it buys large quantities of logs.

Salling, Hanson & Co. of Grayling have become large stockholders in the Thomas Forman Company of Detroit and will stock the maple flooring plant of the latter concern in Detroit with 12,000,000 to 15,000,000 feet of maple annually. The plant was built two years ago. Salling, Hanson & Co. have a vast tract of fine hardwood timber.

Chesbrough Bros. of Toledo and Bay City own 75,000 acres of timber land in upper Michigan, which contain a world of the finest hardwood timber on the continent. The firm is manufacturing pine exclusively, having several years' supply at their mill at Emerson.

Briggs & Cooper Lumber Company of Saginaw handled 25,000,000 feet of lumber last year, a good portion of which was hardwood.

Salling, Hanson & Co. manufactured at Grayling last year 9,980,771 feet of hardwood lumber and at the end of the year had on hand 4,986,435 feet.

The Stephens Lumber Company at Waters, on the Mackinaw division of the Michigan Central, manufactured 7,275,000 feet of hardwood lumber last year and at the end of the year had on hand 8,100,000 feet.

The sawmill of Frank Buell at Gaylord cut 3,000,000 feet of hardwood lumber last season. The mill went out of commission in August.

C. H. Prescott & Sons of Tawas City manufactured 1,400,000 feet of hardwood. The mill burned last September and the firm has bought and is operating the Miller sawmill two miles from Rose City.

At Millersburg S. E. Derry & Co. cut 6,000,000 feet of hardwood lumber last season and the mill is being stocked for next season with 7,000,000 feet of logs.

W. B. Mershon, president of Mershon, Schuette, Parker & Co., and George B. Morley of Saginaw have bought over 30,000 acres of fine hardwood timber lands in upper Michigan, lying in two solid groups. The groups are not so far apart but what they might be considered as one after all. This purchase was made as an investment and not for immediate cutting.

Columbus.

Lewis Doster, secretary of the Hardwood Manufacturers' Association of the United States, has been busier than a boy killing snakes in perfecting preliminary arrangements for the Nashville meeting of the association.

M. A. Hayward, the well-known poplar lumberman of this city, reports inquiries very numerous and trade remarkably good for the season of the year.

President R. H. VanSant was a recent visitor at the Manufacturers' Association headquarters.

W. M. Ritter, president of the W. M. Ritter Lumber Company, has just returned home from an extended business and pleasure trip in the East.

T. N. Fannin of the Keys-Fannin Lumber Company of Ashland, Ky., was a Columbus visitor last week.

Benjamin F. VanSant, chief salesman of the Lawkins Lumber Company, whose office is at Ashland, Ky., and mills at Ironton, O., was looking around among the trade a few days ago for business.

A. P. Waterfield, the local representative of the Yellow Poplar Lumber Company of Coal Grove, O., reports the poplar business very good throughout this section of Ohio, and that prospects for an increased demand are very promising.

W. E. Douglass of the Crushy & Beckley Lumber Company of New Haven, Conn., and of the Douglass & Walkley Lumber Company of Mississippi, is south on a business trip.

Superintendent Harvey Dern of the Ritter, West Virginia, operations, spent several days in town last week, in consultation at the company's headquarters.

F. A. Kirby, who represents the Cherry River Boom & Lumber Company in the western Pennsylvania and Ohio field, called on the trade in this market a few days ago. Since the company closed its Pittsburg office Mr. Kirby has had to take on considerable additional work. Assisting him in handling the territory west of the principal office at Philadelphia is C. H. Holden, who traveled in West Virginia in the interests of the big corporation. Mr. Holden was formerly with the G. F. Stockert Lumber Company of Buckhannon, W. Va. Of course, C. E. Lloyd, Jr., still continues as general sales manager of the Cherry River Boom & Lumber company.

Walter L. Whitacre, the well-known commission lumber merchant of Columbus and president of the Union Association of Lumber, Sash & Door Salesmen, is now handling the stock of the Stearns Lumber Company of Stearns, Ky., which consists largely of hardwoods.

Philadelphia.

The demand being made on the lumbermen of Philadelphia for hardwoods at a general advance in price argues well for both the wholesaler and retailer. Comparing the condition of affairs a year ago when everything was extremely dull, with the present, 1905 is about a month in advance for orders booked for immediate shipment.

Several vessels have been chartered at this port in the past week to load lumber at the Gulf ports for the River Platte. The export business is rapidly growing and is worth looking after.

Just now there is a steady call for hemlock and chestnut with very little in the yards, which has a tendency to stiffen prices. Oak is in demand and hard to get. Poplar is improving along with the general conditions.

Clemm E. Lloyd, Jr., sales manager of the Cherry River Boom and Lumber Company has been in the western part of the state visiting the branch office at Pittsburg; he also looked over the ground at Dayton and Columbus, O.

The out-of-town visitors who called on the local trade this week were: Vice President and Assistant Manager M. M. Erb of the Case Lum-

ber Company, Chattanooga; J. Patterson, Little Creek Lumber Company, Sne, W. Va.; A. H. Winchester, Buckham, W. Va.; C. C. Chapman, Diana, W. Va.; Joo, L. Aleock of Joo, L. Aleock & Co., Baltimore; Harold Weston, Jacksonville, Fla., and H. Kolb, Elkins, Va.

Ralph Souder of Eli B. Hallowell & Co. is on a trip to the Carolinas. He has his gun with him but no one has seen any evidence of his marksmanship; probably the game laws interfere.

Wm. H. Fritz of Wm. H. Fritz & Co. has been visiting their white pine interests in Michigan and Canada.

Two new firms have been recently incorporated, to be known as the Williamsport Hardwood Lumber Company with offices at Williamsport, capital \$50,000, and the Williamsport Planing Mill Company, Williamsport, Pa., capital \$100,000.

W. A. Hukill, Jr., has severed his connection with Wistar & Underhill to represent the Lackawanna Lumber Company on the road. H. E. Bates, who has been looking after the interest of the Wistar & Underhill people in Eastern Pennsylvania and New Jersey, will now make New York State his special territory.

Vicegerent Snark John J. Rumbarger, of the eastern district of Pennsylvania will hold a Hoo-Hoo concatenation on Wednesday, March 1. These concatenations under such able direction are increasing the popularity of the Hoo-Hoo in this district.

Charles L. Meckley of Strong & Meckley reports a large booking for hemlock for immediate delivery. Archippus Strong has been in New York for a few days.

The annual report of the Fire Insurance Patrol shows a total of 3395 fires, last year. Of these 28 were among the lumber yards and wood workers establishments. This was an increase of 262 over that of 1903.

Chattanooga.

The river mills including the Loomis & Hart Manufacturing Company, the Central Manufacturing Company, the McLain Lumber Company, the F. W. Blair sawmill, Snodgrass & Fields and the Brenner Lumber Company are again busy after having practically suspended operations for several months. There is a good logging tide in the Tennessee river which will bring about 5,000,000 feet of logs to these mills before it subsides. Owing to the recent cold weather the river began to fall before logmen could get their logs to the river and in fact a good majority of the logs were cut last year and they have been lying on the ground and are somewhat damaged as a result.

The semi-annual meeting of the Retail Lumber Dealers' Association of Tennessee and Alabama will be held in this city. The second annual meeting was held in Birmingham on Jan. 10. According to the constitution of the association the annual meetings are to be held in Birmingham, but the semi-annual meetings are to be held in Tennessee, the place of meeting to be selected by a vote of the convention. The association was organized at Birmingham in 1903. W. E. Wailes of Birmingham is secretary and treasurer of the association.

The Case Lumber Company, which has established yards at East End, is increasing its stock rapidly. This company has an edging plant and it has about as pretty a stock of lumber as can be found anywhere. The new band sawmill of Snodgrass & Fields which has recently been installed will be in operation within the next week. The mill will have a capacity of about 30,000 feet per day.

The S. A. Williams Lumber Company, whose plant is located at East Lake, has increased its stock to about 2,000,000 feet. The concern makes a specialty of oak and poplar and the company now has more than 1,000,000 feet of quartered oak on its yards.

The Ferd Brenner Lumber Co.

CHATTANOOGA, - - - TENN.

Manufacturers and Wholesalers of

HARDWOOD LUMBER

For Home and Export Trade.

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

The F. J. Blackwell Co.

INCORPORATED

BROWNSVILLE, - - - TENNESSEE

Write us for Prices and

HARDWOODS

OAK, POPLAR AND GUM LUMBER AND DIMENSION STOCK

GEORGE L. HUNT

713 E. 4th Street, CHATTANOOGA, TENN.

Wholesale Dealer in

HARDWOOD LUMBER

THE O. C. GARDNER LUMBER CO.

INCORPORATED

DEALERS IN

HARDWOOD LUMBER TIMBERS AND DIMENSION STUFF

Dressed Lumber, Mouldings and Turned Work
N. C. AND ST. L. R. R. FOOT OF LIBERTY ST.
JACKSON, - - - TENN.

HOTEL WALTON

PHILADELPHIA



THE HOME OF VISITING LUMBERMEN.

YOUR commendation in the past, only makes renewed efforts for your comfort and pleasure the endeavor of the management.

Situated on South Broad Street in the midst of Philadelphia's commercial palaces, less than 300 feet from the Bellevue-Stratford, where the meetings of the National Hardwood Lumber Dealers' Association will be held on Thursday and Friday, March 21 and 22, 1905.

Your patronage solicited. Rates for this occasion as follows:

Single Rooms, without bath,	\$1.50 and up
" with	2.50
Double " without	2.00
" with	4.00

Reservations made at once will insure the best in the house, and will be promptly acknowledged.

GEO. W. SWETT, Manager.

PIERCE LUMBER CO.

Manufacturers and Wholesale Dealers in
HARDWOOD LUMBER

We will saw Red and White Oak exclusively for the next year.

OFFICE and MILLS, OLYPHANT, ARK.

McClure Lumber Company

Wholesale Dealers in

HARDWOOD

LUMBER

OFFICE AND YARDS:

520 to 530 FRANKLIN STREET

DETROIT, MICHIGAN.

Correspondence Invited on All Hardwoods.

The J. M. Card Lumber Company has now about 3,500,000 feet in its yards consisting of all grades of hardwoods. The plant, as well as all the mills of this city is running full time. The company's foreign representative, W. O. Harter will take a trip east in a few days after which he will take up his work in Europe.

Minneapolis.

Several local dealers in hardwood joined a party of business men which left here the evening of January 15 for Mississippi, where they went to investigate a hardwood timber proposition on the line of the Illinois Central cut off, in the Yazoo valley. They went at the invitation of interested parties who want to form a stock company and begin the manufacture of the timber. Among the junketers were W. C. Bailey and F. H. Lewis, veteran dealers of this city; A. H. Barnard and P. W. Strickland, of Barnard & Strickland, the well known hardwood wholesalers; Geo. H. Tennant, planing mill operator; A. A. Carlson, sash and door manufacturer; W. W. Morse, manager of the Security Warehouse Company, and J. E. Ware, cashier of the St. Anthony Falls Bank.

W. H. Sill of the Minneapolis Lumber Company has returned from a short business trip over in Wisconsin, where he found logging operations moving at a good rate once more, the deep snow having settled somewhat. The Ruby Lumber Company of Ruby, Wis., in which they are interested, has a good stock of logs and is sawing at full capacity. P. R. Hamilton of the same company reports a good factory trade, especially in basswood upper grades.

D. F. Clark, of Osborne & Clark, the local wholesalers, has been down in Chicago on business the past week. They report yard trade rather quiet, but some call for wagon stock and maple flooring, while red oak is in good demand.

E. Payson Smith, who has been prominent in the hardwood trade here for three or four years past, has moved his business to Chicago, and opened an office at 1404 Fisher Building. He made his decision rather suddenly, and his associates in the trade here were surprised to learn of it. Mr. Smith deals entirely in southern stocks, mainly hardwood, and his business is largely in eastern cities. As it has been expanding in that direction, he felt the need of being nearer both his source of supply and his market. Mr. Smith's family will remain in Minneapolis until warm weather, when the home will also be moved to Chicago.

I. P. Lennon of I. P. Lennon & Co. the local wholesalers, says he is finding the factory trade somewhat interested in the supply of birch and oak stocks, and he looks for a lively movement in September.

M. J. Bell of Superior, Wis., who has a hardwood mill at Blueberry, Wis., was in Minneapolis a few days ago looking over local market conditions.

A new lumber company which will handle hardwood has been organized in Minneapolis. It will go under the name of Robert Holliday, who has been well known to the trade as a manufacturer at Barron, Wis. Associated with Mr. Holliday is H. G. Dalton, who has been with F. H. Lewis for several years past. They have offices at 703 Lumber Exchange.

The local demand for birch has been helped somewhat by F. H. Lewis, who has purchased a stock on the Wisconsin Central at a point which usually ships to Chicago, and has placed it on the Minneapolis market.

The Hardwood Door Company is the name of a new St. Paul concern, which will do a retail business in veneered doors and moldings, hardwood flooring and lumber, beside a stock of white pine. The head of the new company is V. Hinrichs, formerly manager of the L. Lamb Lumber Company's business in St. Paul. The company occupies a four story brick building at Fourth and Exchange streets, and starts out with excellent prospects for successful business.

Cincinnati.

Local handlers of cottonwood and gum are anxiously waiting for the ice in the Mississippi river to run out so that tows of both classes of lumber may be started from lower Mississippi ports for here. Representatives of a number of local firms are in the south to see that the shipments are started as soon as navigation is possible. Stocks of both cottonwood and gum are at a low ebb. Hardwood men state that the ice in the Ohio is not much of a disturbing factor.

Messrs. Rodmann & Galle of the Galle Hardwood Lumber Company have returned from a buying trip through Kentucky and Tennessee. According to both stocks as a whole are low, while the demand is gradually increasing.

Max Kosse, president of the K. & P. company, has decided to remain with that company. Several weeks ago on Mr. Kosse's return from a trip to Europe it was said that he would leave the K. & P. company and locate with the American Walnut company, which intended opening a branch office at Chicago.

Chester A. Korn of the Farrin-Korn Company, when asked his opinion concerning gum and cottonwood, said: "Both are in excellent demand and we are having all the business that we can attend to. We expect to get several barges through from the Green river shortly, and will then continue to ship until next summer."

W. A. Bennett of Bennett & Witte is home from a trip through Indiana. The early part of the month he was in Indianapolis, where he took in the annual convention of the Indiana Retail Lumber Dealers' Association.

George Ehemann, connected with the Memphis office of Bennett & Witte, has returned to his post after a business and pleasure visit here.

The firm of Mowbray, Robinson & Emswiler has been dissolved, C. C. Emswiler retiring. The company was formed three years ago, Mr. Emswiler furnishing the principal financial support. The other members of the firm, E. O. Robinson and P. W. Mowbray, have refunded to Mr. Emswiler the capital he invested, together with a neat profit. The business will be continued on West Sixth street under the name of Mowbray & Robinson. As heretofore a specialty will be made of oak and poplar.

T. J. Moffett of the Maley, Thompson & Moffett Company is in New York, from where before the end of the month he will sail for Cuba to look after extensive holdings which the company controls there.

A member of the firm, in speaking to the HARDWOOD RECORD correspondent, said export business with Great Britain promises great improvement before spring.

Word has been received in Cincinnati that Thomas P. Egan, president of the J. A. Fay & Egan Company, extensive wood-working machinery makers, was recently presented to President Palma of Cuba and to the rulers of other southern countries. Mr. Egan, wife and daughter are spending the winter months in southern countries.

The Wiborg & Hanna Company has purchased an acre of land on Cummins street, Fairmount, on which they will erect a building for their offices. The company incorporated the early part of the month at \$500,000. The business will be greatly enlarged.

The C. E. Littell Company, recently burned out of its plant at 1610 Hunt street, incorporated last week with \$20,000 as its capital stock. The incorporators were C. E. Littell, K. W. Littell, W. T. Clark, M. D. Clark and N. S. Clark. The company is looking for a new location.

The E. S. Conkling Company of this city was incorporated Jan. 14 to manufacture boxes and deal in lumber on \$50,000 capital stock. Ed-

ward S. Conkling, Edward S. Conkling, Jr., C. M. Conkling, F. S. Smith and B. M. Smith were the incorporators.

On Jan. 19 the Yale Lumber Company sold to the Licking River Lumber Company its entire plant at Farmers, Ky., and all its timber lands, about 12,000 acres, lying on the Licking river and about 20,000,000 feet of poplar and oak timber.

M. B. Farrin, president of the M. B. Farrin Company, was chosen a member of the executive committee of the Cincinnati Employers' Association at the recent election. There are a number of local hardwood men members of the association, which has for its purpose the protection of employers from unjust demands of employes.

The Receivers and Shippers' Association has memorialized President Roosevelt to assist in the efforts to have passed the bills now before congress which have for their object the enlarging the scope and powers of the Interstate Commerce Commission. Local lumbermen are taking a great personal interest in the matter and several have written letters to Senator Foraker of this district and to Congressmen Goebel and Longworth, requesting that they support the measures referred to.

Arguments upon a demurrer in the case of O. H. L. Wernicke vs. John Diebert were heard on Jan. 20 by United States Judge A. C. T. Thompson. Mr. Wernicke, who is president of the Fred Stacey Manufacturing Company, at Grand Rapids, Mich., indorsed a note for \$35,000 for the Hardwood Export Company and the F. H. Smith Lumber Company of New Orleans, about a year ago. A New York banking company took up the note, receiving as security bonds on certain lands in Alabama. The Hardwood and Smith Companies failed subsequently. Wernicke's note was sold for \$1,800 and suit was entered against him to recover the difference. He sought to enjoin the collection and it was upon this that arguments were made in the courts here.

A. F. Dennis of the Dennis & Smith Company, of Detroit, Mich., was here recently placing liberal orders for poplar to be used in automobile construction.

The Western Wheel Manufacturers' Club held its annual meeting here on Jan. 13. The election of officers resulted as follows: President, Carl D. Fisher, Wapakoneta, O.; vice president, J. C. Dort, Flint, Mich.; secretary, B. Bannister, Muncie, Ind. The discussion of price lists was postponed until the next meeting, to be held in this city the second Wednesday in February.

O. B. Bannister of Muncie, Ind., secretary of the Western Wheel Manufacturers' Club, in speaking of conditions said to the HARDWOOD RECORD correspondent: "It is not far in the future when getting timber for our plants will be a serious question. Already we have to go down into Mississippi, Louisiana and even Florida for our stocks. Elm for hub blocks is actually being shipped from Canada to Dayton, O. It is shipped across the lake to Jamestown, N. Y., and from there by rail."

For more than a week employes of the planing mill of the Mafey, Thompson & Moffett Company on the lower river road have been working day and night in an effort to subdue a subterranean fire in a huge pile of sawdust. The fire is supposed to have originated from spontaneous combustion. It is believed that the fire is now under control. The sawdust was considered waste, and therefore there is no loss attached, but the fire has caused considerable apprehension to the members of the firm.

"Business was simply rotten in the British Isles for two years or more preceding last September," said J. P. Stephenson-Jelle, of Bristol, England, representative of a big hardwood company, while in this city placing orders the middle part of the month. "Since that time there has been a marked improvement, and we confidently look forward to a permanent better-

ment in all branches with advancing prices. Cincinnati is one of our best hardwood markets."

The following incorporations under the state laws have been made since Jan. 10:

The Westside Lumber Company, Dayton, by Sampson, Clarence E., G. G., L. A. and Pauline Bice; capital, \$25,000.

The Central Lumber Company, Cleveland, capital \$25,000, by Wm. H. Teare, F. E. Kimball, C. A. Kramer, Jr., George S. Gynn and George D. Jones.

The Scioto Timber Company, Portsmouth, capital \$10,000, by J. T. Micklethwait, J. B. Alger, Albert Sheetz, D. L. Webb, Jr., and A. B. Alger.

The R. G. Eliner Company, Ironton, capital \$10,000, by R. G. Eliner, E. A. Eliner, F. D. Fearon, M. G. Fearon and R. W. Fearon.

The Miamisburg Lumber Company of Miamisburg, capital \$15,000, by Willis L. Wertz, E. W. Derr, Jerome Wertz, E. Wertz and E. Derr.

The Barr & Mills Company of Zanesville has increased its capital stock from \$25,000 to \$50,000. They will open a New York office.

Buffalo.

The only really important general event in lumber here of late is the exodus of a great part of the east-side hardwood dealers to the New York automobile show, the list including A. Miller, J. B. Wall, R. F. Kreinheder, I. N. Stewart and O. E. Yeager. Business did not lag while they were gone.

The incorporation of the Kelsey-Dennis Lumber Company at North Tonawanda is announced, with a capital stock of \$200,000. This is putting under a new name the business in hardwood lumber at that place, which was established quite a long time ago by L. A. Kelsey and in which Dennis Bros. of Grand Rapids are interested. E. D. Dennis is president of the new company; L. A. Kelsey, vice president and manager and F. C. King, secretary and treasurer. Business will proceed as before.

M. M. Wall has gone south to look after the mill work of the Buffalo Hardwood Lumber Company, and will visit both Mississippi and Arkansas before returning. The office reports good sales of quartered oak.

J. N. Seatcherd has been laid up for some days with a sprain from a slip, but is out again. He is looking south for more timber and has a good tract in view in the Memphis district.

G. Ellas & Bro. are receiving a liberal amount of hardwood lumber now, with basswood and ash prominent in the list. Business is called quiet, but promising a steady improvement.

The Tennessee Lumber and Coal Company, of which George J. Kennedy is the Buffalo member, is now mostly a coal land corporation, selling its coal on a royalty to operators. It turns out a large amount of mine timbers, however.

The Buffalo members of the Hugh McLean and auxiliary lumber companies, having made the entire round of the mills south and west that they own, have returned home and are pushing sales vigorously.

A. W. Kreinheder goes to Tennessee early next month, shipping out a lot of lumber that has accumulated at the mills of the Standard Hardwood Lumber Company, which includes a large proportion of quartered oak.

A. Miller returns from his New York trip with the best assurance of good business ahead, though it is not reported whether he is in for an onto or not. His hardwood assortment is good.

Lots of poplar inquiries are reported from the office of O. E. Yeager and a general run of demand that promises a year with good things in it. Other lumber moves fairly well.

The mill business of Taylor & Crate in three states south is now under the inspection of President Taylor of the company, that in Mississippi being on a very extensive scale and already producing a great amount of stock.

F. W. Vetter of the Empire Lumber Company is away to the Arkansas mills of the company.

Thompson & McClure HARDWOODS

Quartered White Oak

Quartered Red Oak

Plain White Oak

Plain Red Oak

Our Specialty is

QUARTERED WHITE OAK

Write us

MEMPHIS, :: :: TENN.

JNO. M. SMITH

WHOLESALE HARDWOOD
LUMBER

DIXON, TENN.

If you want straight grades, good lengths and widths, first class stock in every particular, write me for prices.

Yards at NASHVILLE, TENN.

EDWARD L. DAVIS & COMPANY

Manufacturers of

WAGON STOCK

Wholesalers of

HARDWOOD
LUMBER

9th and Oak Streets
LOUISVILLE, KY.

W. R. CHIVVIS
 Successor to B. J. EHNTS
WANTED AND FOR SALE
HARDWOOD LUMBER
 ASH, OAK, POPLAR, CYPRESS,
 AGRICULTURAL AND WAGON STOCK,
WALNUT AND CHERRY
LESPERANCE STREET
 :: :: AND THE :: ::
IRON MOUNTAIN RAILROAD TRACKS,
ST. LOUIS.

MISSISSIPPI VALLEY
LUMBER COMPANY.

MAIN OFFICES: Lincoln Trust Bldg. Saint Louis.
 BRANCHES: Cairo, Ill., Caruthersville, Mo., and Memphis, Tenn.

Cash Buyers of Cypress, Cottonwood, Gum and Oak and solicit inquiries from the Consuming trade for the following.

CYPRESS:

750,000 feet	1 inch 1sts and 2nds.
200,000 "	1 1/4 inch 1sts and 2nds.
25,000 "	1 1/2 and 2 inch 1sts and 2nds.
850,000 "	1 and 1 1/4 inch select.
175,000 "	1 1/2 inch select.
90,000 "	2 inch select.
1,610,000 "	1, 1 1/4, 1 1/2 and 2 inch shop.

COTTONWOOD:

2,000,000 feet 1-inch, log run or on grade.

GUM:

2,500,000 feet 1-inch No. 2 and shipping cull.
 500,000 " 1 and 1 1/4 inch furniture common.
 390,000 " 1, 1 1/4 and 1 1/2 inch sap clear.

OAK:

650,000 feet 1, 1 1/2 and 2 inch Red and White plain and quarter sawed 1sts and 2nds, No. 1 and No. 2 common.

Williams & Voris Lumber Co.
 Manufacturers of
Hardwood Lumber and
QUARTER SAWED OAK VENEER

We guarantee our oak to be equal to Indiana oak in quality and figure.

CHATTANOOGA, - - TENN.

T. F. MCGEE &
COMPANY

Manufacturers and Dealers in
POPLAR LUMBER
 We have the Lumber Write Us.
ACKERMAN, MISS.

where he expects to stay some weeks, getting out hardwood lumber to meet the demand, which is pronounced decidedly good.

So it will be seen that the hardwood people are not letting the business get away from them, though they do think there has been an effort of late to take it by unfair means.

Hardwood Market.

Chicago.

Business on the whole has been fairly good for the season of the year, but as a rule January conditions are somewhat disappointing.

The promise of December has scarcely been kept. When trade continued good, clear up to the holidays, there was much hope felt that business had at last got well started again, but January has been rather dull. This is probably only a temporary lull, however, and everyone is holding prices strong and the expectation that business will be good the latter part of the month and first of February is very strong.

At present there is nothing of importance to report except that the market is quiet but strong. Those who want to work hard enough for orders get them in fairly good volume, but January business hardly comes up to what was expected of it.

New York.

The local hardwood market is in excellent shape, particularly from the standpoint of the wholesaler and manufacturer. While it is true that since the opening up of the new year business has not taken on any great activity as yet, the wholesalers and manufacturers of hardwood are convinced that conditions among buyers are such that there is plenty of business in sight and that it is only a question of time, and a brief time at that, before things will begin to hum. Here are the facts as regards the Metropolitan district.

Buyers as a general thing are short of stock. During the early fall the impression prevailed among the buying trade that prices were going off and they began to hold up on their purchases in order to get the benefit of the lowest prices. They have now been waiting all through the fall and so far this winter and prices have remained as firm as a rock with the result that to-day they are slowly waking up to a realization of conditions at manufacturing and wholesale points and to the fact that they must begin to buy if they are going to have sufficient stock for their wants. That this is absolutely true is witnessed by the fact that the holiday season usually sees prices a little soft, but during this last period prices not only remained exceptionally firm but several items advanced sharply. Such a condition has been seldom known at consuming points, such as this. On the other hand there is not a buyer or wholesaler who has returned from manufacturing points who does not report that there are no surplus stocks of the better grades of hardwoods at mill points and that the only stocks which amount to anything today are the lower grade hardwoods which naturally invariably accumulate. With such a condition at manufacturing points and the stocks in the hands of local buyers very much depleted, there is only one conclusion to draw, and as the general business situation in the local district is exceedingly promising for this year, there is not the slightest doubt in the minds of the general trade but that the early spring business is going to witness firm and advancing prices in hardwood lumber with only a nominal supply.

Plain oak, which has been the leader in the general trade for several months, has advanced in the neighborhood of \$3 during the past thirty or sixty days, with quartered oak firm, and poplar improving. Ash is in fine demand with light offerings and prices which are keeping pace with plain oak. The return of buyers to poplar is much in evidence and prices for

The late examination into the affairs of the defunct Queen City Lumber Company develops a prospect of adding nearly \$20,000 to the assets, by reason of a chance to declare a transaction with Smith & Holden, bankers of Port Allegheny, Pa., illegal. If this is done the company will pay a large percentage on its liabilities.

the better cuts are slowly advancing to the basis of two years ago, present quotations for good well manufactured stock being on the basis of \$48 to \$50, although some of the poorer cuts are still selling around \$46 to \$47. Chestnut is in excellent demand with only fair offerings and prices can reasonably be said to be up \$1. As a matter of fact the general situation may be summed up in a few words, namely, that holders of good well manufactured dry hardwood lumber find a ready market at firm and satisfactory prices for pretty much everything on the list.

Nashville.

The lumber market here rules firm and the members of the trade have been quite active themselves trying to get stock to meet what they believe will terminate in a good healthy trade. The boats and railroads have both been contributing a quota of lumber. Some cedar and walnut, rare woods now are being marketed out of here. Plain and quartered white oak are each selling well. Chestnut and poplar both have some demand. The export situation that has been dull for a good many weeks is reported better by those firms who sell extensively abroad.

Cincinnati.

Nothing of importance has developed in the situation locally during the past fortnight. The demand in all lines has shown gradual, steady improvement and prices have been firmly sustained. Optimism regarding the future continues to prevail. Stocks have not been increased to any material extent. Furniture manufacturers and desk makers have bought everything of quality offered them. Oak and ash have been best sellers, with chestnut and hickory a close second. The better grades of poplar have had a good, steady call. Cottonwood and gum in light supply and cleaning up rapidly.

Evansville.

Now that invoicing is over and the books are closed for 1904, everyone is out after business again and the general conditions are improving. The recent heavy rains have delayed lumber shipments, but logs in large consignments have been arriving in Evansville since the first of the year.

NEWS.

Philadelphia.

Firms in the Quaker City having large and dry stocks of hardwood lumber to offer are holding off for better prices, and the larger volume of business, which the spring building operations will cause. The warm weather of the past week has created an unusual stir among the builders who are anxious to get to work and avail themselves of the present market price before another advance sets in.

Plain and quartered white oak is still scarce and not much in demand. Red oak, firsts and seconds in 4-4 and 5-4 is bringing \$43 to \$45. Common quoted at \$33, with culls at \$21.

Chestnut at \$41 and \$42 for 4-4 and 5-4, common at \$30 and sound wormy at \$15, are the quotations on that stock.

Bass is not much sought after at present, but inquiries elicit figures for firsts and seconds in 4-4 and 5-4 at \$37, the common calls for \$28 with culls at \$20.

Poplar figures at \$45 and \$46 for 1 and 2 in 4-4 and 5-4. Sap \$11 cheaper, and common brings \$32, while shipping culls are quoted at \$21.

Louisville.

Plain oak is the chief feature in a strong hardwood market in Louisville. Oak has been in demand since the first of the year and in consequence of this the price is steadily advancing. In fact, in the past two weeks the price has advanced about \$1 and if the present demand keeps up further advances are expected. Other classes of oak and particularly quartered oak are rather quiet, although the trading in them is better than it has been for some time. Poplar is dead, there being little or no trading and the price being down. The demand for other classes of hardwood is fair.

The outlook, however, is very promising, in view of the fact that furniture factories, box factories, handle and barrel factories are running full force. The two plow factories are working full time as are also the various organ and piano factories.

Inside finish men report things quiet at the present time, although they are preparing for a big business in the spring. Traveling men for these houses report conditions all over this section of the country to be in good shape.

The recent rise in the various small streams out in the state has been of vast benefit to lumber men in that they have been able to get heavy log tows down before another freeze-up.

Grand Rapids.

General market conditions for Michigan hardwoods seem to be improving. Local dealers report that they are receiving more inquiries than usual and the feeling is very hopeful. The January sales of furniture in this market have been very satisfactory, the aggregate of orders placed being ahead of last January. Indeed, such large concerns as the Berkey & Gay Furniture Company state that the season has been a pleasant surprise to them in the amount of business placed. Buyers of furniture from nearly every section of the United States have reported excellent prospects for the spring trade, the only exception noted being in territory adjacent to St. Louis, where some reactionary influences of the exposition are being felt.

Indianapolis.

The market for Indianapolis and vicinity during the past week indicates an improvement in the hardwood lumber situation. Inquiries have been numerous for nearly every grade of lumber. Present indications are that the stocks of dry lumber, which are not at all large now, will practically be taken up by spring. The plain white and red oak is about all taken up, while there is also a fair demand for quartered oak.

A fair volume of business is expected during the remainder of the winter, with a livelier market for the spring months. Prices are being maintained.

Memphis.

The movement in lumber is fairly free now, with stocks of a moderate degree. Thicker stock in quartered white oak seems to have the best call. Plain oak of all descriptions sells readily. Cypress is in good demand. A considerable improvement has been manifest in cottonwood recently and stocks on this wood are not as heavy as might have been expected during the dull time. The export trade is a little more encouraging. Inquiries are coming into the Memphis market from the East and from the middle west in a satisfactory fashion and a number of buyers have visited the market personally. A good many Memphians themselves will be out the coming week attending the association meetings.

London.

A general inactivity characterized the trade throughout the year, which has been difficult and rather unsatisfactory. Early in the year values generally ruled high, but later there was a serious decline in prices of some of the leading articles, and buyers, losing confidence, acted with caution. The result was, most of the season, a very quiet market. Toward the close of the season some improvement was established and values now appear firmer, with slightly better all-around tone in the business. On the whole deliveries have been satisfactory and present stocks, although adequate, are not too large for the time of year, should arrivals continue moderate. Freights have been all in favor of the importers, having ruled low throughout the year.

Bristol, Va.-Tenn.

The lumber situation in this section continues good, and local dealers and manufacturers report that they expect somewhat better prices within a few weeks, and with this in view are declining many offers for stock. Oak continues in the lead in point of price and demand, while poplar is fast rising to its former place of market prestige and demand. Chestnut is in good demand. White pine and hemlock are also in good market condition. Dealers in this section are receiving many inquiries for sound wormy chestnut, and shipping cull poplar, with proffers of good prices. The majority of these inquiries come from Cincinnati. The Queen City market is reported much better in this section.

Boston.

The consensus of opinion among a group of New England hardwood dealers is to the effect that stability in prices is very desirable at the present time in hardwoods, more especially perhaps in spruce and other lower cost softwoods. To sum up the estimate of the situation, and put it in the form of a warning—a sudden and considerable advance in prices will tend to discourage the Eastern consumers from undertaking much new work, while on the other hand if prices are permitted to go lower, even slightly, consumers will refrain from purchasing wherever possible, hoping to buy lower when the bottom prices are reached.

One inch quartered oak is now selling at \$75, rising to as high as \$82 and \$83. The demand for this wood is comparatively light, even at the \$75 mark. If the price of this particular item should descend to approximately \$70, it would probably result in revival of the demand.

As the demand for quartered oak has decreased in the past, so the demand for plain oak continued to become relatively greater, but a scarcity of the latter has been gradually developing, and prices have advanced until now \$50 is quoted for 1-in, ones and twos. At this price the volume of demand is beginning to decrease as the difference of \$25 between plain and quartered stock is too slight, and in consequence it is probable that the sale of plain oak will continue to diminish until prices fall, or the sales of quartered oak, in consequence, probably increase until the price of that item rises.

The demand for brown ash has been exceptional, so that dry stock has been practically out of the market for several months. Prices have advanced until 1-in, ones and twos, are now quoted at \$48. Even at this price stock to fill orders is hardly obtainable. The continuance of the past season's brown ash conditions will probably result in a substantial increase in the next year's cut, which means an over-supply, and the latter condition will naturally be followed by a drop in price. Consumers have learned that brown ash will satisfactorily answer many purposes, and in consequence it often happens that white ash can be purchased at prices lower than that of the brown, which is a reversal of the usual conditions.

Logan & Maphet Lumber Co.

MANUFACTURERS AND DEALERS.

PINE AND HARDWOOD

Watch This Space for Stock.

White Pine.

30 cars 1 inch log run.
2 cars 1½ inch No. 1, 2 and 3 common.
6 cars 1 inch No. 4 common.

Yellow Pine.

5 cars 1½ inch No. 1 and 2 clear.
2 cars 1½ inch No. 3 clear.
7 cars 1½ inch No. 1 common.
10 cars 1 inch log run.

Poplar.

2 cars 1 inch 1st and 2nds, width 18 inches up.
1 car 1½ inch 1st and 2nds, width 18 inches up.
2 cars 1¼ inch 1st and 2nds, width 18 inches up.
10 cars 1 inch 1st and 2nds, width 8 to 17 inches.
10 cars 1¼ inch 1st and 2nds, width 8 to 17 inches.
5 cars 1¼ inch No. 1 common, including select.
1 car each 1½ inch and 2 inch No. 1 common, including select.
15 cars 1 inch No. 1 common, including select.
4 cars 1 inch clear bright sap.
20 cars 1 inch shipping culls.
10 cars 1 inch mill cull.
1 car each 1½ inch and 2 inch shipping cull.

Mills: Clinton (Band Mill), La Follette, Pioneer and Turleys, Tenn.

Office: 105-107 Empire Building
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We make a specialty of rough or dressed Cypress Lumber and Cypress Shingles in straight or mixed cars. Your inquiries solicited for single car orders or good round lots. Can also furnish Sound Cypress Dimension Stock.

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HARDWOOD LUMBER
 High Grade Band Sawed Quartered Oak
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 OAK,
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WINTER TOURIST TICKETS
 ARE NOW ON SALE VIA
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You want to reach Buyers of
FURNITURE LUMBER
The HARDWOOD RECORD
 will do it for you.

The advance in white wood has checked the demand if it has not entirely stopped it in some sections of New England. Consumers are using in its place lower grades of cypress, country pine and lower grades of hardwood, and as the trade has found that these woods can be used as substitutes, it is possible that there may never be the same demand for white wood in New England as in the past. The decrease in the supply of that wood will very probably parallel the falling off in demand. If a grade of standard choiceness in such, ones and twos, should in price descend to \$45, it would probably result in increasing the demand.

Detroit.

The market for hardwood has been a little quiet the last few days, but it is the normal condition at this season of the year and the dealers and manufacturers without exception express confidence in the prospects for a good business year. Stocks of dry lumber are not large and prices are firmly held.

The assertion has repeatedly been made that there is more money in the hardwood industry of Michigan than that derived from pine. This may or not be so, but there is some force to the assertion since the conditions of lumbering have changed in the matter of economizing the timber and getting all there is out of it. In the old pine days the timber was wasted and slaughtered and what would represent fortunes today was fed to fires or left to rot in the woods.

The hardwood industry of Michigan is of comparatively recent growth. There were, of course, doings in oak at an early day when the forests were skinned for square timber and oak staves, but there was little doing in the ordinary hardwood lines until within the last twenty years. When pine began to become scarce the attention of lumbermen was turned to hardwood and more than five hundred million feet of this timber is now cut annually in this state, an industry of magnitude in itself. When it is known that there are not more than half a dozen sawmills in lower Michigan cutting white pine exclusively at this time the importance of the hardwood industry is more readily conceded. Last year only one sawmill in the Saginaw valley manufactured white pine exclusively, whereas in 1882 there was manufactured there 1,011,000,000 feet of pine lumber.

Last year there was manufactured in the Saginaw valley 42,455,028 feet of hardwood lumber, more in fact than there was of pine or hemlock.

Liverpool.

Alfred Deholl & Co. of Liverpool, England, in their January report of the timber market say the arrivals during the last month have been on a restricted scale. Although the consumption has been small and prices still leave but a narrow margin of profit, some improvement is discernible and the year opens with more hopeful anticipation.

In oak the round southern logs importation continues moderate. Demand quiet at unchanged prices, and is confined to the best description of logs. Square logs—the bevn stock is moving slowly and further shipments cannot be recommended at present. The best quality of coffin lengths only should be shipped of Baltimore waney logs as the demand is slow. Arrivals have slackened in wagon planks, but the stock is very heavy. A poor demand prevails and it is limited almost entirely to prime planks of good specifications.

Walnut—Logs of all grades have arrived more freely, and prices generally are slightly easier. In planks and boards there is a fair inquiry for prime planks, but boards are in limited request. Of satin walnut only prime well-seasoned boards are inquired for.

Whitewood Logs have arrived moderately. The prime parcels have sold well owing to the scarcity of that description, but medium and lower grades are not in demand. Planks and boards continue to arrive moderately, but prices remain unsatisfactory.

Round logs—imports of ash have been light, as the shipping season is not yet in full swing.

The demand for teak continues quiet. The import is very light and prices show signs of stiffening. Little hickory has been received, although prime logs have found a ready market at good prices. Prices for staves remain unchanged.

Cedar—The small quantity of Mexican offered brought full rates. The market is open for large-sized wood of mellow character.

Rosewood—The stock consists of a small parcel of East India wood. The demand is limited.

Satinwood—Only large-sized wood is wanted, which would sell at full values, but small logs are quite neglected.

Lignum-vitae—There is a good enquiry for straight and fresh, thin-sapped pieces of good lengths. First arrivals of such would bring very full values.

The import last month of Mahogany was as follows:

African—1966 logs, of which 430 logs were from Lagos, 548 logs from Benin, and 71 logs from Sapelli; Tabasco—128 logs; Cuban—828 logs; St. Domingo—20 logs; Panama—205 logs. The public sales held last month, three in number, were well attended by buyers from all districts. Competition was keen, and full prices were realized for all the wood offered. Upward of one million and three-quarters feet were sold under the hammer. African—Lagos was in strong request, and good prices were obtained. Benin was eagerly competed for, and a further improvement was noticeable in values. The entire stocks were cleared. Sapelli was well competed for at improved rates. Axim, Assinie—the limited quantity on offer sold well, figured logs bringing high prices. Niger—The market is still bare of stock. Gaboon was in little better request, and the wood offered found buyers at fair prices. Mexican—The cargo from Tecolutia, mostly small-sized wood, brought full values, and the cargo of Tabasco from Laguna realized very good prices. Honduras—There are numerous enquiries for Belize wood, and first arrivals would probably bring extreme prices. Guatemalan—No import and no stock. First arrivals, if in sound condition, would sell well. Nicaraguan—There have been no arrivals. Colombian—A small shipment from the continent brought its full value. Panama—A small consignment has arrived, which will be offered shortly. Cuban—The importations contained a large proportion of small wood, which was difficult to sell, but good-sized logs brought full rates. The wood withdrawn at auction was afterward sold by private treaty, leaving the market bare. St. Domingo—There is a good demand for logs of large size. Stocks are exhausted.

Buffalo.

There is a steady though slow improvement in the hardwood lumber trade and the dealers are predicting a good year, with profits well up to the demand. This means that the hardwood lumbermen are for the most part not mere jobbers, as the white-pine dealers are, but cut a great part of their stock and are therefore not dependent on the demand of the mill man for all the profits, as is sometimes the case in pine. There is not much change in the range of prices. Occasionally there is a report of a little more for plain oak, which is the most active of anything now, and the movement of quartered is somewhat stronger. Maple is doing better and is sending the dealers into the Pennsylvania woods after more stock, especially thick. Chestnut is moving again and basswood will start soon, it is thought, though it has had a long quiet period. Birch sells well and there is a

better demand for cherry. In southern woods poplar is moving a little faster and cypress is firm again. There is not much gum or cottonwood handled here, but the trade in both appears to be increasing.

Baltimore.

All the information obtainable with regard to the hardwood trade of this section is to the effect that the favorable indications noted some time ago continues. While the movement has not so far attained any extraordinary volume, a considerable amount of business is being done. As a matter of fact the distribution is about as large as circumstances will permit. There are no large stocks at any of the mills, and numerous plants have been compelled on account of the bad weather and the impassable roads to curtail their output materially, with the result that they have no surplus on hand.

Decided activity has prevailed among buyers, who have been all through the milling sections taking up stocks, until now there are practically none left. Fairly large supplies remain in the hands of dealers, of course, and for the present there is no danger of a scarcity, but heavy accumulations are also wanting. The entire range of values is firmly maintained, the local inquiry continuing good and the indications being that it will keep up for an indefinite period.

Some of the largest building projects yet launched are nearing consummation and will afford a market for extensive quantities of hardwoods. Thus a fifteen story building is to be erected on the old site of the B. and O. Central building, which will call for many thousand feet of hardwoods and other kinds of lumber, notwithstanding the fact that the design is for a fire-proof building. Other deals of nearly as great a magnitude are under consideration, while of smaller structures in the burnt district there are a large number yet to go up, all swelling the aggregate of hardwood lumber used. The range of values is firm at the advanced figures noted and the entire trade, with the exception of the exports seems to be in good shape. The foreign movement continues restricted, though the outlook is slowly improving. Judgment must be shown with regard to shipments, however, since unsuitable lumber will have a bad effect even on the planks in demand. The consumption appears to be slowly on the increase abroad, though stocks are still large and little, if any, reduction, is taking place on account of the practice of shipping on consignment. Profits are not yet up to satisfactory figures, and the recognized exporters are exercising much care about the stocks they forward.

In the home market oak planks are moving with comparative freedom, and the mill men hold out for their price, knowing that stocks are not readily replaced at the present time. Ash is also in fairly good request, with values high enough to encourage production. Poplar maintains the advance it scored during the latter part of last year, and stocks are by no means excessive, nor is it at all likely that they will be, even when all the mills get to running full time, which is not the case now, when many plants are shut down for one reason or another. The demand for walnut logs is about up to the average, good quality stock being taken at figures that seem attractive. Ash is moving about as well as can be expected at moderately high prices, while other hardwoods are also in satisfactory shape.

Minneapolis.

The factory trade is beginning to sit up and take notice again after the holidays. Some of the smaller consumers are very short of stock, and are beginning to get a little anxious as they realize how little there is on hand. The sash and door people are having a steady line of special work calling for oak, birch and basswood, and are consuming more stock than usual at this season of year.

Basswood is having a good run, and there has been some brisk buying lately from the factories of the upper grades of basswood. As a result prices are stronger, and where a month or two ago it was necessary to cut a dollar or two from list prices, dealers are now able to get practically the card price for their stuff. Cull basswood is unchanged, the demand being light at this season.

Red oak is the scarcest thing in the market, and some consumers are ready to buy heavily if they can get what they want. Mill men are very independent, however, and will not ship upper grades alone. They will sell the full stock, shipping culls and all, or not sell at all. The sash and door people hate to take any culls, but apparently will be forced to do it if they fill their demands.

Maple flooring is still selling fairly well, but yard trade as a rule is dull and little stock moving to the country points. Rock elm is a fair seller, and ash has been moving some lately. Dealers express the opinion that the present demand is only a forerunner of what will come in February, and it locks as though some lines would be cleaned out entirely.

Reports from the woods indicate that the deep snow, which has been a handicap to logging, is now settling somewhat, and roads have been made through it. Logging was hampered considerably for a time, but ought to go on at a lively rate from now till the spring thaw.

Pittsburg.

If anybody dares hint to Pittsburg lumber dealers that 1905 isn't going to be an all round big year for business he is likely to get the lay hand in a jiffy. This is no time for the pessimist in the lumber business, they think. On the contrary it would be hard to find a more determined, enthusiastic lot of business men in the city than the men who buy and sell lumber. One and all they are looking for a record breaking year and are making active preparations to meet the increase in business when it comes.

With most of the inventories finished and the last year's business counted up the lumber dealers say that the year was not so unsatisfactory as it appeared. It was not up to former years in the point of sales. Collections were hard and orders were slow much of the year. But no business man expects a bonanza twelve months' period every year and most of them count 1904 a fair year in every way. And if you ask their opinion of the outlook for 1904-1905 they will say, "Just watch us grow, that's all."

The prevailing sentiment regarding the lumber situation in Greater Pittsburg was well put last week by I. E. Baisley, secretary of the Pittsburg Wholesale Lumbermen's Association, who said: "The outlook for the lumber trade in this city was never better. At our last meeting there was a feeling expressed that the coming year would be one of the best ever experienced in the lumber trade. It is not a question of selling lumber just now but of buying it. The market is in excellent shape and prices have an upward trend. Our next meeting I expect will be a big one and one that will produce some good news."

Not for three years has the building outlook been as good as now. At least a dozen big downtown buildings are started or under contemplation. House building, especially in the big district opened up by the new tunnel line, is on the verge of a boom that nothing but labor troubles can interfere with. It is not expected that these will cause any serious delays, as the contractors have swung the time of scale signing in most of the trades to January 1 and the crafts have signed up with a willingness that shows that they do not care to risk a midwinter strike. It is conservatively estimated that 800 houses will be under way in and around the city by May 1.

WE MANUFACTURE 25,000,000
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Are always in position to supply the trade.

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Grades Guaranteed and certificates
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Front and Robert Streets
NEW ORLEANS, LA.

FOR SALE

3 cars 4-4 1 and 2 Poplar. 30 cars 4-4 No. 1
Common Poplar.
2 cars 5-4 1 and 2 Poplar. 3 cars 5-4 No. 1
Common Poplar.
2 cars 6-4 1 and 2 Poplar. 5 cars 6-4 No. 1
Common Poplar.
5 cars 8-4 1 and 2 Poplar. 3 cars 8-4 No. 1
Common Poplar.
1 car 10-4 1 and 2 Poplar. 1 car 10-4 No. 1
Common Poplar.
2 cars 12-4 1 and 2 Poplar. 1 car 12-4 No. 1
Common Poplar.
30 cars 4-4 Cull Poplar.
2 " 5-4 " "
2 " 6-4 " "
2 " 8-4 " "
1 " 10-4 " "
1 " 12-4 " "
3 " 4-4 1 and 2 Plain W. or R. Oak.
1 " 5-4 1 and 2 " " "
1 " 6-4 1 and 2 " " "
2 " 8-4 1 and 2 " " "
1 " 12-4 1 and 2 " White "
25 " 4-4 Common Plain R. or W. Oak.
3 " 5-4 " " " "
2 " 6-4 " " " "
2 " 8-4 " " " "

Any grade, quantity or thickness in Qt.
Red or White Oak.

CHESTNUT

10 cars 4-4 1 and 2
5 " 4-4 Common.
20 " 4-4 Sound Wormy.
2 " 5-4, 6-4 and 8-4.

WRITE US

W. P. Brown & Sons Lumber Co.
LOUISVILLE, KY.

EAST ST. LOUIS WALNUT CO.

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

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**WALNUT, OAK,
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 For two insertions 35 cents a line
 For three insertions 50 cents a line
 For four insertions 60 cents a line

Eight words of ordinary length make one line.
 Heading counts as two lines.
 No display except the headings can be admitted.

Remittances to accompany the order. No extra charge for copies of paper containing the advertisement.

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SALESMAN WANTED.

For Ohio territory, one familiar with planing mill and rough stock and hardwoods. None but experienced need apply.

Address POPLAR, care Hardwood Record.

STENOGRAPHERS—SALESMAN.

As we open offices in the Fisher Building in Chicago upon Feb. 1st, we desire to secure the services of two competent, rapid, sober and industrious young men stenographers, who are acquainted with the lumber business preferred.

Also one first class city salesman, who has had several years' experience in Chicago, in the Hardwood business.

Address

E. PAYSON SMITH LBR. CO.,
 Minneapolis, Minn.

POSITION AS INSPECTOR.

Wanted, position as lumber or log inspector, or timber estimator; twelve years' lumber experience in timber and mills.

Address BOX 4, Island, Ky.

SALESMAN.

A good hardwood lumber salesman; only A No. 1 man of experience, willing to stay on the road, need apply.

L. G. BANNING, Cincinnati, O.

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Well located Cypress mill and timber in Mississippi now in operation, fully equipped band mill, steel tram standard gauge, light locomotives, teams, buildings, etc.; 15-20 million feet cypress timber, one-half of which can be cut and floated to mill, for \$1.25 per M feet, and farthest log haul only one and one-half miles. More timber can be had. Nothing better in the South. Particulars and price only to those meaning business and able to handle a deal of this size. No agents.

THOS. W. GILL,

1207 N. Spring Ave., St. Louis, Mo.

FINE LOUISIANA PROPERTY.

We have received instructions from Edward Alcott, of London, England, to sell twenty-five hundred acres of heavy timber land, consisting of white oak, ash and red gum; also two saw-mills situated in the Parish of St. Landry, La. These lands are known to be the best in the state. For further particulars apply to

LITTELL & LAWLER, Opelousas, La.

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QUICK SALE ON FAVORABLE TERMS:

A new complete band saw-mill, "Fay & Egan" make, No. 57 edger, trimmer, and two dimension mills, not quite two years old, noted as being the best mill cutting hardwoods in Kentucky; capacity, 30,000 ft. daily; more than 12,000 fine logs suitable for quarter sawing, cut and skidded, ready for the saw. About one million ft. dry, merchantable lumber on sticks. Over 2,900 acres fine hardwood timber. Oak and Poplar, 85 per cent of which is fine White Oak. Climax locomotive with ensign logging cars and ten miles tram-road. Plenty of orders booked, that we are now cutting on and shipping regularly. Plant now in operation and can be looked over at any time. Investment about \$50,000.00. Will sell all or part. Must be sold to settle an estate. A bargain. Address "ESTATE," care Hardwood Record.

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Northern Wisconsin offers the finest opportunities for manufacturing and settlement. Fine grazing lands, hardwood timber and splendid soil for the settler; iron ore, clay, marl and kaolin for the manufacturer are awaiting those who seek the opportunity. Transportation facilities are of the best. Interesting booklets, maps, etc., are yours for the asking. W. H. Killee, land and industrial commissioner; Jas. C. Pond, general passenger agent, Wisconsin Central Railway, Milwaukee, Wis.

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Nearly new and in first-class condition, large building, electric light, water tower, automatic saw sharpener, hull wheel and tramway. On big river and R. R.; millions of hardwood within reach

W. B., care Hardwood Record.

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ASH AND BASSWOOD.

We are on the market for

1" Black Ash,
 1" Cull Basswood,
 6/4 Cull Basswood.

McCLURE LUMBER CO., Detroit, Mich.

OAK TIMBER.

Sawn White Oak Timber.—Large sizes. For further particulars write G. ELIAS & BRO., Buffalo, N. Y.

ASH, OAK, CHERRY.

We are in the market for the following: White Ash, 1 to 4 in. thick, No. 1 common, firsts and seconds.

Plain white and red oak, 1 to 4 in. thick, No. 1 common, firsts and seconds.

Clear tough hickory, 6x4, 8x4, 10x4.

Cherry, 1 to 4 in. thick, No. 1 common, firsts and seconds.

Log run Birch, 1 to 3 in. thick.

We pay cash and can send inspector if desired and the amount warrants doing so.

HUGH McLEAN & CO., Buffalo, N. Y.

HICKORY.

We are in the market for

Hickory shaft strips.

Hickory run strips.

Hickory stumpage; prefer stumpage west of Tennessee River and in the States of Kentucky and Tennessee and northern Mississippi or Alabama.

Write us what you have to offer.

GILLETT BROS.,
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HICKORY, ASH, OAK.

1 1/2" to 4" hickory 1 and 2 and No. 1 common.

1 1/2" to 4" ash 1 and 2 and No. 1 common.

2 1/2", 3", 4" white oak 1 and 2 and No. 1 common.

L. G. BANNING, Cincinnati, O.

WE WANT 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.

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FOR SALE.

400,000 ft. 1" to 4" Cherry, all grades.

60,000 ft. 1" to 1 1/2" Chestnut, common and better.

100,000 ft. 4 4 and 5/4 Poplar, on grades.

150,000 ft. 4 4 to 16 4 hard Maple on grades.

ROSS LUMBER CO., Jamestown, N. Y.

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Orders wanted for Black Walnut; also plain and quartered and White Oak.

G. E. BAYLESS, Auburn, Ky.

WHITE OAK.

500,000 ft. to be cut in car stock, decking or timbers up to 14x14, 20 feet.

Address L. J. A., care Hardwood Record.

BEECH—1", 1 1/4", 1 1/2", No. 2 Com. and bet.

BIRCH—1", 1 1/4", 1 1/2", 2", No. 2 Com. and bet.

2", 2 1/2", 3", No. 1 Com. and bet.

SOFT ELM—2" No. 2 Common and better.

3" No. 1 Common and better.

MAPLE—1", 1 1/4", 1 1/2", No. 2 Com. and bet.

2", 2 1/2", 3", 4", No. 1 Common and bet.

SOFT MAPLE—1 1/4", 1 1/2", 2" about 90% 1s and 2s.

1" No. 2 Common and better.

BASSWOOD—1", No. 2 Com. & bet. on grds.

2" No. 1 Choice dry stock.

We are anxious to move 2 1/2" and 3" Maple and the Basswood. Stock is choice, prices low.

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5 cars 1-inch 8 to 17 inches poplar box boards.

10 cars 1-inch No. 1 common poplar selects in.

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5 cars 1-inch No. 1 common and better quartered white oak.

10 cars 1-inch No. 1 common and better gum.

3 cars 1-inch log run beech.

2 cars 2 1/2 and 3-inch log run beech.

10 cars 1-inch log run hemlock.

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Write for prices on Hickory Buggy Poles, Shafts, Rim Strips, Reaches, Circle-bars, Cross-bars, Single and Double Trees. Sawn from the finest quality Mississippi Hickory logs.

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CANADIAN BIRCH.

120,000' 1" Common & Better.

180,000' 1 1/4 & 1 1/2" Common & Better.

120,000' 2, 2 1/2 & 3" Common & Better.

60,000' 4, 5 & 6" 1sts & 2nds Squares.

THE BRADLEY COMPANY,
 Hamilton, Canada.

BASSWOOD.

12,000 ft. 4x4 No. 1 and No. 2.

50,000 ft. 4x4 No. 2 common and better.

28,000 ft. 5x4 No. 1 common and better.

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195,000 ft. 4x4 No. 2 common and better.

20,000 ft. 6x4 No. 2 common and better.

40,000 ft. 8x4 No. 2 common and better.

10,000 ft. 12x4 No. 2 common and better.

112,000 ft. 4x4 culls.

105,000 ft. 6x4 culls.

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FOR SALE.

3,000,000 feet of dry yellow poplar, all grades and thicknesses, car lots or in a block.

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FINE LOUISIANA PROPERTY.

We have received instructions from Edward Alcott, of London, England, to sell twenty-five hundred acres of heavy timber land, consisting of white oak, ash and red gum; also two saw mills situated in the Parish of St. Landry, La. These lands are known to be the best in the state.

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Well located Cypress mill and timber in Mississippi now in operation, fully equipped band mill, steel tram standard gauge, light locomotives, teams, buildings, etc.; 15-20 million feet cypress timber, one-half of which can be cut and floated to mill, for \$1.25 per M feet, and farthest log haul only one and one-half miles. More timber can be had. Nothing better in the South. Particulars and price only to those meaning business and able to handle a deal of this size. No agents.

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This means a saving of from \$20.00 to \$50.00 on a saw.

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WE HAVE WHAT YOU WANT
THE BEST IS THE CHEAPEST, AND WE HAVE THE BEST

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..ESTABLISHED 1876..
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We solicit stock lists from mill men North and South.

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DEALERS IN
Hardwood Lumber, Mahogany and Veneers

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HIGH-GRADE SILVER STEEL SAWS, his eyes would open and he would marvel at the ease and smoothness with which operations were conducted. It isn't at all doubtful but that he would immediately consign every one of his own troublesome saws to the scrap pile and forthwith place ATKINS SAWS at every position in the mill where there was the slightest degree of annoyance. At least, that would be the logical adjustment of the matter.

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ATKINS SAWS are covered by a broad warranty that protects the user and places him at his ease.



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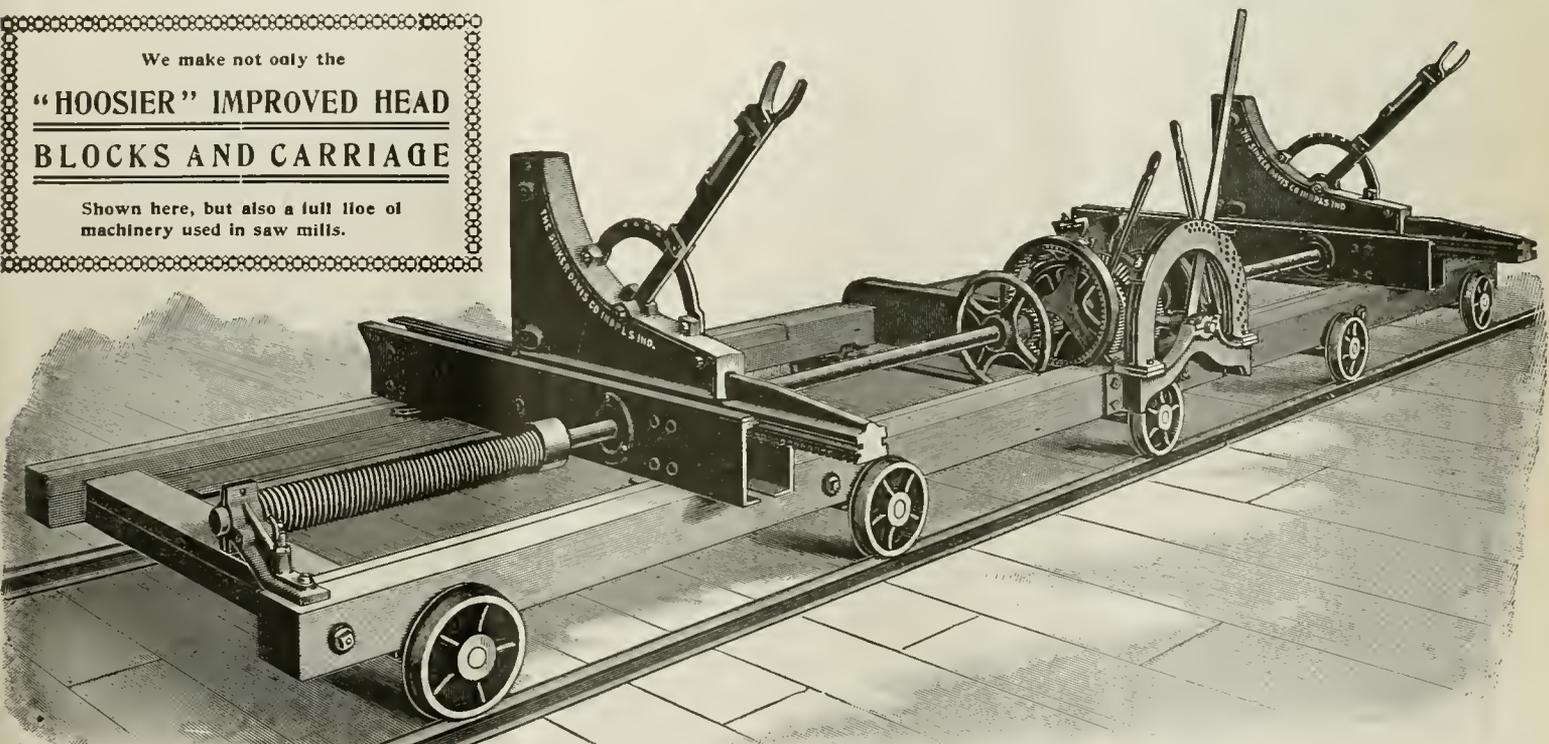
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We make not only the
"HOOSIER" IMPROVED HEAD
BLOCKS AND CARRIAGE

Shown here, but also a full line of machinery used in saw mills.

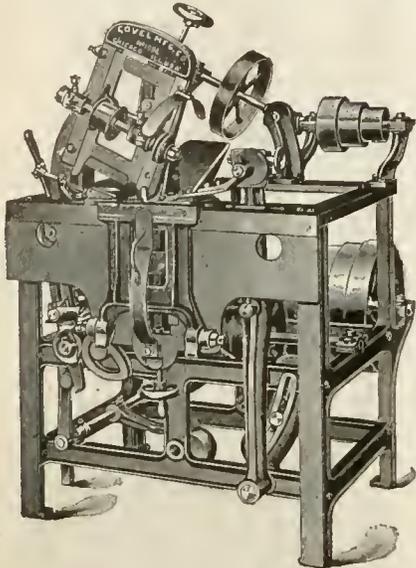


These blocks are made in three sizes, opening 45, 48, 56 inches. The set works are double acting and are guaranteed to set to 1-32 They are equipped with our *new lumber tally* and all the latest improvements. Write for details.

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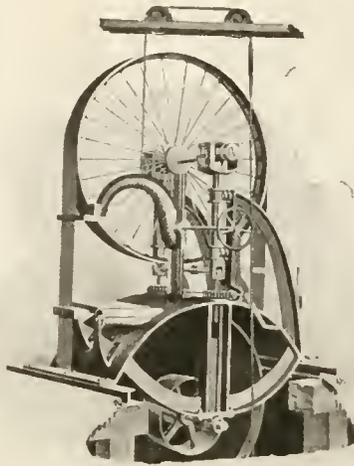
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New Covell No. 100 Automatic Band Saw Sharpener

Mechanical construction, workmanship and results obtained guaranteed by the manufacturers to be superior to any like machine on the market.
Send for Catalogue.



This is the Mill They Refer To

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Phoenix Mfg. Co., Eau Claire, Wis.
Gentlemen: Your inquiry regarding the six-foot band mill we purchased of you some time since is at hand. In answer will say that it gives good satisfaction. With one 12x14 engine, we saw and plane on an average of thirty-three thousand feet per day.
We are confident it will cut forty thousand per day without running the planer.
We have some 2x4-inch plank that speak for themselves and show what the mill will do.
Yours very truly,
MATCH & REDLINGSHAFFER.

The band mill here shown has wheels 6 feet in diameter, uses saws 8 inches wide, cuts a kerf one-eighth of an inch in width, and requires ten per cent less power to run it than a rotary doing the same work.

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Log Cars of
All Kinds
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Send for Logging Car Catalogue.
Irons Complete for Lumber Cars, Dry Kiln Trucks, Etc.

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KNIGHT'S PATENT
DUPLIX
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SINGLE
Mill Dogs

Duplex Dogs for Quarter Sawing are indispensable.
Single Dogs for plain dogging have no equal. Both are peers of simplicity.

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Also makers of Class' Patented Inserted Tooth Saws and Solid Tooth Saws.

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Timber resources include Pine, Oak, Poplar, Hemlock, Cypress, Gum, Chestnut, Balsam, Ash, Elm and other varieties, in Virginia, Kentucky, Tennessee, North Carolina, South Carolina, Georgia, Alabama and Mississippi.

Fine locations for Furniture and Chair Factories, Spoke, Handle, Stave, Heading, Veneer and all other industries using timber.

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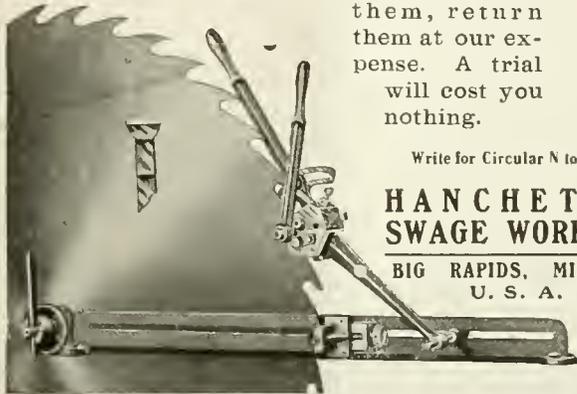
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Hanchett Circular Saw Swage. With bench attachment and jointer.

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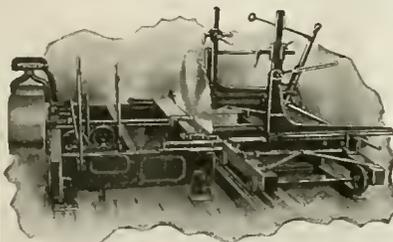
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THE NEW BUCKEYE IMPROVED SAW MILL



Five sizes, stationary and portable. Has the essential points of a portable mill. Built on scientific principles. Quickly taken up and reset. Easy running. Feed changed in an instant while going through a log, from 3/4 to 5 in. No feed belts to slip and wear out. Sold on its merits. Also stationary and portable engines. Write for particulars and catalogue to

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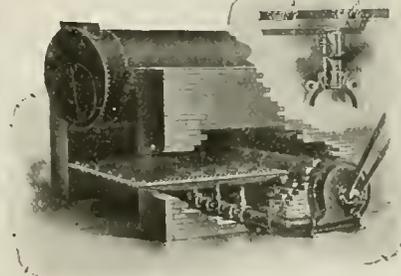
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Gordon Hollow Blast Grate Co.

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Manufacturers of the following well known articles



The Gordon Hollow Blast Grate. Gives as good results with wet, green or frozen sawdust or other refuse as a draft grate gives with dry wood. Adds from 25 to 50 per cent to the effective steaming capacity of a boiler. Sold on approval.

The TOWER 2 and 3-Saw Edgers, Improved. For mills cutting not to exceed 20,000 feet in ten hours.

The TOWER EXTRA 3-Saw Edgers. A larger and heavier edition of the TOWER Edger for mills cutting up to 30,000 feet in ten hours.

These are admittedly the best known edgers on the market today and deservedly so. There are over 1600 of them in daily use.

The TOWER One-Man 2-Saw Trimmer. With this trimmer one man can easily trim the output of a mill cutting up to 30,000 feet in ten hours. There are two feeds

The TOWER Variable Feed One-Man 2-Saw Trimmer. For mills cutting up to 50,000 feet in ten hours. The only trimmer on the market with a variable feed.

The manner of shifting the saws on both of these trimmers saves time, steps and lumber. : : : : Send for Catalogue F.

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And What Does it Cost You?

If you need more, or would like to make it cheaper, we can help you. Our HOLLOW BLAST GRATES will add 20 to 30 per cent. to the steaming capacity of your boilers, and decrease your expenses for fuel. They burn refuse of all kinds, chips, bark, edgings, anything. No matter how wet, green or refractory it is, our grates will make it go. And once in, you have no further trouble; they do not burn out and require renewal like ordinary grate bars. Tell us how long and wide your grates are; it won't cost you anything to get our figures, and you may find them interesting. Sold subject to a 30 days' trial.



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From 48 in. to 60 in. Bargains.
What size have you to Exchange?

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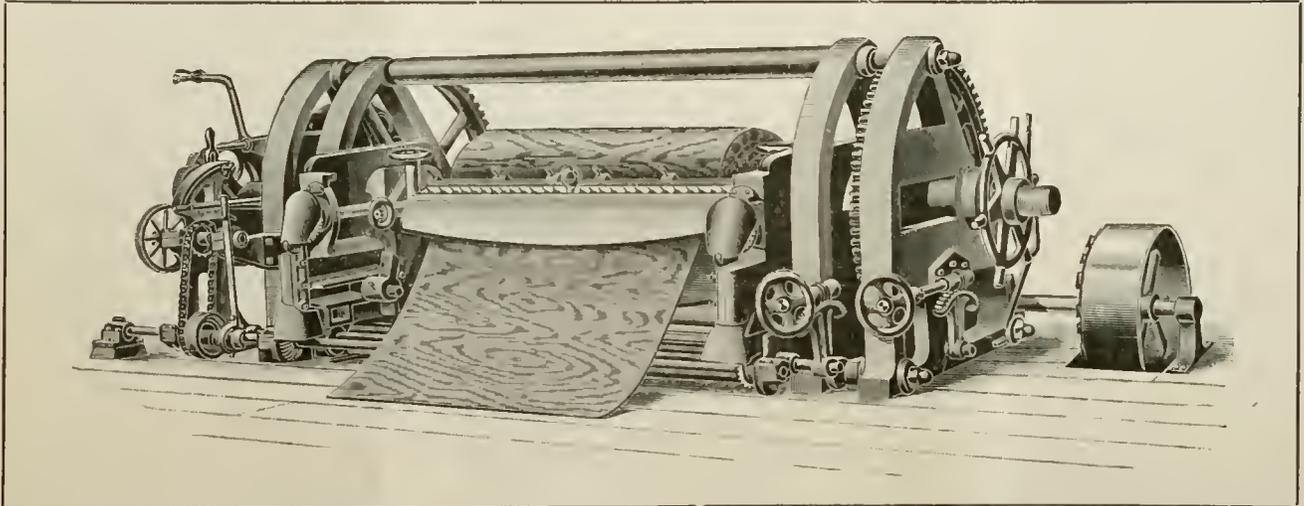
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The Coe Veneer Cutting and Drying Machinery

We were awarded this highest honor on our exhibit at
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After this endorsement no one will dis-
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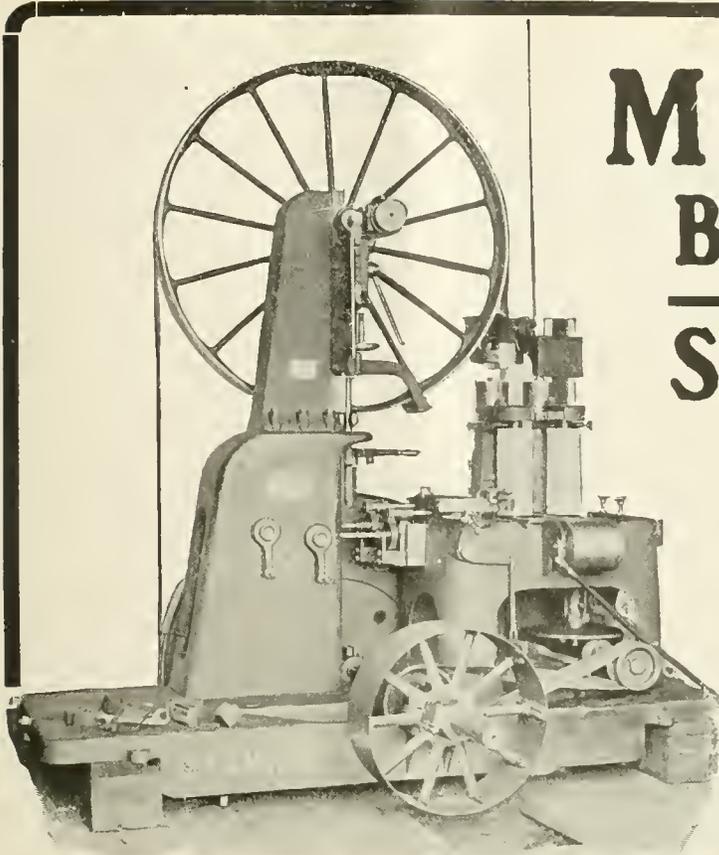
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Perfectly Cut ☉ Cheaply Made ☉ Perfectly Dried

Our rotary cutting machines are made in 60 sizes. Knife to handle any timber that grows. We are the largest manufacturers of these machines because we have always made the best. We will soon begin distributing our 1905 Catalog No. 5. You need one. Tear off the coupon and mail it to us. ☉ ☉ ☉ ☉ ☉ ☉ ☉ ☉

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MERSHON BAND-RESAW FOR SAW MILLS

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SUBSTANTIALLY BUILT
POWERFUL=EFFICIENT

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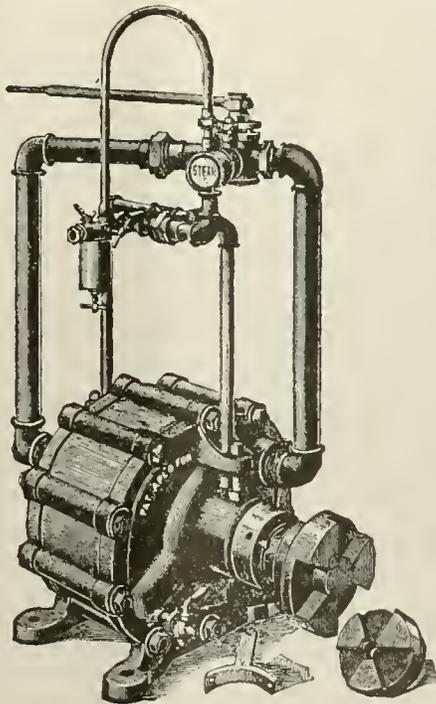
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If You

have been trying to
make money sawing
lumber and have
just made expenses,
put in a

Soule Steam Feed

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Jeffrey Saw Dust Conveyor
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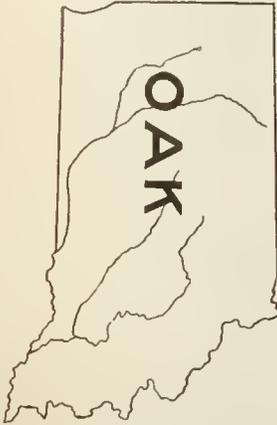
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Lumber from Tree to Trade



**Black Walnut,
Quartered White and
Red Oak,
Plain White and
Red Oak,
Poplar,
Ash,
Hickory.**

Thicknesses constantly in stock are:
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For Fuel and Bakers' Use in Carload Lots.

YES: we ship lumber from old Indi-an,
The banner state and pride of Uncle Sam,
Also of the timber and furniture man.
Lumber moves by hoat, car, mule and tram.

They say the texture good and figure complete,
And stock from us a rare treat:
It is cheerfully said by the furniture trade,
When they buy of us their fortune is made.

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That theirs is equal to Indiana oak,
But the furniture trade is victorious and do declare,
That none is so good, as from May, Thompson & Thayer-

Now this is final proof you see,
So get your supply from M. T. & T..
We work at day, we work at night,
So you depend orders will be filled at sight.

"SHAKESPEARE II."

BAND MILLS AND YARDS, EVANSVILLE, IND.

INDIANA QUARTERED OAK AND WALNUT OUR SPECIALTY

THE NASH LUMBER CO.,
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**Basswood, Birch, Soft Elm, Ash,
Maple, Hemlock, Pine.**

Shipping Point

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**HARDWOODS
POPLAR and LOGS**

I am always in the market for nice lots of dry and well manufactured
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**WISCONSIN HARDWOODS
SHIPMENTS DIRECT FROM THE MILLS**

WE ARE IN THE MARKET AT ALL TIMES FOR STOCKS OF HARDWOOD.
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We make a Specialty of Quartered-Sawed White and Red Oak. All Thick-
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All Shipments Made Direct From Mill. **WRITE FOR PRICES**

LONG-KNIGHT LUMBER CO.

INDIANAPOLIS, INDIANA

Plain and Quarter Sawed Oak

White Ash and Cypress

WE MAKE A SPECIALTY OF
**QUARTERED SAWED
RED AND WHITE OAK**

MILL MEN! Send us a list of what you have in all kinds of Hardwoods. Quote lowest cash price and freight rate to Indianapolis.

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WE ARE EXCLUSIVELY MANUFACTURERS AND EXPORTERS OF

WALNUT ONLY.

Thin Stock a Specialty
Ample Stocks High Class Lumber
Sizes 3-8 inch to 2 inch

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EAST CHICAGO, INDIANA

400 STYLES - ORNAMENTAL

HARDWOOD FLOORS

POLISHED BEAUTIFUL DURABLE HEALTHFUL ECONOMICAL

RAPIDLY SUPERSEDING CARPETS

FLOORS SOLD DIRECT OR THROUGH AGENTS FREIGHT PREPAID

WRITE FOR FREE CATALOGUE AND PRICE ON ONE ROOM OR ANY QUANTITY

WOOD-MOSAIC FLOORING CO.

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Hardwood Lumber.

Indiana Quartered Oak and Sycamore Our Specialty.

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The Walnut Lumber Co.

INDIANAPOLIS, INDIANA.

Wholesale Hardwood Dealers.

Always in the market for choice lots of hardwoods.

CORRESPONDENCE SOLICITED

Inspection at Mill Points.

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F. M. CUTSINGER A SPECIALTY

Young & Cutsinger

Manufacturers of and Wholesale Dealers In

HARDWOOD LUMBER

Mill and Office:
Morgan Ave. and Belt Railroad

Evansville, Ind.

JAMES C. DICKSON

HARDWOOD LUMBER

BRIDGE AND PIECE STUFF A SPECIALTY

OFFICE AND YARD

936 East Michigan St. and Bee Line R. R.

INDIANAPOLIS, INDIANA

CHARLES H. BARNABY

MANUFACTURER OF

Band Sawed Hardwood Lumber

QUARTER-SAWED INDIANA
WHITE OAK A SPECIALTY

GREENCASTLE - - INDIANA

THEO. FATHAUER COMPANY

Long Distance **HARDWOOD LUMBER** 235 CHERRY AVE.
Tele. North 907 **CHICAGO, ILL.**

The Following is a Partial January List of Dry Lumber Piled in Our Chicago Yards

<p>19000 feet 2 BLACK ASH. inch first and second</p> <p>BASSWOOD 4000 feet 1 inch first and second, 6 ft. 90000 feet 1 inch first and second. 90000 feet 1 inch first and second, 10 in. and up wide.</p> <p>6000 feet 1x4 inch first and second. 24000 feet 1x6 inch first and second. 36000 feet 1 1/4 inch first and second. 200000 feet 1 1/4 inch No. 1 common. 30000 feet 1 1/4 inch No. 1 common. 85000 feet 1 1/4 inch No. 2 common. 16000 feet 1 1/4 inch No. 2 common. 3000 feet 1 1/2 inch No. 2 common. 33000 feet 2 inch No. 2 common. 3000 feet 2 1/2 inch No. 2 common.</p> <p>BEECH 90000 feet 1 inch log run. 180000 feet 1 1/4 inch log run. 150000 feet 1 1/2 inch log run. 5000 feet 1 inch No. 2 common. 22000 feet 1 1/4 inch No. 2 common. 20000 feet 1 1/2 inch No. 2 common. 53000 feet 1 inch No. 1 com. and bet. 10 and 12 ft. 38000 feet 1 inch No. 1 com. and bet. 14 and 16 ft. 5000 feet 1 1/4 inch No. 1 com. and bet. 35000 feet 1 1/2 inch No. 1 com. and bet. 30000 feet 6x6 squares.</p> <p>BIRCH 25000 feet 1 inch first and second. 18000 feet 1 1/4 inch first and second. 19000 feet 1 1/2 inch first and second. 30000 feet 2 inch first and second. 63000 feet 2 1/2 inch first and second. 10000 feet 3 inch first and second.</p>	<p>10000 feet 4 inch first and second. 115000 feet 1 inch No. 1 common. 18000 feet 1 1/4 inch No. 1 common. 12000 feet 1 1/2 inch No. 1 common. 20000 feet 2 inch No. 1 common. 6400 feet 2 1/2 inch No. 1 common. 133000 feet 1 inch No. 2 common. 19000 feet 1 1/4 inch No. 2 common.</p> <p>RED BIRCH 20000 feet 1 inch first and second. 6000 feet 1 1/4 inch first and second. 10000 feet 1 1/2 inch first and second. 1000 feet 2 inch first and second. 8000 feet 1 1/2 inch No. 1 common.</p> <p>CHERRY 1300 feet 1 inch first and second. 1400 feet 1 inch common. 100 feet 1 inch cull.</p> <p>CYPRESS 17000 feet 1 1/2 inch select.</p> <p>MICHIGAN SOFT GREY ELM 56000 feet 1 inch No. 1 com. and bet. 14000 feet 1 1/4 inch No. 1 com. and bet. 95000 feet 1 1/2 inch No. 1 com. and bet. 175000 feet 2 inch No. 1 com. and bet. 150000 feet 3 inch No. 1 com. and bet. 100000 feet 4 inch No. 1 com. and bet. 38000 feet 1 inch No. 2 common. 11000 feet 1 1/2 inch No. 2 common. 120000 feet 2 inch No. 2 common. 5000 feet 3 inch No. 2 common.</p> <p>ROCK ELM 20000 feet 2 inch No. 2 common.</p> <p>MAPLE 5000 feet 1x4 inch first and second. 12000 feet 1x6 inch first and second. 35000 feet 1 inch first and second.</p>	<p>90000 feet 1 1/4 inch first and second. 65000 feet 1 1/4 x 8 inch and up wide. 170000 feet 2 inch first and second. 120000 feet 2 1/2 inch first and second. 145000 feet 3 inch first and second. 25000 feet 3 1/2 inch first and second. 75000 feet 4 inch first and second. 3000 feet 1x6 inch No. 1 common. 37000 feet 1 inch No. 1 common. 190000 feet 1 1/4 inch No. 1 common. 120000 feet 1 1/2 inch No. 1 common. 83000 feet 1 3/4 inch No. 1 common. 97000 feet 2 inch No. 1 common. 45000 feet 2 1/2 inch No. 1 common. 65000 feet 1 inch No. 2 common. 290000 feet 1 1/4 inch No. 2 common. 70000 feet 1 1/2 inch No. 2 common. 140000 feet 2 inch No. 2 common. 6000 feet 2 1/2 inch No. 2 common. 125000 feet 2 inch No. 2 com. planking. 80000 feet 3 inch No. 2 com. planking.</p> <p>WHITE MAPLE 10000 feet 1 inch 1s and 2s, end-dried. 17000 feet 1 inch 1s and 2s, cross-piled. 9500 feet 2 inch 1s and 2s, cross-piled.</p> <p>QUARTER-SAWED MAPLE 25000 feet 1 1/4 inch No. 1 com. and bet. 25000 feet 1 1/2 inch No. 1 com. and bet.</p> <p>MAPLE STEPS 27000 feet 1 1/4 inch first and second. 10000 feet 1 1/2 inch first and second. 23000 feet 2 inch 11 inch and up wide. 12000 feet 2 inch 14 inch and up wide. 5000 feet 1 1/2 inch No. 1 common.</p> <p>WHITE BIRDSEYE MAPLE. 400 feet 1 inch first and second.</p>
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Attractive prices to large and responsible buyers of Hardwoods.
Direct car shipments from Southern mill points a specialty.

JANUARY

Below is a partial list of stock on hand ready for shipment.

1905

<p>QUARTERED WHITE OAK. 11,565 ft. 1 1/2" 1s. & 2s. Qtd. White Oak. 4,800 ft. 5 8" 1s. & 2s. Qtd. White Oak. 8,549 ft. 3 4" 1s. & 2s. Qtd. White Oak. 65,000 ft. 4 4" 1s. & 2s. Qtd. White Oak. 13,455 ft. 5 4" 1s. & 2s. Qtd. White Oak. 13,612 ft. 6 4" 1s. & 2s. Qtd. White Oak. 15,554 ft. 8 4" 1s. & 2s. Qtd. White Oak. 1,700 ft. 10 2" 1s. & 2s. Qtd. White Oak.</p> <p>COMMON QTD. WHITE OAK. 1,950 5 8" Com. Qtd. W. Oak. 56,969 ft. 4 4" Com. Qtd. W. Oak. 6,152 ft. 5 4" Com. Qtd. W. Oak. 1,500 ft. 6 4" Com. Qtd. W. Oak. 9,664 ft. 8 4" Com. Qtd. W. Oak. 5,200 ft. 4 4" Cull Qtd. W. Oak. 12,283 ft. 4 4" 2-1 2" to 4-1 2" Qtd. White Oak Strips. 1,450 ft. 5 4" 2-1 2" to 4-1 2" Qtd. White Oak Strips. 2,958 ft. 4 4" 2-1 2" to 4-1 2" Com. Qtd. W. Oak Strips</p> <p>QUARTERED RED OAK. 3,190 ft. 4 4" 1s. & 2s. Qtd. Red Oak. 3,412 ft. 5 4" 1s. & 2s. Qtd. Red Oak. 200 ft. 8 4" 1s. & 2s. Qtd. Red Oak.</p>	<p>COMMON QUARTERED RED OAK. 10,030 ft. 4 4" Com. Qtd. Red Oak. 8,490 ft. 5 4" Com. Qtd. Red Oak.</p> <p>PLAIN RED OAK. 540 ft. 4 4" 1s. & 2s. Plain Red Oak. 182 ft. 5 4" 1s. & 2s. Plain Red Oak.</p> <p>COMMON PLAIN RED OAK. 18,611 ft. 5 4" Com. P. Red Oak.</p> <p>PLAIN WHITE OAK. 6,843 ft. 1 2" 1s. & 2s. Plain White Oak. 34,738 ft. 4 4" 1s. & 2s. Plain White Oak. 15,000 ft. 5 4" 1s. & 2s. Plain White Oak. 11,904 ft. 6 4" 1s. & 2s. Plain White Oak. 6,776 ft. 8 4" 1s. & 2s. 2,811 ft. 12 4" 1s. & 2s. Plain White Oak.</p> <p>COMMON PLAIN WHITE OAK. 78,809 ft. 4 4" Com. Plain White Oak. 7,279 ft. 1-1 8" Com. Plain White Oak. 6,412 ft. 5 4" Com. Plain White Oak. 8,245 ft. 6 4" Com. Plain White Oak. 25,000 ft. 8 4" Com. Plain White Oak. 47,000 ft. 4 4" No. 2 Com. Plain White Oak. 2,275 ft. 3 4" Plain White Oak, 1s. & 2s.</p> <p>WHITE ASH. 8,070 ft. 4 4" 1s. & 2s. White Ash. 20,000 ft. 6 4" 1s. & 2s. White Ash. 6,188 ft. 8 4" 1s. & 2s. White Ash.</p>	<p>COMMON WHITE ASH. 13,418 ft. 4 4" Com. White Ash. 26,000 ft. 6 4" Com. White Ash. 4,956 ft. 8 4" Com. White Ash. 1,190 ft. 4 4" Cull White Ash. 1,696 ft. 8 4" Cull White Ash.</p> <p>BUTTERNUT & ELM. 4,044 ft. Log Run W. Butternut. 5,300 ft. 3" Com. & Better Elm. 12,000 ft. 4 4" Log Run Maple 6,400 ft. Log Run Sugar. 8,000 ft. 8 4" Log Run Sugar. 2,000 ft. 4, 5 & 6 4" 1s. & 2s. Sugar.</p> <p>QUARTERED SYCAMORE. 1,280 ft. 4 4" 1s. & 2s. Qtd. Sycamore. 14,000 ft. 5 4" 1s. & 2s. Qtd. Sycamore.</p> <p>COMMON QUARTERED SYCAMORE. 385 ft. 4 4" Com. Qtd. Sycamore. 6,444 ft. 5 4" Com. Qtd. Sycamore.</p> <p>CHERRY. 2,800 ft. 4 4" 1s. & 2s. Cherry. 3,241 ft. 5 4" 1s. & 2s. Cherry. 303 ft. 3 & 4" 1s. & 2s. Cherry. 3,637 ft. 4 4" Cull Cherry. 3,552 ft. 5 4" Com. Cherry.</p>
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If you are interested in Hardwood Lumber, carefully manufactured from selected logs, good widths, full thickness, write us

THE MIAMI LUMBER AND VENEER COMPANY

Office, Mills and Yards: 1921-1935 East First Street

DAYTON, OHIO

Ferguson & Palmer Co.

Paducah, Ky.

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Hardwood Lumber

PLAIN RED
AND WHITE OAK.
QUARTERED RED
AND WHITE OAK.
POPLAR.

Always in Stock.

Our Specialty.
OAK TIMBER
AND
FLITCHES
up to 60 feet long
CUT TO ORDER.

OUR SPECIALTIES

Quartered and Plain Oak $\frac{3}{8}$ to 5 inches thick.
Dimension in Rough Quartered Ash and Poplar.
Capacity 150,000 Feet Daily.

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Manufacturers, Wholesalers and
Exporters of

Hardwood Lumber

EVANSVILLE, IND.

BAND MILLS AT

EVANSVILLE, IND.	- - -	Maley & Wertz
EDINBURG, IND.	- - -	H. Maley
COLUMBUS, IND.	- - -	H. Maley
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POPLAR, COTTONWOOD, GUM

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DRIED, ROUGH, DRESSED OR WORKED-TO-ORDER.

We also Manufacture White Oak, Red Oak,
Ash, Cypress and Elm.

Himmelberger-Harrison Lumber Co.,
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In tracts of from five hundred to fifty thousand acres, also pine and cypress. All original growth, convenient to transportation facilities. Sold either in fee or on stumpage basis, at from \$4.00 to \$10.00 per acre, depending upon cut, etc. Write for list of specific tracts, stating acreage and kind of timber preferred.

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General Industrial Agent, Portsmouth, Virginia
SEABOARD AIR LINE RAILWAY

MICHIGAN



Dennis Bros.
HARDWOOD LUMBER
MANUFACTURERS
AND WHOLESALE DEALERS
TELEPHONE NO. 1

Office
207 AND 209
MICH. TRUST CO.
BLDG.

GRAND RAPIDS, MICH.
PROMPT SHIPMENTS DIRECT FROM OUR MILLS BY RAIL OR WATER.
WE PAY CASH FOR OAK, ASH, HICKORY AND OTHER HARDWOODS.

THOMPSON LUMBER CO., Ltd

— Grand Rapids —

WE WANT
PLAIN RED OAK
and
QUARTERED
WHITE OAK

FOR SALE
Complete Stocks of
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Basswood

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Wholesale Dealer in

HARDWOOD LUMBER

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Office and Yards: 15th St. & Warren Ave. DETROIT

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Boyne City

MICHIGAN ROCK MAPLE and other MICHIGAN HARDWOODS

Large Capacity Prompt Shipments Rail or Cargo

“THE NEW MILL”

DO YOU WANT

ASH, ELM, BASSWOOD, BIRCH OR MAPLE

IF SO WRITE

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MANUFACTURERS AND DEALERS GRAND RAPIDS

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VAN KEULEN & WILKINSON LUMBER COMPANY

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HARDWOOD LUMBER AND CRATING STOCK

Office, 337 & 339 Michigan Trust Co Bldg.
See our list on Want and For Sale page.

GRAND RAPIDS

Dudley Lumber Company

Manufacturers and Dealers

MICHIGAN HARDWOOD LUMBER

Maple, Elm, Ash, Birch, Beech, Hemlock Shingles. Grand Rapids

Please Note—We have a complete stock of Southern Oak on our yards
at Logansport, Indiana 12-6 10 8

WANTED

Ash, Basswood and Elm
AND HAVE

FOR SALE

ALL KINDS OF
MICHIGAN HARDWOODS

ENGEL LUMBER COMPANY

402-403 Houseman Building

GRAND RAPIDS

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J. F. QUIGLEY LUMBER CO

GRAND RAPIDS

HARDWOOD LUMBER

We have complete stocks of dry hardwoods in Grand Rapids, all kinds, all grades, all thicknesses, mixed car-load lots our specialty.

GENERAL OFFICE AND YARDS: DOWN TOWN OFFICE
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BROWNLEE & CO.

DETROIT

NORTHERN HARDWOODS

DETROIT

BROWNLEE & CO.

FOR SALE BY

THE R. G. PETERS SALT AND LUMBER CO

No. 3 Common Hard Maple..... 1, 1½, 2 and 3 inch
No. 2 Common and Better Rock Elm..... 1 and 1½ inch
No. 2 Common and Better Beech..... 1, 1½ and 1¾ inch

EAST LAKE



J. S. GOLDIE

LUMBER AND POSTS

CADILLAC

Hardwood Dimensi n
Stock a Specialty.

If You Want to Buy or Sell Hardwoods

The Hardwood Record

Is the Medium that can be
depended on for Results

WANTED!

25 cars cull Gum, Cottonwood or Yellow Pine for
crating purposes. Quote price delivered in Grand
Rapids. Also 10 cars 3x3-18 to 36 inch in white or
red oak

A. H. DAVID, Grand Rapid
Buyer of All Kinds of Hardwoods.

CHICAGO

THE GREATEST HARDWOOD MARKET
IN THE WORLD

REPRESENTATIVE

HARDWOOD DEALERS

W. O. KING & COMPANY
: : : WHOLESALE : : :
HARDWOOD LUMBER
LOONIS STREET BRIDGE

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
Room 409, Merchants' Loan and Trust Building

A. R. VINNEDGE LUMBER CO.
WHOLESALE DEALERS IN
HARDWOOD LUMBER
We are Buyers of both Northern and Southern Hardwoods
134 Monroe St.,

FRANK M. CREELMAN, RAILWAY EXCHANGE.
.....WHOLESALE.....
Northern and Southern Lumber
CAR LOTS, BARGE LOTS, CARGO LOTS OR MILL CUTS FOR FUTURE SHIPMENTS,
ANNUAL CONTRACTS OR IMMEDIATE REQUIREMENTS.

Clarence Boyle, President Telephone, Canal 1537
Clarence Boyle Lumber Co
Wholesale Dealers in
HARDWOODS
YELLOW PINE and CYPRESS
319 West Twenty-Second Street

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Manufacturers and Dealers in
HARDWOOD LUMBER
Office and Yards
65 West Twenty-Second Street

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1005 Marquette Building
Solicit correspondence with mill men. 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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— ALL KINDS OF —
HARDWOOD AND WAGON STOCK
Write us before selling. If in the market to buy we can interest you.
Office and Yards: Corner Robey Street and Blue Island Avenue

F. S. HENDRICKSON LUMBER COMPANY
1509 Masonic Temple,
Wholesale Southern Hardwoods,
Cottonwood, Gum, Oak, and Ash,
Always ready to contract for cuts of Southern Mills.

FINK-HEIDLER GO.	Hardwood Lumber	Telephone
	Kiln Dried Always in Stock	Canal
	ASHLAND AVENUE AND 22nd STREET	744

FRANK R. CRANE FRED D. SMITH
F. R. CRANE & COMPANY
WHOLESALE DEALERS IN
HARDWOOD LUMBER
OFFICE AND YARDS: 440-462 N. BRANCH ST.
Will pay cash for all kinds of Hardwood Lumber and dry stock, and make inspection at point of shipment if desired. Send Us Your Stock List.

EMPIRE LUMBER COMPANY
North Branch and Blackhawk Streets
In the market for Cherry, Oak and Chestnut
Send Us Your Stock List

W. & B. Hardwood Lumber Co
Office and Yard: 1084 S. Paulina St.
Wholesale Hardwood Lumber
We are in the market for all kinds of hardwood lumber, especially Oak, Poplar, Walnut and Cherry. Send us your stock lists and prices.
Lumber inspected at points of shipment

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S. F. PROUTY, Vice-President.

J. N. PENROD, Treasurer.
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Manufacturers of and Dealers in
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CINCINNATI.

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IN THE MARKET FOR ALL KINDS OF

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OUR SPECIALTIES ARE

WALNUT, QUARTERED OAK AND ASH,

For which we will pay the highest market price in cash. Correspondence solicited.

FERDINAND BOSKEN.

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QUARTER SAWED OAK VENEERS A SPECIALTY.

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THIN LUMBER
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DEALERS IN ALL KINDS OF

HARDWOOD LUMBER

OFFICE AND YARDS:

Budd St. and Cincinnati Southern R. R. - CINCINNATI.

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WILL PAY CASH FOR DESIRABLE LOTS OF

**WALNUT, PLAIN AND QUARTERED OAK, ASH,
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MILL MEN ARE INVITED TO SEND STOCK LIST.

Office and Yards: **Richmond Street and McLean Avenue,**
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B. A. KIPP & COMPANY Dealers
In :

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Office and Yard: 816 to 828 W. Sixth Street CINCINNATI, O.
CASH BUYERS Poplar, Walnut, Cherry, Quartered Oak, Plain Oak
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Manufacturer and Cash Buyer

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Just what its Name Indicates:

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The Only Hardwood Lumber Paper Published.

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ALL GRADES.

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CINCINNATI, OHIO.

L. W. RADINA & CO.

CINCINNATI, O.

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HARDWOODS

Wanted for cash—desirable blocks of 1 inch to 4 inch Poplar, all grades, especially 1 1/4 inch stock, for immediate shipment.

CLARK ST. AND DALTON AVE.

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DEALERS OF

Ash, White and Brown

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Birch, Red and White

Butternut

Cherry

Chestnut

Cottonwood

Cypress

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Gum, Red and Tupelo

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Red Oak, Plain and
Quartered

White Oak, Plain and
Quartered

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Specialties: OAK, ASH AND POPLAR.

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HARDWOODS OF ALL KINDS.

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EVERYTHING IN HARDWOODS.

SCATCHERD & SON,

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HARDWOODS ONLY.

G. ELIAS & BRO.

965 Elk Street,

SPECIALTY MAPLE.

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OAK, ASH AND CHESTNUT.

BUFFALO HARDWOOD LUMBER CO.

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Specialty: PLAIN AND QUARTERED OAK.

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Specialties: OAK AND ASH.

YELLOW POPLAR

BAND-SAWED, WIDE AND SOFT
All thicknesses from 5-8 inch to 4 inches

YELLOW POPLAR LUMBER CO.
COAL GROVE, OHIO

VAN SANT, KITCHEN & CO.

Old Fashioned

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Old Firm New Mill Correct Grades

5-8 and Wide Stock Specialties. ASHLAND, KY.

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W. M. RITTER LUMBER CO.

Main Office: COLUMBUS, OHIO

Branch Offices: 245 Fourth Ave., Pittsburg, Pa.
45 Broadway, New York City.

YELLOW POPLAR

White Oak, Basswood, Chestnut, Ash, White Pine and Hemlock

Stock All Band Sawed,
Square Edged,
Equalized.

We Want Your Business

Dry Kilns, Planing Mills,
Dressed Stock, Bevel
Siding, Drop Siding.

Hardwood Record

Tenth Year.
Semi-monthly.

CHICAGO, FEBRUARY 10, 1905.

Subscription \$2.
Single Copies, 10 Cents.

E. Sondheimer Co.

MANUFACTURERS OF : : : : **HARDWOOD LUMBER**

MAIN OFFICE: 753-757 Railway Exchange, CHICAGO.

SOUTHERN HARDWOODS:	NORTHERN HARDWOODS:	YARDS:
Plain and Quartered White and Red Oak, Cottonwood, Poplar, Cypress, Gum, White Ash and Hickory.	Rock and Soft Elm, Red, Curly and Plain Birch, Red Oak, Butterout, Black Ash and Maple,	Chicago, Ill. Cairo, Ill. Wausau, Wis. Anniston, Mo. Memphis, Tenn.

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If you are contemplating buying or selling any timber or timber lands
If you want your stumpage accurately estimated.
If you want an exact survey or map of your property.
If you want advice in any logging or lumbering proposition.
Write to us and find out what we can do for you.
We send thoroughly reliable and practical engineers to all parts of the country, and guarantee quick and accurate work.

C. A. Schenck & Co. BILTMORE, N. C.
Consulting Forest Engineers.

"NOW IS THE TIME."

POPLAR

is cheaper now than it will be in thirty days

DON'T LET US GO—BUY!!!

Poplar Beveled Siding "our long suit"
Our "Century" Oak Flooring
(Lasts 100 Years)

The M. B. Farrin Lumber Company
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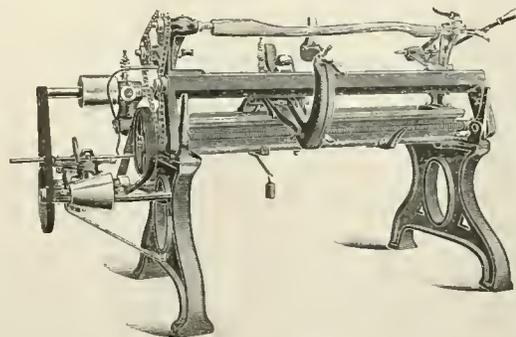
WE WANT

1 in. to 2 in. 1st and 2nd and common plain white or red Oak.
1 in. to 2 in. 1st and 2nd, common and sound wormy Chestnut
1 in. to 3 in. 1st and 2ds and common Ash
1 in. to 1½ in. 1st and 2ds, common and cull quartered white Oak.
1 in. 1st and 2ds and common quartered red Oak.

T. B. STONE LUMBER CO.
CINCINNATI.

WRITE US BEFORE YOU SELL.

THE OBER MANUFACTURING CO. CHAGRIN FALLS, O., U.S.A.
Manufacturers of



PATENT HANDLE, SPOKE AND VARIETY TURNING LATHES, SANDERS, Etc.
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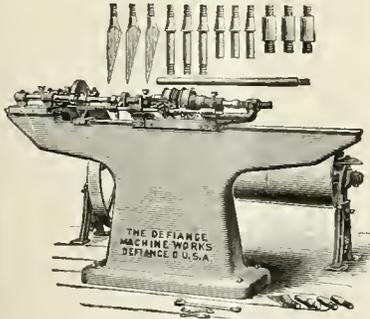
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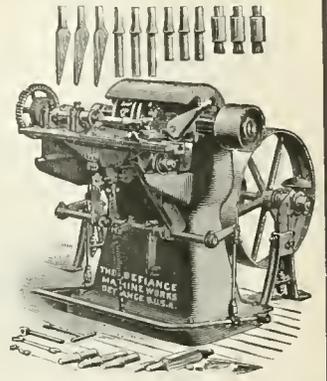
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By The **HARDWOOD COMPANY**

HENRY H. GIBSON President
FRANK W. TUTTLE Sec-Treas.

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General Hardwood Conditions.

There is no particular change to note concerning hardwood market conditions prevailing throughout the United States and abroad. The weather of the last fortnight in most sections of the country has been unpropitious for the actual movement of very much lumber. Both the East and Middle West have been in the midst of blizzards and heavy snow storms. Market conditions as reported from individual trade centers all over the country are still remarkably optimistic and trade is surprisingly good considering the season of the year and the inclemency of the weather. There is a looking about from all consuming districts for hardwood lumber with which to supply the prospective spring demands, and orders are already being placed with a good deal of freedom for nearby delivery.

The one story prevalent in the Chicago hardwood market is that trade is good for the season of the year and that all things indicate a strong and healthy future demand.

The slight readjustment of values made by the manufacturers at the annual meeting of the Hardwood Manufacturers' Association of the United States two weeks ago has had but a slight effect on market conditions. Most dealers and consumers seem to be willing to readjust their values in accordance with the very conservative policy employed at this meeting, and there are no objections raised from any source that any action pertaining to grading or prices was drastic or revolutionary.

Buyers generally recognize the fact that certain items of hardwoods, especially plain white and red oak, are extremely scarce and are going to continue scarce for a good while.

Unquestionably poplar is in remarkably short supply so far as lumber actually in pile is concerned, both in first hands and at consuming points; and it is almost remarkable that poplar prices still range as low as they do. On the other hand, the upper streams

of many of the poplar producing sections are full of logs, and if reasonable tides prevail in the Kentucky rivers there is going to be a normal stock of poplar lumber by midsummer. This matter of getting poplar logs to the mill is always a conjectural one, and in view of the uncertainty of the situation it would not be surprising if poplar showed a marked accretion in value very soon.

Quarter-sawed white oak and quarter-sawed red oak of the ordinary quality and width will probably not show any material advance in price for some time to come, as there seems to be a stock of these woods that is fully up to, if not beyond, requirements. Makers of furniture are not using quarter-sawed oak in the relative quantity that they formerly did, as they have learned that an intermixture of quarter-sawed and plain-sawed stock produces a line of furniture that will command as high a price as all quarter-sawed.

Again, there is an increased demand for mahogany in furniture-making, which wood still remains low in relative value. The mahogany fashion is taking to itself quite a portion of the former high-class oak trade.

Hard maple in present and prospective stock seems to be fully up to the requirements of trade and the price is ranging low. Logging conditions in the North during the winter have been excellent only in a comparatively small portion of the maple-producing country, from Cadillac, Mich., and northward to the Straits of Mackinac. Northern Wisconsin and the northern peninsula of Michigan have been buried so deep in snow that logging has been very slow and so expensive that a good many operations have been abandoned for the year. Again, as maple stumpage has fallen into such comparatively few hands, a good deal of conservatism has been observed by the larger operators, and undeniably the general log output of the winter will be less than normal. By deduction the HARDWOOD RECORD prophesies a marked increase in value for maple by the opening of navigation.

Basswood and cottonwood, whose values are always influenced by the price of poplar, will naturally take the trend of poplar values. Elm, birch and ash are all still low-priced woods, and are unquestionably a purchase at present values.

Both red and tupelo gum are showing a marked increase both in production and in consumptive demand, and will do much better in the consuming markets of the country before the year is over.

Hickory is remarkably scarce and the recent advance of \$5.00 a M. is not at all revolutionary.

Universal Hardwood Inspection.

As the hardwood lumber industry of this country progresses with time and experience there seems to be a growing sentiment in favor of a universal hardwood lumber inspection that shall provide for a just and equitable means whereby hardwoods may be impartially inspected.

There is manifest on the part of manufacturers, jobbers and consumers that some such universal system shall be put in effect to the end that manufacturers may know exactly the requirements of the jobbing and consuming trade, and that the jobbing and con-

suming trade may know exactly what to depend on in the way of grades from manufacturers.

Up to a dozen years ago there were local bureaus which governed hardwood inspection in Boston, New York and Baltimore that were fairly well defined. Philadelphia, Buffalo, Cincinnati, Nashville, St. Louis, Memphis and Chicago had practically only the rules of custom. Then came into existence the National Hardwood Lumber Dealers' Association, which had its birth in Chicago, and its work has resulted in a vast amount of good to the trade, especially in an educational way. Primarily the system of rules formulated by this association was intended as a basis on which the jobber might buy lumber from the manufacturer. It was discovered soon afterward that this was an entirely selfish and one-sided proposition and steps were taken to reorganize the rules and put in effect a system on which the jobber was willing both to buy and sell lumber. With enterprise this association organized an inspection bureau under the head of an inspector general, who had subordinates stationed in many lumber-producing sections, who were authorized to issue bonded certificates of inspection. The work instituted by this association has progressed to the extent that for the last few years a bonded inspection certificate has been a negotiable document on which lumber could be bought or sold. The system has had its drawbacks and its imperfections, but to the minds of many it has been fairly satisfactory as a whole.

A few years ago quite a number of leading manufacturers of hardwoods conceived that the National Association was dominated by the jobbing element in the trade and that they were not being considered, especially in the grading of lumber, and therefore they organized a second association known as the Hardwood Manufacturers' Association of the United States. This latter organization has prospered until its membership numbers a large portion of the leading producers of hardwood lumber in the country. This association has another set of rules which are not entirely in harmony with those of the National Association. It therefore has come about that buyers of lumber are sometimes obliged to purchase under National rules and again are forced to buy under Manufacturers' rules. As a matter of fact, the general results of the two rules as applied by the average inspector do not vary materially. Recent advices that have been received by the HARDWOOD RECORD from leading jobbing houses of the country aver that they do not care a rap under which inspection they buy, as the lumber reaches their yards in practically the same grade, no matter from whom they purchase.

Both associations contain a large number of sagacious, upright and enterprising men, who are well up in the details of the lumber trade and are in the business for the sole purpose of making money justly. The present situation is an embarrassing one, notably to the jobber and consumer, as it is prone to get up arguments over the application of the various confusing rules in force. A large portion of the hardwood lumber produced in the United States now goes forward to the consumer inspected either under the rules of the National Association or of the Manufacturers' Association, but there are still in force specific rules for inspection in eastern Massachusetts known as "Boston Survey," and in New York under the rules of the New York Lumber Trade Association; in other localities there are other fairly well established rules that do not entirely agree with the rules of either of the associations.

It would seem logical and just that means be taken to codify a set of rules that would be mutually satisfactory to manufacturer, jobber and consumer. There is enough money to be made legitimately in any of these departments of the hardwood lumber business to justify men pursuing it on lines of absolute equity and fairness without recourse to any subterfuge to mix or falsify grades; and apparently there is no reason except association pride that prevents the two big associations from getting together on an agreed plan whereby the actual inspection of hardwood lumber shall be made just and as uniform as it is possible to make lumber which grows under such a variety of conditions as does American forests. A base of judgment is possible; the only vital question at point between the two associations is, "Who shall apply the rule?"

It should be possible to relieve from all extraneous influence every lumber inspector, that he should make an intelligent and honest inspection of lumber that passes through his hands regardless of who made it, who bought it, or who sold it. That desirable end is undeniably fast approaching. The HARDWOOD RECORD is not going to take the liberty to attempt to elaborate any specific plan for this desideratum, but there is honesty enough and brains enough in the hardwood manufacturing and jobbing trade of this country to elaborate and put in force a system that will be just alike to manufacturer, jobber and consumer.

The HARDWOOD RECORD, however, would like to make one suggestion, and that is for the maintenance of two separate and distinct organizations in the hardwood lumber trade; one organization should comprise the manufacturing element; the second should comprise the jobbing element. The first association in its conferences, which work is now largely of an educational character, would discuss timber growth, stumpage values, the details and cost of saw-milling, curing and marketing of lumber; while the second association would have as an object of existence the discussion of sources of supply, the physical qualities of woods from various sections, values, and the marketing of the product to the consumer. The two associations would have in absolute joint interest but one feature, and that feature a just, equitable and satisfactory basis of inspection, and a satisfactory application of the named rules of inspection. The two associations would constitute a system of hardwood government equivalent to that employed in the confessedly successful conduct of affairs of this nation. There would be the two houses of a hardwood congress, and by mutual agreement only could the basis of hardwood inspection be amended.

The foremost and most progressive people in both associations strongly favor universal inspection. All seem to be willing to adopt the give and take policy. Why, then, can't these big men in this great industry who are honest of purpose and sincere in their beliefs get together, and get together right, and simplify this hardwood inspection proposition to the end that when a consumer of hardwoods in any part of the civilized world buys a car of American oak or American poplar or American maple he will know exactly what he is going to get for his money.

It is up to the good men of the trade to perform this service, not only for their own advantage, but for the good of the lumber-consuming public.

President Van Sant's Address.

Other than the address delivered before the Hardwood Manufacturers' Association of the United States at its recent Nashville meeting by President R. K. Van Sant, there has been no contribution to hardwood lumber literature of equal importance in many years. Mr. Van Sant is a recognized authority on grading and marketing hardwoods. He has been prominent in the industry for many years and his paper has been most highly commended from all sources. The individual connected in the hardwood trade who has not read this document, dealing as it does with salient and important facts pertaining to the various phases of hardwood manufacture and sale, has missed something that is of intrinsic value to him and his calling. Every line of it bristles with business, integrity of purpose and common sense. Other documents of great value to the hardwood industry were presented at this meeting, but head and shoulders above the others was the address of President Van Sant. The address appeared in full in the HARDWOOD RECORD of Jan. 25.

National Hardwood Association.

The next big hardwood lumber convention will be that of the National Hardwood Lumber Dealers' Association, which will convene in annual session at Buffalo, N. Y., probably on Thursday and Friday, May 18 and 19.

It will surely be a well attended and interesting meeting, and much legislation of importance is contemplated. Besides Buffalo hardwood dealers are noted for their hospitality, and the Queen City of the Lake is an ideal convention city in May.

Pert, Pertinent and Impertinent.

The Oak.

The monarch oak, the patriarch of trees,
Shoots rising up, and spreads by low degrees.
Three centuries he grows, and three he stays
Supreme in state and in three more decays.
—DREYDEN.

Fee's New Grade Term.

There once was a feller named Fee,
A quarter sawed oak man was he,
The terms first and second
He objected to reckon,
So "Fas" he ordained it should be.

To My Pipe.

When love grows cool, thy fire still warms me.
When friends are fled, thy presence charms me.
If thou art full, though purse be bare,
I smoke and cast away all care!
—GERMAN SMOKING SONG.

The Real Thing.

The way of the transgressor may be hard, but it's the innocent bystander who gets hit with the falling scaffold plank.

Do It Now?

Don't take "Do it now" for gospel. There are many things that better be delayed or never done.

The Moral Agent.

The world's greatest moral agent is fear. The "still, small voice of conscience" deters much fewer from wrongdoing than does the still, small voice that whispers: "You may be found out."

What They Get.

The Sermon on the Mount has been proved unsound many times. The "blessed meek" are not good lumber men. The blessed meek don't inherit the earth—not by a billion acres—they inherit bad debts and kicks.

Believe in Yourself.

Don't be afraid of self-confidence is good advice to young men in the lumber trade. Timidity is responsible for nine failures out of ten. If you don't believe in yourself how can you expect others to believe in you?

Bur Oak.

It is said that bur oak best survives the effects of settlement and cultivation of any of our native forest trees. Yet even the bur oak will not endure the continuous tramping of stock about its roots. Many men have yet to learn the value of the biblical adage that wheat and tares will not grow on the

A SUGGESTION WORTH WHILE.



National Association—"My rules are right; buy of me."

Manufacturers' Association—"My system is impartial; buy of me."

Consumer—"Quit your fooling, boys. Your inspection rules and your methods may differ, but you both give me identical grades. 'Spose you call it Joint Hardwood Inspection and we'll all be happy."

Explanation in Order

Genius manifests itself in sundry ways, but perhaps none excel the fool advertising cartoonist. The last issue of a mushroom magazine has its back cover embellished with an advertising cartoon of a man on a tread-mill to which is attached a circular saw. While the mandrel is actuated in one direction, the saw at the end of it is running the opposite way. This scheme is up to Nelse Gladding. Some one has run in a new saw deal on him when he wasn't looking.

Synonym for Woodsman.

Thomas Anonymous avers that a woodsman is a man who backs his destructive instincts with an ax.

The Reason of It.

The world is growing honest, not because men have achieved a higher morality, but since Poor Richard's time they have truly learned that "honesty is the best policy"—that there's money in it. Nowadays a man who is dishonest is regarded more the fool than the knave—and is pitied accordingly.

same ground. Timber can not successfully be reproduced with stock grazing permitted on the same land.

A Mine of Lumber.

A current newspaper paragraph has it that a Russian timber dealer has discovered a valuable mine of oak existing in south Rus-

sia in layers three to four feet deep, scattered over 150 square miles. The wood when exhumed presents most striking features of variegated colors, including numerous shades of pink, blue, yellow and brown. The logs taken out have ranged from forty to 200 feet in length and from twenty to fifty inches in diameter, and are absolutely sound.

AMERICAN FOREST TREES.

THIRD PAPER.

Hard Maple.*

Acer Saccharum—Marsh.

This tree is of the maple family. In shape, even in forest growth, it has a rounded top. It is most familiar as a field or shade tree and grows in a most beautiful contour of dome-like shape. In height it ranges from 50 to 150 feet and in forest growth it is often seen with a symmetrical bole 60 feet to the first limb. Its range of growth is from Newfoundland southward and westward, and it is one of the most widely distributed species of forest growth in the United States and British dominions. Its time of bloom is from April to May, and it fruits in September to October.

The bark is light gray, rather rough, becoming more scaly with age. The leaves are simple, opposite, with long petioles, rounded in outline, squared or cordate at the base, with 3, 5, or 7 coarsely cut and sharply pointed lobes, the lower portion smaller than the other three. The color of the leaf is rich green and glabrous above; lighter below and pubescent.

The flowers are greenish yellow, growing on drooping pedicels in sessile, abundant corymbs appearing with the leaves. The calyx is bell-shaped and fringed. There are no petals. The samaras are greenish yellow, drooping on slender hairy pedicles; the wings broad and slightly spreading, and about one inch in length.

Upon this wood a variety of names are bestowed in various parts of the country, the most universally common name being hard maple, although very frequently it is known as the sugar maple, rock maple and the sugar tree. Its entire range of growth is from New Brunswick to Western Florida and west to South Ontario, through Michigan to Eastern Dakota, Nebraska, Kansas and the Indian Territory. It is often referred to as the silver maple in Maine, Vermont, Massachusetts, Rhode Island, New York, New Jersey, Pennsylvania, Delaware, Virginia, West Virginia, North Carolina, South Carolina, Florida, Mississippi, Kentucky, Ohio, Illinois, Indiana, Missouri, Kansas, Nebraska, Iowa, Michigan, Minnesota and South Da-

kota. It is sometimes called white maple, river maple, silver leaf maple, water maple, creek maple and swamp maple.

Unquestionably the highest quality of hard maple growing anywhere is that range of it in the northern portion of the southern peninsula of Michigan, from Cadillac and Grayling to the Straits of Mackinac. A large part of this portion of Michigan is

bensive growth, of which the relative quantity of maple noted above obtains.

Another large section of maple growth is in the northern peninsula of Michigan and in northern Wisconsin, extending across the Minnesota line. The maple of this section is not quite as large and is not as free of defects as that first noted, but it is extremely hard in texture and very valuable for a good many uses to which maple is placed. The Adirondack region of northern New York, northern Vermont and northern New Hampshire contains an extensive hard maple growth, which is generally of very poor good quality, though not equal to its Michigan prototype. The higher ranges of the Alleghenies in Pennsylvania still produce a considerable quantity of hard maple of very excellent quality. The ranges named constitute about all the maple that exists within the United States in comprehensive forest growth, or of sufficient quantity in mixed growth as to constitute a wood of commercial importance. West Virginia has considerable maple and so have Kentucky and Tennessee, but the maple of this section does not compare in quality with that of the Michigan wood.

The color of the heart wood of hard maple is brownish, and the sap wood, which largely predominates, is very much lighter, approximating ivory white. The grain is close and of compact structure and occasionally curly, blister, or bird's-eye. The wood is tough, heavy, hard, strong, susceptible of a high polish, wears evenly, and is very durable when not exposed to alternate dryness and dampness. The chief uses of the wood are for the manufacture of flooring, agricultural implements, furniture, shoe lasts, piano actions, machinery frames, wooden type for show bills, pegs, dowels, interior finish, vehicles and veneers. The wood when

green has a strength in excess of that of hickory, but when seasoned—and especially after being exposed to the weather—fractures easily under a sudden jar with a short break. In the elements of structural quali-



TYPICAL HARD MAPLE GROWTH. FOREST OF I. STEPHENSON. COMPANY, WELLS, MICH.

covered with hardwood forests showing an average of about forty per cent of hard maple growth. Originally interspersed in this growth was the white pine, hemlock and cedar, which has been very largely felled and converted into lumber and shingles. While the hardwood forests of this section have been considerably depleted, they still contain a considerable area of compre-

*Authorities quoted in the foregoing article are "The Timber of Commerce," "Guide to the Trees," "Principal Species of Wood," and "Check List of the Forest Trees of the United States."

ties it is therefore deficient. The wood grows slowly and even trees of twenty-four inches in diameter are, approximately, 250 years old. The sapwood which makes up the larger portion of the tree is therefore a comparatively

centuries the tree has contributed much to the comfort and profit of mankind; it has been the back log of our forefathers and has served as well to boil their soap kettles and feed their kitchen fires.

One unfamiliar with the hardwood forests of the north country can gain very little idea of the splendid proportions and the tall and straight trunks of maple trees from his knowledge of them in the village or field. In the forests of the northern portion of the southern peninsula of Michigan the tree attains its highest perfection, in quality of timber and size and symmetry of growth; here they often attain a diameter of three feet, with a roughened and partially-moss-covered bark, rising a sheer sixty feet to the first limb. Interspersed with the maple are gray elm, rock elm, black ash, basswood, birch and scattering hemlocks and white pines. The distinctive feature, however, of the woods' landscape is the maple. It ordinarily constitutes more than one-third of the entire forest growth.

Hard maple as a material for lumber is comparatively a new wood, and until within

the making of shoe lasts. Quite a percentage of maple shows a peculiar twist and turn of the grain of very beautiful figure; some has the bird's-eye effect, and again the grain



LOADING MAPLE LOGS WITH McGIFFERT LOADER. FOREST OF MITCHELL BROS. COMPANY, CADILLAC, MICH.

mature wood, and possesses more elements of permanency than the heart wood of many other hardwoods.

The recorded dry weight of maple ranges about fifty pounds to the cubic foot. It has neither smell nor taste. The grain is fine, smooth, even and dense. The surface in radial section is brilliantly lustrous. The color varies somewhat in different sections of growth from ivory white sap wood to streaks of brown in the heart wood—and sometimes to yellowish white and reddish brown. The rings are clearly visible with a boundary of clear fine brown line of autumn wood, and a slight contrast between the autumn and spring woods. The contour is undulating.

The hard maple being the tree of the widest range of growth in the United States, it is therefore one of the best known in its field form. The streets of nearly every village east of the Mississippi and north of Mason and Dixon's line are fringed with



FLOWER, SEED PODS AND LEAF OF HARD MAPLE.

a few years it was associated entirely in the minds of the public as a shade tree, as a tree giving forth sap for sugar-making, or as material for firewood. It has only been within the last fifteen years that it has received serious consideration from the lumber standpoint. The total output of maple lumber in the United States during 1904 probably approximated 500,000,000 feet, but this does not constitute an estimate of the quantity. Fully half of the log product is sawed into inch lumber and is converted into tongued and grooved flooring and is utilized extensively for the flooring of public and office buildings and residences. The next considerable quantity of maple produced is sawed into thick planks and is utilized by the agricultural implement makers, by machinery makers for the frame work of their lighter machinery, for the making of furniture—especially from the fancy specimens—and for



SKIDWAY OF MAPLE LOGS. EMMET LUMBER CO., CECIL BAY, MICH.

is involved in curls. This portion is usually sold to the veneer makers, who reduce it to thin layers for the veneering of furniture panels and for interior wood work.

Maple has to be cured with the greatest care to avoid staining and thus disfiguring its fine ivory white color; it is therefore that latterly a good deal of pure white maple as it comes from the log is seasoned on end, in sheds built for that purpose, so that no sticker marks by any chance may show upon the surface of the wood when it is seasoned. Maple is very susceptible to the chemical action of the sun and often yellows when thus exposed.

Hard maple has become the most important product of the northern hardwood forests, and in connection with its chief use that of the production of flooring will be discussed at



SKIDWAYS OF MAPLE LOGS. HACKLEY-PHELPS-BONNELL COMPANY, HACKLEY, WIS.

hard maples. Its trunk is comparatively short, its branches are wide-spreading, its foliage is in profusion; it is the ideal shade tree. Hard maple groves form the "sugar bush" of the North and the "sugar orchards" of Kentucky and Tennessee. For



SLEIGH LOAD OF MAPLE LOGS. EMMET LUMBER CO., CECIL BAY, MICH.

length in a future issue of the HARDWOOD RECORD.

Illustrations accompanying this article are explained in the titles attached to them and are from photographs made by the writer in various parts of the hardwood-producing sections of Michigan.

Strode's Stuff.

Square-Edged, Knobby Thoughts.

I intend to tell you what I have been thinking about. Now before we get down to business where it will make your head ache to follow me, I want to tell you of a few things that have happened that I haven't been thinking about. They will probably be of more interest to you than the things I have been thinking about. Having a brain of such inferior quality, as I explained to you a fortnight ago, when I think deeply on any subject—such as a check perforator—I am liable to get twisted. This thing of thinking great, square-edged, knobby thoughts is hard work, and not to be indulged in even by me—on all occasions.

These things happened without my giving them any particular thought. They just slipped out, as it were, which was just as well, for thereby I escaped responsibility. I cannot be responsible if things happen which I have not seriously considered, but once I have given any subject my usual amount of thought, I will bet my life on the conclusions reached.

Higher Prices.

For instance, I have made up my mind that lumber is going up. I did this after a careful consideration of all surrounding circumstances. The war in Asia, the liability of tariff revision, the depth of the snow-fall, all have a bearing on the price of lumber. All must be considered, all have been. The conclusion I have reached is that the year 1905 is to be a cracker-jack. And once I have reached a conclusion and have based a prediction thereon, I am not easily discouraged. I shall continue to predict higher prices until we have them. I am not like the woman I read about in a newspaper, who became discouraged and committed suicide because her second child (only her second, mind you) was a girl and not a boy.

If at first you don't succeed, try, try again. In this connection I am reminded of a beautiful poem which starts—

Oh, do not be discouraged,
For Jesus is your friend.

I know a good deal of poetry, but most of it is in snatches like this, that I culled when a boy from the songs we used to sing and poems we used to recite. Some of them are very clear to my mind today. One, I remember, was about John Reed, Esq. I do not know if he had any middle initial, and one of the rules of the new office is to always give a man's full name and to spare neither time nor expense to get it right. I do not know what his middle initial was, and am not certain that he had a middle name at all, but I'll tell you a secret, if you'll promise you won't tell anyone; sometimes when I don't know your first or middle name I fake one or the other or both.

You don't expect me to tear up the earth to find out what your middle name is, do you? Of course not. And, besides, I am liable to lose my train of thought. So I go right along and give you enough initials to keep peace in the family.

For instance, if Billy Smith, formerly of Cairo, but now of Memphis, comes to town, I can't have it printed that way—not at all. And it won't do to call him Mr. Smith. That doesn't go any more. I've got to dig around and learn his initials and then say "W. E. Smith, the prominent lumberman of Memphis, etc." Now, if you get a few more initials than you are entitled to, you'll know it's my fault. And the first time we meet I'll square myself if I can. If I can't we'll have to go to the mat together. I'll give you fair warning, however, I'm a terrible scrapper when I get a-going. That's right. Ask Harry Saxton.

Of course, if you want to act ugly about it, and come in and kick, and get it corrected, I'll just have to say that I thought that was your name. I am an awful liar when I get cornered.

But to return to the quotation that I was going to make, slightly altered to suit the inflexible rule of the new paper, it is as follows:

I will not chew tobacco,
Said little John R. Reed.
I will not chew tobacco,
For it is a nasty weed.

I gave this Reed the middle initial R because while there is no rule for giving a middle name, almost everybody called John is also called John R. I am liable to get my quotations mixed. After the war patriotic songs had a great vogue and were much taught in the schools. Now I was considerable of a singer in those days, or thought I was, which amounts to the same thing. Pianos and classical music are all right for the kids, but when I can get my wife seated at the old organ and she gets out the old songs, we can cut the mustard yet. The kids make a good deal of fun of us, but we are suited, you bet your life. Give me the old tunes and the old songs and the old friends—but there, there; I must be getting old. I remember hearing my grandfather talk that way when he was upward of ninety.

In the old days there was but one singing book in the room and the school teacher had that. He would sing the songs and the rest of us were expected to catch on somehow. And I did. I was a loud and joyous singer in those days. I opened my mouth and let her go. One of the songs I remember was—

Upon the field we're watching
With the enemy in view

That's right. That's correct. But I'll tell you another secret. For seven years in school I sang it—

Upon the field we're watching
With the "end of me" in view.

And the picture conjured up before my youthful mind was that of a man with gray whiskers and a Grand Army hat, camped out beneath the cold, cold stars. He was lying on the ground with a horse blanket over him, the blanket was too short, and his bare feet were exposed to the weather. How else could the "end of me" be in view? It is only of late years that I have learned the correct version of that song, and that man with the Grand Army hat and the short horse blanket will abide with me, I reckon, forever.

Adaptability of Man.

I haven't touched on a single thing I intended to touch on and I'm getting short of room. Oh, well, the world wasn't built in a day. We'll get around to it sometime, and it won't make any difference if we don't.

This thing of working to a rule I never could stand. A man must have adaptability. This morning coming down on the street car I made up my mind to call on George Stoneman and Clarence Boyle. That appeared to me a nice easy day's work.

When I got to the office, however, I learned that it was 12 degrees below zero and getting colder, and I shivered. It didn't seem so very cold until I saw a thermometer, then I nearly froze. I concluded it would be easier and a good deal warmer to call the gentlemen up over the telephone. I located Stoneman on the west side and Boyle on the south side, at their yards, and as both were coming down town and I had a little matter of advertising to talk over with them I invited them to run in and see me, but Stoneman didn't come. He should have. He missed a golden opportunity, for I had made provision to pay for the lunch.

Clarence came in about noon. Cold weather has no terrors for him. He renewed his advertisement and never turned a hair. It came too easy; it was like taking money from the blind. He seemed vexed that I had bothered him about a little thing like that. He didn't listen to half my story, and I have the most interesting story concerning the new HARDWOOD RECORD that you ever heard. I'll be around and tell it to you ere many moons have waxed and waned.

Clarence left for the north pier to dig an order out of the snow and I had to put in the day writing the foregoing stuff. It is rightly named.

Here I have written three columns of stuff and haven't said a thing, and you have read it, and are no better off than you were before. You don't know any more. You have not added to your stock of knowledge a particle. I am only writing this to string out and fill a few more lines. We haven't room for anything serious in this issue, but we will begin on something right before long. There is an awful lot going on that needs attention and I fear if something is not said about it, the world may go astray.

CHARLES D. STRODE.



MAX SONDHEIMER,
OF CHICAGO.

Builders of Lumber History.

NUMBER III.

Max Sondheimer.

At the head of the largest hardwood manufacturing and distributing house in the United States is Max Sondheimer, president of the corporation of E. Sondheimer Company of Chicago. This corporation has its principal office in the Railway Exchange and maintains wholesale distributing yards at Chicago, Cairo, Ill.; Wausau, Wis.; Anniston, Mo., and Memphis, Tenn. It directly or indirectly operates or capitalizes more than a score of sawmill interests, ranging through a half-dozen states. It is of the head of this house that this brief article will treat. Mr. Sondheimer combines the practical business man, the eloquent after-dinner speaker, the witty raconteur and the hail, fellow, well met. His character is many faceted and is so broad as to distinguish him among many in diversified social and business interests of the country.

To the business man he is the business man par excellence; in the shop of the newspaper folk he is entirely and cordially at home; in the studio of the artist he is known as the friend of every Bohemian; and wherever the hand of friendship may be needed, there is no one more willing to lend his aid than Max Sondheimer.

There is a legend that Mr. Sondheimer's full name is Maxwell Sondheimer, but to every lumberman with whom he does business and to the many hundreds of people who call him friend he is known as Max. He was born in California in 1859, and is the eldest of a family of seven children. The family removed to Cincinnati when Max was a youth and he received his education in the schools of that city. He removed to Chicago in 1875 where he resumed his studies and graduated from the public schools here.

Mr. Sondheimer's father became engaged in handling walnut lumber in the early '70s in Chicago and Max joined him in this enterprise. During this period he joined a government surveying party and traveled some time throughout the West.

In 1885 he returned to Chicago and re-entered the employ of his father and W. O. King, who was then his partner, as a buyer of walnut. In 1886 the firm dissolved and Max secured an interest in the business which

was thereafter known as the E. Sondheimer Company. After the death of the senior member of the firm, the company was reorganized as a stock corporation and Max Sondheimer became president and general manager, Moses Katz, vice president; Moritz Glauber, secretary and treasurer, and Henry Sondheimer and Rudolph Sondheimer, assistant managers.

Mr. Sondheimer is very largely interested in hardwood association work, especially in the detail of uniform and just inspection, and by his advice and personal efforts has contributed not a little to the legislation of the National Hardwood Lumber Dealers' Association. He has been honored with the position of vice president of this association, and at its annual meeting in Indianapolis a few years ago came within one vote of being chosen its president. He has always taken a personal interest in the Chicago Hardwood Lumber Exchange, and has aided much in the success of that organization. He is an enthusiastic Hoo-Hoo, and during one year filled a term as vicegerent snark of Illinois.

Mr. Sondheimer's social inclinations lead him into numerous clubs and organizations, and he is a member of the Chicago Press Club, Newspaper Cartoonists' and Artists' Association, the Standard Club, Elks and Knights of Pythias.

Mr. Sondheimer has been an extensive traveler, both in this country and abroad and has lived a well-rounded and progressive life. One of Mr. Sondheimer's more recent enterprises has been the organization of the Ranger Hardwood Export Company of Big Creek, Liberty county, Tex. This company controls an area of hardwood timber along the Trinity river in southeastern Texas of some six by 100 miles in extent. This growth consists of white and red oak, gum, cottonwood, pecan, white holly, hickory and ash; a considerable portion of the lumber product of which goes into the export trade. Of this corporation Mr. Sondheimer is president.

Max Sondheimer's pleasing and boyish features are presented in the portrait supplement of this issue of the HARDWOOD RECORD. He is a man whose acquaintance is thoroughly worth while, and if you don't know him, you should.

Hardwood Record Mail Bag.

About Strode's Stuff.

Buffalo, N. Y., Jan. 17.—Editor HARDWOOD RECORD: While we generally like the new HARDWOOD RECORD much better than we ever did the old paper, curiosity prompts us to ask why you call Mr. Strode's sermons "Strode's Stuff?"—J. D. C.

In every big newspaper shop in the land, the literary pabulum that reaches the editor's desk is divided into two classes. Ma-

terial which is regarded of quality, literature of forcefulness, and news which is timely and well written are known as "stuff." On the other hand, the plunder which is inconsequential, trivial or banal is known as "guff." The editor of the HARDWOOD RECORD intended to pay a distinct compliment to Mr. Strode and his quaint, kindly humor, when he placed over it the title "Strode's Stuff."—Editor.

On Inspection.

Chicago, Jan. 20.—Editor HARDWOOD RECORD: A matter of controversy has just come under my observation on the subject of the just inspection covering a board of white oak shipped in a car of No. 1 common. While it was a very good board and would cut two-thirds good except for sap, it showed bark on one corner for the length of two or three feet. In your opinion, would the inspector be justified in measuring this piece in its entirety as common; should he cut the measurement; or should he throw it out? The inspection was being made under National Association rules.—S.

The editor has not had time to go into the details of the specific requirements demanded on the grade of No. 1 common under National rules, but paramount to National inspection rules, or the rules of any other association, are the basic principles of lumber inspection. One of these rules, and one of the highest importance, is that lumber shall be manufactured in the sawmill and not by the inspector on a board-pile. The inspector must needs take the piece of lumber before him, as it stands. He has no right to take a hand-saw and cut off a defective end or to mark it off; the board must be inspected as a whole. Without going into the specific details of the inspection of this particular piece the editor believes, it would be the inspector's duty to throw the board out, as it lacked the first element of correct manufacture, in that it was not parallel edged.—Editor.

Goble Cube Log Measurement.

Memphis, Tenn., Jan. 12.—Editor HARDWOOD RECORD: Will you kindly explain to me what is meant by the Goble cube measurement for scaling logs?—J. C.

The Goble cube measurement is a method of scaling logs in which the log is figured out in 18 inch cubes. On this basis poplar and other timber has been bought for more than a half century on the Ohio river, and its tributaries, from the Gnyandotte to Louisville. The origin of this scale is veiled in mystery, but M. B. Gale, a veteran log man of Cattlesburg, Ky., many years ago figured out a log sheet, which for some years has been published and sold by Guff Wellman of Cattlesburg. The scale is the universal basis of measurement for the poplar logs coming out of the Big Sandy river.

The specific way in which this measurement is figured is to square the diameter of the log in inches by its length in feet and divide by the square of 18. For example: Take a 36 inch log 16 feet in length; the square of the diameter is 1,296, multiplied by the length in feet 20,736; divide this amount by 324, the square of 18 and you have the result of 64 cubes. Good sized poplar logs average about 65 cubes to the thousand feet. In 1903, 34 cents per cube was the current price for good poplar logs, but during the past few years the price has varied from 18 cents to 40 cents per cube.—Editor.

Wants Price Lists.

While the subscription list of the HARDWOOD RECORD since January 1 has shown a most

marvelous gain, occasionally the publishers get a cancellation of subscription. This is no unique experience in the newspaper publishing business, as there is no newspaper that pleases everyone.

Here is a letter that has just been received from the Lansing Spoke Company of Lansing, Mich., a concern manufacturing wagon spokes, bent rims, hounds and hard-wood lumber. It is a company having a reputation for a satisfactory capitalization, and a good credit rating:

LANSING, Mich., Feb. 1, 1905.

EDITOR HARDWOOD RECORD: Replying to yours of Jan. 30, we would say the trouble with the RECORD is that while you give us a lot of general information in such as, "plain oak is in good demand," "quarter-sawed is a little easier," "maple seems to be holding its own," and "John Jones is building a new mill" and "Charley Smith is an awful nice fellow," you do not tell us what the different grades of lumber are really worth at the different markets.

Of course we know that the publishing of such a price list would in a measure prevent the jobbers from getting any "snap deals" from us country sawmill men, and at the same time it might prevent some Chicago jobber from selling a few earloads of No. 1 common at an advance of \$10 per M over cost. In that way it would clearly be a violation of interstate commerce interests and hence cannot be allowed unless especially permitted by order of President Roosevelt. Therefore we quit.

LANSING SPOKE COMPANY.

P. S. In other words you tell us a lot of things we do not care a "dam" about, and don't tell us what we want to know.

E. S. Porter is set down on the letterhead of the company as manager and L. J. Briggs as superintendent. The editor of the HARDWOOD RECORD has not the pleasure of the acquaintance of either of the gentlemen, and does not know which one or if either of them wrote the letter. Out of courtesy he has not transcribed the company's letter verbatim, as the spelling would be altogether too confusing. It is a pleasure to record this very frank expression from the Lansing Spoke Company of what it would like to find within the covers of the HARDWOOD RECORD, and what it does not find there, but he doesn't like the imputation that the non-publication of specific price lists is an attempt on the part of this paper to assist Chicago jobbers, or jobbers from any other section, to make extravagant profits from bucolic innocents like the Lansing Spoke Company.

If the Lansing Spoke Company knew as much about the lumber business as it should know, it would be conversant with the fact that there is absolutely no just way in which to quote accurate lumber values in the thousands of different points where lumber is produced or consumed.

The editor of the RECORD, like other intelligent market reporters of lumber, simply gives the trend of lumber values, leaving the matter of specific prices to individuals and associations.

The Lansing Spoke Company can send its most competent inspector to a certain point in Ohio or Indiana and have him inspect and take up a earload of white oak lumber under

certain specific rules of inspection, and then send the same man to perform a like service in certain places in Tennessee, Kentucky, Mississippi or other parts of the country, and when both cars arrive at Lansing, Mich., the Lansing Spoke Company will find that there is a positive difference of value in the two cars of lumber, ranging from \$6 to \$9 per M feet. The publishing of specific price lists showing hardwood lumber values is simply ridiculous.

Association News.

The Hardwood Manufacturers' Convention.

The HARDWOOD RECORD went to press with its last issue on the last day of the meeting of the Hardwood Manufacturers' Association, which was held at Nashville on Jan. 24 and 25, and of necessity a considerable portion of the report was either omitted or much abridged. It is therefore that the following resume of important papers, legislation presented and enacted is herewith produced.

New Officers.

The following officers were elected for the ensuing year:

President, R. H. Van Sant.
Vice President, J. B. Ransom.
Secretary, Lewis Doster.
Treasurer, F. C. Fisher.
Executive Board, W. M. Ritter, chairman; F. C. Fisher, C. Crane, J. B. Ransom, R. H. Van Sant, R. M. Carrier, Wm. Wilms.

Vice Presidents for states, Ohio, Frank F. Fee; Illinois, C. A. Ward; Indiana, C. H. Barnaby; Tennessee, S. Lieberman; Kentucky, Floyd Day; Mississippi, W. B. Burke; West Virginia, H. P. Curtin; Virginia, M. N. Offutt; South Carolina, N. W. Gennett; North Carolina, W. T. Mason; Missouri, J. H. Himmelberger; Arkansas, G. E. W. Luehrmann; Wisconsin, B. J. Foster.

The thanks of the convention were expressed to the Cumberland Telephone Company for its offer of the free use of long distance wires to its visiting lumbermen between 3 and 5 p. m., and to the Tennessee Central Railroad for the offer of a special train for an excursion to the Cumberland river lock.

Owing to lack of space and time, it was impossible to give the papers which R. M. Carrier, Sardis, Miss.; Frank F. Fee, Newark, O., and W. F. Blederman of St. Louis, read before the convention.

W. F. Blederman, superintendent of the credit rating department of the National Lumber Manufacturers' Association, read a paper at the Wednesday session, on the credit rating department, in which he said that the April, 1905, edition, bearing on credit rating, was now being compiled. Mr. Blederman stated the price to members having had one year's service, would be \$30. This would include the April and October editions and complete service, with the exception of special reports, which would be charged for extra.

Excerpts From R. M. Carrier's Paper.

R. M. Carrier's, of Sardis, Miss., paper on the "Development of Hardwood Production in the Southwest," had to do with the development and present conditions of the hardwood industry in Missouri, Arkansas, Louisiana and Mississippi.

Mr. Carrier estimated the hardwood product for the state of Missouri for 1904 at about 450,000,000 feet, of which oak furnished 250,000,000, ash, 12,000,000; gum, 50,000,000 and cottonwood 75,000,000. He said that while northeastern Arkansas had been pretty well cleaned up of

What the Lansing Spoke Company wants is not a lumber newspaper, but a collection of price lists, and if the engineers of it will write as pertinent letters to the scores of lumber advertisers in the HARDWOOD RECORD as they have to the editor, they can make a most beautiful collection which they can analyze and figure out to their hearts' content—and then they won't know what "lumber is really worth."—Editor.

the better hardwoods a development has been going on all over the state elsewhere, and especially what used to be the exclusive pine sections. Some of the heavy producers now are primarily pine manufacturers who have gone to cutting the hardwoods as they come to them. Little Rock, Pine Bluff, Camden and similar points are all producing hardwoods today. He estimated the output for last year at about 620,000,000, the principal items in which are oak, 305,000,000 feet; ash, 22,000,000 feet; gum, 180,000,000, and cottonwood, 96,000,000 feet.

Louisiana's output has been increasing materially of late years, he said, though its product in the hardwoods proper is light. It is possible that the production of tupelo gum, which has been attracting a good deal of attention within the last four or five years, may increase the total to some material extent in the not distant future.

Mr. Carrier had this to say about his own state, Mississippi: "It is an old state so far as lumber manufacture, or at least the supply of logs, is concerned. For 125 years lumber manufacture has been carried on within its borders; in fact, it is practically contemporaneous with the growth of New Orleans, for that old city has almost since its foundation drawn upon Mississippi to some extent for its lumber and timber supplies. Some of the original forest of Mississippi has been cleared away and the land devoted to cotton, and then cotton-growing was abandoned and the land has again grown up to pine, which is now being cut (this seems to me a somewhat remarkable instance of what nature might do if given a chance in almost any country that was originally covered with timber), but the early lumber development of Mississippi was chiefly in cypress and pine. Though many years ago its hardwood forests were invaded by the stave makers from abroad, the chief hardwood districts of Mississippi seemed until recent years comparatively inaccessible and so it has remained to become within the last two decades one of the heavy hardwood producers of the country. Its hardwood belt lies north of the pine belt, though the two classes of wood intermix. The whole northern half of the state is more or less covered with hardwoods while the lowlands everywhere produce broadleaved trees, or cypress. The operations of my company are in one of the most favored timber sections of the country—the Yazoo delta. Here oak and gum grow to the greatest perfection. Perhaps a little fault may sometimes be found with the grain of the oak because it has grown so fast on the rich soil and in the warm climate, but it grows sound and of mammoth size. The last census reported the hardwood product of Mississippi at 207,322,000 feet, but I think it safe to say that the product last year was in the neighborhood of 300,000,000 feet. The oak product I should estimate at 145,000,000 feet, the ash at 15,000,000, cottonwood at 50,000,000 and the gum at 35,000,000 feet. I should think these figures are too low, for there has been a considerable development in the last four years. "Summing up the product of Missouri, Arkansas, Louisiana and Mississippi in the four woods

which I have selected as the leading woods of the southwest, I would place the product last year at about 950,000,000 feet of oak, 56,000,000 feet of ash, 256,000,000 feet of gum and 350,000,000 feet of cottonwood.

"It looks as though it were worth while for the Hardwood Manufacturers' Association of the United States to pay some attention to the southwest, for large as our country is we are young yet and are bound to grow. Missouri probably will not increase its product but the other three states will. I doubt if the cottonwood product will increase very much, if at all, but there are many billions of feet of other hardwoods scattered over these states that are going to be put to the saw in the early future. Let me tell you, too, that the location of this country is going to make it a bigger factor than ever in the world's markets. There are two hardwood exporting districts, one which goes abroad through the north Atlantic coast ports and one via New Orleans and Mobile. When the Panama canal shall be opened we will have a new outlet down our way that will be a big stimulus and we don't need stimulating. We are pretty certain that without any artificial help we are going to make the rest of the hardwood world sit up and take notice."

Frank F. Fee's Address.

Frank F. Fee, of Newark, O., read a paper (which he said had been forced upon him) on "The Outlook for 1905," which follows:

There is no doubt that the impression is being universal that 1905 is to be an excellent business year, with a large demand for general commodities and higher prices than in 1904. It is the feeling (to such an extent as to influence business plans) that we are at the beginning of an era of business prosperity. As far as I am informed in regard to public sentiment, there is practically no exception to the optimistic feeling. It extends to all lines of business (except a few that are affected by special conditions) and to all parts of the country.

The question in hand is, what basis is there for rosy expectations and what assurance have we that they are to be realized? In the first place, let me say that so general an optimism, so almost universal a belief in prosperous conditions, is likely to justify itself. When the people feel that they are well off and that they are to be still better off, they are then willing to spend money and thus bring about the business activity which means prosperity to all interests. At such times the prophets of prosperity fulfill their own predictions.

You never saw business depression when every one was in an exalted mood. Liberal individual expenditures by the people and a disposition to enter freely into new enterprises never was followed by business depression. The only limit to prosperity under such conditions is when the people at large overdo matters and, reaching a condition of hysteria, bring about a panic. But a panic results from a prolonged period of inflation and wild speculation. A panic need not follow a period of general prosperity, but it certainly never immediately precedes it.

What I have said thus far relates to the psychical conditions on which we predicate a period of prosperity. It is almost sufficiently convincing in itself, but there are facts back of it. The people, as a whole, seldom make a serious mistake in such matters. The average man does not feel prosperous unless he is prosperous. He does not feel like spending money unless he has money to spend. He does not seek investments unless he has money to invest.

What evidence have we that the average citizen is prosperous? Has money to spend and money to invest? Let us look back a little over the business and financial history of the last year or two. It is a popular saying that prosperity and business depression come in rotation—in cycles, so to speak. Not every period of depression is marked by a great financial panic, like that of 1893. If we are disposed to assent to the cyclical theory, then we are justified in predicting a period of increasing business because we have passed through lately a period of business depression, marked by what were almost panics in financial circles. The tremendous boom in stocks in 1903 was followed by almost equally impressive declines during more than six months of 1904. Prior to this depression there came what amounted to a financial crisis, with money rates abnormally high, resulting in many paper fortunes being swept away. The decline in stocks was a tremendous one. Accompanying this purely financial phase was a general depression in business.

It was probably accentuated by the approaching national election, but entirely apart from that influence there was a feeling that the time had come to balance accounts, squeeze the water out of values and to get down to bed rock. That process was accomplished without the accompaniment of a general panic; and then in the late summer came the reaction.

The fact is that a period of prosperity is not only before us, but has already begun. Along in the fall it was realized that the crops of this country had been enormously profitable to their producers. It is probable that the agriculturalists of the United States never before got such large money returns for their year's work as for that of 1904. This was particularly true in all the northern states. There was a shortage of the wheat crop, but the price realized made the crop yield equally good returns. The live stock market of the year was not satisfactory, and the cotton growers were disappointed in the price of that staple, which fell to a dangerously low point under the influence of an extraordinary crop, but even cotton at the price, supplemented by other crops in the cotton states, has given the farmers of those states at least a living—a good living as compared with the standards of most previous years. Another favorable condition regarding corn and small grains was that the farmers themselves realized and benefited by the prices to a much greater extent than ever before. The facts in regard to the crops were made known early so that the farmer was in position to take full advantage of the market, and in wheat especially the advance in prices accrued to the grower instead of the middleman.

It goes without saying that in this country,



FRANK F. FEE,
of Newark, O.

where agriculture gives employment and a living to more than 35 per cent of the population, when the farmers are prosperous the country is prosperous.

The effect of the agricultural prosperity has already been seen in other lines. Primarily based on that fact was the advance in stocks which began in the early fall. Then came an increased demand for iron and steel products, and then a general movement of commodities which resulted in a large employment of railway equipment. There has been no car famine worth speaking of since 1903, but the resources of the railroads have been fully employed. Some railroads report an actual shortage of cars, not only for the movement of grain, but of general commodities, while all are fairly well employed. This, in turn, has been reflected in the monthly reports as to railroad earnings, which have been swelling with remarkable unanimity, until now both the gross and net earnings of practically all the railroads of the country are on a highly satisfactory basis.

A small but significant feature of the last month or two has been the large holiday trade. All the large cities, and, as far as heard from, all the smaller places, reported an unusual demand for holiday goods of a better class than usual. The increased requirement, not only for the ordinary necessities of life, but for the luxuries, has brought about a larger movement of commodities, and has set the factories at work more actively than for many months previous.

The records of bank clearings, while not absolutely authoritative, indicate with some degree of accuracy the rise and fall in the total volume

of business by months in 1904. Clearings heavily declined in February as compared with January, then advanced to \$8,335,000,000 in March and maintained approximately that figure into July. August showed a slight decline, September a gain, and then the figures began to swell until in December the clearings of the country were \$12,730,000,000, which was a higher figure than had been realized in any month in the last five years, except in May, 1901, when clearings were only a trifle larger. The clearings right through 1903 were larger than those of 1904 except for the closing months of the latter year.

If these reports mean anything they mean a swelling tide of business. This interpretation of them is made more reasonable by the fact that the clearings of the country, outside of New York City, where the speculative market has much influence, showed a steady increase beginning with August.

The general anticipation of a larger and more profitable business in 1905 than was experienced last year is, therefore, justified by all the available facts. A high degree of prosperity with the agricultural classes; a revival of activity in the iron and steel trade; a heavier demand for general commodities, resulting in a greater activity in the industries that supply them; a heavier railroad movement, accompanied by larger gross and net earnings; a large amount of building in the cities which is now spreading through the country, and bank clearings much larger than the year previous, with every week showing a gain over the corresponding week of 1904.

It seems to me that at this beginning of the year we may congratulate ourselves on having a share in this tremendous activity; on being a part of the business fabric of the United States, and may feel confident that the lumber industry, and the hardwood industry particularly, will not fail to reap its share of the benefits to result from widespread and universally diffused prosperity.

Gum Grading Rules.

The grading rules for gum lumber were changed to read as follows:

1. That the grades now known in our official inspection as first and seconds be changed to read first and seconds red gum.

2. That the grade now known in our official inspection rules as seconds, be changed to read first and seconds sap gum.

Rules on Cottonwood.

General instructions on classifications, official grading and inspection rules for cottonwood lumber follow:

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

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

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

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

5. Lumber shall be well manufactured, of uniform thickness, and have parallel edges.

6. Tapering lumber shall be measured at 1-3 the length of the board from the narrow end.

7. All lumber shall be tallied surface or face measure, the tally counted up, and the $\frac{1}{4}$ or $\frac{1}{2}$ added to the total where the board is $1\frac{1}{4}$ and $1\frac{1}{2}$ inches thick and two inches or thicker to be multiplied by the thickness.

8. In the measurement of all lumber, fractions exactly on the $\frac{1}{2}$ foot are to be given alternately to the buyer and seller, the fractions below the one-half foot are to be dropped, and all fractions above the $\frac{1}{2}$ foot are to be counted to the next higher figure on the board rule.

9. Splits that do not diverge more than 1 inch for each foot in length are to be considered straight splits.

10. Pieces 13 inches and wider will take one large defect equal in damage to the several defects permitted in its width and grade.

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

12. The location of defects in a piece of lumber has much to do with its value, and should have great weight in deciding the grade.

13. Lumber shipped rough must be accepted on grades as shown in the rough, and not subject to any changes which may be caused by future mill-working, excepting as to the stained sap as heretofore stated.

14. All widths and lengths mentioned in these rules shall be inclusive.

15. All lumber less than 1 inch in thickness shall be measured surface or face measure.

16. The standard thicknesses are $\frac{3}{8}$, $\frac{1}{2}$, $\frac{5}{8}$, $\frac{3}{4}$, 1, $1\frac{1}{4}$, 2, $2\frac{1}{2}$, 3 and 4 inches.

17. The standard widths and lengths are as designated under the heading of each grade.

STANDARD DEFECTS.

18. Each of the following items constitute a standard defect: (a) Standard knot $1\frac{1}{4}$ inches in diameter. (b) Two knots not exceeding in extent or damage one standard knot. (c) Worm or grub holes not exceeding in extent or damage one standard knot. (d) Each rafting pin hole shall be considered one standard defect. (e) One bark, waney or wormy edge, not exceeding one inch in the aggregate, running not

Lengths 10, 12, 14 and 16 feet, not to exceed 10 per cent of 16 feet, widths 6 and up; standard thicknesses. Pieces 6 to 7 inches wide shall be clear. Pieces 8 and 9 inches wide will admit one standard defect or its equivalent. Pieces 10 to 12 inches wide will admit two standard defects or their equivalent. Pieces 13 to 15 inches wide will admit three standard defects or their equivalent. Pieces 16 and 17 inches wide will admit four standard defects or their equivalent. Pieces 18 inches wide and wider will admit five standard defects or their equivalent.

In this grade straight splits shall be admitted which do not exceed in length (in inches) the surface measure of the piece in feet. Slightly discolored sap which will dress up sound, not necessarily bright but not black, shall be admitted.

NO. 1 COMMON.

Lengths, 8 to 16 feet, admitting not to exceed 15 per cent shorter than 12 feet; widths, 4 inches and wider; standard thicknesses. Pieces 4 to 5 inches wide shall be clear one face and have two square edges. Pieces 6 inches and over wide, 8 to 16 feet long, must work 2-3 clear in not over two pieces; pieces 6 inches and over wide, 12 feet long, must work 2-3 clear in not over three pieces; pieces 6 inches and over wide, 14 to 16 feet long, must work 2-3 clear in not over four pieces. Slightly stained or discolored sap which will dress up sound, not neces-

cap, small season-checks, splits not exceeding 12 inches in length, and pin worm holes.

DRESSED COTTONWOOD.

1. Dressed cottonwood shall be inspected from the best or face side.

2. Defective dressing on the reverse side admitted.

3. Slightly clipped grain on the face side admitted, provided it does not exceed in the aggregate 6 inches square in firsts and seconds, 8 to 12 inches wide; 10 inches square in firsts and seconds, 13 inches and wider; 12 inches square in No. 1 common, 6 to 12 inches wide; 16 inches square in No. 1 common, 13 inches and wider.

4. Imperfect manufacture in dressed stock, such as torn grain, broken knots, mismatches, insufficient tongue and groove shall be considered defects and reduce the grade accordingly.

BEVEL SIDING.

First grade shall be known as No. 1, which shall be absolutely clear face, except small defects within one inch of the thin edge.

Second grade shall be known as No. 2, which will admit slightly discolored sap, or three sound knots, not to exceed three-quarters of an inch in diameter.

Third grade shall be known as No. 3, and shall comprise stock not up to grade of No. 2, admitting unsound knots, splits, etc., provided



JOHN B. RANSOM,

Vice President Hardwood Manufacturing Association.



W. H. RIISSE,

President of National Exporters' Association.



J. V. STIMSON,

Ex-President Indiana Hardwood Lumbermen's Association.

to exceed 1-3 the length of the board and showing on one side only, shall be considered a standard defect, and to be measured. (f) Other standard defects as designated under the heading of each grade.

BOX BOARDS.

Length 12, 14 and 16 feet; width, 8 to 12 inches and 13 to 17 inches; thickness, 1 inch. In this grade bright sap or slightly discolored sap, that will dress up sound, not necessarily bright but not black, admitted. One sound knot not to exceed 1 inch in diameter, and showing on one side only will be admitted in this grade.

Splits in 12 feet may be 15 inches long. This length may also contain any defect that will cut off, leaving the board 10 feet 6 inches long. Fourteen feet is used for making one side 10 feet, 6 inches long, and one end 3 feet, 6 inches long; a split, therefore, is a serious defect in this length, but 10 per cent of all 14 feet in a given lot may have one split not to exceed 12 inches in length. Sixteen feet may have one standard knot or any other defect, showing through the piece, provided it will cut two pieces same as a 14-foot board.

COTTONWOOD FIRSTS AND SECONDS.

Firsts and seconds in a combined grade:

early bright, shall be admitted in this grade.

NO. 2 COMMON.

Lengths, 6 to 16 feet; widths, 3 inches and wider; standard thicknesses. Pieces 6 to 10 feet long shall work 50 per cent sound cuttings in not over three pieces, pieces 12 feet or over long shall work 50 per cent sound cuttings in not over four pieces. No piece of cutting to be considered which is less than 3 inches wide and 2 feet long.

NO. 3 COMMON.

Length, 4 to 16 feet; widths, 3 inches and wider; standard thicknesses. Pieces four feet or over long shall work at least 25 per cent sound cutting. No piece of cutting to be considered which is less than 3 inches wide and 2 feet long.

NO. 4 COMMON.

Number 4 common shall include all lumber not up to the grade of No. 3 common, that can be used for rough boxing, sheathing, etc. Worm holes are not to be considered a defect. Unsound lumber with sufficient substance to hold nails admitted.

SQUARES.

Number 1 shall be practically clear of knots. Number 2 shall admit of sound knots, stained

three-fourths of the piece will work merchantable.

PATENT OR DROP SIDING.

First grade shall be known as No. 1, and shall have one clear face and be otherwise sound.

Second grade shall be known as No. 2, and will admit of discolored sap, and in six-inch will admit of two standard knots; in eight inch four standard knots, or their equivalent in small knots.

CEILING AND FLOORING.

First grade shall be known as No. 1, and shall have one clear face and be otherwise sound.

Second grade shall be known as No. 2, and may admit of one standard knot or three small knots and slight sap stains.

Third grade shall be known as No. 3, and shall be comprised of stock not up to grade of No. 2, provided three-fourths of the piece will work without waste.

Four, 5 and 6-inch flooring and ceiling shall be worked $3\frac{1}{4}$, $4\frac{1}{4}$ and $5\frac{1}{4}$ -inch face.

PARTITION.

No. 1 must be clear of knots on both sides.

No. 2 graded same as No. 2 flooring.

CASING AND BASE.

Graded same as patent siding, and shall be in-

spected on face side worked one-half inch less than size given.

MOLDINGS.

Shall be based on Universal Molding Book.

Price List.

The price list adopted by the association, which became effective Feb. 1, 1905, is as follows:

POPLAR—ROUGH STOCK.

	Panel and Wide No. 1.	Wide No. 2.
5/8-inch, 18 to 23 inches.....	\$43.00	
5/8-inch, 24 to 27 inches.....	48.00	
5/8-inch, 28 inches and up.....	55.00	
4-4-inch, 18 to 23 inches.....	52.00	\$45.00
4-4-inch, 24 to 27 inches.....	60.00	50.00
4-4-inch, 28 inches and up.....	70.00	55.00

POPLAR—RANDOM WIDTHS.

	No. 1	No. 2	No. 3
1 Selects Saps Com. Com. Com.			
1 1/2-inch, 4-in. 5-in. 4-in. 3-in.			
7 to and and and and wider.			
5/8-inch.....	\$35	\$28	\$22
3/4-inch.....	40	30	25
1-inch.....	43	33	29
1 1/4-inch.....	45	35	31
1 1/2-inch.....	45	35	31
2-inch.....	46	36	32
2 1/2-inch.....	51	41	39
3-inch.....	51	41	39
4-inch.....	53	43	41

POPLAR SQUARES.

	1 and 2.	Common.
4x 4.....	\$45.00	\$35.00
5x 5.....	49.00	39.00
6x 6.....	49.00	39.00
7x 7.....	53.00	43.00
8x 8.....	55.00	45.00
9x 9.....	57.00	47.00
10x10.....	60.00	50.00
12x12.....	65.00	53.00

POPLAR BOX BOARDS.

4-4-inch, 8 to 12-inch, \$36; 4-4-inch, 13 to 17-inch, \$47.

POPLAR BEVEL SIDING.

	No. 1	Selects.	Com.	No. 2
1 1/2x6 inches.....	\$24	\$20	\$15	\$12
1 1/2x5 inches.....	23	19	14	11
1 1/2x4 inches.....	22	18	13	10

POPLAR PATENT OR DROP SIDING.

	Com.	No. 1	No. 2
6 inches.....	\$39	\$33	\$25
5 inches.....	38	32	24
4 inches.....	37	31	23

POPLAR CEILING.

	No. 1	Com.	No. 2
3/4x3, 4, 5 and 6 inches.....	\$19	\$15	\$12
5/8x3, 4, 5 and 6 inches.....	23	19	15
3/4x3, 4, 5 and 6 inches.....	27	23	19
5/8x3, 4, 5 and 6 inches.....	33	26	21
13-16x3, 4, 5 and 6 inches.....	33	26	21

POPLAR PARTITION.

	Com.	No. 1	No. 2
1 1/2x4, 5 and 6 inches.....	\$30	\$26	\$22
3/4x4, 5 and 6 inches.....	33	28	24
5/8x4, 5 and 6 inches.....	35	30	26
13-16x4, 5 and 6 inches.....	35	30	26

Add \$5 to above prices, on ceiling and partition for yellow face.
All prices on above are based f. o. b. Ohio river points, which take a rate of freight of 19 cents to New York City, and a 10-cent rate to Chicago, Ill.

BASSWOOD.

No report, basswood men being absent.

COTTONWOOD.

	F. o. b. Cairo.	F. o. b. Memphis.
4-4-inch firsts and seconds.....	\$27.50	
4-4-inch box boards, 8-inch to 12-inch.....	32.00	
4-4-inch box boards, 13-inch to 17-inch.....	37.00	
4-4-inch No. 1 common.....	22.00	
4-4-inch No. 2 or box common.....	14.50	
4-4-inch No. 3 common.....		14.50

COTTONWOOD IN DIMENSIONS—FIRSTS AND SECONDS.

6 to 12-inch.....	\$26.00
13-inch and up.....	30.00
For 1 1/2-inch add \$1 per M. and for 1 1/2-inch add \$2 per M. over price of 1-inch.	
For 2-inch and thicker add \$3 per M. over price of 1-inch.	

These prices are based f. o. b. points, which take a 10-cent rate to Chicago.

RED GUM.

	F. o. b. Cairo	F. o. b. Memphis.
3/4-inch 1sts and 2ds, red gum.....	\$15.00	\$15.00
3/4-inch 1sts and 2ds, sap gum.....	10.00	9.00
3/4-inch red common.....	9.00	8.00
3/4-inch No. 1 common.....	8.00	7.00
1/2-inch 1sts and 2ds.....	18.50	18.50
1/2-inch selects.....	12.00	11.00
1/2-inch red common.....	10.50	9.50
1/2-inch No. 1 common.....	9.00	8.00
5/8-inch 1sts and 2ds.....	20.00	20.00
5/8-inch selects.....	16.00	14.50
5/8-inch red common.....	11.50	10.50
5/8-inch 1sts and 2ds.....	22.00	22.00
5/8-inch selects.....	16.00	14.50
5/8-inch red common.....	13.00	12.00
3/4-inch No. 1 common.....	12.00	11.00
4-4-inch 1sts and 2ds.....	26.00	25.00
4-4-inch box boards, 8 to 12 inch.....	20.00	18.00
4-4-inch box boards, 13 to 17 inch.....	22.00	20.00

4-4-inch selects.....	17.00	15.00
4-4-inch red common.....	15.00	14.00
4-4-inch No. 1 common.....	13.50	12.50
4-4-inch No. 2 common.....	11.00	10.00
4-4-inch No. 3 common.....	7.50	6.50

For 1 1/2-inch add \$3 per M. and for 1 1/2-inch add \$3 per M. on firsts and seconds and \$2 per M. on selects, red common and No. 1 common over price of 1-inch.

For 2-inch add \$3 per M. and for 1 1/2-inch add \$3 per M. on selects and red common and \$3 per M. on No. 1 common over price of 1-inch.

Add 50 cents per M. to these prices for all banding and stenciling.

For prices delivered f. o. b. St. Louis add \$1 per M. to Cairo prices—Chicago, \$3; Louisville, Ky., \$3; New Orleans, \$3 on inch basis.

PLAIN WHITE AND RED OAK.

	1 and 2.	No. 1 Com.	No. 2 Com.	No. 3 Com.
1-inch.....	\$42.50	\$30.00	\$18.00	\$15.00
1 1/4-inch.....	44.50	32.00	20.00	16.00
1 1/2-inch.....	44.50	32.00	20.00	16.00
2-inch.....	45.50	33.00	22.00	18.00
2 1/2-inch.....	50.00	38.00	23.00	
3-inch.....	55.00	40.00	24.00	
4-inch.....	60.00	45.00	25.00	

QUARTERED WHITE OAK.

	1 and 2.	No. 1 Com.	No. 2 Com.
5/8-inch, 6 to 9-inch.....	\$40.00	\$25.00	
1/2-inch, 6 to 9-inch.....	47.00	30.00	
3/4-inch, 6 to 9-inch.....	55.00	35.00	
5/8-inch, 12-inch and up.....	85.00		
3/4-inch, 6-inch to 9-inch.....	62.50	40.00	
4-4-inch, 6-inch to 9-inch.....	70.00	45.00	\$25.00
4-4-inch, 10-inch and 11-inch.....	85.00		
4-4-inch, 12-inch to 14-inch.....	110.00		
4-4-inch, 15-inch and up.....	160.00		
5-4-inch.....	73.00	48.00	28.00
6-4-inch.....	73.00	48.00	28.00
8-4-inch.....	73.00	48.00	28.00
2 1/2-inch.....	80.00		
3-inch.....	85.00		
4-inch.....	90.00		

STRIPS.

4-4-inch clear face strips 2 1/2 to 4 1/2-inch, \$50; 5-inch to 5 1/2-inch, \$60; 4-4 common strip, \$25.

QUARTERED RED OAK.

	1 and 2.	No. 1 Com.	No. 2 Com.
1-inch.....	\$62.50	\$40.00	\$22.50
1 1/4-inch.....	65.50	43.00	25.00
1 1/2-inch.....	65.50	43.00	25.00
2-inch.....	65.50	43.00	25.00

Strips, 4-4-inch Clear Face, 2 1/2-inch to 4 1/2-inch, \$45; 5 to 5 1/2-inch, \$55.

CAR BILL OAK.

White Oak (Freight).....	\$30.00
White Oak (Passenger).....	37.50
Red Oak (Freight).....	27.50
Red Oak (Passenger).....	35.00

ASH.

	1 and 2.	No. 1 Com.	No. 2 Com.
1-inch.....	\$40.00	\$27.50	\$18.00
1 1/4-inch.....	43.50	29.50	20.00
1 1/2-inch.....	43.50	29.50	20.00
2-inch.....	43.50	29.50	20.00
2 1/2-inch.....	53.00	35.00	22.00
3-inch.....	53.00	37.00	22.00
4-inch.....	58.00	40.00	22.00

4-4-inch clear face strips, 2 1/2-inch to 5 1/2-inch, \$35.

CHESTNUT.

	1 and 2.	No. 1 Com.	Sound Wormy Com.	No. 3 Com.
1-inch.....	\$40	\$28	\$20	17
1 1/4-inch.....	42	29	22	18
1 1/2-inch.....	42	29	22	18
2-inch.....	43	30	23	19

CHERRY.

	1 and 2.	No. 1 Com.	No. 2 Com.
1-inch.....	\$85.00	\$37.50	\$20.00
1 1/4-inch.....	90.00	45.00	25.00
1 1/2-inch.....	95.00	45.00	25.00
2-inch.....	95.00	45.00	25.00
2 1/2-inch.....	115.00	55.00	25.00
3-inch.....	120.00	60.00	25.00
4-inch.....	125.00	62.50	25.00

WALNUT.

1-inch.....	\$ 95.00	\$50.00	\$30.00
1 1/4-inch.....	105.00	55.00	30.00
1 1/2-inch.....	105.00	55.00	30.00
2-inch.....	110.00	55.00	30.00
2 1/2-inch.....	125.00	60.00	35.00
3-inch.....	125.00	60.00	35.00
4-inch.....	135.00	65.00	35.00

BUTTERNUT.

1-inch, 1 and 2, \$50; No. 1 Com., \$30; No. 2 Com., \$17. Thicker stock \$5 per M. over above prices.

PLAIN SYCAMORE.

1-inch, 1 and 2, \$22.50; No. 1 Com., \$17; No. 2 Com., \$12.50.
Thicker stock \$2 per M. over above prices.

QUARTERED SYCAMORE.

1-inch, 1 and 2, \$40; No. 1 Com., \$27.50; No. 2 Com., \$17.50.
Thicker stock \$5 per M. over above prices.
Prices on above are based f. o. b. Ohio river points which take a rate of freight of 19 cents to New York City and a 10-cent rate to Chicago.

HICKORY.

	1 and 2.	No. 1 Com.
1-inch.....	\$45	\$25
1 1/4-inch.....	55	30
1 1/2-inch.....	55	30
2-inch.....	55	30

2 1/2-inch.....	65	35
3-inch.....	65	35
4-inch.....	70	35

Arises, \$75.

SOFT ELM.

1-inch.....	\$20 log run
1 1/4-inch.....	22 log run
1 1/2-inch.....	22 log run
2-inch.....	22 log run

SOFT MAPLE.

1-inch.....	\$18 log run
1 1/4-inch.....	20 log run
1 1/2-inch.....	20 log run
2-inch.....	20 log run

These prices are based f. o. b. points which take a 10-cent rate to Chicago.

Indiana Association Aftermath.

Earl Palmer of Paducah, Ky., president of the National Hardwood Lumber Association, in his happy address before the Indiana Hardwood Lumbermen's Association, said that Indiana to him meant home, and that was why he accepted with such alacrity the association's invitation to be present at its meeting. He stated that without the spirit of brotherhood there could be no associations. He admonished the members to close up their ranks and pull together. Mr. Palmer continued as follows:

The National Association today stands upon the apex of successful achievement. The rules which it has promulgated for the inspection of



EARL PALMER.

President National Hardwood Lumber Association.

hardwood lumber are the recognized and accepted standards for grading, in every market where hardwood lumber is manufactured, bought or sold, throughout this broad land. Thus far the National Association has builded wisely and well, and on account thereof occupies a position impregnable to any assault from without. But there is still a great work to be accomplished and that is to insure to its membership an honest, fearless and efficient application of its rules in the various markets by reputable representatives of the association. This is the work that is today engaging the best efforts of those who have the affairs of the association in charge.

We do not want an ornamental inspection, one which may only be suitable for discussion at our annual meetings, but unfitted for actual use. But we do want an inspection that can be used by each member of the association every day of the week and used to his advantage. By this I do not mean an unfair inspection to the buyer of lumber, but an inspection that, while fully protecting every interest of the membership, will at the same time guarantee to the purchaser that he will receive that which he buys. To the accomplishment of this end, the present administration of the association stands pledged, not in the interest of any single market, not in the interest of any particular locality, not in the interest of any one state, but in the interest of the entire membership of the association. But this work cannot be made effective by the

efforts of any one member, of any ten members, or of any twenty members, but only through the united co-operation of the entire membership.

Therefore, it is my request that you lumbermen of Indiana join heartily in this work. Close up your ranks here in Indiana. Put in lots of good solid work for the National Association between now and next May, and then go down to Buffalo prepared to make the next annual meeting the best meeting that the National Hardwood Lumber Association has ever held.

National Exporters' Association.

Owing to the absence of President W. H. Russe of Memphis, who is in Europe, Vice President J. L. Alcock wielded the gavel which brought the fifth annual meeting of the National Lumber Exporters' Association to order in St. Louis Jan. 25. Secretary Elliott Lang read the president's report.

Much of the time during Wednesday's session was devoted to the discussion of the export bill of lading, and efforts are to be conducted along the same lines as heretofore in the direction of securing more favorable conditions and terms in exportations abroad.

The session on Thursday was a busy one and much work to the advantage of the export trade was accomplished. The following officers were elected: President, W. H. Russe of Memphis; first vice president, J. L. Alcock of Baltimore; second vice president, G. M. Spiegle, Philadelphia; traffic manager and secretary, Elliott Lang, Memphis; treasurer, R. M. Price, Philadelphia. G. M. Spiegle was chosen chairman of the transportation committee and L. Methudy of St. Louis, chairman of the arbitration committee.

The association will hold its next annual at Asheville, N. C., Jan. 26, 1906.

Teamsters' Strike Over.

The strike of lumber teamsters, which has thrown thousands of workmen out of employment and paralyzed the lumber industry of the city for the past ten days, was settled by arbitration last night.

Concessions were made by both sides, but the main contention of the teamsters for an increase in wages of 50 cents a week for drivers of two-horse wagons—was granted by the employers.

Fred C. Bender, city clerk, and formerly president of the Teamsters' Joint Council, brought about the settlement. For several days the employers had signified their willingness to submit the matter of a wage increase to arbitration, but the men stubbornly refused. Finally the employers let it be known that the wage increase was a minor consideration with them; that they were willing to grant it provided the men would yield the point of submitting to arbitration. The employers contended that such a concession was necessary because of the moral effect it would have on other employes of the firms.

When the teamsters realized that they would get the wage increase they demanded they agreed to arbitrate, and named C. P. Shea, president of the International Brotherhood of Teamsters, to represent them on the arbitration board. The Lumbermen's association named its president, Edward Hines, and the two agreed on Mr. Bender for umpire.

The conference was held last night in the offices of the Lumbermen's association, in the Chamber of Commerce building, and an agreement running for two years was signed. The men will all be reinstated in their former positions this morning.

The wages for drivers of single wagons are to be \$12 a week, as before the strike, and drivers of two-horse wagons will be paid \$14 a week for a 10-hour day. Men required to work on Sunday will be paid at the rate of time and one-half.

Although the strike involved only about 600 men directly, it was responsible for the closing down of a large number of planing mills and

a few sash and door factories. A number of new buildings were also stopped for lack of hardwood flooring.

Both sides declared last night that they were entirely satisfied with the settlement. Edward

Hines said it might as well have been settled nine days ago on practically the same terms, but there was a misunderstanding among the officers of the union on certain points that needed explanation.

Memphis Lumbermen's Banquet.

[Special Telegram.]

MEMPHIS, TENN., Feb. 9.—One of the foremost organizations of Memphis is the Lumbermen's Club of that city and each year it holds a banquet which has grown to be the great annual feature of the Memphis district.

This function took place on the evening of Wednesday, Feb. 8, at the Gayoso hotel under the direction of an entertainment committee consisting of W. R. Barksdale, George D. Burgess and George C. Ehemann.

The Lumbermen's Club of Memphis was organized in 1898, the initial membership consisting of about twenty-five; it now has more than double this number of members and most of the more important concerns of the city are enrolled. The annual election of the club took place a fortnight ago and R. J. Darnell, of R. J. Darnell, Inc., was elected president; A. N. Thompson, of Thompson & McClure, vice president; W. R. Barksdale, of Barksdale, Denton & Co., second vice president, and George C. Ehemann, of Bennett & Witte, secretary and treasurer. These gentlemen, with F. E. Stonebraker, of the Crittendon Lumber Company; C. L. Wheeler, of Wheeler Brothers, and John McClure, of Thompson & McClure, constitute the board of directors.

At the banquet of the Lumbermen's Club about seventy-five lumbermen were present. The decorations of the dining-room and the flowers on the tables, were gorgeous and exquisite. The function commenced at 8:30 o'clock and ended nearly an hour after midnight.

The toastmaster of the occasion was T. B. Edgington, who was in his happiest vein. Speeches were made by C. F. Fitzhugh, S. B. Anderson, John E. Williams, Earl Palmer, J. T. Peters, Charles D. Strode, John W. Bailey, C. C. Cameron, John Dwyer, Elliott Lang, George D. Burgess, J. V. Stimson and L. R. Perkins.

The affair was the most successful and delightful one ever held by the Lumbermen's Club, and the *Hardwood Record* regrets that its date of issue precludes a fuller account.

Perhaps the most important address delivered at the banquet of the Lumbermen's club was that of Earl Palmer, president of the National Hardwood Lumber Dealers' Association. The speech is herewith reproduced. Without in any wise being in the confidence of the management of the annual convention of the Hardwood Manufacturers' Association at which the assumed bad faith complained of by Mr. Palmer found manifestation, the editor of the *Hardwood Record* has an earnest belief that no such slight was contemplated nor intended.

The convention proceedings at Nashville were scheduled for two days of two sessions each. At noon of the second day, the legislation of the association, being apparently well advanced, in spite of the protests of President Van Sant, a motion prevailed to proceed to the election of officers and close the meeting with the one session. It is therefore the belief of the editor that when the facts develop it will be found that the letter of President Palmer was overlooked with a number of other important matters that should have come before the meeting.

The *Hardwood Record* has just as much faith in the honesty of purpose and fairness of President Van Sant and Secretary Doster as it has of President Palmer, and it cannot believe, in the light of the facts that either of the Manufacturers' association's officers would purposely indulge in any underhanded means to defeat the avowed desire of the leaders of

both associations that means be taken to insure a universal inspection system for hardwood.

Address of President Palmer.

"Mr. Toastmaster, Members and guests of the Memphis Lumbermen's Club: Before essaying a response to the toast assigned to me, I desire to express my amazement at the nature of the entertainment that has been lavished upon us tonight. I do not refer to this magnificent room, with its unsurpassed decorations, that affords so much to delight our admiring eyes; nor to the sweet strains of music with which our ears have been regaled while our grosser appetites were being satisfied; nor yet to the superb service that has administered to each desire before the wish could find expression in our thoughts.

"All these accessories are but the ordinary concomitants of the daily life of a Memphis lumberman. But my astonishment arises from the fact that though I have visited Memphis many times prior to this auspicious occasion, and have partaken of the generous, unlavish, hospitality of the individual members of this club, this is the first instance wherein I have ever been offered anything to eat while in your city.

"I had gained the impression that the Memphian idea of a square meal coincided with that of Col. Williams of Kentucky, as illustrated by a tale told on him by A. M. Taylor, amusement caterer for the Flagler hotels of Florida. Mr. Taylor met the colonel at a hotel in Cincinnati one morning and was entertained by the following dissertation from him: 'I tell you, sah,' said the colonel, 'Kentucky is the finest state in the Union, sah. There you will find the best cattle, the noblest and most beautiful women, and the finest eating in this broad land.' 'Eating,' said Taylor, to draw him out, 'now what did you have for breakfast?' 'Breakfast, sah,' exclaimed the colonel, 'why I had a stenk and a fine bottle of old baubahn whisky and a dog.' 'A dog,' said Taylor, 'seems to me that dog is rather a queer dish for breakfast.' 'You misunderstand me, sah,' replied the colonel with much dignity, 'I procured the dog to eat the stenk, sah.'

"If I had been called upon one year ago to discuss the National Hardwood Lumber Association in public, I should have been sadly short on subject matter. Shakespeare is credited with uttering the thought that 'Some men are born great, some achieve greatness, while some have greatness thrust upon them.'

"On a certain day in May last year at Cincinnati, without effort on my part, but largely owing to the influence of the Memphis delegation, headed by that worthy descendant of Cleopatra, J. W. Thompson, I found myself suddenly projected into the limelight that beats upon the chair of the president of the National Hardwood Lumber Association. Since which time I have been accumulating knowledge at a rapid rate in regard to matters pertaining to association work. But after a somewhat strenuous official experience of nearly nine months I am glad to be able to state to you in all sincerity, that my pride in the association tonight exceeds that which possessed me on the day of my election. It's a great thing to be a member, it's a great thing to be an officer of such an organization. Because of the history of its past achievements; because of the quality of its membership; because of its sincerity of purpose and because of its near approach to the goal of ultimate achievement. The rules that the National Association has promulgated for the inspection of hardwood lumber are the only respectable and respected rules in general use today throughout this entire country. Its membership is composed of the best elements of the hardwood trade. A fact forcibly demonstrated by the attendance here tonight. Its sincerity of purpose is evidenced by its steadfast adherence to its original intention of effecting a system of uniform inspection. The Bible tells us that we shall know a tree by the fruit it produces. That a good tree produces good fruit and a bad tree bad fruit. The National Association has never attempted to sow the seeds of discord and hatred between the various branches of the trade. It has never sought to convince the manufacturer of lumber that the wholesale dealer is his mortal enemy nor vice versa. On the contrary, it has constantly sought to weld all branches of the trade into one harmonious organization, so that each individual member might profit by the benefit to be derived from perfectly organized effort.

"The National Association has still a great

work to complete, and that is to secure a proper application of its inspection rules in the various markets of this country to the end that the interest of each member shall be properly protected. This is the work that is today engaging the best efforts of the present administration. While all may not be accomplished along this line that we would desire to complete before the next annual meeting, still the work will gain such an impetus that the succeeding administrations will be able to take it up and carry it to successful fruition at an early date. I believe that in the affairs of an association there should be a harvest as well as a seed time. We but sow that we may reap, and even now the golden grain of opportunity bends to our sickles. If we are wise, we will stretch forth our hand and gather it.

"And now, Mr. Toastmaster, while I regret to introduce a discordant note into the harmony of good fellowship that pervades this board, I cannot allow some of the expressions of Pharisaical cant recently exuded by the officers of another association that aspires to national importance to pass unchallenged. Especially so since certain of the trade journals, that are ever prone to crook the pregnant hinges of the knee where thrift may follow fawning, have indorsed those expressions.

"I refer in particular to the covert charges of bad faith against the National Association made by the officers of the Manufacturers' Association at the meeting of the latter named association recently held in Nashville; with regard to the defeat of the scheme for amalgamation broached at our Cincinnati meeting. Since I am forced to take issue with the gentlemen referred to, I am gratified at having an opportunity to express myself upon the subject before an audience of Memphis lumbermen, as I recall how the Memphis delegation came to the Cincinnati meeting wearing buttons as large as alarm clocks, upon which were emblazoned the words, 'No Amalgamation.' To paraphrase an oft quoted remark of Lincoln, 'You can fool most of the people all the time, but you can't fool the Memphis lumbermen any of the time,' and it was largely on account of the influence exerted by you gentlemen of Memphis on that occasion that the integrity of the National Association was preserved.

"It is not necessary for me to recapitulate the facts connected with the negotiations that were pending between the two associations from the date of our Indianapolis meeting until the Cincinnati meeting, as you are all familiar with what occurred. Suffice to say, that while we went into the conference in a spirit of sincerity and good faith, we were met at every point by trickery and chicanery, and yet they now seek to place the onus of the blame for the failure of the conference upon the National Association. There has, however, been a recent exposition of bad faith on the part of those who have the affairs of the Manufacturers' Association in charge, that demonstrates the truth of the old adage that a leopard cannot change his spots nor an Ethiopian his skin. Prior to the last meeting of that association I received a formal invitation to attend, and in addition thereto a cordial letter from Mr. Doster requesting my presence. As I had no particular business in Nashville on the date of the meeting, I did not go, but instead sent a letter, usually not a very safe thing to do, but in this instance I am reasonably well satisfied with the result of the letter, which I shall now read to you:

"Paducah, Ky., Jan. 21, 1905.
"Mr. Lewis Doster, Nashville, Tenn.: I have your formal invitation, supplemented by your kind personal favor of the 16th inst., to be present at the third annual meeting of the Hardwood Manufacturers' Association to be held at Nashville, Tenn., on the 24th and 25th inst., and I sincerely regret that personal matters of importance intervene to prevent my attendance.

"It is my belief that the objective point of the two associations, that aspire to national importance in the hardwood lumber trade, is identical in character and that the aim of each is to substantially improve conditions under which the operation of that branch of the lumber trade are conducted. It is well to consider the fact that there is at times more than one road leading to a desired destination, and because one may choose to travel by a different route from another does not necessarily demonstrate the insincerity of either, so long as the proper direction is maintained by each.
"I have believed, and do now believe, that if we lumbermen were all traveling in one company, the way would be more pleasant and possibly our progress more rapid. But if we are unable to agree upon the same route, even then it is not necessary to throw stones at each other, or that one should seek to impede the progress of the other.

"The association that first reaches the common goal should be prepared to welcome the other when it arrives, or, if perchance there be a junction of the two roads before the final destination is accomplished, there should be no objection on the part of any one to a combination of the two forces, and to marching on in a single and compact body. Therefore, I am pleased to send you greeting, and trust that

you may have a pleasant and profitable gathering.

EARL PALMER, President.
"This letter was written upon stationery of the National Association and was signed by me as president. It was therefore an official communication from our association and worthy of the consideration of the convention, but it was never read in open meeting, although I have Mr. Doster's acknowledgement of its receipt. I shall tell you why it was not read. It was not read because every officer of that association had a stone, carefully tucked away in his pouch, ready to hurl at the National Association with

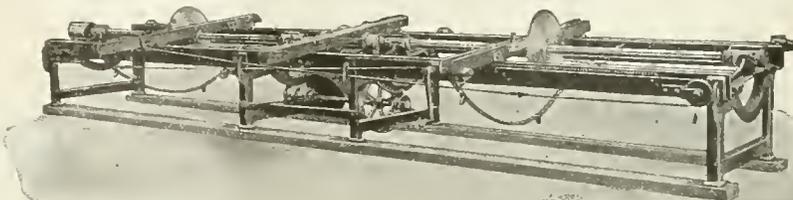
the sling of malice. They were not ready to accept the olive branch. It would not have coincided with the policy marked out by the oligarchy in charge. That policy was to attempt to hold our association responsible for the breach that exists in the hardwood trade today. But in the suppression of that letter they are estopped from charging the National Association with bad faith. By that act the Manufacturers' Association stands self-convicted of the same charge, and it may not plead its case against our association before the bar of public opinion until its hands are cleansed."

Miscellaneous News.

The Tower Trimmer.

The Gordon Hollow Blast Grate Company, well known as a manufacturer of pre-eminently practical machinery, and claiming to be the largest manufacturer of hollow blast grates, edgers and trimmers in the world, has added to its line the Tower variable feed one-man 2-saw trimmer, which is here illustrated.

This trimmer is designed for mills cutting up



TOWER ONE-MAN 2-SAW TRIMMER.

to 50,000 ft. in ten hours. It is built of iron and steel throughout and the company claims it is the only trimmer on the market with a variable feed. The manner of adjusting the saws saves time, steps and lumber. The feed can be adjusted anywhere between a minimum of 20 feet for thick lumber and a maximum of 50 feet for thin lumber. It can be started, changed or stopped while the saws remain in motion.

The crank for shifting the saws is carried by one of the transfer blocks, instead of being at one end of the machine as is customary. The operator of the machine, traveling, as he does, with one of the transfer blocks, is in a position to see instantly how to trim a board to the best advantage. This often means a saving of lumber by reducing weight.

The Tower variable feed one-man 2-saw trimmer is provided with the best of facilities for removing the saws, which may be done by simply removing the two stud bolts and the support for the arbor at the end of the trimmer. See illustration.

The Tower variable feed one-man 2-saw trimmer is regularly made in five sizes, while the manufacturer is also prepared to make special sizes. This trimmer can also be made as a 3-saw machine, with a stationary saw and double transfer block in the center.

Those interested would do well to write to the Gordon Hollow Blast Grate Company, Greenville, Mich., for Catalogue F.

A Louisville Change.

The Stotz Lumber Company of Louisville, Ky., has taken in some new members, increased its capital stock to \$50,000, all of which is taken by the officers of the company, and elected the following officers: President, Charles H. Stotz; vice president, C. W. Oliver; secretary, T. E. Blood; treasurer, E. H. Elliott.

C. W. Oliver has been connected with the lumber industry in the south for many years, being formerly with the Pensacola Lumber Company at Pensacola, Fla., and for the past two years general manager of the Live Oak Planing Mill & Lumber Company, Live Oak, Fla.

This company has opened a branch office at

304 North Spring street, Pensacola, Fla., which will be in charge of Mr. Oliver.

Mr. Elliott has been connected for some years with E. L. Hughes Company of this city and is well known in the lumber trade.

Mr. Stotz and Mr. Blood have been connected with the Stotz Lumber Company for some time and are well and favorably known to the trade.

This company now has eight traveling salesmen and two hardwood buyers and shippers, and with the largely increased office force and facilities are prepared to handle a large volume of business; and as every man of the company is a hustler the business will be handled with promptness and satisfaction to the trade.

The company's business methods have always been most excellent and those wanting lumber can be assured of good treatment at the hands of the Stotz Lumber Company.

A New Lumber Term.

For years past every hardwood lumberman, every hardwood bookkeeper, every hardwood invoice clerk, every hardwood newspaperman and every one mixed up in this industry has had more or less trouble with the nomenclature of the grade of 1st and 2nds, which has been the ordinary way of writing the firsts and seconds grade of hardwood. It has always involved 1



THE NEW BOARD-MARK AND SYMBOL FOR FAS FIRST AND SECONDS.

or 2 inch, and has resulted in more troublesome errors than any other grade term ever employed in the lumber industry.

At the recent meeting of the Hardwood Manufacturers' Association, held at Nashville, Tenn., Frank F. Fee, the well-known quarter-sawed oak expert of Newark, O., suggested that a new grade term for firsts and seconds be employed, which should be made up of the first letters of the three words, Fas. The value of Mr. Fee's suggestion was immediately recognized, and the association unanimously adopted it as a grade term to take the place of the old one. In this connection Mr. Fee suggested a mark made up of the figures 1 and 2 which could be employed not only as a board mark, but which could be put on a key of the ordinary type-

writer, and which would avoid any possibility of error in the grade designated. This suggestion was also indorsed by the association.

The newly coined word "Fas" saves two words in telegraphing and will soon become as familiar as any other grade term. The **HARDWOOD RECORD** heartily commends both the suggestion of the author, and the approval of the Manufacturers' Association of the word and of the symbol.

A New Pittsburg House.

A new hardwood house at Pittsburg, Pa., is the Reliance Lumber Company, of which H. W. Henninger is president.

Mr. Henninger comes of a family of lumbermen. To quote Russell Sage, the lumber "micrones are firmly planted in his cranium." His brother, John Henninger, who died ten years ago, was for many years an officer of the American Lumber & Manufacturing Company. Another brother, Fred W., is now treasurer of the A. M. Turner Company. Mr. Henninger himself started in the lumber business in 1895 as an office man for the American Lumber & Manufacturing Company, where he stayed two years. He then became connected with the Buskauff Lumber Company as salesman, and



H. W. HENNINGER, of Pittsburg.

for the past three years was its secretary. There are few lumbermen in greater Pittsburg who have a more attractive presence, a larger circle of friends, or a shrewder knowledge of the lumber business than Mr. Henninger. On Jan. 1 he announced the formation of the Reliance Lumber Company, which is now established in the Ferguson block in Fourth avenue, one of the most central locations in the city. He has engaged as salesman A. W. Smenner, formerly of the M. B. Farrin Lumber Company of Cincinnati. The Reliance Lumber Company will do a wholesale business exclusively. It will handle the general trade of the city and supply retail dealers in all points in western Pennsylvania. The company will deal in Norway, yellow pine and fir timber, white pine and hardwoods. It is also arranging to handle the output of at least one big oak mill in West Virginia. The company is starting out with an excellent showing and bids fair soon to become an active factor in the local trade.

New Hardwood Enterprise.

Paul Johnson, a well known hardwood operator, who has conducted several sawmill enterprises in the vicinity of Cadillac, Mich., for a number of years, has purchased in fee simple 8,000 acres of hardwood lands near Manistique and has purchased the hardwood timber from 8,000 additional acres. The timber consists

of maple, birch, elm, basswood, with a sprinkling of white pine and hemlock. He has also purchased the sawmill at Thompson, Mich., and has entirely rebuilt it into a complete modern band and circular plant. Mr. Johnson also has a logging road extending from his timber through Thompson to Manistique, Mich., and the latter point will constitute his chief shipping point by water. Very shortly Mr. Johnson will reorganize his purchases into a stock company, of which he will be the chief owner. The entire operation will be running by April 1, and promises to be a source of hardwood supply for many years to come.

Introduce Yourself.

It has grown to be a habit on the part of the **HARDWOOD RECORD** clientele that when advertisers in the publication were addressed with inquiries for lumber that the fact that the advertisement was seen in the **HARDWOOD RECORD** was stated. It is needless to remind old readers of the **HARDWOOD RECORD** that they are doing the paper, the advertisers and themselves a favor when they make this notation in their correspondence. Today the **HARDWOOD RECORD** is reaching many hundreds of new readers, and to them it is that the publisher would make the suggestion that when writing to advertisers relative to lumber and machinery advertised within its columns they do the publishers and the advertiser the courtesy of mentioning the fact that the advertisement was seen in the columns of this paper.

New Sawyers' Book.

E. C. Atkins & Company of Indianapolis have just issued a new copy of their saw and saw tool catalogue sawyers' hand book, which comprises 220 pages, and is much larger in size and in many ways greatly improved over all previous issues. The book contains much information of value on the care of saws, and will be appreciated by all sawmill men. It will be sent free by the publishers for the asking.

Territorial Hardwood.

In the hardwood trade at large little is known concerning the hardwood area of Oklahoma and the Indian Territory, although it is well known that considerable hardwoods exist along the river bottom lands of those territories. Considerable cottonwood and red oak stands in the Indian Territory tributary to the Iron Mountain Railroad, which is said to be equal in quality and durability to any hardwoods that grow in the southern sections of the country. It is understood that cottonwood predominates and that there is not a very large quantity of good oak timber. This section also has the pecan, which it is claimed by local operators to be as good as hickory, but very few users have yet been able to agree on this proposition. When the pecan is green it resembles the hickory, but on close inspection a difference can be readily detected. When the wood is dry it is much lighter in weight and darker in color.

Change in Indiana Hardwood House.

The firm of Martin & Page, which has been operating a retail hardwood and planing mill business, as well as a wholesale hardwood lumber business at South Bend, has been dissolved. In the past these two lines of business have been kept separate. The wholesale hardwood end of the business has been absorbed by R. G. Page and in future will be conducted under the name of the R. G. Page Lumber Company. The retail and planing mill end of the business has fallen to J. B. Martin, who will continue to operate it under the name of the Martin Lumber Company. The office of the new R. G. Page Lumber Company is located at room 10,

American Trust building, and its yards are at 1715-1723 South Main street and along the line of the T. H. & L. R. R. at South Bend. The company will make a specialty of Indiana hardwoods, but will also carry a stock of hardwoods growing in the North and in the South.

Death of H. B. Lewis.

A sad event that has cast a gloom over the entire northern Michigan hardwood country is the death of H. B. Lewis, who died of pneumonia on Saturday, Feb. 4, at Ypsilanti, Mich. Mr. Lewis was for many years the successful manager of the Elk Rapids Iron Company of Elk Rapids, Mich. He left this position two years ago to accept the management of an important lumber and stock-raising business in Cuba, but on account of the tropical climate he was obliged to resign this position and returned to Michigan, where he engaged with the big hardwood manufacturing house of William H. White & Co. of Boyne City, Mich. Arrangements were completed whereby he was to take



H. B. LEWIS.

the management of the Michigan Maple Company, under the presidency of Henry W. Cary. It was intended that his appointment would be confirmed at the annual meeting of this company which was held at Grand Rapids on Feb. 7. Mr. Lewis leaves a widow.

Mr. Lewis' death has cast a gloom over Boyne City, where he was very much respected and loved. His brother lumbermen have flooded the family with telegrams of condolence and masses of flowers as a slight expression of their sincere regret, and a large number of them attended the funeral on Feb. 7 at Ypsilanti.

Mr. Lewis was a man very highly regarded. He had splendid business abilities, was an excellent parliamentarian, and made friends wherever he went. He had a capacity for securing an audience with the strongest people in the land, and at the same time was the friend of the lowly. It is with extreme regret that the **HARDWOOD RECORD** is obliged to chronicle the taking off of this progressive hardwood lumberman in the very prime of life, and it extends to Mrs. Lewis its heartfelt sympathy.

One of Robert Wood's Jokes.

The HARDWOOD RECORD is indebted to the R. E. Wood Lumber Company of Baltimore for a remarkably handsome reproduction of a painting by Henry Farrer entitled "An Old Mill." The picture is beautifully mounted in a mat outlined with gilt, and attached to it is a calendar for the year 1905. This must be one of Robert Wood's jokes. The editor of the HARDWOOD RECORD has tramped his weary way up Snake creek, Troublesome fork, Difficulty run, to Sandy Huff and Hell-for-Sartin creeks, in West Virginia many a time, chasing up R. E. Wood's sawmills, and he never saw a mill like the one in the picture in his life. No, Wood is simply playing a joke on his lumber customers when he sends out this beautiful calendar. This is no West Virginia sawmill by a hot sight.

Lumber Mutual of Boston.

At the recent meeting of the directors of the Lumber Mutual Fire Insurance Company of Boston it was determined to advance the company's dividends to 33 1/3 per cent. This company has had a gradual increase in earnings year by year and has steadily made a gain. It was able to pay back to policy-holders originally of 10 per cent which has gradually grown to its present high dividends.

It is anticipated that this company will show a still further advance of its premium income during the current year, and it is expected that it will have an increase of well toward \$50,000, or approximately \$200,000, at the close of the year 1905. This company is one of the most excellent lumber underwriters in the United States, and its success is due very largely to the indomitable energy and sagacious management of its president, W. C. Johnson.

Miscellaneous Notes.

The sawmill of George Prescott at Tawas City, Mich., which was burned last summer, will be rebuilt near the location very soon. Mr. Prescott has a very fine tract of hardwood timber near Tawas City which he will manufacture into lumber.

Alexis Wise of Alton, Ill., is engaged in felling timber on the Polar Wave Ice Company's property. The logs have been sold in the St. Louis market.

The Standard Oak Veneer Company of Johnson City, Tenn., has started a new panel factory. The building is 48x120 feet and three stories high. This addition to this big enterprise will give employment to fifty additional men.

The Ahr & Rost Carriage Wood Work Company of Cincinnati was incorporated on Dec. 27 with a capital stock of \$10,000. The incorporators are George J. Rost, John Ahr, Montie L. Green, Henry Kemper and Sanford Brown.

The National Veneer Company, located at Charleston, W. Va., is securing a supply of very fine timber along the Elk river. It is also getting a quantity of fine logs from Kentucky. This company employs from thirty-five to sixty men and is doing a prosperous business.

Stone & Klein is the name of a new firm at Sterling, Mich., which is operating this winter in Adams township, getting out a considerable quantity of hardwoods.

W. A. McIntosh of Cedar Falls, Ia., is engaged in buying and shipping hardwood from the timber in Allamakee county. This lumber is largely sold to the factories at Dubuque. The maple of that section is said to be very fine.

The new hardwood mill recently erected by the Rice Lake Lumber Company at Rice Lake, Wis., is now in operation. Robert Sykes was the millwright, and it is said to be one of the model mills of that section of Wisconsin.

There is a very heavy fall of snow in north-

ern Wisconsin and Michigan, which is said to range from four to six feet on the level. The snow is so heavy that it is embarrassing lumbermen a good deal to handle their logs to skidways.

It will be recalled that quite a hardwood area in Chippewa, Price and Oneida counties, in Wisconsin, was devastated by a cyclone last summer, which uprooted well toward 30,000,000 feet of timber. This winter an attempt is being made to save the timber from being a total loss by converting it into logs. The heavy snow is making the work very expensive.

Rockford, the furniture manufacturing center of northern Illinois, is said to consume upward of 50,000,000 feet of hardwood lumber annually.

It is anticipated that the expiration of the lease of the Log Owners' Booming Company of Muskegon, Mich., which occurs next October, may redound to the advantage of Big Rapids. It is expected that a large hardwood sawmill will be erected at that place.

A purchase of about 200 acres of excellent hardwood timber land along the Wisconsin river, near Arena, has been made by W. A. McCutchin and Edward Lloyd, on which logging operations have been commenced.

The Haytian government has recently granted two concessions to cut valuable woods on government lands of the island. These two concessions, which embrace about 8,000,000 acres, have been granted to Haytians with the privilege of sub-letting or forming a foreign company to undertake the enterprises. The timber on the property consists of mahogany, rosewood, ebony, lignum-vitæ, satinwood, red cedar, Spanish cedar, oak, yellow pine, candelon, latanier and other valuable hardwoods. A company in this country, known as the American Tropical Hardwood Company, has already been organized to take over this concession. It is said to be capitalized in New York City, and a public meeting was held at New Haven on Jan. 6, at which the financial possibilities of the proposed company were fully explained, and opportunities given for stock subscriptions.

George E. Patterson of Indian River, a member of the Embury-Martin Lumber Company of Cheboygan, Mich., which operates a sawmill at Cheboygan and a small circular hardwood mill at Indian River, says that the company has 18,000,000 feet of hemlock logs to begin sawing with in the spring.

The De War Lumber Company of Topeka, Kan., manufacturer and wholesale dealer in walnut, oak and cottonwood, says there is a steady demand for the products of the mill, and it is contemplating adding a box factory.

The sawmill plant of the Roddis Lumber and Veneer Company at Park Falls, Wis., is one of the model mills of the state. It is a three-decker, operating two saws. The company employs 300 men in its mill and camps and operates ten miles of railroad.

The Escanaba & Lake Superior railway, controlled by the I. Stephenson Company of Wells, Mich., has placed an order for twenty-five flat cars. They will be used in hauling logs.

The Worchester Lumber Company of Chassel, Minn., has resumed operations at its mill after an idleness of several weeks, during which time numerous repairs were made.

The Conewango Desk and Table Company of Warreu, Pa., has been succeeded by the Conewango Furniture Company.

The West Coast Cypress Company of Fort Myers, Fla., has incorporated with the following officers: President, Henry C. Butcher, Jr.; vice president, Walter G. Langford; secretary-treasurer, H. Radelyfee Roberts.

The Rexford & Collins Lumber Company of Bristol and Stone Creek, Tenn., has filed a petition in bankruptcy with liabilities of \$51,000 and assets of \$32,000.

The Ronda Lumber Company at Ronda, N. C., has gone into voluntary bankruptcy. Liabilities \$10,000.

The Overlook Lumber Company of Buffalo, has been organized with a capital stock of \$30,000. The directors are L. A. Ferguson and S. A. Holbrook, of Bradford, Pa., and W. F. Strasmer of Buffalo.

Churchill & Sim of Liverpool, England, large handlers of American lumber, have removed their offices to 2 Exchange street, east.

The Lamb Hardwood Lumber Company, Clinton, Iowa, officered by Lafayette Lamb, president; G. E. Lamb, vice president, and C. R. Lamb, secretary and treasurer, with a capital stock of \$650,000, has purchased a 50,000 acre tract of hardwood timber land in the northern part of Mississippi on the Illinois Central Railroad. Sawing will begin in a few months. It is the intention of this company to manufacture about 30,000,000 feet of lumber a year at this plant, the output to be exported—principally to Germany and England. The main office of this company is to be at Memphis, Tenn., with H. E. Bacon of Minneapolis, Minn., in charge.

The Fellwock Roll & Panel Company, capital \$20,000, recently filed articles of incorporation at Evansville, Ind. Furniture will be manufactured with veneer panels and rolls a specialty. A new factory will be built.

Secretary of State E. R. McDavid recently received notice of the incorporation of the Bacon-Underwood Veneer Company, of Mobile, Ala., capital stock \$40,000. Incorporators are R. S. Bacon, J. A. Underwood and A. W. Underwood.

The Yadkin Lumber Company, which owns 60,000 acres of timber lands on the Yadkin river in North Carolina, held its annual meeting in Knoxville, Jan. 20, with thirty-six members present. It is stated that the company has given New York parties an option on its lands, which produce white pine, poplar, oak, chestnut, basswood and other timbers. The tract lies in Watauga, Wilkes and Caldwell counties, with two railroads within eight miles.

The Bromann Block Company of Detroit, Mich., has recently reorganized, increasing its capital to \$50,000. It will employ seventy-five men and will manufacture butchers' supplies and maple and basswood office desks. H. S. Hull, president; L. G. Grimes, vice president, and C. H. Bromann, secretary, were elected at the reorganization.

The Foster-Latimer Lumber Company of Ashland, Wis., whose annual log output is 25,000,000 feet per year, has recently increased its capital stock from \$125,000 to \$300,000, the additional capital being furnished by the old stockholders and by John Joyce of the Ashland Lumber Company. George E. Foster was elected president, John Joyce, vice president, H. I. Latimer secretary and C. F. Latimer treasurer.

The hardwood sawmill of Baily & Baily, five miles east of Savannah, Ga., is now ready to begin operations. The tramway of this company penetrates the swamp and cypress brakes and the lumber will be drawn from the dense swamp to the tram road by means of cables. Teams are absolutely useless. All this part was originally pine woods.

Waldo W. Miller of Wellsboro, N. Y., closed a deal the latter part of January for 8,000 acres of very fine hemlock and hardwood timber land in the northern peninsula of Michigan. This timber tract all dips toward the shore of Lake Superior, which it skirts for a long distance, and the manufactured lumber will be within easy access of the lumber markets of the world. Associated with Mr. Miller in this purchase are George Raish, W. D. Van Horn, F. R. Field and George C. Brooks. A corporation will be formed to conduct the lumbering operations and all the gentlemen named will be actively interested in the business.

Spirit of the Trade Press.

American Cabinet-Maker.

Indications are that 1905 will be the best year in the furniture trade for several years past, not excepting the banner year of 1902. Reports from the South and the orders we have received from that source indicate that the sale of northern-made goods will continue there as in the past, in spite of the large increase of the factories in the section south of the Mason and Dixon line. This means that there is a greater demand, and that the production of the new factories is about meeting this demand.

Retailer and Advertiser.

The following is quite as pertinent in the hardwood lumber trade as in the drygoods business. The business man usually pays too little attention to his advertising department. A famous and successful merchant said recently:

"Before I went into business for myself I was employed by a famous merchant who, as I knew, made his success by means of his convincing advertising. In the earlier days he had written his own advertisements, but during my years with him he employed an advertising manager, though even then he himself kept a careful eye on the ads and made many of the most practical suggestions. I studied that man and his methods as if my life depended on them; and I am not sure today but my success afterward was due more to him than to myself.

"There, now, for my story: Whenever I sat down to write an ad I always drew a chair up beside me and placed an imaginary customer in it. Then I used to talk right at him. Frequently I would talk aloud and sometimes become so enthusiastic as to gesticulate and do other quite ridiculous things. But out of it all I usually managed to say something directly to the point, and this I at once wrote down in my ad.

"Those were the days when dollars looked very big to me and I could not afford to waste an inch of advertising space. I often sat in my store until almost morning working over an ad, making it stronger and more convincing; and this was the foundation of my business."

National Coopers' Journal.

According to the report of the secretary of agriculture the value of all the principal crops of 1904 exceeds that of 1903 by \$400,000,000. The total value of the farm crops of two years last past is greater than that of all the gold mined in the world since Columbus discovered America. That tells the story of prosperity for 1905 better than can be done in any other way, and every line of cooerage will participate in it, in spite of the fact that there are a good many men in the cooerage industry who would have to be chloroformed in order to force any prosperity down them. They just don't want to be prosperous, preferring to sit back and growl at those who are.

Architects' and Builders' Journal.

This is the age of steel, electricity and advertising. Advertising is one of the great forces of the time. Business men make themselves governors of states by advertising, politicians make themselves by advertising, cities increase their trade by advertising, universities draw to themselves students by advertising, countries attract immigration by advertising, newspapers augment their circulation by advertising and banks are using printers' ink with great profit.

It was not so long ago that advertising was contrary to the "ethics" of the banking business, but the world keeps moving on despite all the prejudices that sometimes are grandiloquently called "ethics."

The Pittsburg banks have recently been measuring the results of an advertising campaign

which they began five years ago. During that period the banks that advertised increased 38 per cent in assets and 85 per cent in deposits. The banks that did not advertise show 27 per cent increase in assets and 11 per cent increase in deposits. In the past year the advertisers have gained 22 per cent and the non-advertisers lost 7 per cent in deposits.

Southern Lumberman.

In hardwood there is scarcely a man who doubts but that there is going to be a demand for all that is cut. The only question is how to get the prices the conditions of manufacture at the present day demand—and this is a question that can only be solved by concerted action and the full knowledge of all the conditions that can be had only through the association. Only through a well supported association, in which all the manufacturers can work in harmony, can there be avoided those remarkable fluctuations in prices that alternately take the millman from the heights to the depths, and make him worth from next to nothing up to five and six figures—according as the trade winds blow—and which have left him after twenty years of hard work, and the cutting of the biggest and best part of his timber, about where he would have been if he had worked for a good salary and saved his money.

Canada Lumberman.

The HARDWOOD RECORD is in receipt of the twenty-fifth anniversary number of the Canada Lumberman, published in Toronto. It consists of 100 pages and contains a great deal of statistical matter and special papers that are of interest to the lumber trade. The contents are

Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

Chicago.

Chicago teamsters are again on their perlocical strike. For no particular reason save that of habit the strike was ordered on Jan. 30, and has since prevailed. This action on the part of the teamsters has not interfered materially with the handling of lumber from the Chicago hardwood yards, as the inclemency of the weather has not demanded the delivery of very much stock, and so the trade has taken the matter thus far very complacently.

A meeting of the Chicago Hardwood Exchange was held on Feb. 6 and arbitration was offered to the striking teamsters, which was declined by them. Should the teamsters not return to work it has been decided by the Exchange to non-unload their yards and put independent teamsters at work next Monday morning.

W. O. King & Co. of Chicago have already bought 5,000,000 feet of stock, and have contracts practically closed for 7,000,000 feet in addition. Maple is a specialty of this house and it always has large holdings of thick stock.

C. S. Bacon, of C. S. Bacon & Co., Grand Rapids, Mich., who operates a hardwood sawmill near Meridian, Miss., was a Chicago visitor this week.

L. L. Skillman, of the Longfellow & Skillman Lumber Company, Grand Rapids, Mich., was a Chicago visitor last week. Mr. Skillman has recently parted with his beautiful mustache and looks very much like a cherub with the new features he presents.

Charles H. Barnaby, the Indiana oak man of Greenacastle, looking as handsome and juvenile as ever, was a welcome caller on the Chicago trade yesterday.

suitable to the occasion and include biographical sketches of pioneer lumbermen and illustrated articles on such subjects as "Sawmill Equipment of the Early Days," "History of the Development of the Lumber Industry of British Columbia," "The Lumber Industry of the Canadian Northwest," "A Quarter Century of Lumbering in the Maritime Provinces," "The Cooerage Stock Industry of Canada," "Ontario's Forest Resources," etc.

The Tradesman.

The comprehensive statistical information which appears in the twenty-sixth annual of the Tradesman will prove of service to manufacturers and dealers, especially to those who wish to learn of southern conditions with a view of entering that rich field of trade.

One feature of the annual is the directory of southern industries, classified according to the states in which they are located and the nature of the industries.

Change In Chicago Lumber Concern.

C. V. Kimball, formerly publisher of the HARDWOOD RECORD, has re-entered the lumber trade. He has become allied with the A. R. Vinnedge Lumber Company, and has been elected secretary and treasurer of that corporation. This company deals in northern and southern hardwoods, and its office is located on the tenth floor, 134 Monroe street, Chicago. Mr. Kimball had his early lumber experience with the firm of Vinnedge Bros. in this city, and afterward, before commencing the publication of the HARDWOOD RECORD, acted as salesman for the Yellow Poplar Lumber Company of Coal Grove, O. It will be a matter of a good deal of gratification to Mr. Kimball's many friends to know that he will continue to be allied with the hardwood lumber trade.

Philadelphia.

The recent heavy storms have left the city in an icy condition as to effectively put a stop to building and all outside work for the present. The lull in business is only temporary, as the wholesalers and manufacturers are receiving an unusually large number of inquiries for this time of the year.

Traffic has been at a standstill; the railroad companies are apparently unable to handle freight trains expeditiously and shipments from both the south and west are greatly delayed. The Delaware is frozen up tightly and neither vessels or barges can force their way through the ice floes. A sudden thaw will imperil the two score vessels and their crews in the river, and there is apprehension among the yard people along the river front that great damage will result from the breaking up of the ice. Some of the stocks most exposed are being repled in more secure places as a precautionary measure.

The prosperous outlook of the lumber trade has been justified to some extent in the monthly report for January of the Bureau of Building Inspection. This shows an increase of estimated cost of new operations of nearly \$200,000, there being 326 permits for 440 operations, estimated to cost in the aggregate \$1,004,805.

P. Elmer Weltzel, of P. Elmer Weltzel & Bros., has presented to the Lumbermen's Exchange a handsome panel consisting of forty-two of the various woods grown in Pennsylvania. The panel has been installed in the rooms of the exchange and the lumbermen have a guessing contest each day as to the identity of some of the varieties.

The exchange has had a substantial increase in membership and several applications are now

on file. The Chester Lumber & Coal Company, of Chester, has just been elected a member.

A change of note to the hardwood trade has occurred in the firm of Wistar & Underhill, the wholesalers of this city. Thomas N. Nixon, who for the past four years has been one of the firm's principal salesmen and has made an enviable record, has been admitted to a share in the business. The firm name has been changed to Wistar, Underhill & Co., and the present location of the offices in the Real Estate Trust building will be maintained.

A. K. Leuckel, of A. R. Leuckel & Co., of Trenton, N. J., has been elected vice-president of the Piedmont Springs Lumber Company, Inc. C. C. Coolbaugh was re-elected president of the concern and Alvin C. Birdsall secretary and treasurer.

The Parry-Nighter Lumber Company has enlarged its office space in the Land Title building which the increase in the business and enlarged force demanded. C. O. Maus, who was formerly with the American Lumber & Manufacturing Company, of Pittsburg, has been engaged by the company to take care of trade in the central and western portion of Pennsylvania and New York state.

Norman A. Perry, sales manager for Robert C. Lippincott, says there is considerable of a demand for hardwoods, though the cold weather has interfered much with shipments.

New offices have been taken by Horace G. Hazard & Co. on the tenth floor of the Drexel building. Mr. Hillman is at Palm Beach, Fla., on a vacation. Mr. Hazard reports a scarcity of oak.

Fire damaged the stock in the sheds and mill of the Shamokin Lumber Company, at Shamokin, on Monday last. The damage is estimated at \$10,000, which is fully covered by insurance.

The uptown yard of R. A. & J. J. Williams has been busy this year on hardwoods and the volume of business in January was above the average. During the past ten days the snow and ice has made it almost impossible to handle new stock.

J. Randall Williams, Jr., of J. Randall Williams & Co., is away on a business trip through the south looking for stocks of hardwoods and is not expected home for a week or ten days. Mr. Williams says business is good and expects a heavy demand for spring.

E. C. Walton, treasurer of the J. S. Kent Company, reports a good demand for cypress and says the inquiries out for stock indicate much business ahead.

William R. Gaidy, the wholesaler, is getting his share of the business about in the hardwood line. He thinks the demand will be more than the stock will show when the volume of spring business gets under way.

Among the visitors in town for the past two weeks were: J. L. Henry of J. L. Henry & Co., Buckhannon, W. Va.; A. J. Diebold of the Forest Lumber Company, Pittsburg; Harry B. Curtin of the Pardee-Curtin Lumber Company, Sutton, W. Va.; W. L. Clark, representing B. E. Cogbill, Boydton, W. Va.; J. H. Brewster, of Bright and Brewster, Weston, W. Va., and A. D. Updegraff, of Williamsport.

The volume of trade has decreased since Feb. 1 entirely through the bad weather that has been experienced. The yards cannot see the need of getting in stock while such weather continues. Prices are being firmly maintained in all the hardwood lines. The factories have no great amount of stock and some buying is being done by them. Plain and quartered oak is scarce and but little success has been met with by the men who have gone to the mills for stocks. Oak is stiff in price and there is a tendency toward high quotations. Poplar is in better demand and prices are stronger. It would appear that poplar is going to see a better year than last. The wholesalers and manufacturers are not anxious to take business for late spring delivery as it is felt that prices later on will favor the man who has the stock.

New York.

W. M. McCormick, the distinguished Philadelphia wholesaler, sailed from this city on one of the Hamburg-American line's Mediterranean tours to be gone several weeks.

E. M. Price, of Price & Hart, hardwood wholesalers of 18 Broadway, and ex-president of the National Lumber Exporters' Association, has just returned from attending the annual convention of that association in St. Louis on Jan. 25, where he was presented with a set of engrossed resolutions by the members in appreciation of his past valuable services to the organization.

Sam E. Barr, who has just opened a local office in the Flatiron building for the Barr & Mill Company of Zanesville, O., reports business opening up very satisfactory. His concern is handling the hardwood lumber flooring output of the Beaver Creek Lumber Company of Davis, W. Va., and are in possession of a very choice line of stock for the local trade.

Orson E. Yeager and I. N. Stewart, well known Buffalo hardwood wholesalers, were visitors in town recently, coming down to attend the automobile show in Madison Square Garden, both gentlemen being enthusiastic knights of the motor.

Fire in the local district Jan. 27 destroyed the planing mill and lumber yard of Robert Wick, 654 West Thirtieth street, Manhattan, entailing a loss of \$75,000. For a time the fire threatened the large lumber yards of Crane & Clark and the Dunbar Box and Lumber Company, but through hard work on the part of the department this catastrophe was happily averted.

A. L. Fraser, for many years connected with the New York Central & Hudson River railroad, has opened a hardwood yard at Yonkers, N. Y.

Louis Meisel, head of Meisel, Danowitz & Co., large hardwood trim house of Eckford street, Brooklyn, N. Y., died at his residence in that city on Jan. 12 in the thirty-eighth year of his age. He was exceedingly well known in his line and built up what is today one of the largest businesses in that line in the district. He had a host of friends in the lumber trade, and succeeding his death the firm were in receipt of many letters of sympathy from customers and friends of the firm, testifying to his business ability and personality. He organized this business in 1895 with Solomon Frank, and through his executive ability the firm fast forged to the front.

Ten Eyck Lockwood, salesman for the Rice & Lockwood Lumber Company of Springfield, Mass., in New York city and New Jersey, died Jan. 28 at his residence in New York after a two months' illness. He was a brother of W. W. Lockwood, vice president of the company, and formerly lived in Detroit. He has always been identified with the lumber business, and in his association with the trade of the local market he made many friends.

C. F. Fischer, the hardwood retailer of 1928 Park avenue, Manhattan, is planning to leave for his annual southern pleasure trip which he usually takes about this time each year.

F. H. Doyle & Co., hardwood wholesalers of 16 Beaver street, report business as very satisfactory and conditions steadily improving. They are offering some very choice stocks in oak, poplar and ash, and through their excellent mill conditions and thorough knowledge of the trade are fast enlarging their business.

The following out of town hardwood lumbermen were represented on the visiting list during the past fortnight: M. C. Burns, of Palen & Burns, Buffalo, N. Y.; G. N. Hutton of Hutton & Bourbonnais, Hickory, N. C.; Frank F. Fee of Newark, O.; Frank C. Rice of Rice & Lockwood Lumber Company of Springfield, Mass.; Orson E. Yeager of Buffalo, N. Y.; I. N. Stewart of Buffalo, N. Y.; W. C. Laidlaw of International Mahogany Company of Cincinnati, O.; W. R. Butler of W. R. Butler & Co. of Boston,

Mass.; R. L. Walkley of Crosby & Beckley Company of New Haven, Conn.

Cincinnati.

The movement by railroad in this market for the month of January, as prepared by the Superintendent of the Chamber of Commerce, was as follows: Receipts, 4,673 cars; shipments, 3,529. The figures for the corresponding month last year were: Receipts, 3,976 cars; shipments, 3,270. River navigation is still suspended owing to heavy running ice. Cottonwood and gum manufacturers had expected to get some shipments here from Cairo, Ill., the early part of the month, but were disappointed.

M. B. Farrin, president of the M. B. Farrin Company, will address the members of the Manufacturers' Club at the monthly dinner on Feb. 13. His topic will be "Interstate Commerce Legislation." Mr. Farrin is chairman of the Transportation Committee of the club and well posted on his subject.

Edward Barber of Hlingworth, Ingham & Co., was the only local member of the National Exporters' Association who attended the fifth annual meeting at St. Louis Jan. 25-26. The opinion was general at the session, he said, that while so far there has been no decided improvement in export business, there is a much better outlook.

Chas. F. Shiels, of the C. F. Shiels Company, has returned from an inspection trip to Tennessee and other southern points. Poplar is in better demand than for several months in his opinion.

The Willis Lumber Company, of Canton, has been incorporated by John Willis, L. E. Willis, A. N. Bordner, Calvin Seeman and B. Bordmann. The capital stock was given as \$5,000.

Clinton Crane, head of C. Crane & Co., is decidedly optimistic regarding the future of the general hardwood market. He looks for higher prices in the spring. Mr. Crane added that the company's January business was better than for the corresponding month of any year on record.

W. A. Bennett has been appointed by President Kipp of the Lumbermen's Club to represent that organization in the fight the Receivers' and Shippers' Association is conducting for better freight rates to Cincinnati.

Wednesday evening, Feb. 8, a large number of Michigan retailers passed through here en route to Stearns, Ky., where they inspected the property of the Stearns Lumber Co. They were the guests of Justus S. Stearns of Ludington, Mich.

Three men have been arrested charged with stealing more than \$200 worth of walnut logs belonging to the Maley, Thompson & Moffett Co. The logs were taken from the company's mills at Riverside and floated down the Ohio. Other firms have also suffered in the same manner lately, but to a less extent. The company will vigorously prosecute when the cases come up for trial.

President H. Lee Early, of the Chamber of Commerce, has appointed the following members to serve on the Lumber Inspection Committee for the ensuing year: T. J. Moffett, H. P. Wiborg, Thos. B. Stone, H. W. Meler, Jr., and W. A. Bennett, chairman.

O. P. Hurd & Co. have established a branch office and yards at Cairo, Ill., to handle shipments from the south.

Elbert E. Beck, president of the E. E. Beck Company, is home from a buying trip through Kentucky and Tennessee.

President W. C. Laidlaw, of the International Mahogany Company, is in New York to attend an important meeting of the company's officers.

William Burns, representing the Tug River Lumber Co., of Bristol, Tenn., called on the local trade the fore part of the month.

C. E. Brooks, formerly in the hardwood business here, has become connected with the Logan-Mapet Co. of Knoxville, Tenn. He will represent the company on the road.

T. B. Stone will represent the Cincinnati Lumbermen's Club in efforts that are to be made by united local business organizations to have the United States senate pass the Foraker amendment providing for the installation of a pneumatic postal tube system in this city.

W. J. Eckmann, secretary of the M. B. Farrin Company, has returned from a business trip to New York, Cleveland and intermediate market centers. Mr. Eckmann states that the company's trade in poplar and oak at present is better than at any time at this season of the year.

Work on the dams to insure a 9-foot stage of the Ohio river here at all seasons will be begun shortly by the government. This improvement will be a great benefit to local hardwood lumber men.

William Stone, of the T. B. Stone Company, has gone to Florida for a several weeks' stay. While away he will combine business with pleasure.

H. C. Jacoby, of Hamilton, O., was here the early part of the month buying nice sized lots of hardwoods. He regards the spring outlook as very promising.

The Cincinnati Lumbermen's Club held its regular monthly business meeting and banquet at the Stag Cafe Monday evening, Feb. 6, with President R. A. Kipp presiding. Following the dinner the members devoted considerable attention to the matter of the revision of the national inspection rules of lumber. Members were not backward in expressing themselves in regard to a change, which they declared was needed at once. The matter was introduced by W. A. Bennett, who said the appointment of a new national inspector in this market was an important matter, and that a stranger and not a local man should be appointed at a sufficient salary to prevent favoritism being shown. He stated that inspection entered into profits and was of the most vital importance. After a lengthy discussion the following resolution was unanimously adopted:

"The Cincinnati Lumbermen's Club asks the National Hardwood Lumber Association to appoint a salaried inspector, one who is a stranger in Cincinnati, who will be under the regular inspection bureau."

W. H. Todhunter, who was to be the speaker of the evening, did not come down from Middletown, O., and local men, including Clifford Walker, Ernst Tuttle and W. A. Bennett spoke. Those present were:

B. A. Kipp,	A. V. Jackson,
F. E. Radina,	W. A. Bennett,
G. A. Shaw,	C. S. Walker,
J. S. Hind,	S. A. Conn,
F. K. Conn,	C. H. Rease,
Wm. H. Donovan,	J. Watt Graham,
A. E. Hart,	E. O. Robinson,
J. E. Cochran,	C. M. Houghton,
B. J. Quantman,	A. N. Noble,
H. W. Brock,	C. H. Schatzman,
W. W. Brock,	J. E. Tutbill,
O. P. Morton,	W. S. Sterritt,
B. Hagmeyer,	George C. Ramsey,
R. G. Emswiler,	L. H. Gage,
J. H. Leiding,	J. B. King,
	E. J. Thoman,

T. B. Stone has been ill for the past two weeks, but is again able to attend to business.

Anna E. Fryworth, stenographer for the Cypress Lumber Company, has entered the competition for a free trip to Europe to be given to the most popular young lady of Cincinnati. The competition is being held by one of the local papers. Mr. Tuttle of the Cypress Lumber Company requests that the young lady's admirers send their coupons to him, that Miss Fryworth may have due credit.

Mr. Stewart of Stewart & Jackson has been making some changes in his business since the first of the year, having added a yard at Cincinnati.

Minneapolis.

The exhibit of woods made in connection with the Northwestern Lumbermen's Association convention in this city Jan. 31 to Feb. 2 included practically all varieties of soft woods,

but for some reason hardwoods were not shown to any extent, except in the form of doors and to some extent in finish. Some of the local hardwood dealers signify their intention to make exhibits of yard stock next year if a similar display is arranged.

The I. Stephenson Lumber Company of Wells, Mich., was in the list with an exhibit of its flooring. The Wisconsin Land & Lumber Company also had a booth, displaying maple flooring, basswood ceiling and siding.

The Minneapolis men in the party which went on the junket to Greenville, Miss., returned Jan. 22. They reported having a splendid outing and were full of the praises of Greenville, which they say has as fine a hotel and club rooms as the twin cities can boast. All had an interesting excursion to the 5,000 acre tract of gum timber owned by the Chicago & Mississippi Land & Lumber Company, which was the objective point of their trip. A day and a half was spent in Greenville, and a day in Chicago returning. A dozen went from the twin cities, including the following lumbermen: F. A. Nolan and J. M. Nolan, St. Paul; A. H. Barnard and P. W. Strickland of Barnard and Strickland, F. H. Lewis, W. C. Bailey and Geo. H. Tennant, Minneapolis.

W. H. Sill of the Minneapolis Lumber Company says they have been enjoying a good trade from the factories, although the season for special work is about over for the sash and door people. On account of the advance in prices on southern oak, Mr. Sill says northern oak is stronger and is likely to become more so, as stocks are very short. P. R. Hamilton, of the same company, has been making a short trip to the mill at Ruby, Wis., and Mr. Sill will start in a day or two for a trip in Wisconsin, looking over some stocks.

C. F. Osborne of Osborne & Clark says their yard trade is quiet now, as they had anticipated, but they are finding a good business among the factories, and are selling more basswood than for some time. He finds the basswood situation stronger, and oak is also stiffer. Mr. Osborne predicts a scarcity of good oak, both red and white, before spring. They have been having considerable trouble in getting cars to fill orders. For some reason the roads are short on rolling stock, and they now have thirty cars ordered and waiting delivery. D. F. Clark, of the same firm, is away on a short trip to Wisconsin.

F. H. Lewis, the hardwood wholesaler, says the mills in the eastern section of Wisconsin are still hampered in their logging by deep snow, but are working hard to get out logs for future operations. Mr. Lewis regards the price situation as strong, and expects a fair trade from the factories all the time. Temporarily it is a little slow, due in part to the extreme cold weather.

A. H. Barnard of Barnard & Strickland reports that they have been enjoying a good demand from the factories for almost all lines of hardwood stock that they use. While birch and oak have been the leaders, as usual, there has also been a good call for basswood, for elm and for ash. The furniture factories are doing a good business this winter, and are on the market steadily, though not as a rule for heavy orders.

I. P. Lennan of I. P. Lennan & Co. reports business reasonably quiet, but a good prospect for general hardwood trade, and the price situation he considers as strong as ever.

Baltimore.

The main building of the coeprage factory of August Pfeil & Co., Russell street, between Stockholm and West streets, a structure containing two stories and a basement, and 30x125 feet, was entirely destroyed by fire on the night of Jan. 24. The blaze started in some unknown manner, and when first noticed was bursting out of the second story windows. Two alarms were given, and by hard work the

fire was prevented from extending to a frame storage house nearby. Five thousand empty barrels and kegs and a lot of dry staves were also burned. The damage is estimated at \$10,000, fully covered by insurance.

John L. Alcock of J. L. Alcock & Co., who, together with Gustave Farber of Price & Heald, represented Baltimore at the annual meeting of the National Hardwood Exporters' Association in St. Louis, returned last Monday, and when seen talked interestingly of the sessions. He said much importance attached to the deliberations, which might be expected to prove of exceptional consequence to the trade. Among the matters discussed was of course the question of clean through bills of lading, on which the special committee made a report. After thorough deliberation the question was referred back to the committee with full power to dispose of the matter. The committee, of which George M. Speigle of Philadelphia is chairman, will accordingly proceed to take action. Several conferences have already been held, and it is likely that the United States district attorney will be requested to bring suit against the offending railroads on the ground that they are violating the provisions of the Harter act. Everything depends upon the advice of the attorney engaged by the committee. If he deems such a course advisable it will be taken. Among other matters disposed of at the annual meeting was the creation of a bureau of inspection which will stand in the same relation to the N. H. E. A. as the system now in force under the auspices of the Baltimore Lumber Exchange. Still another matter of special interest to Baltimoreans was the admission to membership in the organization of Mottin & Buckingham, a new firm formed last year; the Ryland & Brooks Lumber Company and W. O. Price.

Richard P. Bear of R. P. Bear & Co., dealers in and exporters of hardwoods, who have their offices in the Manufacturers' Record building, has gone down to Memphis to spend several weeks at the firm's mill there and look after its other interests. It is one of the periodical trips, which will also take Mr. Bear to the timber sections. The firm reports that a big business is being done in bay poplar and cypress, and that prices are firmly maintained.

Among the visitors here this week was C. Boyce of the hardwood firm of Boyce & Grogan, Boston, who had been to Abingdon, Va., to look after the firm's mill and other interests there. He called on a number of firms here, among them Carter, Hughes & Co., Union Dock and, of course, talked about business conditions. He takes a very encouraging view of the situation.

A most welcome visitor to Baltimore was Charles G. Stirling, formerly of the Stirling-West Lumber Company, hardwood dealer and exporter, but for some years representative of Price & Hart of New York at Philadelphia. Mr. Stirling is a native Baltimorean, his father having held a prominent position here, and he was cordially greeted by his many friends. He came on business for his firm.

The Dutch steamship Constance, which arrived at Norfolk, Va., on Jan. 31 from Montevideo, used expensive fuel under her boilers during the latter part of the trip. She carried a load of logwood consigned to New York parties for the manufacture of dyes, and encountered such heavy weather that her coal ran out. The only thing on board with which steam could be kept up was the logwood, and this valuable commodity was burned for the last five days of the journey.

At a meeting of the managing committee of the Baltimore Lumber Exchange, held Jan. 11, the standing committees were named for the year and other business was transacted. On the arbitration and grievance committee is Richard W. Price. The hardwood inspection committee includes John L. Alcock, chairman; George Eisenhauer and David T. Carter. R. W. Price is also on the membership committee, while Mr. Eisen-

hauer represents the hardwood trade on the legislation and transportation committee. Theodore Mottu was elected secretary of the exchange, he having acted in that capacity for more than a year, since the illness of William M. Willson, his predecessor, began.

Richard W. Price of Price & Heald is in Florida. He will be away for a month or six weeks for the benefit of his health, which has become somewhat affected by too close application to business. Just before the holidays Mr. Price was seized with an attack of vertigo. It soon passed over, however, and nothing was thought of it, but some days later a second attack occurred and Mr. Price concluded that he had better take a rest. Some time before that he had contracted a severe cold which kept him confined to the house for a week or more, and it is thought that the vertigo was the reaction consequent upon getting back in harness too soon. Mr. Price is avoiding all business cares while away.

J. Stephenson Jellie of the Liverpool firm of Bryce, Juno & White, called here on Wednesday of last week on his way to New York to sail for home by the steamer Lucania. Mr. Jellie had been making an extended trip through the lumber regions, studying the situation and making business arrangements.

Among other visitors engaged in the hardwood business who were in Baltimore recently were D. K. Burns and M. N. Offutt of the Tug River Lumber Company of Bristol, Va., and E. B. Boyce of Abingdon, Va.

E. M. Price of New York was a visitor recently. He came to look after some business.

Louisville.

W. H. Hoskins, the well-known sawmill man of this city, has bought for \$10,000 from R. G. Ward & Co. of Cincinnati 1,418 acres of timber land in Rockcastle county. The land is covered with white oak and other timber and is three miles from the Knoxville branch of the Louisville & Nashville Railroad Company. Mr. Hoskins will erect a large sawmill and build a branch railroad to connect with the main line.

Clarence R. Mengel, of the firm of Mengel & Bros. Lumber Company, was injured in a railroad wreck near Lafayette Ind., Jan. 25. He was considerably shaken up and bruised about the body. He was able to return to Louisville the same night. Mr. Mengel had just returned from British Honduras, where the company owns extensive hardwood timber tracts.

F. T. Sexton, a prominent lumber man of Owingsville, Ky., was accidentally killed by a train near that city Jan. 25. His mangled body was found on the tracks. It is not known how the accident happened.

The building permits for the month of January in the city of Louisville aggregated nearly \$500,000, including an eleven-story office building to be erected by the Louisville & Nashville Railroad Company.

The central business section of Mount Sterling, Ky., was gutted by fire on the night of Jan. 25, entailing a loss of upward of \$100,000. Most of the buildings destroyed were frame.

The planing mill of George Terrell, 614 Brook street, was destroyed by fire on the night of Jan. 30, entailing a loss of \$12,000.

A bill has been introduced in the Indiana legislature to abolish the Indiana State Forestry Commission and appoint in place of it a custodian. The commission entailed an expense of \$3,800 a year, which was considered useless. The appropriation for the forest reserve, which is at Henryville, for the year 1905 is fixed at \$10,500.

Clark & Co. of Terre Haute, Ind., have bought from Captain J. M. Burgess of Todd county, Kentucky, 450 acres of the Kirkman timber lands at Kirkmansville, Ky., for \$6,000. Clark & Co. will erect a sawmill on their pur-

chase and cut the timber, which is mostly white oak.

The shipyards of E. J. Howard & Co. in Jeffersonville, Ind., have begun work with a full complement of 300 men. The company has a great deal of new work on hand, including thirty-four freight barges on a government contract.

The C. C. Mengel Box and Lumber Company of this city has made arrangements in its plant at Eleventh and Kentucky streets to hold revival services during the proposed religious campaign which begins here this week. The company has rigged up an auditorium in one of its packing rooms with a seating capacity of 1,500 persons. Revival services will be held nightly during the course of the revival.

The Adler Lumber Company has filed articles of incorporation with a capital stock of \$50,000, divided into shares of \$100 each. The incorporators are Cyrus L. Adler, R. S. Hill and D. A. Meyer. The maximum indebtedness is fixed at \$25,000. The company, it is understood, will work in conjunction with the Adler Organ Company and the Adler Piano Company, of which Mr. Adler is president.

The court of appeals, last week, by Judge O'Rear, delivered an extended opinion in the case of George W. Bramblett against the Commonwealth Land and Lumber Company, on appeal from the Jefferson circuit court. The action involves about \$50,000. The opinion holds that shares of stock in the Lumber Company pledged by Fetter, and others than Hargis, to secure Fetter's notes, will, if the Lumber Company redeems the land, belong to the corporation, and not to the appellant, Bramblett.

C. H. Callahan, secretary of the Lumbermen's Club and one of the large lumber merchants of the city, has taken the position of secretary and treasurer of the Lyons Manufacturing Company, a lumber concern at Lyons, Ky. Mr. Callahan will conduct his own business in connection with his duties with the firm. He is stationed at Lyons every day except Saturday and Sunday, which he spends in the city.

The boiler in the sawmill of Anton Bruck-en, six miles from Madisonville, Ky., exploded last Friday, killing James Hendricks, an engineer, and destroying the boiler room.

Several hundred thousand logs have been delivered to mills along the Cumberland river in Kentucky within the past few days in consequence of the rise in that river. The mills are rushed. Logs have been accumulating in some sections of the valley for the past two years.

Contracts for the proposed Louisville Armory aggregating \$325,000 have been let. Stone and brick will be the chief materials used.

Articles of incorporation for the Rhodes-Burford Furniture Company have been filed in Lexington, the capital stock being \$25,000.

Two men were killed and several others fatally injured by the explosion of a boiler in the sawmill of M. Godby, near Bernetta, Pulaski County, last Friday.

Hill & Miller of Boston, Mass., representing the owners, have sold the property of the Yale Lumber Company in Bath county, embracing the Licking River railway, thirty-nine miles in length; 1,200 acres of fine timber land and a large sawmill. The buyer was the Licking River Company of Rowan County. The company is composed of Chicago capitalists. J. S. Bischel of Chicago is quoted as saying the first move of the company will be to extend the railroad, probably to Owingsville or Mt. Sterling. New mills will also be erected and the property worked up.

Former Governor Stone and others of Pennsylvania, have contracted to build a line of railroad into the Brush Creek section from Barbourville, Ky. The proposed road will tap valuable timber and coal fields in that section.

During the last quarter of 1904 there were

established in the southern states 249 wood working plants.

Detroit.

The fact that in the state of Michigan there was manufactured last year 618,000,000 feet in round numbers of hardwood lumber against 426,000,000 feet of pine is evidence of the growing importance of the hardwood industry. In a word, it has passed the pine industry in magnitude and will hold front place for the rest of the years that Michigan is classed as a producer of lumber.

The upper peninsula was the largest producer of hardwood lumber of any single manufacturing district last year, although the lower peninsula produced a little over 400,000,000 feet compared with 192,777,000 feet in upper Michigan. In the lower peninsula the hardwood is now getting into comparatively few hands, large bodies of it being held by individual firms, and the price within ten years has been increased from \$2 to \$10 an acre to \$25 and \$35. A tract of good hardwood timber now is a valuable asset. The Lake Huron shore district extending from the Saginaw river to the Straits of Mackinac produced \$5,425,000 feet of hardwood lumber last year and the mills on the line of the Mackinac division of the Michigan Central and its branches manufactured 53,076,305 feet. The mills on the Saginaw river manufactured 42,455,028 feet and the mills on the Pere Marquette 43,532,000 feet. The mills on the line of the Grand Rapids & Indiana railroad and points in western Michigan produced a little over 200,000,000, the product in lower Michigan being pretty evenly divided between the eastern and western sections of the state.

In 1903 the total product of the state was 475,453,966 feet, and in 1902 it aggregated 438,000,000 feet. While the total lumber production of Michigan in 1904 was 276,000,000 feet less than it was in 1903 the hardwood output has steadily increased. It is likely to continue to do so for some time, as hardwood is being sought with more eagerness than a few years ago and there are large tracts of hardwood timber yet to be developed in the upper peninsula.

The Cook-Curtis-Miller Lumber Company has been incorporated with a capitalization of \$12,000 and has secured a site for a hardwood plant at Grand Marais. The company owns 7,000 acres of fine hardwood timber near Grand Marais. The officers are: President, B. H. Cook; Vice President, W. L. Curtis; Treasurer, H. W. Curtis, and Secretary, C. D. Miller. The stock is held by these gentlemen and H. M. and C. E. Muier of Vassar.

The Lobdell & Bailey Company of Onaway, owning an extensive plant and nearly 30,000 acres of timber land in Presque Isle County, mostly hardwood, has floated a bond issue of \$300,000 through the Union Trust Company of Detroit, the latter being trustee. The money was needed by the company to develop its business.

Besides manufacturing a lot of wood alcohol W. D. Young & Co. of West Bay City manufactured 19,000,000 feet of hardwood lumber last year and they expect to cut about the same quantity this year. About 75 per cent of their maple flooring output goes abroad.

C. T. Kerry of Scultz & Kerry, manufacturers of maple flooring at Saginaw, has bought out the interest of his partner and is said to be negotiating with the view of removing his plant to Grayling and forming a business connection with Salling, Hanson & Co.

At Bay City E. C. Hargrave manufactured 2,850,000 feet of hardwood lumber last year. He has been making some extensive repairs to his sawmill during the fall and the mill will be fully stocked for the year's run.

The new band mill built by Bliss & Van Anken at Saginaw is practically finished. It is a single band mill with a capacity of 30,000

feet a day, and the firm has contracted with the Wylie & Buell Lumber Company to stock the mill with about 8,000,000 feet of logs annually for something like eight years. The mill will cut hard maple largely, which Bliss & Van Auken will utilize in the manufacture of flooring. The Wylie & Buell Company has erected a new office building at the mill at Bay City. This company bought the old Hall mill last August, put in another band outfit and is sawing 100,000 feet a day—hemlock and hardwood. The concern bought the holdings of the Mackwood Lumber Company, in the northern part of the lower peninsula, and estimated to contain 175,000,000 feet of timber, and it owned some 30,000 acres of timber before making the last purchase. It has enough timber to keep its plants in operation 15 years. It is getting a number of trains loaded with logs every day.

Last year there was hauled by the Michigan Central Railroad Company on its Mackinac division 129,716,000 feet of saw logs, a good portion of which was hardwood. This road has been the most prolific producer of forest products in eastern Michigan for many years.

Only one sawmill was operated at Saginaw last year, that of C. S. Bliss, and he manufactured 2,827,508 feet of hardwood. It is not known if the mill will be operated this year.

It is reported that C. H. Prescott & Sons of Tawas City have sold their timber holdings in Ogemaw county to the Loud's Sons Company of Au Sable, and the timber will be railed to the mills of the buyer to be manufactured. There is something like 75,000,000 feet of timber.

Chesbrough Bros. of Bay City own 75,000 acres of timber land in the upper peninsula on which there is a large quantity of birch, maple and other valuable hardwood timber. A. M. Chesbrough, of Toledo, a member of the firm, stated recently that if seeking an investment in timber he believes that money put into hardwood timber in the upper peninsula is a safer and better investment than anything he knows of in the West. There is no danger of such timber being destroyed by fire. It is closely accessible to market and can be handled to advantage at a remunerative price.

It is estimated that about 1,500,000 feet of hardwood timber will be cut this winter along Cass river. Daniel Barton of Saginaw buys extensively and has the logs manufactured at Saginaw river points.

S. L. Eastman of Saginaw will buy 2,500,000 feet of maple logs which will be manufactured at Bay City mills. Last year he manufactured 7,500,000 feet of hardwood lumber.

The winter has been exceptionally good for logging, not too much snow and steady cold weather for maintaining roads.

Grand Rapids.

C. R. Dugan, representing Tindle & Jackson, was in Grand Rapids this week and reported fair sales to local manufacturers.

The firm of Wagner & Angell, which heretofore has been handling primarily shingles, posts and hemlock lumber, is now entering the hardwood field also, and is establishing a yard in this city, located between Eleventh and Twelfth streets, on the Grand Rapids & Iodiana railway. For the present the yard business will be handled from the downtown offices, National City bank building. Wagner & Angell were pioneers here in handling Washington red cedar shingles, having started handling red cedars in 1889.

The Longfellow & Skillman Lumber Company will this month fulfil putting in the season's cut of logs at its mill at Levering. The company's logging operations in Marquette county have been interfered with on account of the deep snow, which is about four feet on the level in that section, and log-cutting has ceased.

W. O. Hughart, Jr., is ill at his home in East Fulton street. He was taken sick at Memphis, while on a business trip in the south.

E. E. Dennis of Dennis Bros. is out again, after being confined to his home for three or four weeks.

Visitors at Grand Rapids during the past few days are surprised to see the hundreds of sleigh-loads of hardwood logs of excellent quality that are being hauled into that city, destined for the plants of the Michigan Barrel Company, Grand Rapids Veneer Works, and several sawmills. The good sleighing has contributed to this remarkable winter's log output. The timber is obtained from farmers' wood lots within ten or fifteen miles of Grand Rapids. It is said on good authority that this section of Michigan still contains in small lots the largest quantity of high class hardwoods of any section of Michigan. The timber coming in consists largely of oak, basswood, elm, and hickory.

The Kelley Lumber & Shingle Company of Traverse City has made a number of improvements at its East Bay mill. An additional boiler has been installed, making three in use there. In order to avoid the sand bars in the bay the present dock will be extended a distance of 150 feet out into the water.

John Torrent, an old-time lumberman of Muskegon, is logging on Cedar Creek, three miles up the Muskegon river, this winter, the operations being in charge of his son, Fred Torrent. About a million feet of logs will be put in from this tract and will form a part of next season's supply at the Torrent mill. In this mill the log carriage is driven by electricity, furnished by the Traction Company, which operates the street cars of Muskegon.

The Grand Rapids Lumber Company, capital \$50,000, has filed articles of incorporation with the secretary of state at Lansing. An up-to-date interior finish plant has been completed and is already in operation, the sash and door department being in charge of C. E. Sanborn. Officers are as follows: President, W. B. Stiles; vice president, C. E. Sanborn; secretary and treasurer, Merton Stiles.

F. Alberts & Son will start their sawmill at Muskegon in the spring, with a cut of three years or more ahead. The company recently bought a tract of 1,000 acres of hardwood, pine and hemlock located in the northwestern corner of Missaukee county, and two logging camps, with crews of 75 men each, have been operating there all winter. The Muskegon mill will be equipped with a bandsaw outfit, with daily capacity of 50,000 feet, and the lath and shingle mills will be refitted.

William H. White & Co., who are the largest producers of maple lumber in the United States, have already sold 15,000,000 feet of maple for spring delivery and about 5,000,000 feet of other hardwoods. This sale will make a big hole in the White hardwood output for 1905.

Evansville.

For the past two weeks all logging operations have been at a standstill, and few logs are coming into Evansville. The Ohio river is frozen over and the ice flow will be so great that all river operations will be at a standstill for several weeks to come.

Articles of incorporation of the Indiana Quartered Oak Company have been filed in the county recorder's office. The incorporators are C. E. Maley, Daniel Wertz, Bedna Young and William Threlkeld of Evansville, and Willard Winslow of Scrasdale, West Chester county, N. Y. The capital stock is \$15,000, divided into one hundred and fifty shares. The head office will be at New York, with branch office at Evansville.

W. C. Davle of Glasgow, Scotland, representing Wright, Graham & Co., wood brokers of London, England, was in Evansville a few days

ago in the interest of his company. He is calling on the leading lumber merchants in this country and Canada, but expects to return to Europe the middle of February.

Mr. Grace, buyer of the Paine Lumber Company of Oshkosh, Wis., was in this market last week.

J. E. Kelley, lumber buyer for the Pullman Car Company, is a guest at the St. George. He formerly was a resident of this city but now claims Cincinnati, O., his home, having headquarters there. He is A. J. Perry's successor in this territory. "Business in every line has been dull since last summer," said he. "Every sawmill along the Ohio has been shut down all the winter and the only lumber to be had was fit only for freight cars, and very little of that. From the present outlook it will be weeks before sawmills are again able to resume, and hence little work can be done in the car building line."

Buffalo.

T. Sullivan, who left here about a month ago for a look at his lumber interests on the Pacific coast, is seriously ill at Tacoma, Wash., and his recovery is hardly expected. Of late years his firm has added Oregon fir and Washington spruce to its regular hardwood carryings, and so much interest was taken in it that F. T. Sullivan was located at Tacoma, last fall as purchasing and shipping agent. F. M. Sullivan of the firm has been to the Pacific sometime ago and established the trade, so that all were much interested in it. Mr. Sullivan is accompanied by his wife.

George J. Kennedy still reports the Tennessee Lumber & Coal Company as chiefly a coal producer of late, though there is some lumber coming from the tract. He is handling white pine as well as hardwoods and calls trade pretty fair.

President Taylor of Taylor & Crate is back from his southern trip, having looked over the operations of the company's three milling centers and found them all in promising condition.

F. W. Vetter is preparing to remain at the Arkansas mills of the Empire Lumber Company long enough to bring everything into line, as to shipments and mill work. Home business is good.

A. Miller calls the winter trade good and is now bringing up considerable oak and other hardwoods from the South to keep up stock.

The operations of the Standard Hardwood Lumber Company are such that it is found necessary to secure more timber and A. W. Kreheder will look after a new tract while in Tennessee on his present trip.

The business of I. N. Stewart & Bro. is improving right along on all sides as cherry sells more readily and the assortment of hardwoods carried has been increased lately.

J. N. Scatcherd has recovered from his sprain and will now look to the purchase of more timber South. Manager Hopkins lately made a special trip to Memphis on that errand.

LINEHAN LUMBER COMPANY,

PITTSBURG, PA.

HARDWOODS,

PLAIN AND QUARTERED OAK,

POPLAR AND CHESTNUT,

ALL GRADES READY FOR SHIPMENT,

We are always in the market for
Hardwoods of All Kinds.

E. E. Taenzer & Co.

(Incorporated)

MANUFACTURERS
AND DEALERS.....

HIGH-GRADE Hardwood Lumber

**Band Sawn Thin Stock
a Specialty**

MAIN OFFICE AND MILL:
Florida Ave. and Y. & M. V. R. R.

MEMPHIS, - TENN.

ALSO MILL AT SHORT BEND, ARK.

WANTED.

We are in the market for the following lumber, must be in good dry condition, and if can furnish any or all, please quote us f. o. b. cars shipping point, describing stock, and how soon same can be reached.

- 10 to 20 cars 1 in. 1st and 2nd Plain White Oak.
- 2 cars 1 1/4 in. 1st and 2nd Plain White Oak.
- 1 car 1 1/2 in. 1st and 2nd Plain White Oak.
- 3 cars 1 3/4 in. 1st and 2nd Plain White Oak.
- 2 cars 2 in. 1st and 2nd Plain White Oak.
- 1 car 2 1/4 in. 1st and 2nd Plain White Oak.
- 5 cars 3 in. 1st and 2nd Plain White Oak.
- 1 car 4 in. 1st and 2nd Plain White Oak.

The above stock must be well manufactured, equalized trimmed lengths. Prefer band sawn stock. Could take 15% to 25% of good Common with same.

We are also in the market for the following:

- 10 cars 1 in. Common Plain White Oak.
- 5 to 10 cars 1 in. 1st and 2nd Plain Red Oak.
- 10 cars 1 in. Common Plain Red Oak.

FOR SALE.

- 2 cars 1 in. 1st and 2nd Quartered Red Oak.
- 2 cars 1 in. Common Quartered Red Oak.
- 1 car 1 in. x 10 in. and up 1st and 2nd Plain Red Oak.
- 1 car 1 1/4 in. x 10 in. and up 1st and 2nd Ash.
- 1/2 car 1 1/2 in. x 10 in. and up 1st and 2nd Ash.
- 1 car 1 1/4 in. x 12 in. and up 1st and 2nd Red Gum (two years old).
- 1 car 2 in. x 6 in. and up 1st and 2nd Red Gum (3 to 4 months old).
- 10 cars 1 in. Gum Crating lumber, can ship rough or d. 2 s.
- 3,000,000 ft. 1 in. Poplar.
- 1 1/4, 1 1/2 and 2 in. bang up stock, all grades and good lengths.

E. E. Taenzer & Co.

(Incorporated)

MEMPHIS

The new mill of the Hugh McLean Lumber Company in New Albany, Ind., is now turning out oak and all the company's mills are very active.

G. Elias & Bro. are extensive carriers of white pine, as well as hardwoods, and the senior member ns usual has made a long winter trip to look up the situation, finding stock exceedingly scarce.

The yard assortment of O. E. Yeager continues good and he always manages to find more as fast as sales are made, so that stocks are never slack.

M. M. Wall is back from his southern trip and will now look after the business of the Buffalo Hardwood Lumber Company at home, not forgetting the National hardwood inspection specialty.

Bristol, Va.-Tenn.

Attorney W. L. Taylor of Welch, W. Va., representing the R. E. Wood Lumber Company of Baltimore, Md., and George K. Hamblin, president, and William Spalding, secretary and treasurer, of the Boston Iron and Timber Company, were in Bristol last week closing up a large timber deal, involving 6,800 acres of timber in the tenth and twelfth civil districts of Carter county, Tennessee, being about twenty miles from Bristol. The deed was made out and other arrangements necessary to the completion of the transaction were executed.

The R. E. Wood Lumber Company will cut the large tract almost entirely by portable mills, and the work will be started as soon as the weather becomes more favorable.

Irving Whaley, an experienced lumberman of Norfolk, Va., has accepted an important position with the Tug River Lumber Company in Bristol. Mr. Whaley was formerly connected with the Lansing Wheelbarrow Company of Lansing, Mich., and had headquarters at Memphis.

George E. Davis, president of the George E. Davis Lumber Company of Bristol has returned from a trip to points in Virginia, Kentucky and North Carolina, where he went several days ago to inspect several tracts of timber with a view of purchase. He reports a profitable trip.

H. W. Neeley, of the Rumberger Lumber Company of Philadelphia, Pa., was in Bristol last week buying lumber for his company. He stated that his company was buying a great deal of stock in this section.

Charles H. Fuller, northern manager of the Massee & Felton Lumber Company of Macon, Ga., was in Bristol a few days last week. He states that his company is turning out yellow pine doors and sash in large quantities and that they are finding a good market for this stock in the north.

J. A. Wilkenson has purchased a tract of fine timber land at Glade Spring, Va., and also an additional tract at Damascus, Va. He will start another mill at Damascus within a few days, and also hopes to start one at Glade Springs and begin cutting on the new tract. He has just started a mill at Max Meadows, Va. The tracts of Mr. Wilkenson in this part of Virginia consist mostly of oak.

Samuel A. Snyder of the H. L. Bonham Lumber Company of Chilhowie, Va., and Miss Myrtle Trammell of this city were married in Bristol on Jan. 31.

J. H. Bryan, president of the Bryau Lumber Company, has returned from a trip of several days, spent on business in connection with his

Following the organization of the Clinch River Lumber Company, and the election of M. B. Eutsler of this city, as general manager, Mr. Eutsler has resigned his position as head of the sales department of the Tug River Lumber Company. He has been connected with this company in an important capacity for a number of years, and leaves many friends in Bris-

tol. The newly organized Company will have headquarters at Bluefield, W. Va., which is in better proximity to their operations than Bristol. J. Emette Duff of Castlewood, Va., will also be prominently connected with the new concern.

M. N. Offett of the Tug River Lumber Company and Boice, Burns & Offett has returned from a trip to Scott county, Virginia, and points in West Virginia, where he went to review the operations, in which he is interested. He reports that the mills are all running to their fullest capacity and that everything is very encouraging.

O. H. Vial, the Mountain City lumberman, was in Bristol last week. He reports that the lumber business in his town is very brisk.

Joe P. Davis and O. F. Hughes are beginning to cut on the large tract of flatland oak timber which they recently purchased at Midway, Greene county, Tenn. From two trees they sawed something over ten thousand feet of lumber, which is a good record for this section. The output of the mills has almost all been contracted for by Prices & Heald of Baltimore who will export the greater part of it.

The Southern Mineral & Timber Company has been organized in Bristol, Va., with Mayor J. A. Dickey of Bristol, Tenn., as president. Senator J. Cloyd Byars of Bristol, Va., will be vice president, and W. W. Bourne of Bristol, secretary and treasurer. The company will apply to the corporation commission of Virginia at once for a charter of incorporation. The new concern proposes to do a general lumber business, and will be licensed by its charter to buy, sell, and cut timber, etc., and other things in conjunction with a general lumber business. It will also do a mineral business to some extent.

Paul W. Fleck, president of the Paul W. Fleck Lumber Company, has returned from an important business trip to Philadelphia, and other points east, in the interest of his company. Mr. Fleck reports that he made numerous large sales in the East, at a good advantage.

James A. Stone, of the Stone-Huling Lumber Company, has returned from a trip to Greenville, Tenn.

Considerable sensation has been caused among lumbermen and commercial channels generally in this section by the absconding of Grant Green, who for the past six months has been at the head of the Virginia-Tennessee Hardwood Company, in this city. Green cashed a number of worthless checks in Bristol, the local banks reporting that upward of a hundred of his checks given to parties for various amounts have been presented for payment. His son was with him here and posed as assistant manager of the concern. He left bills with local merchants, varying from \$60 to \$600 unpaid, but a part of the furniture, etc., has been recovered by the merchants. It is alleged that Green owes large amounts to lumber dealers in Tennessee, Virginia and Kentucky.

Cleveland.

The Central Lumber Company of this city has been organized with the following members: W. H. Teare, of Potter, Teare & Co.; C. A. Krauss, Jr., of the Lake Shore Sawmill & Lumber Co.; George S. Gynn, of the Willson Ave. Lumber Company, and F. E. Kimball. The officers of the company are: President, W. H. Teare; vice president, C. A. Krauss, Jr.; treasurer, George S. Gynn; secretary and general manager, F. E. Kimball. The concern is located at 926 and 927 Williamson building and will handle hardwoods and other kinds of lumber.

R. H. Jenks and J. H. Jenks will return the middle of the week from the South.

W. J. Eckman, sales manager of the M. B. Farrin Lumber Company, was in the city this week.

W. D. Brown, who has represented the M. B. Farin Lumber Company, Cincinnati, in this territory for the past year, is now with C. H. Foote, of this city, who handles hardwoods principally.

W. A. Caal, for the past two years with the Robert H. Jenks Lumber Company, has established himself in the wholesale lumber business, making Cleveland his headquarters. C. J. Cap-pach, who for the past four years has been with the same company, has associated himself with W. R. Gardy, Philadelphia.

Mr. Ford, formerly with C. C. Folmer & Co., Grand Rapids, now represents the Robert H. Jenks Lumber Company in Michigan territory.

A. R. Singletary & Sons have been succeeded by the Singletary Lumber Company with A. R. Singletary as president, H. A. Singletary, vice president, and M. A. Singletary, secretary and treasurer.

George W. Myers, secretary and treasurer of Mud Lake Lumber Company, of Cleveland, and Raber, Mich., has resigned, his successor being Mr. Griffith.

The Wilson Lumber Company of Rochester, N. Y., will soon begin operations at Ivorydale, O. Buildings and railroad switches are to be built immediately, and several million feet of lumber are to be shipped from the valuable tracts of this company in Tennessee and West Virginia.

St. Louis.

The Lumbermen's Exchange in St. Louis has departed from its time-honored custom in having the secretaryship and treasuryship invested in two different parties and has made L. M. Borgess both secretary and treasurer. Mr. Borgess has been secretary of the exchange for several years.

After having been in the Rinto building for a number of years the offices of the Garetson-Graeson Lumber Company have been removed to suite 519 National Bank of Commerce building. The new quarters afford more and better room than was the case at the old location.

R. E. Ferry, formerly connected with the Massengale Lumber Company, has switched his affiliations to Steele & Hibbard and will have charge of the city sales for the latter concern.

R. D. Bramlette, who has been connected with Steele & Hibbard for several years, is now with the Thomas & Proetz Lumber Company.

J. F. Scobee & Co. announce that A. R. Stevens, who is particularly well known to the hardwood trade, will be identified with this concern hereafter. Mr. Stevens was formerly with the Thomas & Proetz Lumber Company.

The Plummer Lumber Company reports an improving demand for both cypress and poplar, both of which woods are specialties with this company, and Mr. Plummer, when interviewed on the subject, predicted a very bright future for both of these woods. His own mills in Mississippi and Louisiana have been turning out considerable stock and he is thus able to give all orders prompt attention.

The Charles F. Luehrmann Hardwood Lumber Company, has noted a healthy improvement in trade conditions since the middle of January both in the city and in the country, and is taking an extremely optimistic view of the outlook. Inch plain oak is particularly strong in point of demand and all other items appear to be under the influence of a steady improvement.

T. A. Moore, vice-governor of the eastern district of Missouri, is preparing a circular letter and poster calling attention to the fact that there will be a 100-100 concatenation at Lippe's hall, St. Louis, on the evening of Saturday, March 4. It is thus hoped to have an en-

joyable inauguration in St. Louis as well as in Washington.

F. H. Smith of St. Louis and W. H. Egan of Chicago have recently incorporated the F. H. Smith Company, to do a wholesale business in hardwoods. Mr. Smith is president and Mr. Egan is secretary and treasurer. Offices have been opened in the Commercial building. Mr. Smith is probably better known than any hardwood man in St. Louis and the new company should be unusually successful.

Nashville.

Hamilton Love, of Love, Boyd & Co., accompanied by his wife and Mrs. J. W. Boyd, has gone on a trip south. They will spend some little time on the Florida coast.

Love, Boyd & Co. report the business outlook as being good and they are making arrangements to resume as far as possible operations in the country when the weather has improved somewhat.

The Nashville Hardwood Flooring Company is busy with both domestic and export orders.

John B. Ransom & Co., the largest firm in the export trade here, say that branch of their business shows some picking up now over what it was in the early winter.

The Davidson-Benedict Lumber Company has several mill connections on the Cumberland Plateau of East Tennessee and these will be put to running as soon as weather conditions permit.

The Prewett-Spurr Manufacturing Company finds no interruption in its red cedar woodenware business, that is particularly good this winter from the Gulf of Mexico country. Its lumber department has a steady run of inquiries, but like the balance of the southern manufacturers, they are handicapped by the very severe weather. Tennessee has been covered with a coating of ice for two weeks now. The same temperature prevails a good deal further south.

The Southern Mineral & Timber Company has been organized at Bristol, Tenn., with a capital stock of \$25,000.

The Riverside Planing Mills, of Columbia, Maury county, Tennessee, has been chartered at the secretary of state's office here. The capital stock is placed at \$8,000.

The Adams Planing Mill Company is another middle Tennessee firm that has just been organized at Adams, Tenn. The company will do a general building supply business. The officers are J. H. Chundar, president and general manager; W. H. Miller, vice-president; and Sterling Fort, secretary and treasurer.

Mr. Moffett, of the big lumber house of Moffett, Robins & Co., of Cincinnati, was through the south a few days ago en route to Havana, Cuba, where they have a mill and extensive interests in the manufacture of mahogany and other hardwoods.

W. C. Davle of Wright, Graham & Co., wood brokers, London, England, was a recent visitor in Nashville.

The Davidson-Benedict Lumber Company of this city have begun work again at its Monterey, Tenn., mill which was closed down for some weeks.

The Crown Lumber and Manufacturing Company of Knoxville has been incorporated with a capital stock of \$10,000 by E. B. Henry, A. R. McMurray, R. M. Henry, B. F. McMurray and J. W. Drummond.

M. F. Greene of the Davidson-Benedict Company has returned from a trip to Florida.

E. J. Robinson of Robinson & Detweiler, Detroit, Mich., was a recent visitor in the Nashville market.

Pittsburg.

The better feeling in business is evidenced by the number of new firms starting up. Business is in the air—lots of it. Already the

Oak.

We have a full line of both quartered and plain, Red and White, THOROUGHLY DRY, also some fine wide POPLAR and CHEST-NUT.

John Dulweber & Co.
CINCINNATI, O.

THE O. G. GARDNER LUMBER CO.

INCORPORATED

DEALERS IN

HARDWOOD LUMBER TIMBERS AND DIMENSION STUFF

Dressed Lumber, Mouldings and Turned Work
N., C. AND ST. L. R. R. FOOT OF LIBERTY ST.
JACKSON, - - - TENN.

H. C. HOSSAFOUS

Manufacturer and dealer in

Quartered Oak, Dimension Stock Ash,
Plain and Quartered Oak, Walnut, Cherry.
DAYTON, :: :: OHIO

FOR SALE.

- Poplar lumber; West Virginia stock.
- 80 M feet 1 in. log run or on grade.
- 30 M feet 2 in. No. 1 common, 7 in. and up wide.
- 20 M feet 2 in. 1sts and 2nds, 7 in. and up wide.
- 11 M feet 3 in. and 4 in. 1sts and 2nds, 10 in. and up wide.
- 11 M feet 3 in., 4 in., 5 in. and 6 in. 1sts and 2nds, 10 in. and up wide.
- 25 M feet 3 in., 4 in., 5 in. and 6 in. No. 1 common, 10 in. and up wide.
- 40 in. 3 to 8x10 in. and up export poplar, green.
- 11 M feet 1 in. 1sts and 2nds, 18 in. and up.
- 1 car 2 in. log run beech.
- 2 cars 1 in. log run bass.
- 6 cars 1 in., 1 1/4 in., 1 1/2 in. and 2 in. sawed, wormy chestnut.
- 6 cars 1 in. log run white oak.
- 1 car 2x12 sawed white pine.

To the Kentucky and Ohio river mills, the following logs will be for sale at Valley View, Ky., after next tide, principally common and better:

- RAFT. OAK.**
- No. 1, 16 and 14 ft., 14 in. and up, 11,737 ft.
- No. 3, 14 ft., 14 in. and up, 11,602 ft.
- No. 5, 16 ft., 14 in. and up, 14,245 ft.
- No. 6, 12 ft., 22 in. and up, 12,500 ft.
- No. 7, 14 ft., 22 in. and up, 13,000 ft.

- POPLAR.**
 - No. 1, 16 and 14 ft., 14 in. and up, 2,386 ft.
 - No. 3, 14 ft., 14 in. and up, 2,169 ft.
 - No. 5, 16 ft., 14 in. and up, 2,032 ft.
 - No. 6, 12 ft., 22 in. and up, 3,500 ft.
 - No. 7, 14 ft., 22 in. and up, 3,200 ft.
- Will be glad to mail log tally sheet on each raft at your request.

MARIETTA LUMBER CO., Marietta, Ohio

The Hardwood Record

Is the Medium that can be depended on for Results

**T. F. McGEE &
COMPANY**

Manufacturers and Dealers in
POPLAR LUMBER
We have the Lumber Write Us.
ACKERMAN, MISS.

**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. Cor-
respondence solicited.

GEORGE L. HUNT
713 E. 4th Street, CHATTANOOGA, TENN.
Wholesale Dealer in
HARDWOOD LUMBER

The F. J. Blackwell Co.

INCORPORATED

BROWNSVILLE, - TENNESSEE

Write us for Prices on
HARDWOODS

**OAK, POPLAR AND GUM LUM-
BER AND DIMENSION STOCK**

railroads are crippled by car shortage. Money to finance building operations is easier to get than it has been for two years and there is a correspondingly large amount of cash available for the big lumber operations.

The E. M. Diebold Lumber Company has been organized to deal in hardwood lumber especially. The incorporators are C. J., A. J., E. M., F. X. and Elizabeth Diebold. The company conducts an extensive wholesale business in the east end.

Capitalists from Latrobe and Johnstown have bought 5,000 acres of timber land in Somerset county and formed the Anderson Lumber Company. The tract is along the Baltimore & Ohio railroad.

William Fergie, whose lumber plant at Washington, Pa., burned a few weeks ago with a loss of nearly \$100,000, uninsured, has formed a company, heavily capitalized, and will establish the largest lumber plant in Washington county.

Black & Baird, wholesale dealers at Martington, W. Va., have been succeeded by Tressel & Co., who will make a specialty of manufacturing white oak.

J. D. Bolton, one of the most familiar figures in Pittsburg lumber circles, as well as one of the most successful salesmen in the country, has shifted his work with the American Lumber & Manufacturing Company from the position of hardwood manager to that of special traveling salesman in the West. His former position has been taken by J. N. Woollett. Mr. Woollett has been with the American Lumber & Manufacturing Company for five years. Three years of this time he was manager of its offices at Norfolk, Va., and two years he was in the Baltimore office. He is thoroughly familiar with hardwood conditions and has a big acquaintance in the leading hardwood markets.

Frank Gundling has succeeded H. W. Heninger as secretary of the Ruskaufl Lumber Company.

The firm of Breiwiesser Bros. & Co. has been changed to the A. G. Breiwiesser Company. The company does a large retail business on the south side.

It is not an easy matter to fill all the orders that come in nowadays. The biggest firms in the city, including the American Lumber & Manufacturing Company and others, report receiving orders every few days for which they cannot find suitable stock. It is hard to get large size oak timber for bridge work. Sizes 12x16 inches and 34 feet long are wanted badly, one firm alone having an order for 900 pieces.

Washington red cedar shingles are hard to get and prices are very firm at the last advance. There is some trouble also in getting good hemlock shipped that is dry. The heavy storms have not only soaked the timber through and through, but are adding considerably to the freight because of the enormous increase of weight.

The Reynoldsville Lumber Company of Reynoldsville, Pa., has been incorporated at Dover, Del. with a capital of \$25,000. Incorporators are J. B. Young, Lewis Weaver and G. M. McDonald.

The planing mill and yards of the Alexander McClure Box Company, 931 Beaver avenue, Allegheny, Pa., were damaged \$15,000 by fire.

The Ingram Lumber & Supply Company of Pittsburg has been organized by Gilbert Martin, Francis E. Miller and George M. Glass. The company will deal in all kinds of lumber and mill work, builders' supplies and structural materials.

The Curl & Lytle Lumber Company has 75 men working at its mill at Holcomb, W. Va., where it is turning out 50,000 feet a day. The company shipped 730,000 feet of lumber from this mill in January. It now has over 5,000,000 feet of lumber in sticks at the mill. Last year the company in order to provide for an all winter's cut made a big steam mill pond so that it has an abundant supply of water the

year round and is not hindered by the severe winter weather as are most of the West Virginia mills.

John K. Skelly and Dr. T. L. White of McKeesport, Pa., have bought the Kelleher-Skelly Lumber Company's interest in Oregon and formed a new company with a capital of \$150,000. The property includes 5,900 acres of very valuable timber and mills will be installed at once. The officers of the company are: President, J. K. Skelly; first vice president, F. G. Macilli of Roseburg, Ore.; second vice president, Dr. T. L. White, McKeesport, Pa.; treasurer, J. P. Sheridan, Roseburg, Ore.; secretary and general manager, W. H. Sykes, McKeesport, Pa.

Lumber dealers in the Middle West will be interested to know that the will of the late Frederick Hoffman shows him to have been worth \$75,000. Mr. Hoffman was a big dealer at Youngstown, Ohio, and was one of the best known men in the trade.

Columbus.

F. A. Kirby, salesman for the Cherry River Boom & Lumber Company, spent a day or two in town this week.

United States Judge Benjamin F. Keller of West Virginia was in the city this week on a short business trip.

J. S. Garetson of Garetson-Greason Lumber Company, St. Louis, Mo., was in attendance at the Association of Cannerymen held here this week.

S. E. Taylor, formerly traveling for the Crosby-Beckley Company of New Haven, Conn., in New York State for six or seven years makes his headquarters in Columbus, and will have charge of the sales department of that concern from this point; he will also have charge of the same department of the Douglass & Walkley Company, in the new Hayden building.

Los Angeles.

The latest development in the hardwood business is the organization of the Western Hardwood Lumber Company, Fifteenth and Alameda streets. This company was organized somewhere along in April, 1904, with W. R. Gilbert, formerly in the lumber business at Colorado Springs, Col., as president, George H. Cottrell, secretary, and Joseph Ringlemann, manager.

Mr. Ringlemann will be remembered by many readers of the HARDWOOD RECORD as formerly well known in the hardwood lumber business in Cincinnati, O., where he made a reputation as a square-toed, energetic man and a jolly good fellow.

The Western Hardwood Lumber Company carries a full stock of everything in the best grades of hardwood lumber, making a specialty of quarter sawed oak of both species, plain oak, mahogany, hickory, poplar, birch, ash, etc. In addition the company carries some heavy oak timber for special purposes and a special line of oak, ash and hickory wagon and carriage stock. It also carries a full line of hardwood flooring ready to lay, handling the best eastern makes, both in oak and maple.

The use of hardwoods in southern California in finishing and furniture-making has probably doubled within the last year, to say nothing of the increase in the demand for wagon and carriage stock. There is no hardwood lumber grown in this state to amount to anything or that is to be compared with eastern stock, especially where strength is concerned. There is a little grown up north but it seldom reaches here. A little oak, of a somewhat scrubby bodied nature, is cut in Washington and Oregon and made into staves for small wine, brandy and whisky kegs, with heading to match. But very few staves can be made longer than for five, ten and fifteen gallon kegs, only a few of sufficient length for barrels.

This stock is almost entirely gotten out by the

Western Cooperae Company, at Aberdeen, Wash., and Holton, Ore.; perhaps a few are also got out at the company's works at Seattle, Wash.

The Los Angeles Cooperae Company of this city, which is the largest concern in its line south of San Francisco, uses quite a large quantity of these small staves and heading to match and they make a very fine package, probably as good as any eastern oak. But no large staves or heading from the north ever reach here. This company gets all its oak staves larger than those mentioned from Little Rock, Memphis and other cities along the Mississippi valley, and it uses a good many carloads during the year, its works being large and run entirely by machinery, only two hand coopers being employed about the establishment.

There has been a great increase in the manufacture of fine furniture within a year, and much less is being imported from eastern factories than a year ago. A good deal of pretty good furniture is made of Oregon fir and spruce but there has been a great increase of late in the making of what is called "mission style" of furniture from oak brought from the East. There are several establishments in this city and at least two in Pasadena which make a specialty of putting up furniture of the most artistic style, both after the old Spanish mission pattern and the best antique designs. Both of these styles are in great demand, as very many of the residences are built after those styles and require that kind of furniture particularly.

Memphis.

E. E. Taenzer of E. E. Taenzer & Co. and Geo. D. Burgess of Russe & Burgess, this city, under their appointment from President R. J. Darnell of the Lumbermen's Club have been at Nashville this week conferring with the legislators toward securing the enactment of some traffic measures insuring promptness in the paying of overcharge claims back to the shippers and toward enacting other laws of convenience and necessity to shippers and receivers. The measures previously had been officially endorsed by the club and the freight bureau of Memphis' commercial body.

The Cochran Lumber Company reports the situation on cottonwood growing stronger all the time and say its box business is showing the results of an improved market.

The O. G. Gardner Lumber Company at Jackson, Tenn., is running its renovated and practically new plant at that point these days and is doing considerable hardwood business in Mississippi and at Mercer, Tenn., near Jackson.

J. T. Willingham, president of the Memphis Collin Company, and well known in wood-working circles of the city, heads the "red ticket" for president of the Business Men's Club in this city. Last year the honor was had by S. R. Anderson, president of the Anderson-Tully Company. So this shows that the lumbermen are duly prominent in the commercial bodies of the city.

Elliott Lang, who was re-elected secretary of the National Lumber Exporters' Association a few days ago, has returned from St. Louis. Mr. Lang has his office in the Southern Express building here.

The American Car & Foundry Company, located in the suburbs of Memphis, is preparing to increase the capacity of its plant to 25 cars per day. This is a large industry for Memphis and a consumer of various classes of lumber stock.

The Hoyt Woodin Manufacturing Company, represented here by W. H. Martz with a suite of rooms in the Randolph building, are busy on hardwoods and cypress in Mississippi and Louisiana with several mills in operation.

Several barges of lumber from the Mississippi country have been going by Memphis and

others will pass when the cold weather has broken to a greater extent, for this feature has retarded manufacture and shipments to some extent though cars have at all times been plentiful this season. In the way of competition for shipments, the lumbermen of the city are pleased that the famed Lee Line, a steamship company here, will put in two \$100,000 freight boats at an early date. The company has for years operated a line of steamers on the Mississippi. Capt. James Lee was one of the pioneers in this business. His estate now contemplates erecting a twenty-two-story sky scraper at the corner of Main and Madison in commemoration of his identification with the commercial life of the Mississippi valley.

E. Sondheimer Company will establish a large mill in Louisiana for the cutting of hardwoods at an early date. A million dollar bunch of timber lands is reputed to have lately changed hands in that state and it is on this land that the mill in question will operate.

Boston.

Surveyor General Ralph L. Abbot of Boston shows in his report the amount of hardwood lumber surveyed for the past four years. It will be observed that the amount surveyed has not varied much in the average. The report follows: Whitewood, 1901, 4,138,011; 1902, 3,793,058; 1903, 3,672,435; 1904, 3,834,028. Cypress, 1901, 7,512,214; 1902, 9,038,397; 1903, 6,637,333; 1904, 5,178,095. Miscellaneous hardwoods, 1901, 7,110,949; 1902, 7,557,647; 1903, 6,720,934; 1904, 7,757,856.

New Orleans.

The American Hardwood Lumber Company of St. Louis has a yard here with quite a large stock of hardwoods. It started its yard here last August, and feels well satisfied with the business. It is selling both to the export and domestic trade.

Lucas E. Moore & Co., exporters of staves and hardwoods, say their business in the lumber line is rather slow. They feel business will improve in the near future, as the foreign market is working off the surplus stock received on consignment last year, and will then be ready to buy at the advanced prices quoted now.

The Murphy Lumber Company of this city recently closed a contract for about 600 M feet of tupelo gum. I understand the stock is intended for export. It is from the Mobile neighborhood which furnishes a much better quality of tupelo gum than the Mississippi valley.

Sutherland Lumber Company, Ltd., are busy exporting staves and lumber. Their export business apparently moves along steadily at all seasons.

The exports in the hardwood line are running largely to plain sawn white oak, with some movement in the other woods, but the total is below normal. Ocean freights are high now, as a great deal of cotton and corn is being shipped from this port.

There is a wood preservative plant here that does a large business. The product is largely shipped to Central American countries.

According to the figures recently issued for the year 1904, by the New Orleans customs house, the exports of manufactured lumber and timber during the past twelve months amounted to \$1,205,726. Exports of staves, etc., amounted to 23,492,736, valued at \$2,565,981. Exports of boards, deals and planks, 104,325,000 feet, valued at \$2,875,380. Against this the imports show, credited to mahogany logs, 5,925,000 feet, valued at \$286,741.

The New Orleans Wood Preserving Company has been organized in New Orleans with a capitalization of \$125,000, and the following incorporators: R. W. Walmesley, T. H. Sampson, William McCracken, Joseph H. Hammett, and several others. The company is organized to manufacture wooden articles requiring longev-

HOTEL WALTON

PHILADELPHIA



THE HOME OF VISITING LUMBERMEN.

YOUR commendation in the past, only makes renewed efforts for your comfort and pleasure the endeavor of the management.

Situated on South Broad Street in the midst of Philadelphia's commercial palaces, less than 200 feet from the Bellevue-Stratford, where the meetings of the National Hardwood Lumber Dealers' Association will be held on Thursday and Friday, March 2d and 3d, 1905.

Your patronage solicited. Rates for this occasion as follows:

Single Rooms,	without bath,	\$1.50 and up
"	with	2.50
Double	without	2.00
"	with	4.00

Reservations made at once will insure the best in the house, and will be promptly acknowledged.

GEO. W. SWETT, Manager.

WE MANUFACTURE 25,000,000
FEET BAND SAWED

**COTTONWOOD,
POPLAR AND
CYPRESS**

PER ANNUM

Are always in position to supply the trade.

National Hardwood Association
Grades Guaranteed and certificates
furnished when requested.

**JEFFERSON SAW MILL CO.
Ltd.**

Front and Robert Streets
NEW ORLEANS, LA.

PIERCE LUMBER CO.

Manufacturers and Wholesale Dealers in
HARDWOOD LUMBER

☛ We will saw Red and White Oak
exclusively for the next year.

OFFICE and MILLS, :: OLYPHANT, ARK.

Logan & Maphet Lumber Co.

MANUFACTURERS AND DEALERS.

PINE AND HARDWOOD

Watch This Space for Stock.

White Pine.

- 30 cars 1 inch log run.
- 2 cars 1½ inch No. 1, 2 and 3 common.
- 6 cars 1 inch No. 4 common.

Yellow Pine.

- 5 cars 1½ inch No. 1 and 2 clear.
- 2 cars 1½ inch No. 3 clear.
- 7 cars 1½ inch No. 1 common.
- 10 cars 1 inch log run.

Poplar.

- 2 cars 1 inch 1st and 2nds, width 18 inches up.
- 1 car 1½ inch 1st and 2nds, width 18 inches up.
- 2 cars 1¼ inch 1st and 2nds, width 18 inches up.
- 10 cars 1 inch 1st and 2nds, width 8 to 17 inches.
- 10 cars 1¼ inch 1st and 2nds, width 8 to 17 inches.
- 5 cars 1¼ inch No. 1 common, including select.
- 1 car each 1½ inch and 2 inch No. 1 common, including select.
- 15 cars 1 inch No. 1 common, including select.
- 4 cars 1 inch clear bright sap.
- 20 cars 1 inch shipping culls.
- 10 cars 1 inch mill cull.
- 1 car each 1½ inch and 2 inch shipping cull.

Mills: *Clinton (Band Mill), La Follette, Pioneer and Turleys, Tenn.*

Office: 105-107 Empire Building
KNOXVILLE, TENN.

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.

ity of service, to apply certain patent processes which the corporation has become possessed of.

An establishment is to be erected during the course of the year on the line of the Frisco-Rock Island system and it is said that a force of 300 or 400 men will be employed by the beginning of 1906.

A party of Northern capitalists, largely interested in lumber and railroad investments, recently passed through southern Mississippi and arrived in New Orleans several days ago. They were, Charles A. James of Baltimore, F. H. Goodyear and S. M. Clement of Buffalo, H. E. Pick, P. A. Rollins of New York, Charles M. Pack of Chicago, and W. D. Reese of Cleveland. They are all interested in the Goodyear Lumber Company, which recently purchased the branch road from the Northeastern Junction into Covington, the purchase being made from Frank B. Hayne.

There has been a persistent report for some days that a northern manufacturing concern, presumably a manufacturer of timber and lumber into their products, is to establish a \$2,000,000 plant on a tract of ground disposed of by the Frisco-Rock Island system near their terminals in St. Bernard parish below New Orleans.

This week there was closed in Scott county a timber land deal, whereby a Pennsylvania syndicate obtained control of 12,000 acres of hardwood land, north of the Alabama & Vicksburg railroad. It is said that this deal is only part of a much larger enterprise having for its purpose the establishment of a central lumber depot, and a branch road connected with the Alabama & Vicksburg line.

The International Mahogany Company of New York, Cincinnati and Mobile has just consummated a deal for 56,000 acres of the finest mahogany and cedar lands in Cuba. The amount involved was not made public.

The lumber shipments from Gulfport for last year amounted to, 245,213,289 feet, against 165,849,252 feet for 1903 and 19,035,232 for 1902. In addition to this there were shipped from Gulfport, for 1904, 92,726 barrels of rosin and 255,480 gallons of turpentine.

Lake Charles lumber interests are looking much better than at this time last year. Prices have risen from \$2.50 to \$3.50 per thousand feet, and it is anticipated that the highest point has not yet been reached. From the mills near Lake Charles 15,900,000 feet were shipped during December, and of this amount 3,600,000 feet went to foreign countries.

Henry A. Childress, an attorney of New York, visited Alexandria, La., recently with the object of placing stock in a furniture factory to be built there and to be capitalized at about \$100,000. He and other New Yorkers will take stock in the enterprise.

Fifty carpenters and laborers have commenced work on the new \$200,000 sawmill plant that the J. J. Newman Lumber Company is putting in at Sumrall, twenty miles from Hattiesburg, on the Mississippi Central railroad.

The Newcomer Lumber Company's plant at Mobile, Miss., consisting of a planing mill and an ice factory, was sold recently under bankruptcy proceedings, to Sam P. Moreton, D. J. Batchelor and B. Montgomery, all of Brookhaven, Miss. The purchasers were creditors of the Newcomer company which went into bankruptcy last July. The plant is valued at about \$40,000.

C. M. Jennings, southern manager of a large woodworking machinery company of New York City, who a few months ago established local offices as headquarters for the southern territory, is back in the city after making a tour of all the states along the gulf and the south Atlantic seaboard. Mr. Jennings says that conditions were never better in the South than at present. Local conditions are somewhat affected by the low price of cotton, but

With good sugar conditions and a great improvement in the market for yellow pine, business has been very well maintained.

A dispatch from Terry, Miss., says that five 100-foot rafts of timber were started yesterday morning down Pearl river for the Gulf of Mexico, where they will be loaded for shipment to Europe. This is the first timber for export that has been shipped from this place, and is in the charge of Draughin & Cahill of Hattiesburg, Miss.

R. W. Child of Mobile, Ala., a hardwood-lumber buyer, has closed a deal for the sale of 60,000 feet of Tupelo gum lumber for A. J. Graham of Chicago to the Murphy Lumber Company of New Orleans.

The Stoneman Lumber Company, domiciled in Coahoma county, Mississippi, has been chartered with a capital stock of \$10,000. E. C. Stoneman, P. B. Stith and others, incorporators.

Wright-Blodgett Company, the largest holder of timber lands in southwest Louisiana, sold recently to the W. R. Pickering Lumber Company of Kansas City 40,000 acres of timber land in Vernon and Calcasieu parishes for a sum approximating \$1,100,000. The deal was made between W. R. Pickering, representing the purchasers, and Michael P. Kelly, southern manager for the Wright-Blodgett Company. The land lies directly east of Pickering, where the purchaser's sawmill is located, and its tramroad is already extended to the borders of the new purchase.

Calumet.

The Peshtigo Lumber Company is operating both its saw and shingle mills, running with full crews, and will continue through the winter. Hardwoods, basswood, birch and hemlock are being sawed.

A tract of several thousand acres of hardwood lands in Breen and Felch townships, Dickinson county, has been sold by Thomas Kissane, of Detroit, who acted for the Atkinson estate and the Burtons of Canada. The consideration involved was not given out.

A tract of 20,000 acres of hardwood and cedar lands in Dickinson and Delta counties has been sold to the I. Stephenson Company of Wells by the Two Rivers Manufacturing Company, of Two Rivers, Wis. The land is distributed among the previous holdings of the I. Stephenson Company and the Ford River Lumber company, which is owned by the same interests. The timber is tracked by the Escanaba & Lake Superior railway, which is owned and operated by the two latter concerns, and can be logged very economically. The I. Stephenson and Ford River companies now own upward of 260,000 acres of the finest timber lands remaining in the northern peninsula of Michigan.

J. N. Valincourt of Utica, N. Y., who deals in bird's-eye maple and is an expert in that department of the lumber business, was in northern Michigan recently looking up stock for export shipment. He was filling an order for four carloads from a concern in England. Mr. Valincourt said he has shipped more than 100 carloads of bird's-eye maple logs from northern Michigan in the past year.

The East Jordan Flooring company and the East Jordan Lumber company of East Jordan, are manufacturing a high grade of maple flooring. M. H. Robertson of these firms was in New York recently looking over the situation with a view to establishing an office there.

Hughart & Kendal, the hardwood firm composed of George Kendal and W. O. Hughart, both of Grand Rapids, is having a sawmill erected at Memphis, Tenn. The firm has had a wholesale office at Memphis for some time, but will engage in the manufacturing business with a plant of 30,000 feet daily capacity.

Joseph Barry of Detroit, trustee, has sold the elm and basswood timber on eight townships

of land in Alger and Schoolcraft counties to the Superior Veneer & Cooperage company of Munising for \$28,000. The timber will be manufactured in the Superior plant at Munising.

The Munising Paper company has bought 14,000 acres of hardwood and hemlock timber from the Osage Mining company for \$50,000. The lands are situated between L'Anse and Marquette along the shore of Lake Superior.

Arrangements have practically been completed for the starting of a factory by a company of Michigan manufacturers for the manufacture of toothpicks, butter dishes and other woodenware from white birch at Ashland, Wis.

Chattanooga.

Many of the river mills have now a short supply on hand and unless there is another log supply in the very near future these mills will again have to suspend operations.

The Case Lumber Company now has an eastern representative who writes from the East that conditions in that section are better than they have been for six months and he expects considerable activity in the near future. M. M. Erb, the eastern representative, is now in Washington. He will go to Philadelphia, New York and other eastern cities before returning home. The Case Lumber Company, which recently purchased the plant of the Tennessee Lumber and Coal Company of Crab Orchard, Tenn., has organized a new company which will operate the plant at Birmingham, Ala., with a capital stock of \$30,000. The following are the incorporators: J. D. Case, Edwin Payne, Arthur B. Irvin, W. W. Swiss, George Personett, all of Rushville, Ind., and W. M. Fowler, manager of the Case Lumber Company, and M. M. Erb, Chattanooga, Tenn. The new company will operate under the name of the Fowler-Personett Lumber Company. The company has purchased a site in Birmingham and the plant at Crab Orchard is now being removed to Birmingham.

Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

Memphis.

The market at Memphis does not show any special activity beyond a good normal business. Possibly it does not move along with as much rapidity, the volume of business, as some had expected, but to the old stagers in the lumber business here the situation is quite satisfactory now. Some features are noted here and there about woods, that a month and two months ago were in a far different position from the way they are now. Cottonwood is in much firmer place. Cypress is having a brisk trade. The demand for gum in almost every thickness is good, though the price changes to the better are not noted so much on some lower stocks. Ash is in good demand. There is not much poplar here though it is in smaller demand and at weaker prices relatively than the other woods. Quartered white oak is in firm condition. Plain oak is still the scarcest and firmest wood on the market. It has occupied this place for weeks. The export business is improving in a small way only, but the exporters in Memphis, and this is quite a large market for the export trade, find signs of better conditions. Some of the firms here have their representatives abroad now. The winter building trade here is unusually good.

Chattanooga.

The lumbermen of this city have not done a very heavy business during the last week or so on account of the very inclement weather. Logs are scarce owing to the fact that the weather has been so severe that log men could not get out the usual supply. Since the snow and ice are beginning to melt rapidly in the mountains it is expected that there will be a small logging tide within the next few days.

The Fred Brenner Lumber Company has increased its stock of hardwoods to 5,000,000 feet. The stock consists principally of oak lumber.

The Willingham Lumber Company is erecting a large dry kiln consisting of a frame building at its plant on Boyce street.

The Chattanooga Lumber Company has one of the most complete dry kilns in the south. It consists of a large brick building being equipped with all modern devices for dry kiln purposes. The improvements were completed at a cost of about \$5,000.

The Lookout Planing Mills is erecting an addition whereby the floor space of the concern will be doubled. A new and larger engine and boilers are being installed besides new planers, cut-offs, a carving machine, band saws, routers and other machinery. One of the machines will cost about \$2,000. A new finishing room is also being added to the plant. The improvements will involve an expenditure of about \$6,000, the excellent sleighing.

Indianapolis.

Recent incorporations of lumber companies here have been the following:

Arthur L. Wright Planing Mill Company of Indianapolis with a capital stock of \$5,000, the incorporators being Arthur L. Wright, Winfield S. Moffet and Lillie B. Wright.

The Majestic Wood Fiber Company of Indianapolis with a capital stock of \$50,000, the incorporators being W. P. Jungelaus, J. H. Stahl, W. H. Burton, T. V. Thornton and W. H. Orr.

The Sperry Manufacturing Company of Fort Wayne, Ind., capital stock \$25,000, the incorporators being C. W. Sperry and H. H. Grubb. J. M. Pritchard of the Long-Knight Lumber Company is out of the city in the interest of his concern.

A new departure in imported lumber here is the receipt of a carload of Cuban mahogany by the Walnut Lumber Company.

The lumbermen of this section continue to have a rosy view of the prospects for a thriving trade within the next few weeks. They believe that the spring will open with greater demands for lumber. There is little building now going on in this section and throughout the country. Plain oak is still holding its own, but there is little or no stock on the market. The indications are that oak will continue to increase in prices. The furniture factories are now beginning to purchase their supplies, after several weeks' delay in the matter, hoping that the prices would begin to fall. Poplar is rapidly being displaced by the use of cottonwood, basswood, gum and other woods which are used to advantage in the place of poplar lumber. The poplar timber which is being received here now is of an inferior grade.

St. Louis.

When the adverse weather and stock conditions are taken into consideration the volume of business transacted during the latter half of January and thus far during February has been somewhat above expectations. This has been the coldest winter St. Louis has experienced for several years and, further than this, the city has been almost snowbound during a large part of the time. Despite this, however, shipments for January compare very favorably with the same month of former years and there has been a marked advance in prices since Jan. 1. The weather which has prevailed for the past ten days has been especially bad and, in addition to the shutting off of all river receipts, the receipts by rail have been almost nil. The wholesale yards have been able to ship out but little lumber during this latter period and report that orders have piled upon them to a considerable extent. It can-

A. J. LANG,

HARDWOOD LUMBER AND WAGON STOCK

ST. LOUIS, - - - MO.

Thompson & McClure

HARDWOODS

Quartered White Oak

Quartered Red Oak

Plain White Oak

Plain Red Oak

Our Specialty Is

QUARTERED WHITE OAK

Write us

MEMPHIS, :: :: TENN.

Williams & Voris Lumber Co.

Manufacturers of

Hardwood Lumber and

QUARTER SAWED OAK VENEER

We guarantee our oak to be equal to
Indiana oak in quality and figure.

CHATTANOOGA, - - TENN.

JNO. M. SMITH

WHOLESALE HARDWOOD
LUMBER

DIXON, TENN.

If you want straight grades, good
lengths and widths, first class stock in
every particular, write me for prices.

Yards at NASHVILLE, TENN.

CASE LUMBER COMPANY
 CHATTANOOGA, TENN.
 Manufacturers
 and Dealers in
HARDWOOD LUMBER
 High Grade Band Sawed Quartered Oak
 and Poplar our Specialty.
Write us, We Have the Lumber.

**MISSISSIPPI VALLEY
 LUMBER COMPANY.**

MAIN OFFICES: Lincoln Trust Bldg. Saint Louis.
 BRANCHES: Cairo, Ill., Caruthersville, Mo., and Memphis, Tenn.

Cash Buyers of Cypress, Cottonwood, Gum and Oak and solicit inquiries from the Consuming trade for the following.

CYPRESS:
 750,000 feet 1 inch 1sts and 2nds.
 200,000 " 1 1/2 inch 1sts and 2nds.
 25,000 " 1 1/2 and 2 inch 1sts and 2nds.
 850,000 " 1 and 1 1/2 inch select.
 175,000 " 1 1/2 inch select.
 90,000 " 2 inch select.
 1,610,000 " 1, 1 1/2, 1 3/4 and 2 inch shop.

COTTONWOOD:
 2,000,000 feet 1-inch, log run or on grade.

GUM:
 2,500,000 feet 1-inch No. 2 and shipping cull.
 500,000 " 1 and 1 1/2 inch furniture common.
 390,000 " 1, 1 1/2 and 1 3/4 inch sap clear.

OAK:
 650,000 feet 1, 1 1/2 and 2 inch Red and White plain and quarter sawed 1sts and 2nds, No. 1 and No. 2 common.

W. R. CHIVVIS
 Successor to B. J. EHNTS
WANTED AND FOR SALE
HARDWOOD LUMBER
 ASH, OAK, POPLAR, CYPRESS,
 AGRICULTURAL AND WAGON STOCK,
WALNUT AND CHERRY
 LESPERANCE STREET
 :: :: AND THE :: ::
 IRON MOUNTAIN RAILROAD TRACKS,
 ST. LOUIS.

ROY LUMBER CO.
 LOGS AND LUMBER
 Nicholasville, Ky.

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

The King and Bartles Lumber Co.
 CLEVELAND, OHIO
 Manufacturers and Wholesalers
 :: :: Southern and Northern :: ::
HARDWOOD
 Aniwa, Wis. — MILLS — Merril, Wis.

not be claimed that a good volume of business had not been expected, as the plans of the past six months have all been laid with the idea that the new year would materially strengthen the situation. At the same time, the efforts which would naturally be made under such conditions to increase the holdings of dry lumber have not been nearly as fruitful as could have been wished. Right now there is a marked scarcity of dry lumber of nearly every variety and there are a number of items in such poor supply that orders for straight cars are promptly refused, as the St. Louis holdings are needed for mixed car orders. During the fall purchases of green lumber were rather heavy, as it was almost impossible to secure dry stock at initial points and much of this lumber is gradually coming into a shipping dry condition. It is being shipped out, however, as rapidly as it is dry enough and there is no chance whatever that the local supply will be better during the next several months. The present spell of cold weather is also having its effect upon sawmill operations in those portions of the southern territory reached by St. Louis buyers and the report comes in that mill stocks have now been pretty well cleaned out. The advances in prices noted above are therefore entirely within reason and it is firmly believed in St. Louis that further advances will be made during the next sixty days.

Quartered red and white oak have probably shown less change in point of price and demand than any of the woods handled in St. Louis, and inch plain oak has undoubtedly shown the greatest amount of improvement. Local wholesalers are sufficiently sure of the future of quartered oak to be willing to increase their holdings and therefore whatever can be located at initial points has been taken in at ruling prices. At the same time, there are fair stocks of reasonably dry lumber in St. Louis and orders are receiving prompt shipment. So far as inch plain oak is concerned red takes the lead in point of preference, but both red and white are unusually strong. The supply of dry is very limited and cannot be readily increased, as mill purchases are perforce of absolutely green stock. The local supply of thick plain oak has improved somewhat of late and wholesalers are prepared to take care of any reasonable demand for this item.

Cottonwood and gum are now coming in for considerable trading so far as the contracting for mill stocks is concerned, but few of the local factories are yet buying in very large quantities. The latter promises to occupy a strong position sooner than will cottonwood, but according to St. Louis ideas, both have a bright future. Cypress also has improved considerably during the past few months and prices are higher than those reigning during December or November. All of the other woods handled in St. Louis are on a firm footing and show a tendency toward hardening in values during the next thirty or sixty days.

Buffalo.

A good season in the hardwood trade is generally predicted. The winter has been more steady and severe than was expected, especially on account of the amount that we had of it a year ago, yet if the building operations are to be stopped off at all they may as well be closed solidly. Buffalo wants to do a large amount of building this year, though it is not a great user of hardwood lumber. The eastern market is extensive and appears to be in fine condition, if there are no extensive labor difficulties. Dealers are selling plain oak always more liberally than anything else and there is some report of a better demand for quartered oak, which has accumulated for a considerable time, on account of the price being out of line with plain oak. Sellers of flooring

say that maple is still a better bargain at present prices than yellow pine. Stocks of hardwoods are larger, especially oak and maple, which have been in greater demand for some time than any other woods. Dealers have scoured the Pennsylvania maple districts for it and have brought down liberal amounts from Michigan. The report from Michigan of late is that the cut is small and sales are restricted.

Nashville.

The lumbermen of Nashville are awaiting a slight lapse in some exceedingly bad weather before they can get at some extensive logging operations. The streams are full of ice and the Cumberland river at Nashville has been frozen over. It is believed that as the waters come down they will bring a good many logs and the firms are accordingly preparing to get all they can, for the material is needed. The demand for lumber has not seemed to suffer from the cold weather conditions in the north, and while mills have been out of the running here to a considerable extent, the business and correspondence departments have been busy answering a fair run of inquiries. Oak holds the strongest position. Chestnut is doing well. Poplar is still weak. Export advices are more encouraging. Several large building projects are announced for Nashville and some reality transfers were made this week that will mean the ultimate erection of some handsome structures in the downtown district.

Detroit.

The hardwood lumber market has been rather quiet for some time, but evidences are not wanting that a revival is at hand. There is an ample stock in the hands of manufacturers and dealers are making trips to the mills and looking over stock. Some transfers are being made. The market is firm. Maple is held at shipping points at \$14 and \$15, birch is quoted at \$18 and basswood at \$20. This region has been practically skinned of oak. There is considerable basswood in the hands of both dealers and manufacturers. It is not expected there will be any weakening in the matter of prices. A considerable number of mills in eastern Michigan are being operated during the winter. There is a moderate movement in maple flooring, but the price is regarded as rather low. A good portion of the output in the mills in this section of the state is exported. With the advent of activity in the building trades in the early spring a pronounced improvement is believed to be within bounds of reasonable probability.

Pittsburg.

Two things have interfered seriously with the lumber trade the last two weeks in greater Pittsburg. One was the extreme weather, reaching to 5 degrees below zero. The cold spell forced a complete suspension of operations at dozens of mills in western Pennsylvania and West Virginia which are owned or controlled by Pittsburg interests. This greatly curtailed the supply of lumber put on cars and thus reduced the visible stock for spring delivery. It also put a stop to practically all building operations. A few jobs of finishing work where buildings were enclosed and heated could have gone ahead had it not been for the lockout in the building trades, which was the other deterrent factor in the lumber situation. Although many of the city contractors have not yet acquiesced in the wish of the Builders' Exchange League to make a complete lockout until the unions agree to an open shop policy, still there are at least 5,000 men idle, and experienced observers believe that the situation will become more aggravated before March 1. At all events it is quite likely that building will be held up more or less by the prevailing uncertainty in regard to a supply of labor and

this has a very direct and unfavorable influence on the lumber market.

Prices are on the rise. The advance of 50 cents a thousand on hemlock, which went into effect in December, is being well maintained. Prices on firsts and seconds and selects and also on No. 1 common poplar advanced \$1.50 a thousand Jan. 10. The lower common grades remain about stationary. Oak, maple and all finishing woods are firm at prevailing quotations.

Dealers all over the city report a broader and more satisfactory inquiry. Heavy construction timber is badly wanted and hard to get. House building supplies are in much greater demand than one year ago, and with favorable weather and peace in the labor world the trade in this kind of lumber this spring promises to be almost phenomenal.

Columbus.

Local hardwood conditions are very much brighter than for some time past. Everyone seems to be well pleased with the increasing demand in all lines, which always strengthens prices. The remarkable dullness which was manifest through the early part of 1904 and which showed a change for the better by September, has been practically wiped out, and a number of the larrest local concerns have reported that their business for the month of January, 1905, exceeded by a nice margin that of 1904. This refers to all the hardwoods but especially to oak and poplar. A few concerns are still offering stock at ridiculous prices, but they are not well informed on the current conditions, or they have money to give away, or the quality of their stock is not standard.

Evansville.

There is a general improvement in lumber conditions all along the line and as soon as the weather becomes more settled, a good business is expected and the Evansville mills expect to have all they can do.

New Orleans.

Awakening markets and brightening prospects for the export business, renewed activity in the mills, and new life injected into the export trade, have brought the new year into life with brilliant prospects. Throughout the timber belt there has been a tone of hopefulness for the last month or six weeks, that has been reflected in every action by the timber manufacturers, by the sawmill men, and by the lumber and manufactured goods merchants.

Better prices have served to cause much of this, while a demand somewhat better than during the early winter, coming with that slightly better scale of values, has added more. It is remarked as strange that the better outlook has come in spite of the depreciation in cotton that has cast such gloom over much of the South. The explanation is that the trade had simply overpurchased itself late last summer, and has just now gotten back to the state where the sales have to be normally and fully replaced.

With the increased transportation facilities that are opening up the hardwood tracts in Mississippi, Arkansas, and upper Louisiana, there is every prospect that the hardwood business, in particular, will continue to be bright throughout the year.

Plain sawn white oak is scarce. There has been an advance of \$3 or \$4 in price with few offerings.

Cottonwood is moving slowly. The stock is in the hands of people able to carry it, with firm ideas as to value.

Cypress is selling freely, with prices close to the list.

Gum is quiet with the exception of thick stock in 1 and 2 red, which seems to be scarce and in demand.

Indianapolis.

The Indianapolis hardwood lumber dealers are all optimistic in their views of the situation here. The market continues good, with prospects for a gradual and steady improvement. As a rule, the dealers are doing quite a good deal of figuring with the contractors, who say there will be more building in Indianapolis during the coming spring than there has been for several years. There are many orders now waiting to be filled just as soon as the weather will permit the contractors to do their foundation work.

The demand for quartered oak, as well as red and white oak, continues fair. Plain oak has a good demand, the price still being from \$3 to \$5 higher per thousand than it was six months ago. The stock of plain oak is low, and dealers report that little is being cut at the present time by any of the mills.

The dealers all look for a most prosperous year in the lumber business here during 1905. Contractors and dealers alike are looking for a rise in prices by spring. At the present time prices are being maintained.

Baltimore.

All the hardwoods here are reported to be firm and gaining in strength, while the demand seems to be increasing. Certainly no difficulty is being experienced in the disposal of supplies, and but for the fact that the cold weather also retards somewhat the distribution a positive scarcity might be experienced in some directions. Poplar appears to be holding its own at the higher prices scored last year, and the inquiry shows some indications of becoming more urgent. Information from the mills is to the effect that many of the plants are out of lumber, and that the failure of the usual freshets last year to carry down the logs will make itself seriously felt in the exhaustion of the raw material before the spring floods set in. The export movement shows some signs of increasing activity, and the foreign situation presents a more encouraging outlook, though a decided impetus to the trade is still wanting in consequence of the limited demand and the large stocks held. Oak is in good shape, the demand being active and all the desirable stocks being very limited. Dealers who made contracts some time ago are in a congratulatory mood and believe they can find a ready market for all the lumber to be secured. Prices are firmly maintained at the advance figures, and large quantities of lumber are entering into consumption locally on account of the requirements created by the erection of new buildings. Furniture manufacturers and other consumers are also buying freely, and the oak situation generally is in excellent shape for the producer. The foreign market continues to show signs of improvement, and some shippers report that their facilities are taxed to supply the wants of their European customers. Some difficulty is experienced in getting tonnage, the lack of grain and other freights here having induced the steamship companies to take off so many vessels as to materially reduce the number of sailings. But Newport News and Norfolk are reported to be even worse off in this respect. Ash, chestnut and other hardwoods are in very good request at figures that yield the dealer a fair margin of profit, constitute an incentive to activity and impart snap to the trade. Prices are all higher, firm or moving upward and the outlook is very encouraging to those who have the stocks to meet the wants of consumers. The manufacturers of shelving and other interior work here have all they can do, and are far behind in their orders, a condition which promises to continue throughout the year.

Minneapolis.

The situation in the northwest favors a solid price basis, with a probability of rising values

WILLIAMS & BELL,

MANUFACTURERS OF

Hardwood Lumber.

QUARTERED OAK OUR SPECIALTY.

Prompt Shipments.

MURFREESBORO, TENN.



J. S. GOLDIE

LUMBER AND POSTS

CADILLAC

Hardwood Dimension
Stock a Specialty.

WANTED!

25 cars cull Gum, Cottonwood or Yellow Pine for crating purposes. Quote price delivered in Grand Rapids. Also 10 cars 3x3-18 to 36 inch in white or red oak.

A. H. DAVID, Grand Rapids

Buyer of All Kinds of Hardwoods.

CYPRESS

We make a specialty of rough or dressed Cypress Lumber and Cypress Shingles in straight or mixed cars. Your inquiries solicited for single car orders or good round lots. Can also furnish Sound Cypress Dimension Stock.

The Borcharding Lumber Co.

Northern Office, CINCINNATI, OHIO.

LOW RATES

VIA

LOUISVILLE & NASHVILLE R. R.

TO THE

MARDI GRAS

NEW ORLEANS,

MOBILE,

PENSACOLA

Tickets on sale March 1-6 limited to return March 11; by deposit and payment of 50 cents extension of limit can be secured until March 25, 1905. For rates, time tables and beautiful illustrated booklet giving a history of the Mardi Gras, address

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J. H. MILLIKEN, D. P. A., Louisville, Ky.

C. L. STONE, Gen'l Pass. Agent, - Louisville, Ky.

before winter sawed stock is put on the market. The encouraging feature is a steady call from furniture factories and a continuation of buying on the part of sash and door factories, which are still making up some delayed orders for special work. From now until the building season opens again these concerns will work almost entirely with pine, but they will make up considerable basswood for moldings, and in fact the basswood situation is stronger than it has been for a long time. Dealers here say it is not because the large consumers have gone back to basswood after using substitutes, but because they have been doing little or nothing, and are now coming back to old trade conditions again. At any rate the surplus of basswood uppers has about disappeared and culls are noticeably stronger, on account of the scarcity and high prices of white pine box lumber.

The furniture factories are most of them short of birch and oak stock, and are having some difficulty in getting a supply that is satisfactory in grade. Extra stock sells readily for prices in advance of the list. Elm, both soft and rock, is selling fairly well, and there is some call for ash. Flooring is quiet now, and so is yard stock generally.

Retail lumbermen who gathered here for the convention did very little buying, but will start the stocking up process in a short time. They have light stocks on hand, and will be sending in for a good many mixed car orders in a little while.

Reports from the woods indicate that the deep snow is still quite a hindrance to logging operations, especially in eastern Wisconsin and Michigan. However, the loggers are working like Trojans and the mills doing winter sawing are as a rule working to full capacity.

Grand Rapids.

As the year advances hardwood market conditions continue to improve. While prices do not advance as yet the feeling is strong that this will follow the increasing inquiry on the part of consumers—not sensational advances, but a general hardening of values in consonance with the general prosperity of the country. Mills in the lower peninsula have been well stocked with logs this winter, on account of favorable winter weather, backed by no surplus of snow, but excellent sleighing.

New York.

The heavy snowstorm of last week, which was in reality a blizzard, paralyzed traffic and business all along the line, and brought the lumber and building trades to a standstill and although the weather has continued extremely cold since the storm and has necessarily curtailed a resumption of operations, the general lumber situation has received no setback other than a suspension of activity, which, of course, will rapidly adjust itself with a moderation in temperature. It was a corker, though, and New York has seen nothing like it since the blizzard of 1888. Up to the time of the storm the general movement of hardwood lumber in both wholesale and retail channels was very satisfactory for this season of the year. Of course, during the severe weather there isn't a great deal doing, but so long as the market remains firm everybody is satisfied to take things easy and to prepare for the spring rush. As a matter of fact, the spring season is the keynote to the situation at the present time and one that is cutting the biggest figure in the calculations today, and it can be truly said that those wholesale houses in the district who have any amount of hardwood bought at mill points are taking things mighty easy and not sacrificing a foot of it. Everything indicates that such a course is a wise one, for the reason that practically all the buyers who have recently returned from mill points, as well as

wholesalers who have made similar itineraries, report a decided shortage of many items of stock at hardwood mill points, with little likelihood of any great addition to stocks for the spring trade, although of course the middle summer season will witness a slight improvement in this particular after new stock becomes marketable. On the other hand, stocks in the hands of buyers in the local district are considerably depleted, owing to a procrastinating policy assumed during the fall in the hope of lower prices. With such a combination of conditions it is easily appreciable that there is nothing to fear in the hardwood market for the present year and that it is going to be a manufacturers and wholesalers' year from now on.

Bristol, Va.-Tenn.

Market conditions continue good in this section, and dealers and manufacturers are holding a great deal of their stock, looking for further stiffening up of prices. Several mills have started up in and near Bristol within the past two weeks, and are all well supplied with logs. The inclemency of the weather in this section for the past two months has proved quite a deterrent element and especially the country mills are handicapped by the cold weather. The climatic conditions are fast becoming more favorable, and many are of the opinion that better weather will pervade this section during the remainder of the winter and early spring months. Oak continues scarce, but owing to the fact that numbers of mills are opening up and will cut all of the oak logs available, the supply will be materially augmented within the next few weeks. Poplar is bringing good prices, and bids fair to soon resume its normal market condition within the next few months. The higher grades of this stock are in good demand, while an unprecedented demand for shipping cull poplar is being experienced in this section. Much more attention is being given to the manufacture of white pine and hickory products, and the output from east Tennessee and southwest Virginia mills of this stock, has been very materially augmented.

Kansas City.

Local dealers announce that they are not experiencing any difficulty in securing supplies of hardwood lumber for the Kansas City market excepting 1st and 2nd plain dry oak. This is a very scarce item, and green stock has advanced quite materially during the past few weeks. The local dealers are looking forward to a good demand for the coming year.

Louisville.

Local hardwood dealers are much encouraged over the condition of the market at present. It shows such a decided improvement that the prospects are bright for a very active business this year, with the majority of woods at advanced prices. Plain oak leads the list, being in strong demand at an advance of about \$2 in the past month, the advance since last reports being difficult to figure. Quartered oak is in much better demand than it was two weeks ago and the price is slowly moving up. Ash, dry, is scarce and is in good demand, although prices have not changed materially. Hickory is in strong demand and unusually scarce, with prices moving upward. Poplar is in better demand than for several months and the prices show advances pretty much all along the line. Firsts and seconds are up about \$2; saps about \$1 and common and culls are about steady, the advance being slight.

Conditions in the market generally are encouraging. Chair factories are working full time and the box factories and barrel plants are also running up to the limit.

Liverpool.

Business on the whole has a brighter look and more promising than has been the case for some time. Inquiries, though small, are more numerous. Arrivals of walnut logs, especially of poor quality, have been fairly heavy, and prices are not improving for this class of stock. Large logs of good quality are in demand and will realize full value.

**Wanted and For Sale
-SECTION-**

Advertisements will be inserted in this section at the following rates:
 For one insertion..... 20 cents a line
 For two insertions..... 35 cents a line
 For three insertions..... 50 cents a line
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 Eight words of ordinary length make one line. Heading counts as two lines.
 No display except the headings can be admitted.
 Remittances to accompany the order. No extra charge for copies of paper containing the advertisement.

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FOR SALE.

Fifty Thousand capacity Single Band Saw Mill, also band resaw. A complete mill with gang edger, automatic trimmer, cut-off saws, lath and shingle machine, electric light plant, lumber conveyor and sorting deck 100 feet long; horses, dump carts, wagons, sleighs, lumber trucks, etc.
 Log pond will hold Eight Million feet. Fine large piling yard with tramway for Ten Million feet of lumber. Will also sell Six to Eight Million feet of logs, largely White Pine, if buyer wishes. Mill is located in one of the best hardwood districts of Wisconsin. Address
SAW MILL & LOGS,
 care HARDWOOD RECORD.

CYPRESS MILL AND TIMBER.

Well located Cypress mill and timber in Mississippi now in operation, fully equipped band mill, steel tram standard gauge, light locomotives, teams, buildings, etc.; 15-20 million feet cypress timber, one-half of which can be cut and floated to mill, for \$1.25 per M feet, and farthest log haul only one and one-half miles. More timber can be had. Nothing better in the South. Particulars and price only to those meaning business and able to handle a deal of this size. No agents.
THOS. W. GILL,
 1207 N. Spring Ave., St. Louis, Mo.

BUSINESS CHANCE.

Would buy \$8,000 or \$10,000 active interest in established wholesale lumber firm and manage financial or sales department; or would start new company with first class buyer with some capital. Replies confidential. Address NO. 50 Hardwood Record.

NORTHERN WISCONSIN RESOURCES.

Northern Wisconsin offers the finest opportunities for manufacturing and settlement. Fine grazing lands, hardwood timber and splendid soil for the settler; iron ore, clay, marl and kaolin for the manufacturer are awaiting those who seek the opportunity. Transportation facilities are of the best. Interesting booklets, maps, etc., are yours for the asking. W. H. Killen, land and industrial commissioner; Jas. C. Pond, general passenger agent, Wisconsin Central Railway, Milwaukee, Wis.

RAILWAY EQUIPMENT

RAILS AND LOCOMOTIVES.

All inquiries for industrial railway equipment listed before "Record" readers will find ready response.
 Hardwood Record, Chicago, Ill.

TIMBER LANDS FOR SALE**HARDWOOD TRACTS.**

We can place you in touch with parties owning, controlling or handling hardwood tracts containing oak, gum, hickory, ash, cottonwood, cypress, from 160 to 20,000 acres, also locations for saw mills, factories along the Cotton Belt Route. Some good openings for small mills—acreage or stumpage, with ready market for output. Now is the time to get located as good timber is advancing. Write us your requirements and we will submit you some propositions.

E. W. LABEAUME,
G. P. & T. A. Cotton Belt Route, St. Louis, Mo.

FINE LOUISIANA PROPERTY.

We have received instructions from Edward Alcott, of London, England, to sell twenty-five hundred acres of heavy timber land, consisting of white oak, ash and red gum; also two saw-mills situated in the Parish of St. Landry, La. These lands are known to be the best in the state. For further particulars apply to

LITTELL & LAWLER, Opelousas, La.

FOR SALE TIMBERLAND.

7,600 acres in Ouchita Parish, La. Estimated to cut 2,500 ft. of oak per acre, 60 per cent of white and overcup, 40 per cent red oak; from turn around to four miles of railroad, fine mill location, fertile delta land, fully protected by levee from Miss. river. A portion of this tract is subject to overflow in the spring from a large bayou that drains it. Price \$5.00 per acre. Liberal terms.

11,000 acres immediately on main line of Yazoo & Mississippi Valley railroad, in the famous Mississippi Delta, estimated to cut 70 million ft. of merchantable timber, 50 per cent hardwood, land alone is worth the price asked, and can be sold to actual settlers after timber is cut, well drained and does not overflow. Must be sold as a whole at once. Price \$15.00 per acre. Liberal terms.

MEMPHIS TRUST COMPANY, Memphis, Tenn.

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Choice Southern and Northern Hardwood timber tracts and stumpage. Buyers can learn of attractive offerings by stating requirements in this department.

HARDWOOD RECORD, Chicago, Ill.

EMPLOYMENT WANTED**POSITION AS INSPECTOR.**

Wanted, position as lumber or log inspector, or timber estimator; twelve years' lumber experience in timber and mills.

Address BOX 4, Island, Ky.

LUMBER WANTED**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,

Blue Island Av. and Robey St., Chicago.

WALNUT IN CAR LOTS.

All thicknesses and grades, dry or green, for prompt and future shipment. Advise what you can furnish, with your prices F. O. B. C. your shipping point.

THE FULLERTON-POWELL HARDWOOD LUMBER CO., South Bend, Ind.

ASH AND BASSWOOD.

We are on the market for

1" Black Ash,
1" Cull Basswood,
6/4 Cull Basswood.

McCLURE LUMBER CO., Detroit, Mich.

OAK TIMBER.

Sawn White Oak Timber.—Large sizes. For further particulars write G. ELIAS & BRO., Buffalo, N. Y.

WANTED FOR CASH.

Red and White Oak, Plain and Quartered, all thicknesses and grades, dry or green, in car lots, barge lots and mill cuts. If quantity will justify expense, will send one of our representatives to negotiate deal and take up stock at your shipping point. Advise what you have to offer.

THE FULLERTON-POWELL HARDWOOD LUMBER CO., South Bend, Ind.

ASH, OAK, CHERRY.

We are in the market for the following:
White Ash, 1 to 4 in. thick, No. 1 common, firsts and seconds.

Plain white and red oak, 1 to 4 in. thick, No. 1 common, firsts and seconds.

Clear tough hickory, 6/4, 8/4, 10/4.

Cherry, 1 to 4 in. thick, No. 1 common, firsts and seconds.

Log run Birch, 1 to 3 in. thick.

We pay cash and can send inspector if desired and the amount warrants doing so.
HUGH McLEAN & CO., Buffalo, N. Y.

HICKORY.

We are in the market for

Hickory shaft strips.

Hickory run strips.

Hickory stumpage; prefer stumpage west of Tennessee River and in the States of Kentucky and Tennessee and northern Mississippi or Alabama.

Write us what you have to offer.

GILLETT BROS.,

Station G, Memphis, Tenn.

WHITE ASH.

500,000 ft. 1" No. 1 Common for prompt and future shipment. If you can furnish a car or more, please quote lowest price F. O. B. C. shipping point. Will send an inspector for five cars or more. Address
THE FULLERTON-POWELL HARDWOOD LUMBER CO., South Bend, Ind.

CHESTNUT.

10 cars 1 in. sound wormy Chestnut. Quote price, f. o. b. cars Cincinnati.

RED AND WHITE OAK.

10 cars 1 in. common and 1s and 2s plain.
5 cars 1 1/4 in. common.
DUHLMEIER BROS., Cincinnati, O.

BASSWOOD.

For prompt shipment 75m ft. 2 1/2 x 7 in. to 9 1/2 in. wide, 8 to 16 ft. long 1sts and 2nds, seasoned or kiln-dried.

WHITE OAK.

For prompt delivery 600 pieces sound common square edged white oak 12x16—5 ft. 8 4 8 to 11 3/4 x 15 1/2—5 ft. to be square edged after surfacing and sound.

AMERICAN LUMBER & MFG. CO.,
Pittsburg, Pa.

OAK AND HICKORY.

Wanted—Dimension stuff suitable for making Bent Rims, Sleigh Runners, Shafts, and Poles.

O. & W. McVEAN, Dresden, Canada.

WANTED.

To buy prime Walnut logs 16 in. and up. Prime Poplar logs 28 in. and up. Plain White Oak 1/2—3, especially 5-4 and 7 1/4 thick.

Cottonwood 1/2—5-4 especially 1/2 thick.
A. M. X., care Hardwood Record.

LUMBER FOR SALE**WALNUT AND OAK.**

Orders wanted for Black Walnut; also plain and quartered and White Oak.
G. E. BAYLESS, Auburn, Ky.

FOR SALE—DRY STOCK.

5 cars 1-inch 8 to 17 inches poplar box boards.

10 cars 1-inch No. 1 common poplar selects in.

10 cars 1-inch No. 2 common poplar.

5 cars 1-inch No. 1 common and better quartered white oak.

10 cars 1-inch No. 1 common and better gum.

3 cars 1-inch log run beech.

2 cars 2 1/2 and 3-inch log run beech.

10 cars 1-inch log run hemlock.

D. B. MURPHY & CO.,

London, Ky.

HICKORY STOCK.

Write for prices on Hickory Buggy Poles, Shafts, Rim Strips, Reaches, Circle-bars, Cross-bars, Single and Double Trees. Sawn from the finest quality Mississippi Hickory logs.

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CANADIAN BIRCH.

120,000' 1" Common & Better.

180,000' 1 1/4" & 1 1/2" Common & Better.

120,000' 2, 2 1/2 & 3" Common & Better.

60,000' 3, 5 & 6" 1sts & 2nds Squares.

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FOR SALE.

3,000,000 feet of dry yellow poplar, all grades and thicknesses, car lots or in a block.

PERKINS & PETTIBONE,
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DRY WALNUT.

30,000 ft. 1" 1sts & 2nds.

65,000 ft. 1" Common or Rejects.

4,000 ft. 1 1/4" 1sts & 2nds.

20,000 ft. 2" Common or Rejects.

30,000 ft. 2" Cull.

12,000 ft. 1 1/2" Cull.

10,000 ft. 1/2 to 3/4" Log Run.

The above Walnut is piled in our South Bend yard and can be shipped promptly in straight or mixed cars. Write for delivered prices.

THE FULLERTON-POWELL HARDWOOD LUMBER CO., South Bend, Ind.

MAPLE AND SOFT ELM.

Michigan rock maple, all thicknesses. Choice dry stock at right prices. Soft elm, 2 cars 3", 2 cars 1 1/4", 5 cars 1 1/2", common and better. BROWNLEE & COMPANY, Detroit, Mich.

QUARTERED WHITE OAK.

11,000 ft. 3/4" 1sts & 2nds, bone dry.

7,000 ft. 5/8" 1sts & 2nds, bone dry.

16,000 ft. 3/4" No. 1 Common, bone dry.

17,000 ft. 1/2" 1sts & 2nds, bone dry.

10,000 ft. 1/2" No. 1 Common, bone dry.

13,000 ft. 3/4" 1sts & 2nds, bone dry.

10,000 ft. 1" 1sts & 2nds, 10" and wider.

The above stock is piled in our South Bend yard and can be shipped promptly in straight or mixed cars. Write for delivered prices.

THE FULLERTON-POWELL HARDWOOD LUMBER CO., South Bend, Ind.

ORDERS WANTED FOR BIRCH.

3—cars 5-4 No. 2 common Birch

2— " 5-4 No. 3 " "

4— " 6-4 No. 2 " "

5— " 6-4 No. 3 " "

1— " 8-4 No. 2 " "

1— " 8-4 No. 3 " "

Prices rock bottom.

SIMMONS LUMBER COMPANY, Simons, Mich.

QUARTERED WHITE OAK.

For sale—One car 1/2 in. Quartered White Oak, 1s and 2s and common, wide Ohio stock.
R. E. BECKER CO., Cincinnati, O.

MACHINERY WANTED**BAND MILL.**

Wanted A 30m. capacity Band Mill, second hand but must be complete and in good shape. Immediate delivery. Describe fully.

B. M. G., care Hardwood Record.

If you are in need of machinery—new or second hand—a few lines in this column will place your wants before those who have such goods for sale. For particulars address Hardwood Record, Chicago, Ill.

EMPLOYES WANTED**BOOK-KEEPER.**

Have position open for book-keeper experienced in the lumber business. Must be of unquestioned integrity and ability. State qualifications and references. Replies confidential.
C. A. P., care Hardwood Record.

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Wanted—Young man as stenographer, familiar with lumber terms preferred. Permanent position and excellent opportunity for advancement to the right man.

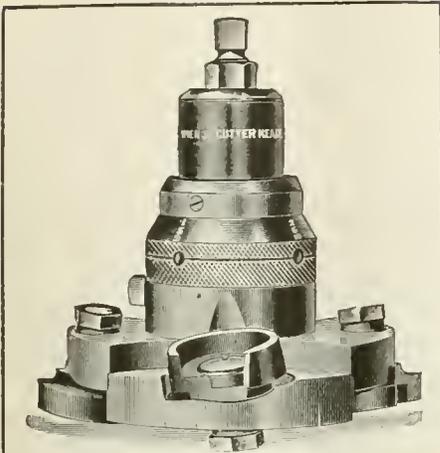
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BUYER AND SALESMAN.

Would like to get in touch with a hardwood buyer of experience and able to act as salesman also. Must come with best testimonials as to character and ability. Address
N. A. C., care Hardwood Record.

INSPECTOR AND BUYER.

Wanted—Young man, thoroughly competent, inspector of all kinds of Hardwood lumber; capable of buying and assisting generally in lumber business. One familiar with Southern territory, give references. Address
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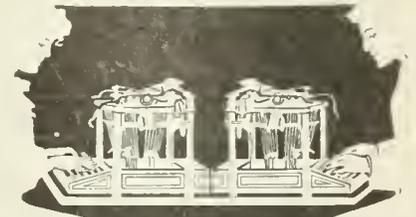
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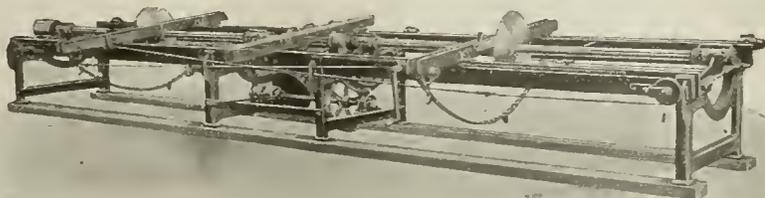
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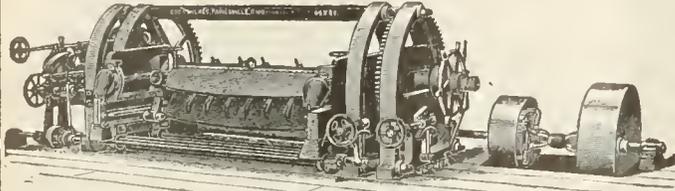
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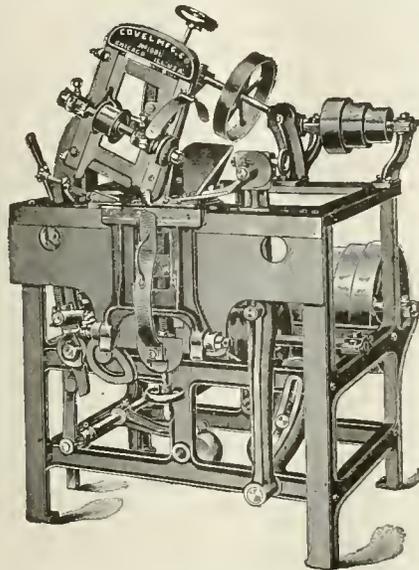


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Duplex Dogs for Quarter Sawing are indispensable.
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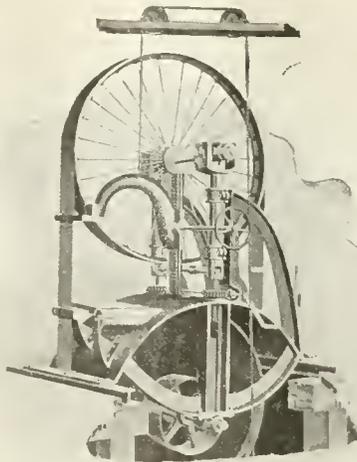
Honecker & Summers

Public Accountants
 and Auditors.

References from prominent lumbermen, leading capitalists and financial institutions.

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Room 201 Roanoke Bldg. CHICAGO
 TELEPHONE CENTRAL 2959.



This is the Mill They Refer To

KALISPELL, Mont., Dec. 21, 1903.
 Phoenix Mfg. Co., Eau Claire, Wis.
 Gentlemen: Your inquiry regarding the six-foot band mill we purchased of you some time since is at hand. In answer will say that it gives good satisfaction. With one 12x14 engine we saw and plane on an average of thirty-three thousand feet per day.
 We are confident it will cut forty thousand per day without running the planer.
 We have some 2x40-inch plank that speak for themselves and show what the mill will do.
 Yours very truly,
 MATCH & REDLINGSHAFFER.

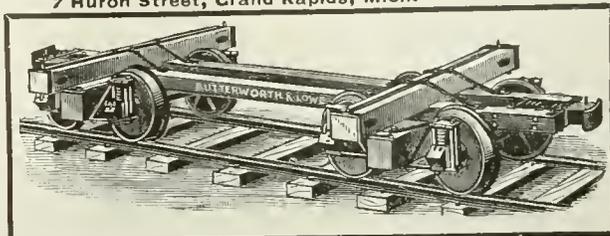
The band mill here shown has wheels 6 feet in diameter, uses saws 8 inches wide, cuts a kerf one-eighth of an inch in width, and requires ten per cent less power to run it than a rotary doing the same work.

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Log Cars of
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Irons Complete for Lumber Cars, Dry Kiln Trucks, Etc.

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Timber resources include Pine, Oak, Poplar, Hemlock, Cypress, Gum, Chestnut, Balsam, Ash, Elm and other varieties, in Virginia, Kentucky, Tennessee, North Carolina, South Carolina, Georgia, Alabama and Mississippi.

Fine locations for Furniture and Chair Factories, Spoke, Handle, Stave, Heading, Veneer and all other industries using timber.

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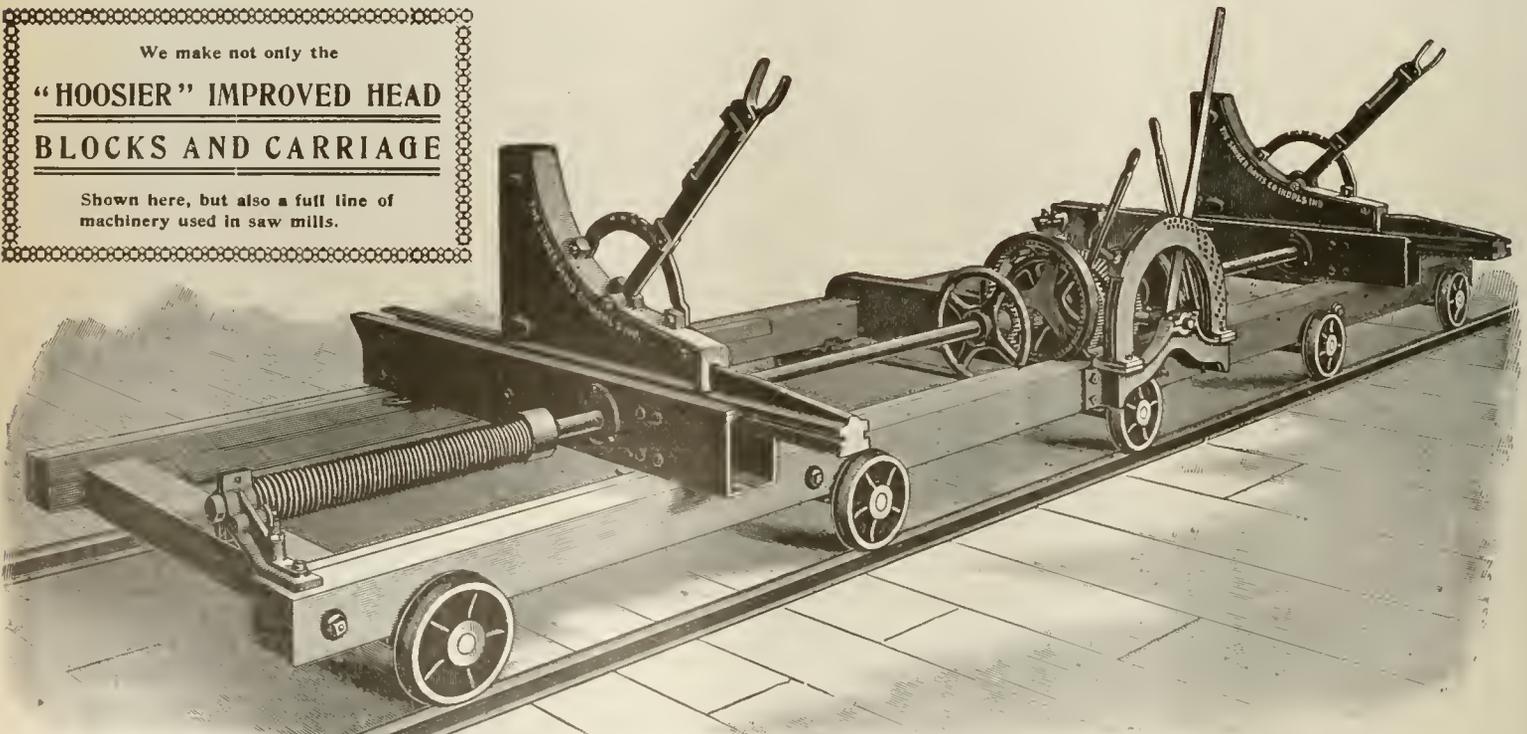
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<p>19000 feet 2 BLACK ASH, inch first and second.</p> <p>4000 feet 1 BASSWOOD, inch first and second, 6 ft.</p> <p>90000 feet 1 inch first and second.</p> <p>90000 feet 1 inch first and second, in. and up wide, 10</p> <p>6000 feet 1x4 inch first and second.</p> <p>24000 feet 1x6 inch first and second.</p> <p>36000 feet 1 1/4 inch first and second.</p> <p>200000 feet 1 inch No. 1 common.</p> <p>30000 feet 1 1/4 inch No. 1 common.</p> <p>85000 feet 1 inch No. 2 common.</p> <p>16000 feet 1 1/4 inch No. 2 common.</p> <p>3000 feet 1 1/2 inch No. 2 common.</p> <p>33000 feet 2 inch No. 2 common.</p> <p>3000 feet 2 1/2 inch No. 2 common.</p> <p>90000 feet 1 inch log run.</p> <p>180000 feet 1 1/4 inch log run.</p> <p>150000 feet 1 1/2 inch log run.</p> <p>5000 feet 1 inch No. 2 common.</p> <p>22000 feet 1 1/4 inch No. 2 common.</p> <p>20000 feet 1 1/2 inch No. 2 common.</p> <p>53000 feet 1 inch No. 1 com. and bet., 10 and 12 ft.</p> <p>38000 feet 1 inch No. 1 com. and bet., 14 and 16 ft.</p> <p>5000 feet 1 1/4 inch No. 1 com. and bet.</p> <p>38000 feet 1 1/2 inch No. 1 com. and bet.</p> <p>30000 feet 6x6 squares.</p> <p>25000 feet 1 BIRCH, inch first and second.</p> <p>18000 feet 1 1/4 inch first and second.</p> <p>19000 feet 1 1/2 inch first and second.</p> <p>30000 feet 2 inch first and second.</p> <p>63000 feet 2 1/2 inch first and second.</p> <p>10000 feet 3 inch first and second.</p>	<p>10000 feet 4 inch first and second.</p> <p>115000 feet 1 inch No. 1 common.</p> <p>18000 feet 1 1/4 inch No. 1 common.</p> <p>12000 feet 1 1/2 inch No. 1 common.</p> <p>20000 feet 2 inch No. 1 common.</p> <p>6400 feet 2 1/2 inch No. 1 common.</p> <p>133000 feet 1 inch No. 2 common.</p> <p>19000 feet 1 1/4 inch No. 2 common.</p> <p>20000 feet 1 inch first and second.</p> <p>6000 feet 1 1/4 inch first and second.</p> <p>10000 feet 1 1/2 inch first and second.</p> <p>1000 feet 2 inch first and second.</p> <p>8000 feet 1 1/2 inch No. 1 common.</p> <p>RED BIRCH</p> <p>1300 feet 1 inch first and second.</p> <p>1400 feet 1 inch common.</p> <p>100 feet 1 inch cull.</p> <p>CHERRY</p> <p>1300 feet 1 inch first and second.</p> <p>1400 feet 1 inch common.</p> <p>100 feet 1 inch cull.</p> <p>CYPRESS</p> <p>17000 feet 1 1/2 inch select.</p> <p>MICHIGAN SOFT GREY ELM</p> <p>56000 feet 1 inch No. 1 com. and bet.</p> <p>14000 feet 1 1/4 inch No. 1 com. and bet.</p> <p>95000 feet 1 1/2 inch No. 1 com. and bet.</p> <p>175000 feet 2 inch No. 1 com. and bet.</p> <p>150000 feet 3 inch No. 1 com. and bet.</p> <p>10000 feet 4 inch No. 1 com. and bet.</p> <p>38000 feet 1 inch No. 2 common.</p> <p>11000 feet 1 1/2 inch No. 2 common.</p> <p>120000 feet 2 inch No. 2 common.</p> <p>5000 feet 3 inch No. 2 common.</p> <p>ROCK ELM</p> <p>20000 feet 2 inch No. 2 common.</p> <p>MAPLE</p> <p>5000 feet 1x4 inch first and second.</p> <p>12000 feet 1x6 inch first and second.</p> <p>35000 feet 1 inch first and second.</p>	<p>90000 feet 1 1/4 inch first and second.</p> <p>65000 feet 1 1/4 xS inch and up wide.</p> <p>170000 feet 2 inch first and second.</p> <p>120000 feet 2 1/2 inch first and second.</p> <p>145000 feet 3 inch first and second.</p> <p>25000 feet 3 1/2 inch first and second.</p> <p>75000 feet 4 inch first and second.</p> <p>3000 feet 1x6 inch No. 1 common.</p> <p>37000 feet 1 inch No. 1 common.</p> <p>190000 feet 1 1/4 inch No. 1 common.</p> <p>120000 feet 1 1/2 inch No. 1 common.</p> <p>83000 feet 1 3/4 inch No. 1 common.</p> <p>97000 feet 2 inch No. 1 common.</p> <p>45000 feet 2 1/2 inch No. 1 common.</p> <p>65000 feet 1 inch No. 2 common.</p> <p>290000 feet 1 1/4 inch No. 2 common.</p> <p>70000 feet 1 1/2 inch No. 2 common.</p> <p>140000 feet 2 inch No. 2 common.</p> <p>6000 feet 2 1/2 inch No. 2 common.</p> <p>125000 feet 2 inch No. 2 com. planking.</p> <p>80000 feet 3 inch No. 2 com. planking.</p> <p>WHITE MAPLE</p> <p>10000 feet 1 inch 1s and 2s, end-dried.</p> <p>17000 feet 1 inch 1s and 2s, cross-piled.</p> <p>9500 feet 2 inch 1s and 2s, cross-piled.</p> <p>QUARTER-SAWED MAPLE</p> <p>25000 feet 1 1/4 inch No. 1 com. and bet.</p> <p>25000 feet 1 1/2 inch No. 1 com. and bet.</p> <p>MAPLE STEPS</p> <p>27000 feet 1 1/4 inch first and second.</p> <p>10000 feet 1 1/2 inch first and second.</p> <p>23000 feet 2 inch 11 inch and up wide.</p> <p>12000 feet 2 inch 14 inch and up wide.</p> <p>5000 feet 1 1/2 inch No. 1 common.</p> <p>WHITE BIRDSEYE MAPLE.</p> <p>400 feet 1 inch first and second.</p>
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Attractive prices to large and responsible buyers of Hardwoods.
Direct car shipments from Southern mill points a specialty.

FEBRUARY

Below is partial list of stock on hand ready for shipment

1905

<p>QUARTERED WHITE OAK</p> <p>120,000' 1" 1s and 2s.</p> <p>50,000' 1 1/4" 2s.</p> <p>30,000' 1 1/2" 2s.</p> <p>20,000' 2" 2s.</p> <p>15,000' 2" 12" and up, bone dry.</p> <p>100,000' 1" common.</p> <p>30,000' 1 1/4" common.</p> <p>25,000' 1 1/2" common.</p> <p>15,000' 2" common.</p> <p>3,000' 1 1/4" cull.</p> <p>20,000' 1" strips.</p> <p>12,000' 1" common strips.</p> <p>QUARTERED RED OAK</p> <p>15,000' 1" common.</p> <p>5,000' 1" 1s and 2s.</p> <p>2,000' 1 1/2" 2s.</p> <p>7,000' 1" strips.</p> <p>5,000' 1" cull.</p> <p>PLAIN WHITE OAK</p> <p>15,000' 1" common.</p> <p>6,000' 1 1/4" common.</p> <p>25,000' 1 1/2" common.</p> <p>20,000' 2" common.</p> <p>WALNUT</p> <p>3,000' 1" 1s and 2s.</p> <p>3,000' 1 1/4" 2s.</p> <p>7,000' 1 1/2" and 2" 1s and 2s.</p> <p>35,000' 1 1/2" and 1 1/2" common.</p> <p>9,000' 1 1/2" cull.</p> <p>15,000' 1" mill cull and sap.</p> <p>WHITE ASH</p> <p>9,000' 1" 1s and 2s.</p> <p>30,000' 1 1/2" 2s.</p> <p>7,000' 2" 2s.</p> <p>20,000' 1" common.</p> <p>15,000' 1 1/2" common.</p> <p>20,000' 2" common.</p> <p>10,000' 1" cull.</p>	<p>QUARTERED ASH</p> <p>20,000' 1" common and better.</p> <p>HICKORY</p> <p>6,000' 1 1/2" 1s and 2s.</p> <p>8,000' 2" 2s.</p> <p>2,000' 2" common.</p> <p>SOFT MAPLE</p> <p>30,000' 1" common and better.</p> <p>CHERRY</p> <p>20,000' 1" common.</p> <p>QUARTERED SYCAMORE</p> <p>12,000' 1" 1s and 2s 6" and up.</p> <p>5,000' 1 1/4, 1 1/2 and 2" 1s and 2s 12" and up.</p> <p>3,500' 1" common.</p> <p>BUTTERNUT</p> <p>13,000' 1" common and better.</p> <p>LINN</p> <p>35,000' 1" common and better.</p> <p>Piled at EVANSVILLE, IND.</p> <p>PLAIN RED OAK</p> <p>200,000' 1" common.</p> <p>QUARTERED RED OAK</p> <p>25,000' 1" 1s and 2s.</p> <p>7,000' 1 1/4" 2s.</p> <p>8,000' 1 1/2" 2s.</p> <p>5,000' 2" 2s.</p> <p>15,000' 1" common.</p> <p>2,500' 1 1/2" common.</p> <p>2,000' 2" common.</p>	<p>QUARTERED WHITE OAK</p> <p>12,000' 1" 1s and 2s.</p> <p>30,000' 1" common.</p> <p>PLAIN WHITE OAK</p> <p>12,000' 1" common.</p> <p>ELM</p> <p>51,000' 2" common and better.</p> <p>GUM</p> <p>55,000' 1" common and better.</p> <p>15,000' 2" common and better.</p> <p>Piled at TALLEGA, KY.</p> <p>QUARTERED WHITE AND RED OAK</p> <p>15,000' 1" 1s and 2s, white.</p> <p>8,000' 1" common, white.</p> <p>5,000' 1" 1s and 2s, red.</p> <p>3,500' 1" common, red.</p> <p>PLAIN WHITE OAK</p> <p>20,000' 1" cull.</p> <p>ASH</p> <p>12,000' 1 1/2" 1s and 2s.</p> <p>OAK TIES</p> <p>10,000 7x8-S' 6".</p> <p>8,000 6x8-S'.</p> <p>Piled at POINT "J"</p> <p>HICKORY ELM</p> <p>18,000' 2" common and better.</p>
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THE FULLERTON-POWELL HARDWOOD LUMBER COMPANY

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Ample Stocks High Class Lumber
Sizes 3-8 inch to 2 inch

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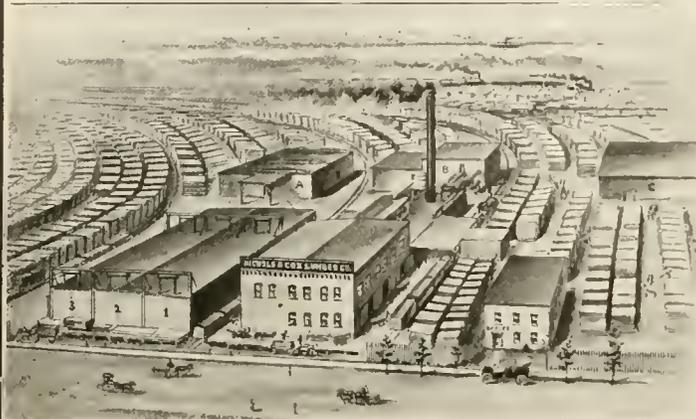
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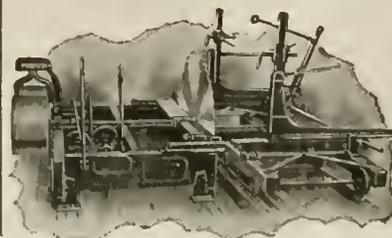
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Always ready to contract for cuts of Southern Mills.

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CAR LOTS, BARGE LOTS, CARGO LOTS OR MILL CUTS FOR FUTURE SHIPMENTS, ANNUAL CONTRACTS OR IMMEDIATE REQUIREMENTS.

FINK- HEIDLER CO.	Hardwood Lumber	Telephone
	Kiln Dried Always in Stock	Canal
	ASHLAND AVENUE AND 22nd STREET	744

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2 cars 5/4 1 & 2.	2 cars 5/4 1 & 2.	1 car 12/4 1 & 2.	4 cars 5/4 1 & 2.	5 4	1 car 5/4 1 & 2.
3 cars 6/4 1 & 2.	2 cars 6/4 1 & 2.		3 cars 6/4 1 & 2.	6 4	1 car 6/4 1 & 2.
4 cars 8/4 1 & 2.	1 car 8/4 1 & 2.	10 cars 4/4 common.	2 cars 8/4 1 & 2.	10 4	2 cars 8/4 1 & 2.
1/2 car 10/4 1 & 2.	2 cars 5/4 common.	2 cars 5/4 common.	25 cars 4/4 common.	10 cars 8/4 common.	1 car 4/4 common.
2 cars 12/4 1 & 2.	2 cars 6/4 common.	2 cars 6/4 common.	2 cars 5/4 common.	10 4	1 car 5/4 common.
20 cars 4/4 common.	1 car 8/4 common.	2 cars 8/4 common.	2 cars 6/4 common.	12 4	1 car 6/4 common.
30 cars 4/4 cull.	25 cars 4/4 S. W.	2 cars 8/4 common.	2 cars 6/4 common.	14/4	1 car 8/4 log run.
3 cars 5/4 cull.	2 cars 5/4 S. W.	5 cars 4/4 cull.	2 cars 8/4 common.	16 4	1 car 4/4 log run.
3 cars 6/4 cull.	2 cars 6/4 S. W.	1 car 5/4 cull.	2 cars 6/4 common.		1 car 6/4 log run.
3 cars 8/4 cull.	1 car 8/4 S. W.	1 car 6/4 cull.	1 car 8/4 common.		1 car 8/4 log run.
1/2 car 10/4 cull.			1 car asst. culls		
1/2 car 12/4 cull.			Cheap.		

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150,000 4 4 maple No. 2 common and better.
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OUR STOCK LIST

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1	inch No. 2 Common and Better, Dry	100
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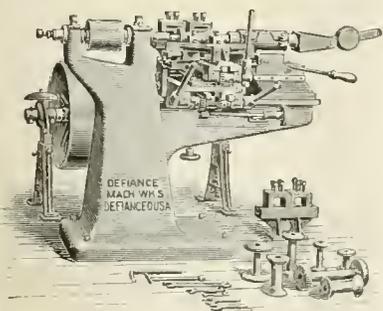
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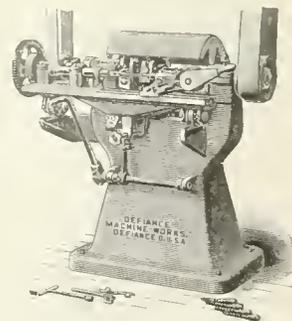
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MAPLE		BIRCH		BASSWOOD	
1 in.	500,000 ft	1 in.	100,000 ft.	1 in.	200,000 ft.
1 1/4 "	100,000 "	1 1/4 "	25,000 "	1 1/4 "	200,000 "
1 1/2 "	100,000 "	1 1/2 "	60,000 "	1 1/2 "	100,000 "
1 3/4 "	100,000 "	2 "	60,000 "	1 in. Cull	200,000 "
2 "	500,000 "	2 1/2 "	30,000 "	Dry BASSWOOD	
2 1/2 "	100,000 "	ROCK ELM		8x4 1st and 2nds.	50,000 ft.
3 "	100,000 "	2 in.	15,000 ft.	6x4 1st. and 2nds.	78,000 ft.
3 1/2 "	100,000 "	BEECH		GRAY ELM	
4 "	100,000 "	1 in.	200,000 ft.	1 in.	100,000 ft.
		1 1/2 "	100,000 "	1 1/2 "	50,000 "
		2 "	100,000 "	Being Manufactured	
		2 1/2 "	200,000 "	1 in., 1 1/4 in., 1 1/2 in..	
				2 in., 500,000 ft.	

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Quartered Red Oak.....	4,728 feet
Plain Red Oak.....	28,431 "
Cypress.....	259,761 "
Ash.....	3,592 "
Quartered White Oak.....	12,702 "
Plain White Oak.....	13,879 "

At SELMA, ALA.

Poplar.....	965,567 feet
Cypress.....	848,215 "
Tupelo.....	332,474 "
Ash.....	9,009 "
Quartered White Oak.....	7,693 "
Plain White Oak.....	13,752 "

At SELMA, ALA.

Red Gum.....	1,733 feet
Hickory.....	631 "

At MEMPHIS, TENN.

Quartered Ash.....	21,855 feet
Plain Ash.....	874,705 "
Quartered White Oak.....	13,938 "
Plain White Oak.....	34,559 "
Quartered Red Oak.....	119,406 "
Plain Red Oak.....	4,790 "
Cottonwood.....	495,610 "
Cypress.....	791,505 "
Poplar.....	509,723 "
Gum.....	29,763 "
Walnut.....	4,060 "

J. W. Thompson Lumber Co.

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

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100,000 ft. 1" to 4" 1sts and 2nds and Common.
 150,000 ft. 1" Common Plain White Oak.
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 all bone dry. Wire us if in a hurry.

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HARDWOODS

*Maple, Soft and Rock Elm, Basswood,
 Birch, Beech and Hemlock, Cedar Posts
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Annual Capacity

30,000,000 Feet of Lumber 10,000,000 Cedar Shingles

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HENRY H. GIBSON

President

FRANK W. TUTTLE

Sec.-Treas.

OFFICES:

Sixth Floor Ellsworth Bldg., 355 Dearborn St., Chicago, Ill., U.S.A.

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General Hardwood Conditions.

The past half month has contributed nothing toward the improvement of hardwood conditions in value, quantity of production or volume of trade. Weather conditions have been something fearful in all parts of the hardwood producing and consuming sections of the country. Snow storms and blizzards have extended across the northern part of the United States, from Maine to the Dakotas, while rain followed by freezing weather has prevailed through all the hardwood districts south of the Ohio river.

The promise of a very early and large movement of hardwood lumber has therefore of necessity not materialized. The manufacturers have been struggling to keep their plants in operation in spite of adverse weather conditions, supplemented by a still worse labor proposition, while jobbers have been attempting to secure the forwarding of rush orders to their customers, in spite of an inability of accomplishment, and the consumers have gotten along the best they could with what stock they had on hand. Happily, they have not required the large quantity of lumber they anticipated, owing to the severity of the weather interfering with their operations and the demand for goods.

For nearly three weeks, through all branches of the hardwood trade, things have moved very slowly. However, every one has recognized the cause of the general slackness, and values have been fully maintained on all lines of woods. In this connection it is pleasant to note the common sense that has prevailed in the hardwood trade, as compared to that manifested in the yellow pine industry. Apparently, there is never a time, regardless of whatsoever the cause, when a yellow pine manufacturer not finding every mail loaded with orders, but that his universal panacea for getting business is cutting prices. Yellow pine has slumped a full dollar in three weeks, with no logical reason, save the asininity of yellow pine operators.

Good common sense, backed by universal optimism, seems to prevail in all branches of the hardwood industry, and there is every

prospect that with the renaissance of decent weather the volume of business will very largely increase on the basis of strengthening values.

Plain oak in both red and white is still a scarce article, and the inquiries for it are much more numerous than the quantities on hand. These woods still lead the van.

Buyers are awakening to the fact that, at current prices, poplar is an excellent purchase, and a good many large blocks of the wood, either in stock, but more often to be cut, have changed hands during the last few days.

Incidentally poplar came very near being largely an unknown quantity, so far as poplar lumber for the year 1905 was concerned, by reason of the Kentucky and Tennessee river conditions that prevailed on Feb. 9 and 10. The upper Cumberland, Tennessee, the Guyandotte, the Big Sandy and the Kentucky river headwaters are well stocked with poplar logs. In the mountain districts of this region there has been an unusually heavy fall of snow, and extremely cold weather for that latitude. Rain and soft weather prevailed in the early part of the month, and on Feb. 9 ice in which logs were imbedded started a down stream movement. The waters of the Kentucky "went out" on Feb. 10, but fortunately a gorge of logs and ice took place eight miles above Ford, Ky., and the greater portion of the timber was saved. Unfortunately one concern lost about 8,000 logs, but this is the only considerable loss that obtained. It was a very narrow margin, and was caused by the setting in of cold weather, that saved well toward \$5,000,000 worth of poplar logs constitute a large portion of the prospective lumber output for 1905, from a total loss by being swept clear to the Gulf of Mexico. Human ingenuity has not yet devised a scheme whereby a log and ice "tide" can be stayed in its course.

The Gospel of Common Sense.

There are a few hardwood lumbermen of recognized ability in this country who profess to believe that uniform hardwood inspection is a desideratum but a proposition that is chimerical. In a strict acceptance of the term "uniform inspection" the HARDWOOD RECORD is inclined to agree with these gentlemen. Approximately uniform inspection is obtained in the assorting of building woods. White pine is near enough alike in all its ranges of growth to render uniform inspection eminently practical. When a buyer buys lumber under the inspection system prevailing along the lakes from Saginaw to North Tonawanda, he is practically assured that each purchase shall be comparatively like its fellow. The texture of the wood is generally very similar; the methods of manufacturers are approximately uniform; the thicknesses are identical; the widths are classified alike, and so there is assured a practically uniform inspection. These same features prevail in long leaf yellow pine, in short leaf pine, in North Carolina pine, in hemlock and in the coniferous products of the Pacific coast.

In hardwoods, very dissimilar tree growing conditions prevail, as well as a vast difference of methods in the manufacture and seasoning in various sections of the country. In American oak, which grows over a very wide range in this country, there are not less than a hundred different varieties, every one having varied characteristics, but shading into each other with so little difference as to

make many of the varieties utterly indistinguishable, even to the expert. This different botany, combined with varying conditions of latitude or altitude, of soil and rainfall, produces many qualities of oak. These same facts are true of maple, of cypress, of walnut, of birch, of poplar, and of many other woods. Therefore, no close student of the physical characteristics of American hardwoods will for a moment contend that an absolutely uniform inspection is a practical proposition, or that uniform basic values are logical. The "fas" (to use the new term for firsts and seconds) of Indiana white oak, as compared with the "fas" of white oak growing in certain sections of the South, differ in value by anywhere from \$5 to \$10 a thousand. No wood expert will deny this fact. Therefore, a universal price list, covering the value of white oak growing under different conditions, at points 500 to 1,000 miles apart, is also chimerical.

However, a base of judgment of what shall constitute the several grades into which hardwood lumber shall be divided, which will form a basis of universal inspection, is perfectly feasible and practicable. This code of rules, by means of which an inspector may determine the grades into which to put hardwood lumber products, is not a remarkably simple task, but still it is a result that can and should be accomplished, and is one that should be agreed upon by all parties at interest in the hardwood industry. This system of universal inspection will never make the hard maple of West Virginia and Tennessee worth as much money a thousand feet as the hard maple of the northern portion of the lower peninsula of Michigan, nor will it make the swamp growth of white oak of some sections of the South worth as much as the white oak of Ohio and Indiana, but it will form a base of judgment, by means of which, when the source of supply of wood is known, a just relative value may be determined.

Referring specifically to the matter of inspection, it would seem no more than just that the consumer of hardwoods should have considerable to say about this matter. He is the man who uses the lumber and who pays the bills, and he is entitled to a just recognition of the divisions into which the lumber shall be made to best suit his uses. On the other hand, the manufacturer of the lumber should have a great deal to do with the price to be determined at which these several grades shall be sold. The jobbing element in this great trade is the happy intermediary between the manufacturer and the consumer, to see that both get a fair deal; and incidentally to see that he gets a just handling profit for the money he advances to the manufacturer; for the cash he has involved in his stocks, and for the labor and risk he assumes in carrying on the merchandising of hardwoods.

There is profit enough in this great hardwood industry for all three elements of the trade, when eventually it will be carried on with a universality of method of manufacture, of grading and of sale.

Plant Trees.

Hoo-Hoo at last has an inspiration and an excuse for its being.

At a recent concatenation held by Vicegerent Lewis Doster at Dayton, O., a proposal was made to induce Hoo-Hoo to agree to the renaissance of the original conception of Arbor Day and to individually agree to plant a tree on every such holiday, which was received with acclaim.

It is most fitting that Hoo-Hoo should be the means whereby trees may be planted and to thus assist in beautifying the streets and parks in many cities and towns in our land. The plan carried out to its full possibilities would mean an excuse for Hoo-Hoo that it never before had. Hoo-Hoo is a pretty good thing, but it doesn't amount to much. Its fun and social features are corking hot stuff, but there it ends. Perhaps it has been fortunate in the past that Hoo-Hoo has been only a joke but now it has taken on the dignity of age and numbers, which should warrant it in doing something and being somebody.

Shade tree planting is a good thing. While of very little commercial importance it is of vast altruistic value to the country at large. Will Hoo-Hoo take up the good work and make Arbor Day another Hoo-Hoo day, that something logical and practical shall

be done? Even practical results may be obtained to Hoo-Hoo from just co-operation in tree-planting enterprises.

Jonas Fisher of Williamsport, Pa., who ought to be a Hoo-Hoo if he is not, has set an example which Hoo-Hoo might follow with profit. He has planted 2,000 walnut trees on a vacant lot of waste land at Williamsport, and mayhap his great great grandchildren will rise up and call him blessed for his enterprise and forethought.

Consuming Prospects.

Undeniably the lumber trade has been pretty dull for the past three weeks, and hardwood lumber has suffered with the general trade diminution, resultant from bad weather conditions. However, the prospects for a remarkably large season's business are excellent. The building permits issued in the large cities are a fair gauge of what may be expected in lumber demand. In nearly all the chief cities of the United States there has been an unusually large number of building permits issued which contemplate new structures for 1905. In the several boroughs of New York this fact is exceptionally true. In contradistinction to the building operations of last year, which very largely comprised flat buildings in the borough of Manhattan, the permits issued so far this year call for a very large number of individual houses in the outlying districts. It would look as though the entire westerly end of Long Island, lying between the borough of Brooklyn and Coney Island, would be well-nigh built up with detached houses during the coming year. This development for house building means much to the hardwood and cypress industry, as nowadays in this section of the country it is the exceptional house that is not floored and finished in hardwoods of some sort.

What is true of New York is also very much in evidence in nearly all of the other large cities of the country. There seems to be a decided change from the building of large flat and apartment houses to smaller and more profitable investments in individual homes. People seem to be tired of paying rent in flat buildings and are making attempts to acquire homes of their own. This renaissance is materially aided by reason of the circumstance that mortgage money, notably in the east, is very much easier than in the past. Interest rates have been reduced on this sort of collateral, and money for the improvement of real estate can readily be obtained at 5 per cent. Even in the western cities the rates of interest have materially declined.

Cypress.

Cypress production in this country has attained an annual volume of approximately 750,000,000 feet. This is about the output of 1904, and at this altitude has probably reached its ultimate height of production. In volume cypress ranks a little above poplar, but from this time forward there will doubtless be a diminution in the totals year by year, as to a very large extent all cypress timber properties are in the hands of operators.

A year ago at this time cypress values attained a comparatively high range which slumped materially during the spring and summer. A gradual accretion of values obtained later in the year, and at this time prices are back to just about the range of February, 1904. Values are strengthening and will undoubtedly show a moderate increase during the greater part of the year. A year ago there was a good deal of stock in the hands of the producers, and for the most part it was lumber ready for shipment, being fairly dry. The condition today differs materially from a year ago, in that the total stocks of cypress in first hands are considerably less than a year ago, and a larger proportion of it is either green or not dry enough for use until late in the season.

Many cypress producing sections had no floating water last year. Otherwise the cut would probably have been increased a hundred million feet over what it was. During the winter there has been water enough in the streams to float the accumulation of logs, and therefore, notwithstanding the shutting down of quite a number of cypress mills, owing to an exhaustion of timber supply, the product of 1905 will doubtless equal that of 1904. Again, two new large cypress operations will probably tend to augment this supply fairly up to the total of 1904.

Pert, Pertinent and Impertinent.

From a New Point of View.

Woodman, spare thyself,
That tree is large and tough.
Though toil thou must for pelf
Shun work that's hard and rough.

Of course the tree must go,
It spoils the field of view;
But linger not below,
A bough might fall on you.

Too broad the tree and high,
Why cumbereth it the ground?
By inches let it die—
Remove its bark around.

—THOMAS ANONYMOUS.

What Will He Do?

King Edward has tabooed the fancy waistcoat. What effect this decision will have on J. Sam Wright, one of the first citizens and pecan growers of Boardman, N. C., is conjectural.

Do It Yourself.

The man who wants it well done must blow his own horn.

Monetary Conversation.

It is usually the money of the silent partner that talks.

Don't Be Disagreeable.

Most people would rather have a poorly dressed lie than the naked truth put before them.

A Still Hunt.

Some men are on such a still hunt for work that no one ever discovers they are after it.

Advertise.

"Silence is golden" like many other old saws does not compare with the up to date way of cutting to the heart of things. The motto of the successful business man of today is "have something to say and say it."

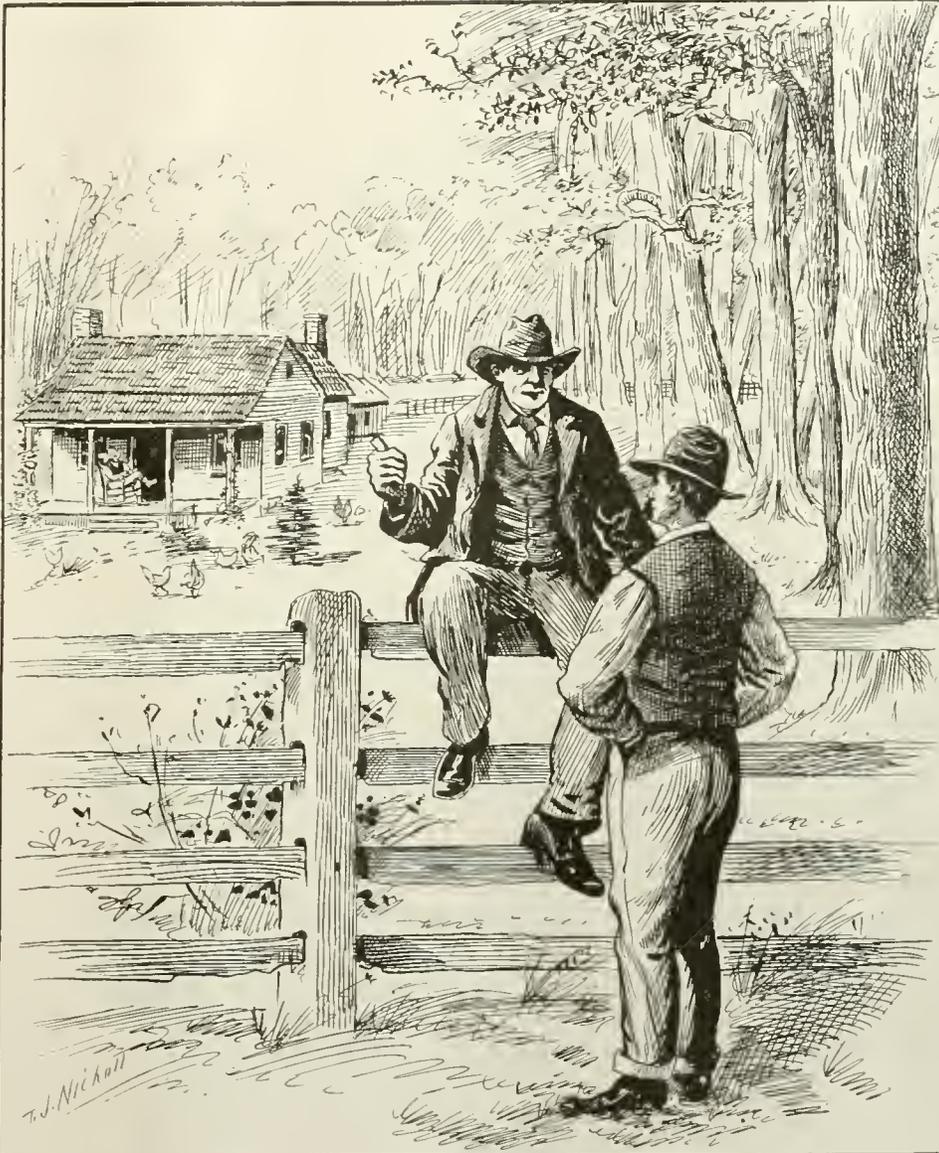
Warning to Lumbermen.

The man who invests in hardwood to the exclusion of roses after marriage is quite apt to pay alimony.

Oak in California.

It is currently reputed that there is no oak on the Pacific Slope, but the Nevada City, Cal., Transcript has a paragraph to the effect that men are at work on a timber property at Wolf cutting oak logs for a sawmill that is to be moved there very soon, and that already 60,000 feet of timber is ready to be sawed. The output of the plant goes to a furniture factory at Sacramento.

WAITING FOR THE FARMER'S WOOD LOT.



First Sawmill Man—Purty bunch of timber, eh, Bill?

Second Sawmill Man—You bet, but we'll never get a chance to put an ax in it until the old man dies.

First Sawmill Man—Gittin' purty feeble, ain't he?

Second Sawmill Man—Yep; we'll plant him purty soon, and then his boys will sell the timber fast enough.

Did You Ever?

Did you ever go into a beer saloon,
And drink and drink and drink;
And then sit down on a cracker box,
And think and think and think,
And think perhaps that you wouldn't drink,
And drink perhaps till you couldn't think?
Then look in a glass with a knowing wink,
Step 'round the corner and take another drink?

—THE DIPSO MANIAC.

Do It Now.

It takes some people so long to get things ready to go to work that they never accomplish anything.

Count Your Blessings.

Pity the poor blind man. He can never see the gray smoke or the red lips curl at his bidding. The sight of two of man's greatest joys—a good cigar and a kissable mouth are not for him.

Hotel Clerk's Version.

"Many are called but few—get up."

Put The Curb On.

A man's philosophy is much like his morality—it lacks limit.

It Looks Good to Me.

It's a mighty lucky thing that the value of a kiss does not lie in the looks of it.

Experience Teaches.

A word from the wise should be sufficient, but the trouble is we all want to get wise ourselves.

Willing to Take a Chance.

It may be easier for a camel to go through the eye of a needle than for the rich man to enter heaven, but most hardwood lumbermen will take his chance.

A Conundrum.

Kid—Papa, how much are white oak logs worth in Indiana?

Father—About twenty dollars a thousand.

Kid—Why does sawing them in quarters make them worth eighty dollars a thousand?

Father—You go spring your fool questions on Charlie Barnaby down at Greencastle.

AMERICAN FOREST TREES.

FOURTH PAPER.

Sycamore.*

Platanus Occidentalis—Linn.

The name sycamore, ordinarily given this tree, is a misnomer. It is of the plane-tree family. In shape it is wide-spreading and broad. Its height is from sixty to 190 feet or even higher, and it has a diameter of bole as great as five feet. Its general range of growth is from southern Maine southward and westward. It blooms in May. The outer bark is a dark brown and thin, peeling off freely and showing silver-white inner bark in patches, thus often presenting a mottled appearance. The leaf buds are axillary and concealed throughout the summer and winter under the hollow base of the leaf petioles, and thus are protected until the next spring. The stipules are sheath-like. The leaves are simple, alternate, with downy petioles; orbicular, with tapering pointed apex and cordate base; the edges are toothed and often three or five-lobed; the sinuses between them are rounded; the leaves and petioles become smooth at maturity. The flowers are small in round heads. The fruit grows closely in solitary round balls, which hang from the ends of long, wiry peduncles. They become dry and remain on the branches until well into the winter, when their seeds are scattered by the wind.

While this wood is commonly known as sycamore, it is more properly the plane-tree, buttonwood or buttonball tree. This tree has a very striking appearance and is perhaps better known to the layman than most any other American hardwood. Over a large part of this country, along water courses, the tree is commonly found in its field growth, and there it presents a striking appearance of somber dignity. It often grows to a height almost unrivaled by any other tree of the northern American forests, and it lives to be very old. The unusual feature about it is the way in which the outer bark peels and displays the polished inner bark, as the season advances. Then again it raises its white and almost spotless branches aloft in a manner which distinguishes it from all other forms of tree growth.

The range of growth of sycamore is southeastern New Hampshire, southern Maine, northern Vermont and the Lake Ontario district; westward to eastern Nebraska and Kansas, and southward to central Alabama, Mississippi and Texas.

It is generally known as sycamore through-

out the states of the Union, but it is frequently called buttonwood in Vermont, New Hampshire, Rhode Island, Massachusetts, New York, New Jersey, Pennsylvania, Delaware, South Carolina, Alabama, Mississippi, Louisiana, Texas, Arkansas, Missouri, Illinois, Nebraska, Michigan, Minnesota, Ohio and Ontario; buttonball tree in several of the eastern states and occasionally in Illinois, Iowa, Ohio, Michigan and Nebraska; the

isolated patches of magnificent specimens of the wood. The Black Swamp of Ohio was originally a famous sycamore country, of which Defiance was the center of lumber manufacture. Many parts of Indiana produced a good sycamore growth, and a considerable amount of timber of excellent quality still exists, but is now largely owned by farmers who are generally holding it out of the market. Thus the present product of sycamore lumber is comparatively small.

The source of supply of sycamore has been largely from the United States in the past, but the tree grows in Europe and the British Isles, and to some extent in Canada.

The weight of the wood runs from 30 to 50 pounds to the cubic foot. It is comparatively a hardwood of about the same density as hard maple. It has no smell or taste. The grain is close, even and fine. The surface is somewhat lustrous, especially in the radial section. The bark is smooth, about one-eighth of an inch in thickness, leathery and supple. It is gray in color, not fissured, and becomes scaly with age.

The principal consumption of sycamore and the use which has nearly exhausted this splendid wood during the last half century, has been by the plug tobacco box trade. Tobacco box manufacturers recognized that, inasmuch as the wood was without taste or smell, and therefore imparted no foreign odor to tobacco, it was especially adapted to their needs, and up until a few years this box trade has taken the larger proportion of the comparatively limited quantity of sycamore lumber that has been produced. While for years sycamore has been recognized as a very beautiful wood for a great many purposes, so diligent were the manufacturers of plug tobacco boxes, that they have been practically able to control for their use almost the entire sycamore lumber output. Outside of this, it has been employed to a considerable extent for interior finish, furniture-making, and lately has been quite largely used in the making of veneers, especially in quarter-sawed stock. In this latter form it is a remarkably handsome wood.

The rings of growth of the tree are obscure in the solid wood; the boundary, however, is a fine clear brown line in autumn



TYPICAL GROWTH OF SYCAMORE SUPPLIED BY CHARLES H. BARNABY FROM TREES GROWN NEAR GREENCASTLE, IND.

plane-tree in Rhode Island, Delaware, South Carolina, Kansas, Nebraska and Iowa; the water-beech in Delaware; the platane, cottonier and bois puant in Louisiana; while in the tongue of the Big Stocking Indians of New York, it was known as oo-da-te-cha-wunnes.

Probably the finest range of growth of the sycamore ever encountered was in Ohio and Indiana, and these states still contain

*Authorities quoted in the foregoing article are "The Timbers of Commerce," "Guide to the Trees," "Principal Species of Wood," and "Check List of the Forest Trees of the United States."

wood, scarcely wider than a ray; the contour is well-rounded; otherwise there is little contrast between the spring and autumn zones. The pores of the wood are difficult to see, even with a lens, and the rays are



APPEARANCE OF SYCAMORE BARK.

small lines or flakes which are readily distinguishable by reason of their luster, more than by their color.

It is only with the practical exhaustion of any considerable growth of sycamore that its value for high-class furniture and interior finish is recognized. The price the wood eventually commanded, and its supply becoming insufficient to the demands of the trade, the plug tobacco box makers were forced to the use of other woods, and now are very largely substituting red gum. The tree is remarkably free from defects in its main stem, save shake, which often obtains in the butt cut.

The sycamore stands for curiosity because

of its Biblical association with Zaccheus. Many European sycamores were planted by religious persons during the middle ages because of the belief that they were the tree thus referred to in the Bible.

It is alleged that the character of the wood afforded by the American sycamores is usually more complicated in growth and more cross-grained than that of the European trees. However, it is also alleged that the structure is more beautiful and that the wood stands well and is more highly valued for cabinet work and small articles in the foreign trade, than the tree of home growth.



BUD, FOLIAGE AND FRUIT OF SYCAMORE.

The size of the American sycamore is also much larger than the European, and a tree fifty inches in diameter at the base and seventy feet to the first limb is not an unusual size either in Indiana or Ohio.

of unloading that kind of a speech on such a crowd as the Memphis lumbermen,—when what the audience wanted was a laugh to aid digestion.

Bob Burdette was once, through a mistake of somebody, sent to a town to deliver his lecture on "The Rise and Fall of the Mustache," when the town had been billed for a certain bishop known as a dry and heavy rhetorician, without a particle of humor in his makeup. The train was late, so Mr. Burdette was hurried directly to the opera-house, and no questions asked. He found an audience of honest, dull, country folks assembled, with their faces all set for a learned discourse on something or other. Mr. Burdette worked hard, but the audience remained silent. His best jokes failed to raise a smile, and after two hours of effort, with his collar hanging limp, and beads of perspiration standing on his forehead, he gave it up. Nobody had laughed.

As the vexed and bewildered humorist was leaving the opera-house, an old farmer approached and said: "Say, Bishop, that was the funniest speech I ever heard a bishop make. Why, do you know, there were times when I came pretty nigh laughing right in your face."

An audience in sympathy is necessary. You must not inflict a heavy speech on an audience that wishes to be amused, nor vice versa, and pitching a speech in a key to suit the humor of an audience is the secret of many a speaker's reputation.

So I tried to think of something light, as I lay in the sleeper on the way to Memphis, but without much success.

There was an old poem I had written about Memphis several years ago, which had fallen rather flat at the time, if I could remember it, I could palm it off as written for this occasion. I found I could remember most of it, and then I went to sleep. I thought I would wake early and go over my speech in my mind. I did not know what subject would be assigned to me, but that did not make much difference.

Billy Bennett was on the ear, however, and he got up as soon as I did. We passed the time in conversation until Memphis was reached.

Believes in Impromptu Speeches.

Now I am a great believer in impromptu speeches—carefully prepared and committed to memory in advance.

When we arrived at Memphis, Earl Palmer dropped in, and Ed McConuell—and others—and I saw I would have no opportunity to go over my speech; so I went to a public stenographer and dictated a brief address, short and dignified, and included the poem, as I could remember it, and put it in my pocket. Then I dismissed the matter from my mind.

But in putting up some papers for mailing to the paper, I inadvertently got my speech mixed with them, and mailed it also. I never missed it at all, and I enjoyed the banquet hugely.

There is no danger that you will miss anything, or leave it out, or forget it, if your speech is written. There it is, right before you, and as long as the faculty of sight is unimpaired you can read it.

When you see a man who looks as if he has the cholera morbus and is sick at his stomach, it is pretty certain that he expects to be called on to make a speech and is going over it in his mind—to make certain that he will remember it. I was free from all that, and as I looked about me at the suffering faces at the speakers' end of the table I was happy, for was not my speech carefully written out and in my pocket? And I could certainly read it. True, the light was a bit dim, but I guessed I would have no trouble. Still, as they were getting pretty well down the programme to myself, I thought I would take the speech out and try the light.

Strode's Stuff.

Speech George Burgess and I Made.

You see that while I did not know for sure, I thought I might be called on to speak a piece down at Memphis, just for the sake of old times; so on the sleeper I cast about to see if I had stored away in my brain anywhere a thought that would look well when brought out into the light of electric lamps—to see if I had any music in my soul that would sound well to the accompaniment of the popping of champagne corks.

I haven't had much experience in public speaking; but I have had enough to know that an after-dinner talk in Memphis must not be dry and statistical. There are places where a dry and statistical speech is all right. A country audience thinks that a political speech that does not bristle with facts and figures doesn't amount to much. The people, under some circumstances, want their facts and figures in strong doses, and I have known speakers to make the mistake

I felt in my pocket—the speech wasn't there. Then I felt in all my pockets, but no speech. Then I remembered sending the papers to Chicago, and I realized what I had done, and that my speech was probably two or three hundred miles on its way.

Then a panic seized me. Here was the Memphis Club expecting a speech. They were entitled to it. And my mind was a perfect blank. I could not even trust to my memory to recite the poem, and the time was drawing very near. Whatever was done, would need to be done quickly. So I slipped out of the room, jotted down the first line of each stanza of the poem and came back, and had about two seconds to get the first line of what I intended to say firmly fixed in my mind, until my brain could get to work; from that time, I must trust to luck.

George Burgess sat by my side, and when I told him of my loss and asked him what to do, he sympathized with and encouraged me by saying, "Go ahead and get started; we'll help you out."

And then the Toastmaster was introducing me as "Mr. Strode, of the Chicago HARDWOOD RECORD," and George Burgess was pushing me to my feet.

The table looked to me to be a mile long, and I noticed a tendency on the part of the audience at the far end to go up and down.

"Mr. Toastmaster," I began.

[Voices at the other end of table: "Louder, louder!"]

"How do you fellows know how loud I'm going to talk until I say something," I continued. "I am liable to break loose here, and make a lot of noise."

Somebody laughed. The table shortened up considerably, and I noticed that I was surrounded by friendly, smiling faces. Then all bets were off. My audience was with me. I experienced a rush of words to the head, and I set myself seriously to make a speech.

"I do not know why I am assigned the subject 'How to run a lumber business,' except on the theory that a man can talk the best about that of which he knows least. The tendency of all knowledge is to teach man his own insignificance, and the man who believes that he is insignificant can't make a speech. It is only theorists and men with hobbies, those who have always been failures, that can tell you how to succeed.

New Bible Version.

"One thing about which Mr. Palmer has spoken so eloquently is inspection. You must have inspection rules to do a successful lumber business. It was not always so, in the days when Noah built the ark—I came pretty nearly saying that Moses built the ark, but it wasn't he; it was Moses who hid in the bulrushes. He was a great man, was Moses, but he didn't build the ark. He probably would have done so if he had thought about it. You see Pharaoh, Herod, or somebody, had commanded that all the first-

born be slain, and the blood be sprinkled over the threshold; and on the doors where there was a first-born, it was to be marked with red chalk. Where there was no first-born—where the second child was born first, they didn't mark them. You see it was all a scheme to catch Moses,—but Mose, he hid in the bulrushes, and escaped, and he lived, to lead the people up out of the land of Egypt, and had a song written about it. It goes like this:

"Go down there, Moses—
Way down in Egypt land.
And tell old Pharaoh
To let my people go.

"But to go back to Noah, and back of him to the inspection rule.

"When Noah built the ark—I never knew what his other name was, Webster, or something like that—he was known to everybody as Noah—just plain Noah. When he built the ark the only commercial wood known was the cedars of Lebanon, and methods then were very crude. When a man had got out a piece of timber by hand, and transported it several miles on his back to Mount Ararat—i. e., it wasn't Mount Ararat either, that was where it descended, and they sent out a dove which never came back, but went over into the land of Nod and begat somebody. No, that isn't right either! Jumping a man up this way and expecting him to have all his Bible history at his fingers' ends, when he has not been an active participant in Sunday schools since he lost his faith in Santa Claus, is too much. It is unreasonable to expect it. I don't know where the ark was built!

[George Burgess, in hoarse aside, "The River Jordan."]

"Mr. Burgess says the River Jordan, but I think he is wrong. The River Jordan is where John the Baptist descended unto and crossed over, and was gone into the wilderness forty days and nights, with no food save a few wild asses and honey. But the ark wasn't built there. Indeed, it is not material where it was built. It was somewhere not far from the forests of Lebanon, and after a man had got out a piece of timber by hand and carried it on his back for several miles, if it had to be inspected, Noah would have thrown most of it out for culls. The man would have resented this and Noah would have had a strike on his hands, and they would have had to postpone the flood.

Inspection Rules Dug Up.

"I have been reading recently of some dead and buried city which has just been uncovered. I have forgotten the name of the city.

[Mr. Burgess, in an aside, "Cairo, Ill."]

"Mr. Burgess suggests that it was Cairo, Ill. When I started this speech Mr. Burgess kindly offered to help me out if I got stuck, for which I am very grateful; but in this instance he is wrong, and, besides, Cairo, Ill. is not a dead and buried city. It has only got the dry rot.

"As I said, I was reading about the discovery of a dead and buried city. Among

the debris was discovered a series of stone tablets covered with writing; there were detached words which were translatable, but taken as a whole, they made no sense. They didn't seem to mean anything or rather they were capable of almost any construction. This has led a good many people to think that they were a set of Inspection Rules. They never could have become popular, however, for an inspector to travel about the country taking up lumber, and being followed by six or seven yoke of cattle hauling a set of Inspection Rules to be read by the unsophisticated would never be largely popular. It is only since the art of printing has made a neat and compact volume of a set of Inspection Rules, which a lumberman may conceal about his person and still pass himself off for a gentleman, and which are changed every time the moon changes, that Inspection Rules have become really popular.

"And now, Mr. Toastmaster, I wish to thank you for this entertainment. I am glad to be in Memphis. It is like getting back home. I have here all that is left of my original poem on Memphis, which I will read as a fitting climax to my effort:

"O Memphis, thou city at the river's bend,
Where southern hospitality flows without end;
Where the smoke of many factories cloud the sky,
And the nigger with his mule goes clattering by.

"Thou hast well deserved thine ancient name,
To which thou hast added a newer, brighter fame;
Thou hast given other cities the solar plexus punch,
Thou art the warmest city in the bunch.

"Thou wouldst make the monk forget his vows,
Thou wouldst make the dairyman forget his cows;
Thou wouldst make a plighted maid forget her ring,
And a poor newspaper man forget 'most everything.

"But when all is ended and this life is o'er,
When at last we reach the golden shore;
I'll be content, I'll do no more than sigh,
If they'll let me go to Memphis when I die.

"If I may meet the friends I know there now,
We'll contrive to pass eternity some way, somehow.
If they'll let us sit in Luehrmann's and clink our glasses,
Whilst the merry gulp and funny story passes.

"And as we our hands in pleasant memory grip,
As we our ghostly nectar from ghostly goblets sip;
And while Ed Taenzer's gentle spirit hovers o'er,

I'll repay George Burgess thee—maybe before."

CHARLES D. STRODE.

Big Log Jam On the Move.

WINCHESTER, KY., Feb. 24. [Special telegram.]—This morning there was a foot rise in the Kentucky river. The great log jam has moved in front of Irvine, and is now part below and part above Lock No. 11, twenty-three miles above Ford.

The thick ice below Lock No. 11 has checked the progress of the great mass of logs. The river is alive with men and boats preparing for the run. The booms have been cleared, and every precaution has been taken to save the logs and prevent damage.





JAMES B. WALL,
OF BUFFALO, NEW YORK.

Builders of Lumber History.

NUMBER IV.

James B. Wall.

Of the distinguished coterie of Buffalo business men who are devoted to the hardwood lumber industry, James B. Wall, whose portrait the *HARDWOOD RECORD* is privileged to publish as its supplement in this issue, is an important factor.

Tall and erect, the personification of kindly good nature both to his acquaintances and employes, steadfast in his friendship, exceedingly charitable in thought, speech and act, markedly just in commercial transactions James B. Wall is a man with whom it is a pleasure to do business and an honor to number among one's friends.

Mr. Wall was born at Avon, N. Y., Oct. 16, 1857, consequently he is still on the sunny side of fifty. Like most of the lumber fraternity, his first years were spent on the home farm where he was born. When he was twenty-one he began his search for the business which should be his life work, but it was not until 1885 that he invaded the lumber business, which he found so congenial that he entered the firm of Stanton, Crandle & Co. at Painted Post, N. Y., in the year 1888.

He soon realized that the principal wholesale market of the eastern part of the United States was at Buffalo, N. Y., and in partnership with his brother, Maurice M. Wall, he purchased the interests of the Buffalo Hardwood Company. This institution was run as a co-partnership until the spring of 1898, when it was reorganized into a stock company with James B. Wall as president, the office which he still fills today in the concern.

Hardwood Flooring.

The hardwood flooring industry of the United States during the last few years has attained large importance, and has become a no inconsiderable adjunct to the general hardwood industry. As marked by figures of output, the most important hardwood flooring of the country is that produced from hard maple. Next in volume is the flooring produced from various varieties of oak. Third, is the flooring produced from birch and beech. The production of flooring in this country during the last few years, by dint of hard-earned experience, the investment of much money in superb plants, and the exhibition of much patience and industry, has reached a point of perfection that is scarcely excelled by any product made from wood.

A suitable flooring of houses has been a matter of evolution. Since the time of the pounded clay floor and the puncheons of split saplings, there has been a gradual improvement in flooring materials. For years rough boards laid upon flooring joists were regarded as an excellent floor. Then these boards were

Mr. Wall is treasurer and a heavy stockholder in the Eureka Hardwood Lumber Company, with sawmills, timber lands and railroads at Becton, Ark., and he is also treasurer and general manager of the Buffalo Desk & Table Company of Buffalo.

A broad gauge business man, James B. Wall has always taken an interest in everything which will help the hardwood trade in any way. He is one of the active members of the Buffalo Lumber Exchange, of which he was president for two years. He was vice-governor of Hoo-Hoo in 1899 for western New York, under the administration of Nelson A. Gladding, and the following year he was made a member of the supreme nine of the order.

Mr. Wall married Miss Anna Fitz-Martin of Painted Post, N. Y., in 1887, and a family of four boys and one girl makes joyful his beautiful home in Buffalo.

Mr. Wall is one of the ablest hardwood lumbermen in the country, and, standing, as he does, practically at the head of three important commercial propositions, his opinion on hardwood activities is of great value. When one considers what mental powers are required in the conduct of a successful business today, that sound judgment, precise adaptation of means to ends, great energy, promptness of decision, and above all tact in the management of men are demanded, one may conclude that all the genius in the world is not lodged in the brains of the painters, poets and musicians. Sometimes one finds it in the hardheaded business man, who has learned thoroughly the definition of Carlyle, that genius only means taking infinite pains.

dressed by hand, the material utilized being almost universally pine, spruce and hemlock. With the advent of the rotary cutting head of the Woodbury machine, the flooring boards were machine dressed; and eventually they were jointed by hand. The flooring expert of sixty years ago "shot" his flooring strips, and laid his flooring loosely on the joist, and as the wood became thoroughly seasoned eventually wedged the strips closer together, and spiked them through and through with good old-fashioned hand-made wrought iron nails.

The next great improvement in flooring, at which time the acme of perfection supposedly was reached, was when the house carpenter of a little more than a half century ago laboriously tongued and grooved the flooring strips with the hand tool of that day. Then the four-sided planing machine was invented, and the carpenters of the good old Quaker City went out on a riot with the claim that the advent of tonguing and grooving by machinery surely presaged ruin to their call-

ing. They even went to the extreme of wrecking the machines that had been installed. All this is flooring history.

Perhaps to the inspiration supplied by the necessity of hardwood floors, caused by the invention of the roller skate, which occurred some thirty years ago, may be ascribed the advent and the desirability of floors made of some material far more substantial than soft woods afforded. The wear of the trucks of the roller skate soon make a wreck of floors constructed of pine or spruce, and in searching for a wood that should be cheap, and still have good wearing qualities, some wise man discovered that the material hitherto used as firewood by many generations of his ancestors afforded the proper material. For several years roller skating was a craze, and hundreds and perhaps thousands of roller skating rinks throughout the United States were floored with maple. Previous to this time the only hardwood flooring ever known was either oak or ash, and ash proved itself to be but a poor flooring material especially when flat sawed. Flooring made of oak was only for the parlors of the rich. The roller skating rink craze died out, and with it was extinguished for fully a dozen years any demand for maple flooring.

After the practical extinction of the white pine growth of the northern portion of the lower peninsula of Michigan local lumbermen in the attempt to perpetuate their industry set about exploiting the mixed hardwood growth of that section of the country. Gray elm was in good demand, as well as black ash, rock elm and birch, but the forest was found to contain a proportion of well toward forty per cent of maple. Hardwood production in Michigan alone of the woods for which there was a demand was impractical from a financial standpoint, and efforts were made to create a market for the wood that had formerly only been converted into charcoal or firewood. It was found that maple possessed, notably when green, a wonderful resistance to fracture or crushing, and while largely a sap-wood was of an age and physical character that made it a very desirable material where strength and durability were concerned.

As the manufacture of Michigan hardwood progressed, the price at which maple was offered in the markets tempted many manufacturers of various lines of wood products to experiment with its use. Agricultural implement people took hold of it. The furniture manufacturers commenced to use it. It was found a worthy material for machinery frames, and sundry other uses. All these uses, however, required thick stock, and there was an accumulation of inch lumber which became a veritable drug on the market.

Then it was that there was a renaissance of experiments in the making of accurately manufactured flooring for warehouse, store, office, public and house buildings took place. The milling qualities of the wood proved very difficult, and it was only after the woodwork-

ing machinery manufacturers of the country became interested in it that machines were eventually constructed of weight and strength enough to convert the material into accurately made flooring. A great many thousands of dollars were expended in this initial and experimental work, but the diligence and the enterprise of American hardwood men finally triumphed, and today the chief hardwood flooring product of this country consists of maple flooring, which in the aggregate of consumption annually amounts to well toward 300,000,000 feet.

In the north country, incident to maple flooring production, there has developed quite a considerable output of birch and beech flooring, and to a minor extent the same splendid flooring plants have converted considerable oak into flooring. This development of the hardwood flooring trade has all come about within the last fifteen years.

Hardwood Record Mail Bag.

[In this department it is proposed to reply to such inquiries as reach this office from the HARDWOOD RECORD clientele as will be of enough general interest to warrant publication. Every patron of the paper is invited to use this department to the fullest extent, and an attempt will be made to answer queries pertaining to all matters of interest to the hardwood trade, in a succinct and intelligent manner.]

Relative Cost of Hauling Logs.

MEMPHIS, TENN., Feb. 2.—Editor HARDWOOD RECORD: Can you give me any information about the relative cost of transporting logs by the utilization of flat and logging cars? I would like an expert opinion so that I may decide which equipment I had better purchase for the handling of hardwood logs from my timber to my sawmill. Any information on this subject

APPROXIMATE STATISTICS OF TRANSPORTATION OF LOGS ON FLAT AND LOG CARS—BASIS OF 10 POUNDS PER FOOT, LOG SCALE.

	With Air Brakes and Automatic Couplers.			With Hand Brakes and Common Draw Heads.		
	80,000 pound flat.	60,000 pound log.	50,000 pound flat.	40,000 pound log.	40,000 pound flat.	30,000 pound log.
Weight per car—pounds.....	38,000	30,000	10,000	24,000	8,000	7,000
Average load thousand feet, log scale.....	7	5	5	5	3 1/2	3
Average number cars per train.....	11	19	24	11	19	22
Car weight per train—tons.....	209	133	195	120	132	76
Load weight per train—tons.....	385	475	390	480	275	333
Total weight per train—tons.....	594	608	585	600	407	409
Load ton miles, 30-mile haul.....	11,559	14,250	11,700	14,400	8,250	9,990
Load ton miles, 20-mile haul.....	7,700	9,500	7,800	9,600	5,500	6,660
Load ton miles, 15-mile haul.....	5,775	7,125	5,850	7,200	4,125	4,950
Load ton miles, 10-mile haul.....	3,850	4,750	3,900	4,800	2,750	3,330
Load ton miles, 5-mile haul.....	1,925	2,375	1,950	2,400	1,375	1,650
Total ton miles, 30-mile haul.....	24,090	22,230	23,400	21,600	16,170	14,550
Total ton miles, 20-mile haul.....	16,060	14,820	15,600	14,400	10,780	9,700
Total ton miles, 15-mile haul.....	12,045	11,315	11,700	10,800	8,085	7,275
Total ton miles, 10-mile haul.....	8,030	7,410	7,800	7,200	5,390	4,840
Total ton miles, 5-mile haul.....	4,015	3,705	3,900	3,600	2,635	2,420
Per cent ton miles load to total ton miles.....	47.94	64.10	50.00	67.00	51.02	68.66
Capacity train—M feet.....	77	95	78	96	75	68.5
Total ton miles per M feet, 30 miles.....	313	234	300	225	204	210
Total ton miles per M feet, 20 miles.....	209	156	200	150	196	146
Total ton miles per M feet, 15 miles.....	156	117	150	112.5	147	109.5
Total ton miles per M feet, 10 miles.....	104.5	78	100	75	98	73
Total ton miles per M feet, 5 miles.....	52.25	39	50	37.5	49	36.5
Car cost per train—dollars.....	8,250	6,375	7,800	6,240	5,500	3,800
Car cost per M feet, log capacity.....	107	65	100	65	100	57
Per cent greater efficiency.....	20.62	...	33.33	...	34.26	33.79
Per cent greater cost efficiency.....	120	...	105	...	136	143

that you can supply me will be highly appreciated.—S. V. S.

For the information asked, the editor has found it necessary to appeal to H. C. Crawford, the expert in log transportation, who is the manager of the logging department of the Russel Wheel & Foundry Company of Detroit, Mich. Mr. Crawford has very kind-

ly made a statistical approximation of facts pertaining to the relative cost of transporting logs by the two kinds of cars, under varying conditions, based on an approximation of hardwood log weights, by log scale, of ten pounds to the foot. Mr. Crawford explains that the base of these figures comes from actual experience, and from authorized statistics of railroad authorities, and the analysis embraced in his table will be found approximately accurate. The facts deduced are remarkable in some instances, but are entirely worthy the attention of every owner of a logging railway as well as of the HARDWOOD RECORD correspondent. The table follows.—EDITOR.

It is only within the past two or three years that oak flooring has attained the distinction of an individual product by operators interested in that wood. Up to this time there has been developed three or four considerable sized oak flooring factories from the Ohio river southward. Oak flooring as an individual matter of product is still in its infancy as an American manufactured product, and bids very fair within a few years to assume a proportion equal to, if not in excess of, that of hard maple flooring production.

There are several other American hardwoods of a physical character that makes them eminently suitable for flooring purposes, and beyond question the next decade will show a vast increase in hardwood flooring production which will gradually supplant the use of all soft woods for this purpose.

ly made a statistical approximation of facts pertaining to the relative cost of transporting logs by the two kinds of cars, under varying conditions, based on an approximation of hardwood log weights, by log scale, of ten pounds to the foot. Mr. Crawford explains that the base of these figures comes from actual experience, and from authorized statistics of railroad authorities, and the analysis embraced in his table will be found approximately accurate. The facts deduced are remarkable in some instances, but are entirely worthy the attention of every owner of a logging railway as well as of the HARDWOOD RECORD correspondent. The table follows.—EDITOR.

ing a market for the crooks encountered on the main roots of the mountain growth of the Appalachian range, indiscriminately known as ivy, laurel and rhododendron. The only use that I have ever heard of for this prolific growing shrub is for the conversion of the crook into pipe bowls, and I think you can acquire information as to the possibility of disposing of this wood from the "W. D. C." people, whose main office is in Broadway, New York. They either buy the stuff themselves or would know who the actual makers of these pipe bowls are. This material is utilized quite extensively for the manufacture of alleged French briar pipe bowls, but I have never encountered but one plant in the woods actually making the rough stock. This factory is located, as near as I can recall it, near Cranberry, N. C., but whether it was alongside the eastern Tennessee and western North Carolina road, or over on Ritter's pincola extension I do not distinctly recall.—EDITOR.

Hardwood in California.

GREENBRIER, TENN., Feb. 5.—Editor HARDWOOD RECORD: Will you kindly give me your opinion of the lumber business in California in the hardwood line and the prospects for a young man of ability in the capacity of inspector or manager of yard or mills. I would like to have the names of firms in the southern or central part of the state in the hardwood lumber business.—A. C. S.

In the HARDWOOD RECORD of Feb. 10 you will find a letter from Los Angeles, Cal., in the news department of the paper. I think if you will write to the people referred to in that letter as being in the wholesale hardwood business, you will be able to get some information which I cannot supply you at this writing. There is comparatively little hardwood business on the Pacific coast. At Los Angeles and San Francisco there are some hardwoods handled, but no hardwoods of great commercial importance grow west of the Missouri river, and as a producing proposition the western country offers little encouragement to a man of business. There is a little oak of inferior quality growing in some of the territories, and even in California, but there is nothing that a man brought up in Tennessee or West Virginia would regard as a hardwood timber proposition in the entire country.—EDITOR.

Battle Creek Concern Changes Name.

The French-Wicks Lumber Company of Battle Creek, Mich., has been succeeded by the F. W. French Lumber Company. Mr. Wicks, having other business relations that required his time and attention, withdraws. His interests, however, have been absorbed by the new concern.

The business will be carried on, as heretofore, under the management of F. W. French, and the company will do both a wholesale and manufacturing business in Michigan hardwoods, also handling a liberal amount of southern products.

A Lumber Reckoner.

The Robert H. Jenks Lumber Company of Cleveland, O., is sending out to its clientele with its compliments the Perry Lumber Reckoner. This handy little book will prove of great value to the trade as a time-saver. There are directions for using general tables, which, if followed, will make mistakes impossible.

Ivy Stumps.

NEW YORK, Feb. 9.—Editor HARDWOOD RECORD: I have an inquirer asking for ivy and ivy stumps. This is a new inquiry to me and I am writing you, thinking that probably you might know where such wood could be marketed.—W. A. M.

I suspect that your correspondent is seek-

C. H. Hackley, an Appreciation.

Muskegon's most honored and philanthropic citizen, Charles Henry Hackley, died suddenly on Friday, Feb. 10, and was buried on Feb. 14 from his late residence in that city.

Muskegon has again gone back to its busy workaday life, but wherever two or three are gathered together, whether they be the young, vigorous boys and girls of its high school, the patrons of its beautiful library, the earnest students of its training school, the convalescents of its hospital or the unfortunate ones whose lives are made easier at its Home for the Friendless, you will hear the name of Charles H. Hackley spoken with accents of deepest grief.

It is easy for the multi-millionaire to give, but to give wisely and unostentatiously is seldom compassed by the man of money. Charles H. Hackley solved this problem better, perhaps, than any other American citizen; true, others have given more, but usually they have so planned that their names shall be enriched quite as much as the philanthropic schemes they have endowed.

later years, a man of affairs, yet through the long novitiate of his early life and hard work. Mr Hackley never forgot the people or the place of his adoption, and when in 1888 Muskegon was surprised with the gift of \$100,000 for a beautiful library, it was only the first step in his matured plan of helping his fellow men.

Many wealthy men have given libraries to their native or other cities, but Charles Hackley did more; through his generosity to Muskegon when the high school was burned and his gift and endowment of the manual training school and gymnasium, he prepared the coming generations to get the most from the 42,100 volumes he had placed within their reach. The beautiful Hackley square with its statues of Lincoln, Grant, Sherman, Farragut, Kearney and McKinley is not only an ornament to the city but is a lesson in patriotism to every man, woman and child who passes through its winding paths. The magnificent training school is a fitting memento of a man who has put his thought into deeds. Mr. Hackley learned early in life that honest work with the hands guided by an earnest and well directed brain is the best heritage that can be given to man. Five hundred students in the Hackley Manual Training School acknowledge this gift with heartfelt gratitude. Although a strong and vigorous man, almost to the day of his death, Mr. Hackley had great sympathy for the sick and distressed and in the endowed Hackley hospital today many a poor mortal stops his groans long enough to whisper a prayer of thanksgiving that the city has known a man of great compassion. And in the Home of the Friendless there are many tears for the man who proved the name of their beautiful home a misnomer, for he was indeed a friend to all within its walls.

Although the value in dollars and cents of Charles H. Hackley's benefactions is much, yet the real value lies in the way they have been given. There is not one person in the Michigan town, whether rich or poor, who has not enjoyed the boundless charity of this truly great man just passed away. It was not the charity which flings gold at you with lavish hand and face turned aside, when you ask for a "cup of cold water," but rather the charity which means love, sympathy and real friendliness.

Mr. Hackley was a particularly modest man and he refused many political and municipal honors, but at the earnest solicitation of his friends, he did at last consent to have his portrait painted by the famous French artist Chartrain, who made a trip to Muskegon for that purpose, at the time he was in this country painting President Roosevelt. The half-tone published today in the HARDWOOD RECORD is from this portrait, which hangs in the art gallery of the Hackley library at Muskegon. Mr. Hackley leaves a wife and an adopted son and daughter to mourn his loss, but all Muskegon grieves with them, and the lumber fraternity has lost one of its most distinguished and honorable exponents.

Scott, E. W. Ford, E. E. Goodlander, W. E. Smith, Robert J. Wiggs, W. L. Crenshaw, E. E. Taenzer, J. H. Mallory, P. Pidgeon, Benton Braughton, M. R. Grace, H. M. Rodgers, W. A. Dolph, L. P. Arthur, A. L. Foster, George W. Foose, J. B. Turner, J. G. Gaither, J. S. Morris, John W. Bailey, C. L. Wheeler, William M. Kennedy, John Dwyer, C. C. Cameron, M. R. Perkins and C. F. Gardiner of Memphis.

The regular list of speakers and the subjects which were assigned to them is here given:

G. T. Fitzhugh: "Log-Run Lawyers."

S. B. Anderson, retiring president Lumbermen's Club: "The Lumbermen's Club of Memphis."

Joe E. Williams, editor Lumber Trade Journal, New Orleans, La.: A subject of his own choice.

Earl Palmer, president National Hardwood Lumber Association: "The National Hardwood Lumber Association."



LATE CHARLES H. HACKLEY.

Like the majority of lumbermen of great wealth, Mr. Hackley began life in poverty, and in 1856, at the age of nineteen, he arrived at Muskegon with only \$7. Here he started to work immediately at the first thing that came to his hand, which proved, in his case, to be common labor in the mill of Durkee, Truesdell & Co. This was his entrance into the lumber business, which he always honored by fair dealing and just endeavor. His connection with the hardwood trade was with the Hackley-Phelps-Bonnell Company of Grand Rapids, with mills and timber at Hackley, Wis. Although in



R. J. DARNELL OF MEMPHIS.

John W. Bailey: "Progress."

C. D. Stode, HARDWOOD RECORD, Chicago, Ill.: "How to Run a Lumber Business."

Col. J. F. Peters, commissioner Industrial League: "The Woodworker a Prime Factor in the Growth and Development of Memphis."

John Dwyer, A. G. F. A. I. C. R. R.: "Any Old Thing and Every Old Thing."

Elliott Lang, secretary National Lumber Exporters' Association: "The Export Situation."

W. A. Bennett: "My Experience in Manufacturing Lumber."

George D. Burgess: "My Travels in Europe."

Other speakers were George B. Stimson, president of the Indiana Hardwood Lumberman's Association, E. E. Goodlander and M. D. Perkins. Each of these were well received.

C. C. Cameron, general freight agent of the Illinois Central Railroad, was also called upon.

Association News.

Memphis Lumbermen's Club Aftermath.

The following gentlemen attended the banquet of the Lumbermen's Club of Memphis, held Feb. 8 at the Gayoso hotel, Memphis, of which a partial report was given in the Feb. 10 issue of the HARDWOOD RECORD:

Theodore L. Schneider, Chicago; J. T. McRoberts, Cincinnati; Berton E. Kile, Providence, R. I.; Joseph B. Cabell, A. Dircks, Union City, Tenn.; W. H. Greble, Elliott Lang, W. A. Bennett, Earl Palmer, Paducah, Ky.; C. D. Strode, Chicago; John E. Williams, New Orleans; A.

M. Love, Leland, Miss.; J. V. Stimson and H. Stimson, Huntingburg, Ind.; Ralph Gilchrist, Alpena, Mich.; R. Sondheimer, Cairo, Ill.; Arno Spaltcholy, St. Louis; Ed O. McConnell, St. Joseph, Mo.; H. J. McCasland, Chicago; W. A. Gilchrist, Chicago, and Donald Mann, F. E. Gary, James E. Stark, Lee Pesca, C. W. Holmes, S. R. Corbitt, H. B. Anderson, S. B. Andersou, Fred Zupke, John W. McClure, George L. Smith, O. K. Palmer, H. B. Sweet, F. A. Conkling, E. E. Stonebraker, W. S. Bragg, George C. Ehemann, T. B. Edgington, R. J. Darnell, W. R. Barksdale, P. S. Smithwick, W. S. King, George D. Burgess, G. T. Fitzhugh, John A.

The menu was elegantly served as follows:

Manhattan Cocktail	Cocktail Sauce	Olives
Blue Points,		
Celery	Green Turtle Clear	Sauterue
	Lobster, a la Parisienne	Green Peas
Braised Sweetbreads	Cigarettes	Champagne
Punch	Roast Quail, Currant Jelly	
Potatoes	Stuffed Peppers	
Peeled Tomatoes	Mayonnaise	
Ice Cream	Cake	
Roquefort Cheese		Crackers
	Coffee.	
	Cigars	

National Wholesalers' Annual.

The National Wholesale Lumber Dealers' Association will hold its annual meeting at the Bellevue-Stratford hotel, Philadelphia, March 1 and 2. Arrangements are progressing satisfactorily, and the committee in charge of the banquet, entertainment, etc., consisting of Robert C. Lippincott, George F. Craig and Henry C. Riley, is putting forth every effort to make this meeting the most successful in the history of the association. Men prominent in national affairs have promised to attend the banquet and deliver addresses.

Miscellaneous News.

An Automatic Copying Lathe.

The Number 0 Patent Automatic Copying Lathe here shown is made by the Defiance Machine works of Defiance, O. It has been designed for accurately turning irregular shapes such as hames, side bars for saddles, hat blocks, golf stick heads, gun stocks, handles, spokes and other wooden articles from the most delicate sizes up to 36 inches long, and finish various diameters up to 6 inches at the largest. It will reproduce an exact facsimile of any model placed into the machine. In addition to this either end of the product may be made larger or smaller than the governing model by a simple, quick adjustment of the machine. At an extra

The Wholesale Lumber Dealers of Philadelphia will hold a reception for the officers and delegates of the national body on the evening of March 1. George F. Craig, president of the local association, has appointed a committee, of which Colonel Charles M. Betts is chairman, to provide for that evening's entertainment.

President Lewis C. Slade has called a meeting of the executive committee of the association for Tuesday afternoon, Feb. 28, and of the board of trustees for Tuesday evening of the same date. Both meetings will be held at the Bellevue-Stratford hotel.

Reduced railroad rates on the certificate plan have been secured for delegates attending the convention.

Immediately following the reception given by the Philadelphia Wholesale Lumber Dealers' Association to the National Wholesale Lumber Dealers Association and their guests at the "Bellevue-Stratford" on Wednesday evening, March 1, a concatenation of the Concentrated Order of Hoo-Hoo will be held in the ball-room of the Continental Hotel at 9:09 p. m. This concatenation will be followed by a smoker at 10:30 p. m., to which all lumbermen and their guests are invited.

cast in one piece, with cored center and a broad floor base to stand firm.

The head spindles, to revolve the work to be turned and the model are fitted into long connected bearings, and they are driven by cut gearing, which insures a uniform motion and secures perfect turning.

The tall spindles stand opposite and in alignment with the head spindles, and they are adjustable horizontally together for work of various lengths with an independent horizontal adjustment by hand wheel and screw to place in and take out the work and model. They also have a right angular adjustment to change the size of turning at either end.

The cutter head carriage is accurately fitted

and from right to left, starting to turn the material at either end. The frictions are automatically engaged or disengaged for starting or stopping the feed. The frame supporting the cutter head and guide roller is gibbed to the carriage and it vibrates in a path that corresponds with the shape of the model placed into the machine, and it is connected by a convenient hand lever to bring the cutter head up to its work or throw it back out of the way, which can be accomplished while the machine is in motion.

The cutter head is fitted with right and left hand cutters to feed both ways, and it is so constructed as to successfully turn either hard or soft wood, and produce smooth and satisfactory turning.

The feeding mechanism is so constructed to turn with the carriage, feeding from left to right or from right to left, alternately, or, it may be adjusted so as to feed in one direction only, and have the carriage returned by a quick automatic motion to the place of starting, and the starting station may be at the right or left hand end of the machine, as desired. It has five changes of feed from $\frac{1}{8}$ inch to $\frac{3}{8}$ inch, varying 1-16 inch to each revolution of the work turned, and it can be started or stopped instantly. Adjustable stops are provided on a horizontal bar under the carriage for regulating the length of travel to the cutter head and they can be instantly set for short or long turning. When the end of cut is reached, the feed is automatically disengaged ready for the next cut.

The counter is furnished as follows: Three No. 1 Ball and Socket Adjustable Drop Hangers, with new style belt shipping apparatus, one countershaft 17-16x90 inches, one drum for driving the cutter head 16x44 inches. The tight and loose pulleys are 8x4 inches and should be run 625 turns per minute.

"Atkins Always Ahead."

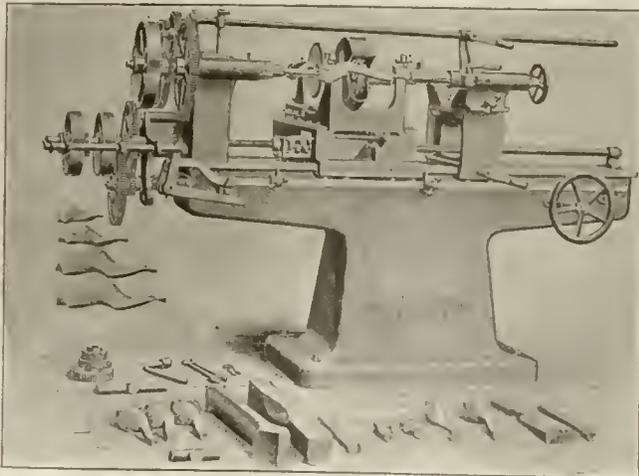
There have been hundreds of examples of the rapid rise of individuals from comparative poverty to wealth through sheer force of character and application, and in each instance an analysis of the process of transition reveals the fact that the result was accomplished along some one line of thought or endeavor.

No more remarkable evidence of the successful development of an idea can be presented than the growth that has attended the great saw manufacturing establishment of E. C. Atkins & Co. of Indianapolis, Ind. Superiority and quality was the idea which predominated in the production of the Atkins brand of saws, from the casting of the steel ingot to the finished article, and to no other one reason can be attributed the wonderful demand for Atkins saws which comes from all parts of the world.

The Atkins brand of saws may be rightly entitled to its inception away back in the 17th century, when the Atkins ancestors were making saws in old England and have continued there and in this country in an unbroken line down to the present time.

The success of this institution was primarily due to the mechanical genius of its founder, E. C. Atkins, who established the business in 1857, alone and without capital, though endowed with abundant energy and perseverance. His knowledge and experience in saw-making was obtained in the saw factory of his father, then operating at Bristol, Conn. But the continued and unprecedented prosperity which has attended the business of the past ten years is accounted for by the fact that not only the present head of the firm, H. C. Atkins, but every department superintendent is an expert in his particular line, and "quality" is their watchword.

It is well known that the skilled mechanics in the Atkins factory (and they comprise more than half of the employes) are the highest paid workmen in Indianapolis. Little wonder it is, then, that a force of mechanical experts, aided by patented and specially devised machinery and appliances, should produce saws of such



AUTOMATIC COPYING LATHE.

cost, and when especially ordered, it can be furnished with an attachment to turn both rights and lefts accurately from one model.

The frame is a heavy casting of neat design,

and thoroughly gibbed to the main frame. It is traversed across the path of the material to be turned by means of a heavy screw driven by a double friction to feed from left to right

superior excellence, and that because of their merit the trade has reached its present magnitude.

Less than twenty years ago the factory employed about 150 men, and opened its first branch house at Memphis, Tenn. A short time afterward another branch was started in Chattanooga, which later was removed to Atlanta. Then in rapid succession branches were established at Minneapolis, Minn., Portland, Ore., New York City, Chicago, Toronto, Ont., Seattle, Wash., and last, but not least, San Francisco falls into line. The branch at San Francisco was opened January 1 and was necessitated because of the firm's increased business on the coast which could not be accommodated to advantage from Portland and Seattle.

To take care of their rapidly increasing trade the firm is constantly expanding their manufacturing facilities and several new buildings have lately been equipped and put into operation. About twelve hundred men are now employed at the factories and seventy salesmen are kept constantly on the road disposing of the enormous product of saws and tools whose trademark "Atkins Always Ahead" aptly describes their position in the minds of appreciative users.

Building Conditions For January.

Secretary Lewis Doster of the Hardwood Manufacturers' Association of the United States has compiled a table showing a remarkable increase in building in the principal cities of the United States for January compared with the corresponding month a year ago.

In twenty-seven of the leading cities permits were taken out for the construction of 5,157 buildings, involving a total cost of \$24,964,651, against 4,317 buildings, involving a total cost of \$13,575,418, for the same month a year ago, an increase of 870 buildings and \$11,389,233, or 83 per cent. The figures in detail are as follows:

	1905.		1904.		P.C.
	No.	Cost.	No.	Cost.	
New York.....	283	9,111,300	129	2,282,850	299
Brooklyn.....	538	3,473,270	502	2,047,147	69
Chicago.....	345	1,847,700	279	2,150,870	*14
San Francisco...	216	2,235,967	175	1,078,541	107
Los Angeles....	670	1,131,561	516	875,744	29
Philadelphia...	326	1,004,805	306	818,445	23
St. Louis.....	273	999,884	265	848,335	17
Pittsburg.....	159	695,823	79	199,184	204
Washington....	202	496,465	140	270,857	83
Louisville....	94	463,080	74	46,878	887
Seattle.....	518	425,950	532	234,322	81
Indianapolis...	107	402,843	60	64,015	523
Kansas City...	152	320,250	190	264,000	21
Cleveland.....	135	266,805	68	92,275	189
Milwaukee....	109	256,763	81	151,905	60
Detroit.....	160	246,000	107	184,400	33
Buffalo.....	112	239,293	105	307,809	*22
Atlanta.....	189	233,715	216	559,716	*60
New Orleans...	...	212,195	...	119,072	75
Spokane.....	96	205,270	96	213,869	*4
Memphis.....	...	201,668	...	139,005	35
Minneapolis...	138	163,510	114	188,040	*13
Tacoma.....	119	110,414	92	116,553	*5
St. Paul.....	65	105,050	50	68,675	53
Allegheny....	25	46,900	12	19,800	139
Cincinnati...	126	140,480	100	151,535	*10
Omaha.....	20	27,690	29	53,585	*67
Totals.....	5,157	24,964,651	4,317	13,575,418	83

New St. Louis Concern.

A new lumber concern has opened an office in St. Louis under the name of the George E. Watson Lumber Company. It will handle yellow pine and cypress.

George E. Watson, the head of the company, has an extensive acquaintance, having served as secretary of the Lumbermen's Exchange of St. Louis, secretary of the St. Louis Hardwood & Lumber Manufacturers' Exchange and assistant secretary of the house of Hoo-Hoo. He is at the present time secretary of the Yellow Piners, which is the St. Louis organization of yellow pine wholesalers. As secretary of the St. Louis Hardwood and Lumber Manufacturers' Exchange Mr. Watson had charge of the St. Louis inspection force.

Mr. Watson has had an extensive experience in the lumber trade and should make a success in his new venture. In 1891 he entered the employ of his father, who was at that time a wholesaler of hardwoods and cypress. Prior to

this, however, he was affiliated with a large hardwood sawmill at Helena, Ark.

An Ad Writer of Repute.

The HARDWOOD RECORD is indebted to E. D. Galloway, president of the Galloway-Pease Company of Johnson City, Tenn., for a copy of a curious and unique hand bill, which is transcribed below.

All professional ad writers should peruse this document with care and then go and hide their heads in shame for the very paucity of ideas about the writing of advertisements which they possess. Stoke Etter certainly has the entire professional bunch beaten by a city block.

Lumber Underwriters' Annual.

The annual meeting of the board of the Lumber Underwriters was held in the offices of McKelvey & Mattocks, 66 Broadway, Thursday, Feb. 9. The following were present: Frederick W. Cole of New York, Lewis Dill of Baltimore, W. C. Laidlaw of Toronto, Ont., H. Shumway Lee of Buffalo, Robert C. Lippincott of Philadelphia, John Jay McKelvey of New York, Frederick W. Mattocks of New York, Eugene F. Perry of New York, C. H. Prescott, Jr., of Cleveland, Frank C. Rice of Springfield, Mass., Horace F. Taylor of Buffalo, M. S. Tremaine of Buffalo, and Pendennis White of Buffalo.

Administrator's Sale

OF

Valuable Mill Machinery

Here are Incomparable Bargains and the Finest Business Opportunity That Ever Came This Way.

On Saturday, September 24, 1904,

Beginning at 10 o'clock a. m., at Viola, Tenn., I will sell at public sale, as property of the estate of J. R. West, Dec'd., the finest milling plant, best and most complete equipped aggregation of lumber manufacturing machinery to be found anywhere in Tennessee, outside the larger cities. This plant is located in the heart of old Cumberland's renowned timber belt, from whose superb forests it has quartered oak, now clothed in fadeless varnish, that glitters a thing of art and beauty in the gilded palace cars of an English Railroad Co., over whose tempered track of swerveless steel guides the swiftest moving trains in the world.

Large Boiler, Engine, Saw mill complete, Steam Dry Kiln, with all appliances and fixtures, Resaws, Planing Mills Moulding Machines, Puling Headers, Turning Lathes, and Universal Woodworking Machines. Every machine is complete and in position to convert the standing tree into the finished product, ready for the carpenter's scribe and hammer. This machinery has fashioned and constructed the entire woodwork from the massive base to the frescoed crest of some of the most creditable homes in the country and cities of Middle Tennessee. Selected with unerring aim of a consummate master, after years of practical experience, travel and intelligent observation and placed with amazing convenience into flawless juxtaposition by his matchless skill, where it now remains a mute, yet impregnable witness, of his marvelous ingenuity. But he, too, was fashioned by a master, and ere his years of usefulness were over, was summoned to meet his Maker and leave this, the brilliant consummation of his life's dream and ambition, and the fruit of his years of toil, to be confiscated by the stern mandate of the law and go a sacrifice beneath the ruthless hammer of the auctioneer. Will also sell one Gaar Scott Traction Engine, 16-horse power, good as new, a special model after the suggestions of the same mechanical prodigy; One Water Wagon, with Tank, Hand Pump and Hose attached, One Portable Saw Mill; Two Log Wagons and loggers equipment; One Barrel each of Machine Oil and Axle Grease; a lot of Lumber in the rough, poplar, oak and gum. A lot of lumber finished, such as Flooring, Ceiling, Siding, Moulding, Ready-made Doors, Sash and Scopes. One Gaar Scott Clover Huller, out of repair.

TERMS OF SALE

On twelve months time, interest bearing notes with two approved sureties will be required of purchaser and lien retained on property until paid for.

Will sell each machine or aggregation separate, then Traction Engine, Water Wagon and Portable Saw Mill together and the Stationary Milling Machinery as a whole and settle according to best and most remunerative bids.

Come and look this magnificent machinery over and listen to its own silent but eloquent appeal to your judgment and leave a bid, if unable to attend the sale. Further information cheerfully given on application to the undersigned.

STOKE ETTER,
Administrator.

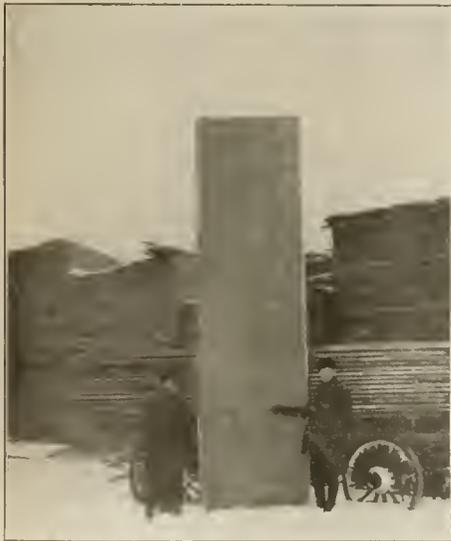
I'm From Missouri.

All ye Daughters of the Revolution take a seat in the rear please, Sons of Veterans be good and keep silent. You who have spent your money for an elaborate drawing of the family tree turn it to the wall in confusion. For know you there is "in our midst" a lineal descendant of the race of the Ptolemys. At the Lumbermen's Club banquet at Memphis, this "important if true" fact was disclosed by Earl Palmer, president of the National Hardwood Lumber Dealers' Association. In a speech on that occasion, Mr. Palmer referred to Jesse W. Thompson, as a "lineal descendant of Cleopatra."

History and tradition tell us that the Serpent of Old Nile had red hair, so from just what ancestor Mr. Thompson got his black locks is yet to be determined. Cleopatra's husband was her brother, so we may conclude that his hair was also red. Both Caesar and Antony were men of gracious mold and dark hair, however. It is really very confusing to have such an interesting fact sprung on the hardwood trade without more detail, and until it has it the entire fraternity will probably cudgel its brain to find out how so handsome and staid a business man as Mr. Thompson can possibly be the lineal descendant of the famous Egyptian sorceress, who has been declared of only ordinary features and of decidedly frisky inclinations.

Mammoth Poplar Board.

In a recent shipment of inch poplar received by the Dennis & Smith Lumber Company of Detroit were a half dozen strictly clear poplar boards of exceptional size. The boards were 51 inches in width and 16 feet long and came from the sawmill plant of R. M. Smith & Co. at Heaters, W. Va. General Manager Dennis of the



A LARGE POPLAR BOARD.

Dennis & Smith Lumber Company is in view at the left of the great board herewith pictured, while the yard foreman, standing at the right, has a 3-foot rule extended at full length partially across it. It is a specimen of a board that would make even a Pacific coast redwood man envious.

J. N. Woollett Becomes a Manager.

The American Lumber & Manufacturing Company of Pittsburg has lately made a big "scoop" in securing the services of J. N. Woollett to manage its hardwood department. Mr. Woollett assumed his new duties Jan. 1, and has his office in the Publication building in Ninth street, where the general offices of the company are located. For a young man he is a veteran in the hardwood business, having seen every branch of the work from buying timber on the stump to handling the details connected with a large sales department. His experience in the lumber business covers a period of seventeen years. When quite a boy he started in Albany in the white pine market. Later he was engaged in the retail lumber business in Colorado six years when he made a specialty of red wood, Oregon fir and yellow and white pine. He has been with the American Lumber & Manufacturing Company five years, first at Norfolk, Va., where he handled the North Carolina trade for three years, and for the past two



J. N. WOOLLETT.

years at Baltimore, where he had general charge of the southern trade operations. Four years of his experience has been spent in the woods and at the mills buying stock. In fact, Mr. Woollett's reputation as a buyer is perhaps better established than as a seller, although he has made a splendid record in the latter line. At Pittsburg he will have abundant opportunity to do both. He is now negotiating for the product of a half dozen big mills to supply the market. He has three salesmen in Pittsburg and four on the road and is preparing to push the oak and hemlock business very hard.

Lumber Insurance Directors Meet.

The directors of the Lumber Insurance Company of New York held their annual meeting Wednesday, Feb. 8, in the offices of McKelvey & Mattocks at 66 Broadway. The following were present: S. M. Clement of Buffalo, Lewis Dill of Baltimore, William H. Gratwick of Buffalo, W. C. Laidlaw of Toronto, Ont., John Jay McKelvey of New York, George A. Mitchell of Buffalo, E. F. Perry of New York, Henry J. Pierce of Buffalo, C. H. Prescott, Jr., of Cleveland, Frank C. Rice of Springfield, Mass., Horace F. Taylor of Buffalo, and Pendennis White of Buffalo. Frederick W. Mattocks of the firm of McKelvey & Mattocks was elected to a vacancy on the board.

Giant Wooden Dumb-Bell.

The McClure Lumber Company of Detroit has a curiously stored in its big hardwood yard that

is in exact similitude of a giant dumb-bell. It is a pair of burls which formed a part of a black ash tree about seven inches in diameter, and was obtained from the timber lands of Merrill, Rlog & Co., north of Saginaw, Mich., some years ago. These spheres of burl are fully twenty inches in diameter and are of exactly like size.

In the half-tone from the photograph of this curiosity, resting between the two burls, is a section cut from the side of one of them which exhibits a beauty of figure scarcely ex-



GIANT DUMB-BELL.

celled by a French walnut burl. Other than the removal of this small slab the freak has been kept intact by the McClure Lumber Company, and always excites the interest of lumbermen visiting its yard.

Look for Maker's Name or Trade-Mark.

In all lines of merchandise goods which have become well and favorably known are often imitated and sold to the consumer with the assurance that they are "just as good" as the articles which bear the maker's name or trade-mark, while as a matter of fact such goods are often "seconds" or goods of inferior quality, for which reason the maker will not show the name or trade-mark under which he has built up a valued reputation for quality.

Manufacturers usually make several grades of goods, and are careful that their best grades shall bear their name or trade-mark to advertise the excellence of their products, and it follows that they are not only willing but anxious to immediately replace any article so guaranteed to have been made by them and which may prove defective in any way. This is especially true with articles usually sold by hardware stores. It is a common practice with manufacturers of these lines to dispose of their inferior grades under what is known to the trade as "special brands", and also to furnish such goods to buyers of large quantities, marked with the buyer's "private brand"; needless to add that private brand goods bought from whichever manufacturer will make the lowest price on a season's quantity carry no assurance of quality, and it behooves the consumer who desires quality and manufacturer's guarantee to see that goods bear maker's name or trade-mark.

Lumbermen's Credits.

Among all the details connected with the lumber trade, that of closely scanning credits is of first importance. The vast interests now involved in this industry have necessitated the specializing of lumber risks, a work in which the Lumbermen's Credit Association of Chicago and New York has expended many years of most painstaking effort. The edition of its work just issued for the first half of the current year is thoroughly up to date and evidences most careful revision. Familiar as "Clancy's Red Book" has become throughout the trade, a more liberal use of its reports and other special features by the lumber fraternity would serve to prevent many thousands of dollars annually being charged off to profit and loss on account of bad debts incurred. This emphasizes the old adage that "an ounce of prevention is worth a pound of cure."

Miscellaneous Notes.

Cummings & Retlig of Sabine, Tex., have recently completed a new combination hardwood and lumber sawmill, which is now running on full time and turning out a big cut constantly. Most of the output will be exported. The mill has facilities for cutting 40,000 feet of hardwood daily.

John M. Duecker, Gustav A. Duecker, Hugo C. Duecker and Walter H. Duecker are the incorporators of the new J. M. Duecker Hardwood Company of Kiel, Wis. This company has a capital stock of \$25,000.

The Hardwood Manufacturing Company of Minneapolis, maker of flour barrels, is about to introduce more machinery into its factory. At present it is using Holmes apparatus for hooping and heading barrels, thus materially reducing its cooper force.

C. A., J. R. and E. R. Johnson of Rockford, Ill., have organized the Rockford Wood Finishing Company; capital \$25,000.

The Kennett Cypress & Hardwood Lumber Company of Davenport, Iowa, is considering the purchase of 10,000 acres of rich, partially submerged land in southeastern Missouri, draining it, clearing it of a quantity of valuable hardwood timber, and then converting it into farms.

The Weyerhaeuser-Turkish syndicate, one of the largest lumber syndicates in the world, having extensive operations in Washington and Idaho, are planning to erect a large mill in the vicinity of Palouse, Wash.

According to a recent report of Secretary Rhode of the Mississippi and Wisconsin Valley Lumbermen's Association, the common impression among laymen that the vast resources of hardwood timber in Wisconsin, Minnesota and upper Michigan are about exhausted, is very erroneous. For the past fifty years these vast forests have been raided constantly by lumbermen; nevertheless the supply has by no means given out. On the contrary, Mr. Rhode asserts that many billions of feet of hardwood timber still remain standing, and that the numerous factories in these states can be adequately supplied for many years to come. This great region is still and will long continue to be an influential factor in the lumbering industry of the United States.

The Buffalo Hardwood Lumber Company of Buffalo, N. Y., has just purchased 300,000 feet of hardwood lumber from W. J. Prichard of Lotus, Miss., through its representative, W. B. Smith.

W. O. Jeffs, who is in the lumber business near Portland, Ore., is at present in the middle states on a business trip. He says that lumbering in Oregon is not much like lumbering in Michigan in the old days. In the West the trees, whether fir, cedar or hardwood, are too large to be handled by horses, and pony engines are used to get them down the skidways to mills. Trees cutting 10,000 feet of lumber are not unusual. He says many of the trees are from 8 to 10 feet in diameter at the butt, and rise 200 feet.

The Case Lumber Company has purchased a lot 150x800 feet on the Birmingham, Ala., belt line, and will erect a \$25,000 plant at once. They will saw up hardwood logs and be prepared to furnish lumber to manufacturers of hardwood finished articles.

The Michigan Central Railroad Company has discarded oak for ties and in future will use cedar exclusively. The Lake Shore road will use only white oak.

A. T. and A. O. Newman of Washington, Vt., have sold to Irving L. Slocum 400 acres of timber land containing spruce and hardwoods. Mr. Slocum will soon commence cutting and manufacturing the wood into lumber.

The Detroit & Macinac Railway has built an extension north of Alpena, Mich., to Cheboygan, thereby opening up a large hardwood and hemlock timber belt. The region is abundantly supplying the many new sawmills which have been recently built along the line, and the road has contracts to haul 55,000,000 feet of logs to

Alpena this winter, where they will be manufactured.

A. C. Pennington of Vincennes, Ind., has just completed a novelty in the way of hardwood commodities, in the shape of a suit case. The entire case is of various hardwoods, and is a remarkably unique and handsome piece of work.

Dillman Bros. of Bangor, Mich., are now marketing their oak logs and report a considerable advance in prices.

The Malcolm & Souter Furniture Company of Hamilton, Ont., has just received the largest shipment of mahogany ever brought into Canada. It consists of two carloads of dingy looking logs, which look anything but valuable to the layman. The shipment was drawn by oxen from the jungles of Africa and taken to Liverpool where it was manufactured for the express use of Malcolm & Souter. This company will work the shipment up into all kinds of beautiful furniture, solid mahogany throughout.

The stave business in Texas is flourishing. The Austro-America Stave Company of Beaumont has a large force of men at work getting out staves on the Sabine, Angelina and Attoyac rivers. White oak is the only kind of timber used. Several hundred thousand staves reached Logansport a few days ago, having come down from the upper courses of the Sabine. They will be shipped by rail to Galveston and exported from that port to Germany.

The South Atlantic Lumber Company has been incorporated at Richmond, Va., with a capital stock of \$25,000. The officers are F. M. Holladay, president, Peake's Turnout, Va.; C. C. Thompson, treasurer, Staunton, Va.; T. N. Walker, auditor, Richmond, Va.

Lumbermen of the State of Vera Cruz, Mexico, exported about \$200,000 worth of mahogany and other valuable woods during the first few days of this month.

Dillman Bros. of Bangor, Mich., are now marketing their logs and report a great advance in prices over two years ago, oak being especially high.

The Nuter Cedar Company of Whitehall, recently cut a huge elm tree on the farm of Lee Robbins near Hesperia, which scaled 7,775 feet. The stump was over six feet across.

Hardwoods play an important part in the output of Newcastle, Ind., factories. Planos, kitchen cabinets and shovel handles are manufactured extensively and shipped to all parts of the world. The "D" Shovel Handle Company is at present working on an order for 35,000 shovel handles to be shipped to England.

W. D. Applegate, W. W. Wilson, W. C. McLeland and Jerome Swinford have incorporated the Jasper Lumber Company of Applegate, Tex., with a capital stock of \$25,000. The company will construct saw mills and manufacture lumber.

The tie question is becoming a serious one with the railroads, since it now costs more to maintain them than it does the rails. Some of the roads are buying up cheap land on their lines and planting it with woods used for this purpose, expecting to use the trees for ties within twenty years or less.

The Blair & DeLarme Manufacturing Company of Newport, Vt., maker of veneering and bobbins, recently made an assignment, this being decided upon after an examination of the books by a Boston accountant. The company is capitalized at \$100,000. Charles L. Wilson of New York is president.

The Hulsart-Soper Manufacturing Company, a Michigan concern, is putting up a veneer factory at Cookeville, Tenn. About fifty cords of wood are now in readiness for the commencement of work, which will begin in about a month.

A company known as the Chicago-Texas Lumber Company is a large owner of hardwood lands on the Louisiana side of the Sabine river. It now holds about 16,000 acres scattered along this river from Echo, thirty or forty miles north.

Max Sondheimer has returned to this city, after having spent five weeks in the south, visiting his large lumber operations at Big Creek,

Liberty county, Tex., and many of the important lumber assembling and distributing points throughout that region. He says the hardwood business is being greatly retarded by bad weather, and that he found stocks at the mills to be exceedingly low. Mr. Sondheimer has purchased 6,000 acres of hardwood timber in Arkansas which adjoins 22,000 acres purchased by him a few months ago.

C. L. Curry, president, Norfolk, Va.; B. D. White, vice-president, Norfolk, and I. D. Curry, secretary and treasurer, Norfolk, are the officers of the new Southern Lumber Company.

There is no reason why Fort Smith, Ark., should not become one of the greatest timber working manufacturing points in the South or Southwest. It may truly be said that no city in the Southwest has better timber resources than that city. The supply is said to be not only ample but sufficient to run all the manufacturing plants that may be located there for an indefinite period. To quote an expert who was recently asked about the timber supply by a man who afterward located a handle factory in that city: "If I don't show that there is supply enough of second growth oak and hickory within ten miles of this city to run all the handle factories of the United States for a twenty-year cut, I'll pay the expenses of the trip." This statement seems to be no exaggeration.

The St. Louis Maple & Oak Flooring Company was recently incorporated at St. Louis; capital stock, \$10,000, fully paid. Incorporators: J. J. Nichols, V. E. Nichols, E. F. Olson, J. E. Crawford, J. E. Bishop, T. H. Cobbs and J. E. Ferguson.

The Ontonagon Stave & Veneer Company of Ontonagon, Mich., is doing a very profitable business, although it is a comparatively new concern. It has as fine an industrial site as can be found in the upper peninsula. J. J. Russell, one of the directors, is also the inventor of a new process of making staves and builds the machines.

It is said that there is still a large amount of splendid hardwood timber in the section about Wellington, O. Almost every day large loads of logs are hauled to the Sharp mill in that city.

The Cadillac Veneer Company is enlarging the floor space of its plant at Harrison, Mich., about 2,000 feet, to provide room for new machinery. It expects to increase its output materially.

A York, Pa., concern will ship ten portable sawmills to Cuba in the near future. They will be used in cutting hardwood timber.

The Thomas Forman Company, Ltd., of Detroit, has changed its title to the Thomas Forman Company, increased its capital from \$120,000 to \$200,000. Salling, Hanson & Co. of Grayling have become large stockholders in this concern.

The Roberts & Connor Company is the name of a new company at Muncie, Ind. John Roberts, John N. Roberts and James W. Connor constitute the board of directors. This company will buy, manufacture and sell lumber and veneer.

The Williamson-Kuny Mill & Lumber Company of Mound City, Ill., is preparing to do a large business during the coming year. It recently purchased a tract of poplar and white oak, and is investing several thousand dollars in new machinery. It expects to employ a much larger force of men, and to greatly increase its present output.

The Rice Lake Lumber Company of Rice Lake, Wis., is again operating its hardwood mill.

Klissell & Sons of Hartford, Wis., have just purchased 40,000 feet of basswood, oak and maple lumber from the W. B. H. Kerr Company of North Lake.

Main Brothers' veneer factory at Roscoe, Ill., will soon be moved to Oaktown.

R. S. Bacon of Mobile, Ala., J. A. Underwood of Wausan, Wis., and A. W. Underwood of Chicago have organized the Bacon-Underwood Veneer Company, with a capital stock of \$40,000. The office of the company is at Mobile.

Another industry has been secured for Kalamazoo in the shape of an establishment for the manufacture of cigar boxes. The name of the company has not been given, the parties interested stating that any announcement of their removal would create trouble in the town where they are now located.

The sawmill of the Wabash Lumber Company, just erected in Grayville, Ill., began operating the last week in January. The mill has a capacity of about 8,000 feet a day and only oak timber is sawn, car and wagon stock being cut from the logs. The company will have about fifteen employes.

It is reported that a crew of surveyors, supposed to be in the employ of the Soo, is running a line from the west toward Duluth, Minn. The crew is now working from Lathrop

in Cass county to Floodwood, expecting to touch at Mississippi landing, and it is said the line is being run through a fine territory. It contains hardwood and the soil is very fertile. The opinion of people in the territory that is being traversed is that the road is to be a connection for the Soo between Duluth and the company's new western extensions.

A called meeting of the Business Men's Association of Norfolk, Va., last week at the courthouse heard a proposition from the members of a western firm for the establishment there of a cooperage plant, to manufacture kegs, barrels and headings. The timber used in the making of this class of goods is abundant in this section and if property owners and manufacturers can come to a satisfactory agreement as to price, the factory will be established.

George W. Campbell, manager of the Roddis Lumber & Veneer Company at Park Falls, Wis., says it now has about 300 men at work in the woods and that it will continue its camps regardless of the deep snow, which is causing considerable trouble.

Spirit of the Trade Press.

Reciprocity in Lumber—Let not the title inspire false hopes in the hearts of any lumbermen who may long for the realization of such a condition, for it may be far distant. This much may be said, however, that the day is drawing nearer, and sooner or later reciprocal trade relations will exist between Canada and the United States in respect to lumber. These remarks are prompted by recent rumors, emanating from channels which suggest reliability, that negotiations are under way which may result in the abolition of the present American duty on Canadian lumber.—Canada Lumberman.

The state of Pennsylvania makes more than one-half of all the iron used in this country, and yet its output of iron ore is less than two per cent of the whole. Ohio is the next largest iron-making state, and its output of iron ore is only one-half as great as Pennsylvania's. These states have abundance of cheap fuel, and they haul the ore to the fuel. Fuel and iron ore are found in close proximity to each other only in the states of Alabama and Tennessee. The cotton mills and the woodworking plants have been and are yet moving to the raw material in the southern states. With the natural advantage of fuel and ore close together, it is only a question of time, brains and energy when the South will lead in the iron industry.—Southern Lumberman.

An important move at the recent convention of the hardwood manufacturers of the United States was the serious consideration of adopting a uniform grade symbol, to be stenciled on every board, to defeat the possibility of dishonest middlemen imposing upon consumers by mixing grades. While buyers of hardwoods in the furniture trade are as a rule experienced to a degree to minimize the importance of such a move to them, at the same time action of this kind will prevent numberless cases of imposition which are caused by some relaxing of vigi-

lance or a too great dependence on the rectitude of the lumber people.—Furniture Trade Review.

Work on the Chippewa reservations under the provisions of the Morris bill have proved that the tops and slashings left from logging can be burned at an average cost of only twenty-five cents per thousand of timber logged. If that holds good in all cases the average logger will not object to doing it as strenuously as he has in the past.—Mississippi Valley Lumberman.

The complications surrounding the hardwood situation may seem formidable, but with the advent of a united front upon the part of interested operators, they will vanish like the dew before the rising sun. It must come to that.—Lumber Trade Journal, New Orleans.

There is no exaggeration in the claim that the trade journal provides the cheapest and most effective means of introducing many articles of merit. Everyday experience proves the accuracy of the assertion. But it does not mean that the average merchant who is well stocked is going to buy at once because he has seen an advertisement that has interested him, nor that he will do more, at a first step, if he needs goods of the class

advertised, than send in the usual enquiry for samples, or further information, which, if found satisfactory, will justify his giving an order for a new article.

The wisdom of keeping an advertisement before the trade is more than obvious. Goods that are already well known are kept to the front in this way, and some of the most liberal advertisers in trade journals are manufacturers who have nothing new to sell, but who appreciate the importance of competition, and who will not permit competition to obscure, by their own neglect of advertising, the merits of the goods they offer.—Lawrence Irwell in Trade Press List.

Trade journals have so clearly demonstrated their value in so many ways that no business man or manufacturer whose trade is of sufficient importance to entitle him to be classed as such would willingly conduct his business without the aid of one or more papers devoted to his particular industry.

It is no credit to any man to say that he is too busy to read his trade paper, but, on the contrary, is reflection on his business sagacity, and when he has properly systematized his affairs he will realize that it is as important to set apart a time for such reading as it is the many other things that enter into the routine of his business.—National Coopers' Journal.

The vast majority of people don't want a thing till they see some one else have it; but from this it is not safe to assume that the indiscriminate giving away of free samples is good advertising, for as a rule those who get a thing for nothing do not care enough about it to give it even a fair trial.—The Wood-Worker.

The union in San Francisco allows mills outside the city to dress but one side of a piece of flooring, consequently any mill that wants to smooth up the back before cutting the tongue and groove must find a market outside San Francisco. Some queer things happen in a free country.—West Coast Lumberman.

Purchases a Large Tract.

The Wright-Budgett Lumber Company, of Lake Charles, La., has purchased an immense tract of timber from the Pickering Lumber Company, paying approximately \$1,750,000. This is the largest land and timber transaction recorded in Louisiana.

Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

Chicago.

While the weather has been detrimental to business in Chicago, as elsewhere, local wholesalers say that inquiries are brisk. Plain oak and birch are easily the leaders. Prices on these items are holding firm, and it would be no surprise if quotations materially increased in a short time.

Maple is holding its own at advanced prices. Basswood is picking up and a big improvement is looked for in the near future.

Quartered red oak is much sought for and is strong in price.

New York.

Snow, then, ice, then a little more snow—and more ice and snow, and a steady depressed temperature, really tells the tale of hardwood lumber conditions in the metropolitan district during the past fortnight. Outside of the snow and ice, which has blocked up all the hardwood yards in the district, has been the serious handicap of making such deliveries as are called for, owing to the fact that the streets are in a very bad condition and trucking seriously handicapped. Then, again, while some of the yards report business as absolutely at a standstill owing to

the weather and the inability for contractors to carry on work, some of the larger yards report January and February so far as having been very satisfactory. There is one thing certain, however, and it is impressed strongly on anybody who visits the hardwood trade, and that is that the hardwood situation as a whole, both as regards the outlook for demand, as well as the situation at mill points, all indicate an extremely satisfactory year to both wholesaler and retailer, and the mere fact that the curtailment of business at the present time in the local district is merely on account of the weather, affects the real business situation but slightly, and that anything in the way of a moderation in temperature everybody believes that things will hum.

The recent action of the Hardwood Manufacturers' Association on prices has been pretty generally received in the local trade as having been wise and consistent, that action having been more in line with actual business conditions than any action which that association has ever taken in this matter of prices. It is generally conceded that those items which were advanced should have been, as no one who has made a trip to producing sources has failed to be impressed with the fact that some of the hardwoods, notably ash and plain oak, are going to be short in supply for spring demand, while there will be only a very medium amount of several other kinds to go round.

Then again, as regards the local district, many of the buyers are not in possession of anything like normal supplies of hardwood lumber. This is particularly true with those buyers who work their lumber up into various manufactured articles, and even at that many of the yards are not carrying their full quota of stock. The whole situation can be reasonably termed very satisfactory and the outlook excellent. Prices are exceedingly firm all along the line. There is practically no sacrificing of stock for the purpose of movement and the situation is strong throughout the list. The call, of course, is principally for plain oak, ash, birch and chestnut. Poplar is strengthening right along, although it will take some months for it to get to moving in its normal volume, but the poplar situation is improving steadily. Maple and basswood are also in very fair call and, taking the list throughout, there does not seem to be any surplus stock which would warrant any holder in forcing the market at the present time, owing to the excellent prospects of the future, and there is practically no such action being taken by the wholesale trade at large.

Liverpool.

The importations have been light. The consumption has been fair and stocks generally show some diminution. Although competition is still very keen and profits small a distinctly firmer feeling pervades the market. The import of round southern oak has been moderate, but sufficient for the limited demand. Prices are unchanged. The market is heavily stocked with square logs. There is an opening for Baltimore waney logs of the first quality. Walnut logs of medium and lower grades have arrived freely and are amply stocked; prices for these descriptions are slightly easier. There is an opening for prime wood in good dimensions, and for this description good prices are still obtainable. There is a limited inquiry for prime seasoned boards of satin walnut, but lower grades are unsalable. The market is weighted by a heavy surplus of last season's import of ash. In hickory the import has been moderate and the arriving parcels have sold readily at fair prices.

Kansas City.

The Kansas City hardwood men are more than encouraged over trade prospects, and from the present inquiry and the amount of business already done this year they have reason to anticipate a very active time when the spring season

is fairly on. A year ago buyers were slow in placing orders and bought in small lots. This year the situation is entirely different and the inquiry is active for every kind of hardwood and for all grades. Furniture factories and other large users are placing contracts freely and there is a large amount of business in sight. Therefore from the viewpoint of demand the outlook is entirely satisfactory. What is worrying the hardwood people here and elsewhere is the short supply, and it looks as if 1905 would be a repetition of conditions in 1903, when buyers had great difficulty in filling their needs because of general shortage of dry stock at the mills. Nineteen hundred and four closed with practically no dry stock at the mills not already contracted for, and so far this year the weather has been so continuously bad in Arkansas and other parts of the South that the hardwood mills have cut comparatively little lumber. The woods are very wet and well posted lumbermen say that it will be sixty or perhaps ninety days before the mills can prosecute logging operations successfully. At the mills where they have logs on hand they are in shape to get out considerable stock in the near future, but these points are in the minority. It is therefore a safe prediction that if present trade prospects materialize the demand will be considerably in excess of the supply for prompt shipment. Naturally the movement of lumber from the mills has been slow for the past few weeks, and there is general complaint because of slow deliveries.

The price situation is very satisfactory. With few exceptions hardwoods are firm with an upward tendency. This is particularly true of plain oak, which is very scarce. Within the past year or two the demand for plain oak for interior finish in substitution for quartered stock has increased materially and the local demand is running largely to plain oak. It is harder to get than the quarter sawed and the price has advanced materially of late. Birch is coming into extensive use for inside finish for office buildings and flats, and the dealers here note a better demand for birch than ever before. Maple flooring is in good demand, but oak flooring is still the favorite in this territory. There is some call for beech flooring. Cottonwood is not as firm as a year ago, but is steady. Cypress, ash, gum and poplar are reported firm and steady, and the indications all point to stiff and well maintained prices on hardwoods through the spring and summer at least. There is an unusually active demand for railroad stock and the railroad mills are all contracted ahead several months. Bridge stock is in fairly active demand, but the big trade in this line will not set in for another month or two, when the various counties have made their requisitions for bridge work.

New Orleans.

The cold wet weather of the past three or four weeks has stopped a large proportion of the lumber shipments from this section and made business seem dull.

The mills all have a good supply of orders on hand and clearing weather will make a big change in business.

The demand for cypress is strong and there is very little shading of prices below the list.

Nos. 1 and 2 plain oak is in demand and choice stock is readily sold at the high prices asked by the manufacturers.

Inch cottonwood is slow sale for export, as the heavy stock shipped on consignment last year is not all disposed of yet; 5/4 and thicker is selling readily at advanced prices.

Buffalo.

It is not easy to size up the lumber market just now, as the railroads have been in such a terrible condition of late that it was next to impossible to ship anything. There is promise of some improvement now, but there is so much waiting for them and their motive power is

so disabled by the strain it has been put to digging snow, not to mention the men, that it will be a long time before the congestion is over. It is getting to such a pass now that there is scarcely a road, here at least, that is up even with its freight business long at a time.

There is no letting up of the solid feeling in hardwood. As a rule the dealers are saying that the outlook is growing steadily better. The stock is not going to remain as good as it is now very long unless there is a serious and successful effort made to keep the sawmills active. One good reason why this hardwood market is better stocked than it was formerly is that there has been a good run of weather in the southwest for getting out and sawing logs. It is different now. Every report from that direction is discouraging. First it rained to excess and now there is all sorts of cold weather to interfere. A thaw is next in order.

Memphis.

The export trade is improving somewhat now and during the very bad weather this was a feature that interested the many firms in Memphis that sell abroad. The market in England and Germany seems to pick up very slowly, but those firms with established connections there, and who have always been careful to avoid reckless consignments, are doing better than a month ago. The domestic trade seems to be getting along all right in point of demand. Many country mills are closed down and the roads in some of the interior manufacturing districts are reported impassable. Plain oak, quartered white oak, gum, cottonwood, cypress and ash are all sharing in the trade.

Nashville.

The feature of the lumber situation at Nashville now is the pursuit of logs by the manufacturers located up and down the Cumberland. The tides have been bringing in some good stuff and the lumber folks are consequently busy landing same and at the same time taking care of a somewhat increased volume of orders, as the weather conditions are slowly improving for the last two weeks, excepting the last two days. This section of the state has been covered with snow and ice and business for that reason has been somewhat retarded. The market rules quite firm here on plain oak and chestnut, high grade poplar and quartered oak with a tendency to strengthening in the last wood even more. Cedar stock of all kinds is always in requisition in the domestic and export pencil trade. Woodenware concerns here are full of business. The one hardwood flooring establishment is busy. The furniture factories are not quite so rushed and some of them in this belt make complaint. Walnut stock is much sought after and hard to find. The export trade from criterions here is improving slowly and in only a small way.

Louisville.

The severe weather which has prevailed over this section for the past two weeks has completely paralyzed the lumber business so far as shipments are concerned, although sales of lumber have continued of fair proportions. These have necessarily been restricted, because of the inability of brokers and dealers to move materials. The factory demand shows considerable improvement, although the general trade is quiet. Plain oak has been in strong demand, but quartered oak has been a little quiet.

The chief item of interest in the lumber trade in Louisville and Kentucky during the past two weeks has been the condition of affairs on the various logging rivers in the state. The Kentucky, Red and Licking rivers, of course, are the chief logging rivers of the state, and news from these quarters has been anything but encouraging, in view of the vast ice floes that have

formed in them and that still menace the logging and lumber interests which use them as means of transportation.

The situation up to the present time remains serious, although the gradual thaw which has set in has somewhat reduced the danger which at first threatened the general lumber trade. As it is, the damage will aggregate thousands of dollars, due to the breaking of booms and the scattering of rafts of logs.

More than \$1,000,000 worth of logs have been delivered to the various mills along the Cumberland river within the past three weeks. There are still millions of dollars' worth of logs in that stream, the fate of which depends almost entirely on the weather. However, later reports are to the effect that the river is falling slowly and that the gorges are breaking up in such a manner that little loss will be incurred.

Bristol, Va.-Tenn.

Lumber conditions in east Tennessee and southwest Virginia are generally reported good, and it is believed that the situation will continue improving. The extreme cold weather which has been prevalent in this section for some two and one-half months has materially handicapped the business, inasmuch as it has been almost impossible for the mills to operate, owing to a lack of labor. This trouble has been encountered chiefly by the country mills, which form a potential factor in the output of lumber of this section, and which has necessarily resulted in a considerable scarcity of stock, which is reported from all over this section. However, it is thought that the situation will be relieved with the advent of better weather, which is now prophesied. Large quantities of stock, which has been held owing to the depressive market conditions, are now being moved. Poplar is bringing good prices, and indications point to its further advance in price and demand. This stock is bringing something over \$2 per thousand feet more now than it did Jan. 1. Oak is also advancing further in prices, and the present demand for this stock in this section is unprecedented. This section is flooded with foreign buyers of oak, all of whom are offering high prices.

Chestnut has assumed an encouraging position in point of price and demand, and an especially good demand for the sound wormy stock, which is being moved in large quantities. Lumbermen in this section are beginning to manufacture hickory in unusually large quantities, and are finding a ready market, with good prices for the stock.

Several mills near Bristol, which have been idle for some time, are about ready to resume operation under flattering circumstances, while others hope to begin active operation within a very few weeks.

Evansville.

Owing to the extreme cold weather and everything being covered with ice, business has been at a standstill and most of the sawmills have been shut down for the past week, but there is a continued increase of inquiries for lumber and quite a few orders are being placed for early spring shipment.

The Ohio river is still full of ice, so that it is impossible for the boats to operate, and the river mills are at a standstill waiting for logs.

Detroit.

Weather conditions the last ten days practically paralyzed the trade. It has been dull generally since the beginning of the year, but the recent storms placed an embargo on the movement of hardwood products that hasn't yet been lifted. The market continues firm and steady. Some buying has taken place on the part of dealers and there is no weakening as to values. Maple flooring is a little slow as to price, which has been for some months below figures deemed by dealers to afford the

proper margin of profit, but the tone of the trade appears healthy and manufacturers are confident they will dispose of their stock at a fairly decent price. Buyers are offering \$14 and \$15 for maple lumber at manufacturing points, \$18 for birch and \$20 for basswood. The manufacturers are carrying fairly good stocks of dry lumber, but there is not so much basswood offering as the dealers would take. The weather conditions are expected to lift in March, as February usually is the month of snow in this latitude, and an early revival of trade is confidently looked for. Just now there is not enough doing to waste paper to write about.

Grand Rapids.

The hardwood market is slowly improving in most lines. While quartered oak seems to remain about the same, there is a better demand for plain oak, common No. 1 being worth \$45 to \$46. While maple, as a rule, is moving slow, quite a call is reported for thick stock. The furniture manufacturers are beginning to take hold, money is easier, and industrial conditions throughout this territory are bright. Building Inspector Davidson says that this will be the banner year in building operations in Grand Rapids. The increase for the past month over last year was 213 per cent.

Minneapolis.

Dealers in the twin cities who cater to the factory trade are already beginning to feel the spur of the spring building operations. An unusually heavy line of building has already been contracted for and will be started as soon as excavation can be made. Forehanded contractors are placing their orders for mill work and finish and the factories are preparing to fill them. They have a fair amount of stock on hand, but are using it fast, and are buying steadily against the coming demand. Trade has picked up quite noticeably in the last few days, and hardwood men are feeling very cheerful. They are selling not only here but in Chicago and eastward.

Since the severe weather that prevailed up to Feb. 15 there has been a decided moderation, and building operations that were suspended by the sub zero weather have been resumed. This is bringing added activity in the market, which promises to continue lively at an accelerated pace. There is no cloud of labor disturbance in the sky and the northwest seems starting on an unusual building year.

Hardwood stocks are growing thin and few dealers have enough in sight to feel any certainty of supplying orders two months from now. Oak is almost out of the market, and what is held in wholesale yards is sold at a nice figure. Birch is also stiff in price and the stock now in sight will soon be exhausted at the present rate. Elm is not freely offered, and, while basswood is more plentiful than hardwoods, there is no embarrassing quantity of basswood stocks now, and the price situation on that article is much stronger than it was a while ago.

The yard trade is calling for white oak wagon stock, also for maple wagon stock and flooring, with occasionally some elm and birch. It is taking considerable stock in mixed cars in connection with the spring stocking up movement, which has just fairly begun. The scarcity of stock in other markets is evidenced by the long distances from which some orders are being sent.

Operations in the woods are now proceeding successfully. There has been some thawing weather lately, but not enough to hurt the roads or the bottoms. The mills are nearly all in active operation and getting in logs with large crews.

Indianapolis.

The hardwood lumber business has not been especially active here during the past two weeks.

Undoubtedly the cause of this inactivity in the situation is due to the inclemency of the weather. For the past ten days or two weeks the weather conditions have been very unfavorable for business. Despite this fact, however, the dealers continue to hold a decidedly optimistic view for a satisfactory trade in the immediate future. The sloppy weather can not continue long, and as soon as the weather breaks, dealers look for a good rush of business. Owing to the fact that so much building will be done in Indianapolis during the coming spring and summer, lumbermen say the season can not be anything else but an unusually good one.

Nearly all of the smaller mills throughout the state have been shut down for the past month or more on account of the unfavorable weather that has prevailed. Shortly after the first of March these mills will practically all be reopened again. This will serve to enliven business considerably.

Inquiries have been plentiful for plain oak, and especially for plain red oak. Dealers who have plenty of this dry stock on hand will be able to name their own price for it, for a good demand is predicted with only a fair supply. Quartered oak is also moving well, with a fair demand. The prices in all lines are steady, with few perceptible fluctuations.

The furniture manufacturers of the city have a good outlook, they say, and this will contribute materially toward increasing business for the lumber dealers. These encouraging reports from the furniture men have, of course, been glad news to the lumbermen, and a gradually steady improvement in the hardwood situation is confidently expected from now on.

Pittsburg.

The prevailing opinion among hardwood dealers in Greater Pittsburg is that it will be much easier to get orders the next three months than to get lumber to fill them. For six weeks orders have been coming in at a rate that exceeds any for the past eighteen months. But when firms start out to buy stock they are handicapped. The extremely cold weather has forced a shut down of many mills and tied up navigation and the deep snows have made it impossible for the farmers to get logs to mill unless they were skidded before hand. There is considerable lumber offering at the mills, but a large part of it is far from being up to grade number one. Dry hardwood is extremely hard to get. There is also a big scarcity of heavy oak for construction work and of the finer grades of hardwood for interior finish. Local firms are scouting the field for new lumber tracts and are bidding freely for the product of oak and hemlock mills in West Virginia and the neighboring states.

There is a slight upward tendency in prices. No material changes have been made in quotations but prices are holding very firm and buyers are hunting dealers for the first time in many months. Oak is the strongest in the market. Hemlock is selling well. Nobody looks for any cheaper lumber this year and some of the local retail dealers are holding off from buying now simply because of the inclement weather, which is a serious drawback to building.

St. Louis.

It is with relief that the St. Louis people this week witness the breaking up of the abnormal cold spell which has put a quietus upon all business affairs since Feb. 1. It has been the coldest winter on record in St. Louis and, except within the past few days, practically nothing has been shipped out of the local wholesale yards. Only those having switching facilities in their yards were even able to get stock into their yards and none of this could be piled because of the snow and ice. The receipts, however, have been exceptionally light, as the river has been completely frozen over at this point, putting the car ferries out of business and causing something almost akin to a freight glut in

St. Louis and East St. Louis. The present thaw will undoubtedly relieve this and then both receipts and shipments will be normal. During all of this cold period the wholesalers received a fair number of orders and are not complaining at a lack of business, but they also state that sales would have been much heavier had the weather conditions been better.

Conditions at the mills are now beginning to cause worry. In the southern hardwood districts the production is always restricted at this season of the year, but the fact that there has been an abnormal amount of snow and rain in that territory leads to the belief that the period of inactivity will be longer this year than usual. Nearly all of the mills are now closed down and the report comes in that practically no logging can be done. The woods are like quagmires and are likely to be for almost sixty days. Those of the mills having stocks of lumber are inclined to hold for the highest possible prices and the local report is that this is having its effect in strengthening prices.

In point of preference there has been no change in this market from inch plain oak. Either red or white is wanted and dry is needed to meet immediate requirements. Prices are high and the fact that there is little dry lumber in St. Louis is causing all dealers to try and increase their holdings. In quartered oak there is a fair call for both red and white, but this trade has not yet opened up in good shape. Gum and cottonwood occupy about the same position as at last report, and there will probably be little trading for a few weeks. This can also be said of poplar. Ash, hickory and the other woods are strong and are moving at fair prices.

Philadelphia.

This vicinity still remains in the hands of the ice king, but the thermometer shows a gradual climbing to above the freezing point which is most desirable, say the dealers, after the prolonged winter weather. Considering the adverse weather conditions the first half of February, the books of the wholesalers and retailers show to an advantage over the corresponding period of last year.

Yard stocks still show the effect of the car shortage and frozen condition of the river in the small amount of stock on hand, especially in white oak and chestnut. Poplar stock that has been held by some dealers for a long time is now being moved at a good profit and many inquiries are out for it. Inch plain oak, firsts and seconds, is commanding a good price and there is lots of it wanted if dry. Quartered oak is a comer, judging from the large number of inquiries made. Cypress is steady and moving in considerable quantities. Ash has a good call and is firm in price. It is the general opinion of the hardwood dealers that there will be an advance very shortly all along the line.

Baltimore.

The hardwood market has been quiet during the past two weeks. Dealers maintain a waiting attitude, for the reason that the weather conditions are all against work in the sawmills, little or no stock being gotten out. This, however, does not affect values in the least, which continue firm and show an upward tendency. Consumers are in the market to a considerable extent, furniture manufacturers and others having enough orders on hand to keep them busy. Then there is locally the rush for interior furnishings, which requires large quantities of lumber and will continue indefinitely. The activity in this direction alone would serve to maintain the trade in good shape, but to it is added a general revival, the requirements in all other divisions of the business being pronounced. Oak planks are hard to get, the stocks at the mills being exhausted, and considerable competition prevails among dealers as a consequence. Men

are out in the hardwood regions seeking lumber, and every holding is quickly bought up. This is true mainly, of course, with respect to oak planks, but also holds good for other woods, ash in particular, while chestnut also shows considerable strength. The owners of timber feel that they have something which is bound to become more valuable with the passing of time, and the prices of lumber are certain to keep pace, especially now, when the necessities of the country at large seem to be largely augmented. The export movement is still of relatively small proportions, in consequence of the liberal holdings of stocks abroad as well as of the quiet in industrial pursuits. The English railroads are economizing in every possible way on material and their purchases of hardwoods are comparatively small, which cuts a decided figure in the demand for American woods. The prospect, however, is gradually becoming more favorable and shippers here feel very much encouraged. They point also to the fact that other conditions encourage shipments, ocean freights, for instance, being lower than last year at this time so that the margin of profit even if prices did not advance would be greater. But values are stronger and there is every indication that they will go still higher. The scarcity of sailings from Bal-

timore, however, is a distinct drawback. Under existing conditions much of the business done by the exporters here goes by way of other ports.

Cincinnati.

The movement of hardwoods the past two weeks has been seriously interfered with by unfavorable weather conditions. The Ohio river and its numerous West Virginia and Kentucky tributaries have been frozen tight most of the time and heavy snows in those states have considerably delayed railroad traffic. In consequence the movement from mills to here has been extremely light. With a fair inquiry stocks have been further depleted, and at present there is an actual scarcity in all lines of dry hardwoods reported. Some trouble is reported in satisfying wants of customers on certain woods. Inquiries from export sources have been fairly numerous and this may be said to have been the feature of the market the last fortnight. Plain oaks are in excellent shape and improvements in the quartered grades is expected with the opening of the weather. Gum and cottonwood show an advancing tendency under light offerings and a fairly good demand. Poplar in wide and dimension stock has found a fair call at old prices. Ash steady and going out well.

Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

Chicago.

Ira B. Bennett of Albuquerque, N. M., was a caller at the HARDWOOD RECORD office last week.

Lewis Doster, secretary of the Hardwood Manufacturers' Association, made a flying trip to Chicago last week, in the interests of cottonwood.

Chicago manufacturers report an excellent demand from car builders and railroads, as well as from makers of interior finish and builders. Inch stuff and flooring have advanced in price.

C. Fred Yegge of the Paepcke-Leicht Lumber Company is contemplating a trip to California the latter part of February or early in March.

W. S. Johnson of the firm of Johnson & Knox left Sunday night for a vacation to last a month. Mr. Johnson is accompanied by his wife, and their first stop will be New Orleans.

L. B. Lesh of the Lesh & Matthews Company is in Memphis looking after the concern's interests at that point.

The firm of Geo. W. Stoneman & Co. of this city has been merged into a new concern called the Stoneman-Zearing Lumber Company. Geo. B. Zearing, formerly of Chicago, but for three years past a resident of Ball's Bluff, Ark., is the new member of the company. The concern is operating a sawmill at Ball's Bluff with a capacity of 30,000 to 35,000 feet of hardwood daily, consisting principally of oak, gum, ash and cottonwood. It is capitalized at \$100,000. This change will not interfere with the veneer business of Geo. W. Stoneman & Co., which will be continued under the same style as heretofore.

W. H. White of Boyne City, Mich., was a caller at the HARDWOOD RECORD on Wednesday. He reports a splendid business. Mr. White said maple was in excellent demand at advancing prices.

A. B. Klise of the A. B. Klise Lumber Company, Sturgeon Bay, Mich., is in Chicago this week. He said he had no trouble in disposing of his cutting at advanced prices.

New York.

Frederick T. Weed, 39 Cortlandt street, wholesale lumberman, who is at present representing a large Pennsylvania hardwood house, has filed a petition in bankruptcy with liabilities of \$115,238 and assets \$3 cash. The debts were contracted principally in 1890 and 1891 at Williamsport, Pa., where he was engaged in the lumber business.

Horace F. Taylor, Taylor & Crate, large hardwood house of Buffalo, N. Y., was a visitor in town last week, having come down to attend the annual meeting of the Lumber Insurance Company of New York and the Lumber Underwriters, in both of which insurance companies he is largely interested.

R. L. Walkley, who is looking after the local interests of the Crosby & Beckley Company, large hardwood house of New Haven, Conn., is spending considerable time each fortnight superintending the affairs at the local office of the concern, 1 Madison avenue, its trade in this vicinity being increasing so steadily as to call for more attention.

F. W. Lawrence of Lawrence & Wiggin, hardwoods, Boston, Mass., spent several days visiting the local trade last week. "The man from Boston," as he is familiarly known, has many friends among the large hardwood buyers in the local district, and as he is a good visitor he keeps in touch with his local customers through frequent trips to the metropolis.

George H. Holt of the American Lumber Lumber Company, Chicago, who has for many years taken an active interest in the National Wholesale Lumber Dealers' Association, was a prominent visitor during the fortnight in connection with association affairs. He was en route home from Boston.

Frank R. Whiting of the Whiting Manufacturing Company, Elizabethton, Tenn., and the Janney-Whiting Lumber Company of Philadelphia, Pa., was at the Imperial last week on a business trip, and reports everything as very satisfactory in the hardwood line. Both companies in which he is interested are enjoying active business and he believes that the outlook for 1905 is excellent.

Gouverneur E. Smith, large hardwood wholesaler, 17 Battery place, together with his entire selling staff, were among the New Yorkers who attended the annual banquet of the New Jersey retailers at Newark, Feb. 14.

Spencer Miller, the distinguished president of the Elderwood Manufacturing Company, large manufacturer of logging and cableway apparatus, 96 Liberty street, left last week on a southern trip on which he will combine business with pleasure. In addition to visiting the famous Florida resorts he anticipates a trip to Cuba before returning.

S. E. Kellar, who for some time past has conducted a general wholesale maple and oak flooring business with warerooms at Fifty-sixth street and Eleventh avenue, has organized the S. E. Kellar Lumber Company, with a capital of \$50,000, as a separate company, but will continue in the wholesale maple and oak flooring business as heretofore.

Ten Eyck Lockwood, for many years salesman for the Rice & Lockwood Lumber Company, Springfield, Mass., in the metropolitan district and vicinity, died recently at his apartments in this city after a two months' illness. He had many warm friends in the trade, who were grieved to learn of his death.

Charles H. Mead, of the large lumber firm of Mead & Taft, at Cornwall-on-Hudson, died there Feb. 6. He was 74 years old. This firm is one of the largest hardwood operators in the Hudson river valley.

The wholesale trade of the metropolitan district has lost one of its oldest and most distinguished members in the person of Isaac Eppinger, Eppinger & Russell Company, 66 Broad street, who died on Feb. 5, aged 78 years.

R. W. Higbie, hardwood wholesaler and manufacturer, 45 Broadway, and who is chairman of the railroad and transportation committee of the National Wholesale Lumber Dealers' Association, addressed the senate committee on the freight rate legislation at Washington last week, together with E. F. Perry, secretary of the association. Mr. Higbie is one of the best posted lumbermen on interstate commerce affairs and has become a prominent figure in the efforts being put forth for increased powers to the Interstate Commerce Commission.

The International Mahogany Company, with offices in this city and Cincinnati, O., and yard in the Greepoint district, Brooklyn, has been issuing postal cards among the local trade to the effect that it has decided to close its mahogany lumber yards and that its present stock of 1,000,000 feet is offered for sale at attractive prices.

W. E. Marsh of Marsh & McClennen, hardwood dealers, 45 Broadway, made a flying business trip to Chicago during the fortnight, where, it is rumored, he was negotiating an extensive deal.

J. N. Penrod of the Penrod Walnut Corporation, St. Louis, is in town to-day on business.

Dixon & Dewey, the new hardwood house just starting in the Flatiron building, as noted in a recent issue, are fast whipping things into shape and report trade as already opening up very satisfactorily.

Among the visiting hardwood lumbermen during the fortnight were: Frank C. Rice, Rice & Lockwood Lumber Company, Springfield, Mass.; M. P. Harlow, Harlow, Todd & Co., Hartford, Conn.; A. J. Brady, Brady Bros., Buffalo, N. Y.; E. A. Smith, E. A. Smith Company, Boston, Mass.; R. C. Scatcherd, Batavia-New York Wood Working Company, Batavia, N. Y.

Philadelphia.

There is a feeling of contentment shown by the wholesaler and retailer at the bright sunshine and warm rain in the past couple of days and business is already showing a change to activity.

Harry I. Soble of Soble Brothers says the hardwood market is in a very satisfactory condition considering the prolonged cold and disagreeable weather. The outlook for spring business is most encouraging and he expects the decided firmness of present prices to remain only for a short time as the scarcity of stock will have a tendency to gradually increase the prices. John J. Soble is at his home with the prevailing winter trouble—grip.

The hardwood end of the business of William H. Fritz & Co. has been very satisfactory to the company. Mr. Fritz, who pays particular attention to the middle west, says there is a steady demand in that section with more coming when the weather settles.

Edmund Pennell, the wholesaler, says there is a large inquiry for maple flooring and prices are being held strictly to list. Mr. Pennell, who is an enthusiastic horseman, has enjoyed the sleighing this winter.

Hanscom & Haganir, the wholesalers, have dissolved partnership. O. M. Hanscom is now with the Janney-Whiting Lumber Company in the capacity of a salesman. George H. Haganir will continue in the wholesale business and retain the present office in the Girard building.

Smith S. Frambes of the Frambes-Difenderfer Lumber Company, who has been sick for several weeks past, has gone to Atlantic City for a short stay.

Edward Humphreys of H. Humphreys & Co. has returned to the city after an extended trip to the West Indies. On his way home he stopped off at Ormond, Fla., to witness the automobile races.

The cigar box lumber business of the Philadelphia Veneer & Lumber Company has been steadily increasing during February, says Francis Goodhue, Jr. He closed several large orders while on a trip throughout the state last week.

Frank T. Rumbarger, vice president of the Rumbarger Lumber Company, who met with an accident early in January, is about the offices again and says a better demand for hardwoods has become apparent and the volume of business will undoubtedly surpass former years.

Horace G. Hazard sees nothing the matter with the hardwood market. He reports more than an average demand and finds it hard to fill some orders owing to the shortage in stocks. Spring stock orders have started off well and he looks for brisk business.

Ralph Souder of Eli B. Hallowell & Co. says business with the company has kept up well all winter. A large number of orders have been booked for spring stock and he looks for plenty to do from now on. Mr. Souder placed a number of large orders with the millmen while in the south the past three weeks.

R. B. Horsburgh, secretary and manager of the Coketon Lumber Company, Coketon, W. Va., was in town several days last week. Other visitors were Albert E. Peoples, of the Lumbermen's Manufacturing Association, Washington, and Paul W. Fleck, president of the Paul W. Fleck Lumber Company, Bristol, Va.

The Michigan Lumber & Fiber Company was incorporated under the laws of New Jersey on Feb. 18. Capital \$100,000. The incorporators are J. T. Nemachul, O. Schwarz and George Maurer.

In a fire of unknown origin on Feb. 16 the extensive plant of the Kroll Furniture Company, at Allentown, Pa., was entirely destroyed. The company, managed by John W. Sepp, was one of the largest manufacturers of parlor frames, gilt chairs and center tables east of Michigan. The buildings, stock and machinery were inventoried at \$110,000, and are a total loss. The insurance is said to be \$72,000. The plant employed over 300 hands.

After a few days' sickness with pleuropneumonia and typhoid fever Lee Cooke Himrod, the wholesaler, died on Feb. 12. He was born about 45 years ago on a farm near Waterford, Erie county, Pa. After filling various positions at the Michigan lumber camps he purchased a mill near Sutton, Braxton county, Va., and began the manufacturing business. A few years later the mill burned down and Mr. Himrod formed a partnership with Frank L. Winchester, and in 1898 the firm opened offices in Philadelphia and engaged in the wholesale business. He married Miss Mary Lee at Sutton, Va., in 1897 who, with a daughter, survive him. He was a member of the Presbyterian church and Brotherhood of St. Andrew.

The death of A. E. Howland of Titusville, Pa., is reported. Mr. Howland was manager of the Enterprise Transit Company of Philadelphia, engaged in the production of lumber, gas and oil.

Jonathan Boynton of Clearfield, Pa., and a pioneer in the lumber and banking interests of the Schuylkill Valley, died suddenly on Feb. 11, at the cottage of his daughter, Mrs. E. Dill, 323 Atlantic avenue, Atlantic City, at the age of 95. Mr. Boynton was one of the best known business men in central Pennsylvania, having been connected with a number of large enterprises before he retired and went to the sea-shore about a year ago.

Cleveland.

Cleveland has achieved the distinction of being one of the largest commercial centers for hardwood distribution in the middle west. This city is the home of the big Advance Lumber Company, one of the largest manufacturers and distributors of hardwoods in the country. This company has its seats of milling operations scattered through a half dozen states both north and south, and besides its own output is a large buyer in the open market.

The Robert H. Jenks Lumber Company, originally organized as a building woods house, has now become a no inconsiderable factor in hardwood distribution. It maintains a separate department for hardwoods and makes a specialty of poplar.

The well-known house of Nicola, Stone & Meyers has for many years been prominently identified in the wholesaling of hardwoods and maintains yards both at Cleveland and Cincinnati.

The firm of King & Bartles is almost exclusively a hardwood institution, and beyond their own manufacture are large buyers of outside mill products.

The veteran local manufacturing, distributing and retailing hardwood house of Cleveland is the Martin-Barris Company, which is not only an importer and dealer in fine foreign woods, but handles high class American hardwoods as well. This company has a fully equipped sawmill plant at Cleveland.

The latest addition to the Cleveland wholesale lumber contingent is the Central Lumber Company, a well capitalized concern backed by men of experience, which will make a specialty of hardwoods.

F. H. Enwright, manager of the Kentucky Lumber & Veneer Company of Robbins, Tenn., an allied institution of the Advance Company of this city, was a visitor at the home office last week.

New Orleans.

The "Frisco" road has secured over two miles of river front for its terminals here and when the improvements are completed will have the most extensive wharfs in the country. Its terminals will extend from the lower end of the city to Chalmette, and the only breaks in its ownership of the entire river front between these points will be the Chalmette monument, marking the site of the Battle of New Orleans, and the National cemetery. The improvements will remove a number of old historical places, for which this section is noted. The road contemplates building a ship basin connected with the river that will be 1,500 feet long and forty feet deep. This basin will be built of concrete.

The mill of the Jefferson Saw Mill Company, Ltd., Front and Robert streets, is running steadily these days, cutting cottonwood and cypress. It has a large stock of dry lumber on hand, but F. W. Harrison, the president of the company, is very optimistic as to the lumber business this year and feels he cannot have too large a stock. J. W. Wood, the secretary of the company, is in the East getting a taste of real winter and incidentally selling lumber.

F. E. Creelman of the F. E. Creelman Lumber Company, Calro, Ill., was in the city a few

Oak

We have a full line of both quartered and plain, Red and White, THOROUGHLY DRY, also some fine wide POPLAR and CHEST-NUT.

John Dulweber & Co.
CINCINNATI, O.

GEORGE L. HUNT
713 E. 4th Street, CHATTANOOGA, TENN.
Wholesale Dealer in
HARDWOOD LUMBER

THE O. C. GARDNER LUMBER CO.

INCORPORATED

DEALERS IN

**HARDWOOD LUMBER
TIMBERS AND DIMENSION STUFF**

Dressed Lumber, Mouldings and Turned Work
N. C. AND ST. L. R. R. FOOT OF LIBERTY ST.
JACKSON, - - - TENN.

H. C. HOSSAFOUS

Manufacturer and dealer in

Quartered Oak, Dimension Stock Ash,
Plain and Quartered Oak, Walnut, Cherry.

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**HARDWOOD
LUMBER**

AND

WAGON STOCK

ST. LOUIS, - - - MO.

If You Want to Buy or Sell Hardwoods

The Hardwood Record

Is the Medium that can be depended on for Results

days ago looking after its business at this point.

Richard P. Baer of Richard P. Baer & Co., Baltimore, was also a visitor wanting a supply of cottonwood and cypress.

E. J. Marsh, secretary of the Sea Coast Lumber Company, New York city, while in the city last week bought a large block of cypress lumber. This stock will be shipped by water to New York.

The firm of Adam & Steinbrügge are comparatively newcomers in the hardwood trade here, having started in business in January, 1904. They are exporters of both lumber and logs, which go to all the principal ports of Europe. They are this week sending a small cargo of bridge timbers to Central America.

The local representatives of Hubert Durselen, Antwerp, Belgium, are Ferdinand Durselen and Charles S. Elens. These gentlemen are busy these days securing a sufficient stock to fill the orders received from the different branches of the firm in Europe.

Russe & Burgess, the hardwood exporters of Memphis, are shipping some nice lots of plain white oak through this port. Their local representative J. M. Saunders does not complain of dull business.

All the exporters with offices at this point have their lumber billed locally to New Orleans and not on a through bill of lading. This enables them to get a check on the shipment here and does away almost entirely with claims of shortage in piece count from the other side which very frequently occurs in cars shipped on through bill of lading.

Memphis.

The streams over West Tennessee like the Wolf river that runs about Memphis, the Big Hatchie, the Forked Deer and Obion, are all up now, and numerous craft, many of them pertaining to lumber and woodworking interests, are coming down. Mills situated along water courses have their entire crews in many instances looking after this navigation department at a particular season like this. A few more buyers are coming into the market and there are a few more inquiries for lumber as the weather improves.

W. H. Stark of James E. Stark & Co. is in the north, representing the lumber sales department of his firm.

The Anderson & Tully Company of this city, and which is one of the largest woodworking establishments in the South, operating lumber, veneer, box and crate, barrel hoop factories at Memphis and other points, has acquired the fruit package and crate concern at Memphis formerly operated by the Troendle & Sharp Company.

Robert Cooper, president of the Cochran Lumber Company, is considering the establishment of a hardwood mill at some point in Arkansas during the present year.

J. N. Penrod, Kansas City; J. W. Thompson, Memphis, and Frank Abbott are on a trip to Alabama looking after a hardwood mill there in which they are mutually interested.

W. A. Bennett of Bennett & Witte has been spending some time at the Memphis office of his firm.

Burton Kile of Kile & Morgan, Providence, R. I. was in Memphis a few days since while in the South looking over mill interests his firm has in Arkansas.

The Charles Pease Lumber Company of Cotta, Ark., has changed its name to the Cheswell Lumber Company and increased its capital stock to \$25,000. C. M. Pease is president and Charles Pease secretary.

The J. W. Willis Lumber Company of Orton, Little River county, Ark., has been incorporated with a capital stock of \$50,000, of which \$16,500 has been subscribed. J. W. Willis is president; J. M. Logsdon, secretary.

S. C. Burgess of Moberly, Mo., president of the Moberly Portrait Company, was in Mem-

phis recently, looking for a location for a factory here for the manufacture of picture frames. He says all the wood used in these frames comes from the South and passes through Memphis. He thinks, as a consequence, that this city is a better location for the picture frame plant, because offering a considerable saving in the matter of freight.

A. B. Nickey, of A. B. Nickey & Sons of Princeton, Ind., has purchased a tract of 4,000 acres of timber land in North Mississippi which will be cut and brought to Memphis. The firm has also bought a site in North Memphis, on which a plant will be erected for the manufacture of this timber into lumber. The mill will be in readiness for operation in the spring.

The Chickasaw Cooperage Company is installing a large sawmill and heading plant at McGhee, Ark., where the company some time ago purchased a large tract of timber land. The company manufactures tight cooperage stock, with headquarters in Memphis.

E. Sondheimer Company of Chicago has announced its intention of building a sawmill on the tract of timber land purchased last fall between Humphrey and Lonoke, Ark. It is stated here that the plant to be installed there will be removed from some point in Missouri where the timber supply has been largely exhausted.

The S. C. Major Lumber Company, which was recently organized here to engage in the wholesale lumber business, is opening a yard in North Memphis. The offices are in the Randolph building. The company will handle the output of two mills, one located at Yazoo City, Miss., and the other at Atherton, La.

J. W. Thompson of the J. W. Thompson Lumber Company, George D. Burgess of Russe & Burgess, R. T. Cooper of the Cochran Lumber Company and S. B. Anderson of the Anderson-Tully Company, will attend the meeting of the National Wholesale Lumber Dealers' Association in Philadelphia March 1 and 2, as representatives of the lumberman of this city.

The committee appointed by the Lumbermen's Club, E. E. Taenzer and George D. Burgess, have been called to attend another meeting between the representatives of the business bodies of this city and the senators and representatives from Shelby county, held for taking some action on the two freight bills which were introduced into the legislature by the Memphis Freight Bureau. They have for their purpose the alleviation of certain conditions now bearing rather heavily upon shippers, especially those dealing with delayage, demurrage, prompt settlement of claims, etc. The bills were reported for rejection by the senate committee, but the lumbermen and other interests here have not lost faith in the passage of the two measures.

Clarence Hurt and Tom Warrent, two employees of the Interstate Cooperage Company, were badly hurt last evening by the bursting of a flywheel, which, in addition to inflicting injuries upon these two men, partially wrecked the building.

Five hundred thousand feet of lumber belonging to the Paepcke-Leicht Lumber Company has been loaded from a sunken barge onto two barges towed by the steamer L. E. Patton. The cargo, which was taken on at Burks Landing, about 130 miles below Memphis, will be carried to Cairo.

The Mississippi river, owing to the warmer weather, is now in navigable shape, thus furnishing much relief to shippers of and receivers of lumber and other freight.

G. Picornell, representing Vda de Picornell & Co., of Barcelona, Spain, was a recent visitor here.

Charles E. Hyde of Goshen, Ind., who has had considerable experience in the office end of the lumber business, has been employed in the office of the S. C. Major Lumber Company.

W. M. Dwight of the W. M. Dwight Lumber Company was circulating among the lumbermen here this week.

B. F. Dulweber of John Dulweber & Co. of Cincinnati, is in the city.

O. P. Hurd Jr. of the O. P. Hurd Jr. & Co. of Cincinnati is also here.

Cincinnati.

River conditions have caused considerable annoyance and damage to the local hardwood trade during the past two weeks. The Ohio has been frozen from shore to shore while numerous small streams in Kentucky and West Virginia which are full of logs, are in a like condition. Disastrous results are feared when a general break-up comes, which is expected at any time. C. Crane & Co. have 3,000 logs in the Guyandotte river, near Huntington, W. Va., and the M. B. Farrin Company 100,000 logs in the Kentucky river.

In the Green river below Evansville, Ind., a number of barges of cottonwood and gum belonging to the Farrin-Korn Company are locked in the ice, but it is believed that these will be saved, as extra precautions have been taken to prevent their destruction. Nearly every local firm stands to lose something according to present outlook. Advices from points on the Kentucky river say the conditions are the most critical since 1879, when the booms all along the river were broken by the ice. Dynamiting to break the ice at some places has been resorted to but with little effect.

T. J. Moffett of the Maley, Thompson & Moffett Company will return from a four weeks' trip to Cuba the early part of March. While there he looked after extensive mahogany holdings belonging to the company. A member of the concern states that the mahogany trade is in excellent shape.

W. A. Bennett of Bennett & Witte is home from a business visit to Memphis.

A. V. Jackson of the Ault & Jackson Company is making a buying tour through Tennessee and Kentucky.

Wm. H. Stewart of Stewart & Stewart is at his desk again after a combined business and pleasure trip to Toronto and other Canadian points.

On Feb. 18 a sneak thief entered the offices of Leland G. Banning in the Allen building, Fifth and Main streets, and abstracted \$85 from the cash drawer. He disappeared without leaving a clew.

George C. Beck, doing business as the George C. Beck Box & Lumber Company at 1487 Denman street, made an assignment on Feb. 18 to Ernest V. Moore. The cause was pressure of creditors. The assets are \$2,500 and the liabilities \$5,000.

E. C. Groesbeck, secretary and manager of the Stearns Lumber Company, of Grand Rapids, Mich., has been elected to membership in the Business Men's Club. A majority of the members in the trade here belong to the organization. T. J. Moffett, of the Maley, Thompson & Moffett Co., is president of the organization.

Matt Oldham of Mount Sterling, Ky., has purchased of the Eastern Kentucky Land Co., 1,000 acres of rich timber land in Wolfe county, near Torrent, on the Lexington & Eastern railroad. The price paid was \$12.50 per acre.

A deal has been closed whereby the Willson Lumber Co. of Rochester, N. Y., has secured a three-acre tract of land in Ivorydale, near here, for a term of 10 years. W. H. Stubbs, assistant manager of the company, who was here arranging the deal, said that the construction of buildings and the placing of switches so as to operate a hardwood distributing yard will be begun as soon as the weather permits. The Willson Company owns valuable tracts in Tennessee and West Virginia and will soon begin the shipment here of several million feet of lumber.

C. F. Duhlmeier, of Duhlmeier Bros., and wife and daughter have gone to St. Augustine, Fla., for a two months' stay.

The Butler Avenue Lumber Company of Columbus has been incorporated with \$30,000 capital stock by Walter E. Hyde, George H. Booth, W. H. Imes, H. H. Johnson and H. T. Keating. The company will buy, sell, saw, manufacture, store and deal in logs, timber, lumber and wood products of every description.

Indianapolis.

The Custer Lumber Company of Anderson, Ind., has been incorporated with a capital stock of \$12,000. Robert Custer is president of the company.

There are two lumbermen who are members of the house of representatives of the Indiana state legislature now in session. Ananias Baker, a retail lumber dealer of Rochester, Ind., represents the counties of Cass and Fulton, while C. D. Meeker of Monticello, Ind., represents White and Pulaski counties. Both men are republicans.

The Foster Lumber Company at Senate avenue and St. Clair street, in Indianapolis, suffered a \$30,000 fire loss on the night of Feb. 18. The fire was caused supposedly from spontaneous combustion and started on the third floor of the plant. The fire was a dangerous one and for a time threatened to consume the entire plant. It was only after an hour's hard work that the firemen were able to extinguish the blaze. The loss was covered by insurance. At the time of the fire there was stored in the plant about \$75,000 worth of wood fixtures, consisting of wainscoting, partitions, mantels, doors and other articles of office furniture and interior finishings, which were to have been delivered to the new government building here during the past week. Although most of the finished government work was stored in the front part of the building, a great deal of the half-finished lumber was in the rear of the second and third floors where the fire was hottest. The loss on the government property was about \$10,000. It will probably cause a short delay in the completion of the building, for, according to the statements made by Harry South, the company's foreman, new lumber will have to be obtained, kiln dried and put through a long process before the ruined fixtures can be replaced by new ones.

Along with the government property, there was also stored the entire pattern of the new Marsh hotel of Muncie, Ind., which was destroyed. A great amount of finished lumber, polished, varnished and ready for delivery and belonging to the lumber company was also badly damaged. The entire loss, however, was covered by insurance.

The officers of the Foster Lumber Company are: C. C. Foster, president; Alouzo P. Hendrickson, vice-president, and Oliver P. Ensley, secretary and treasurer.

L. P. Hollowell, New York representative of the Indiana Lumber and Veneer Company, was in Indianapolis for a few days last week.

The Indiana Hardwood Lumber Dealers' Association, at the recent meeting, interested itself in two bills which have been pending before the state legislature. One is the railroad commission bill, known as Newhouse bill, and the other the Guirl bill providing for the admission of mutual fire insurance companies into the state. Both bills will quite likely pass. One has already passed the senate and been advanced to third reading in the house. The other passed the house and is now ready for third reading in the senate. The insurance measure will reduce the insurance rates by bringing in competition and legalizing many companies which hitherto have not entered the state with regularly appointed agents. Instead, their business has been done by correspondence. The railroad commission bill, if passed, will likewise reduce shipping rates. Consequently lumber dealers are interested in the passage of both measures.

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The Elegant and Noted

HOTEL WALTON PHILADELPHIA

Supplies the needs and pleasures of the most fastidious. Situated on South Broad Street in the heart of the most attractive part of Philadelphia, less than 300 feet from the Bellevue-Stratford, where the meetings of the National Wholesale Lumber Dealers' Association will be held on Thursday and Friday, March 2d and 3d, 1905.

Your patronage solicited. Rates for this occasion as follows:

Single Rooms,	without bath,	\$1.50 and up
	with	2.50
Double	without	2.00
	with	4.00

Reservations made at once will insure the best in the house, and will be promptly acknowledged.

GEO. W. SWETT, Manager.

PIERCE LUMBER CO.

Manufacturers and Wholesale Dealers in
HARDWOOD LUMBER

We will saw Red and White Oak
exclusively for the next year.

OFFICE and MILLS. :: OLYPHANT, ARK.

WE MANUFACTURE 25,000,000
FEET BAND SAWED

COTTONWOOD, POPLAR AND GYPPRESS

PER ANNUM

Are always in position to supply the trade.

National Hardwood Association
Grades Guaranteed and certificates
furnished when requested.

JEFFERSON SAW MILL CO. Ltd.

Front and Robert Streets
NEW ORLEANS, LA.

Logan & Maphet Lumber Co.

MANUFACTURERS AND DEALERS.

PINE AND HARDWOOD

Watch This Space for Stock.

White Pine.

- 30 cars 1 inch log run.
- 2 cars 1½ inch No. 1, 2 and 3 common.
- 6 cars 1 inch No. 4 common.

Yellow Pine.

- 5 cars 1½ inch No. 1 and 2 clear.
- 2 cars 1½ inch No. 3 clear.
- 7 cars 1½ inch No. 1 common.
- 10 cars 1 inch log run.

Poplar.

- 2 cars 1 inch 1st and 2nds, width 18 inches up.
- 1 car 1½ inch 1st and 2nds, width 18 inches up.
- 2 cars 1½ inch 1st and 2nds, width 18 inches up.
- 10 cars 1 inch 1st and 2nds, width 8 to 17 inches.
- 10 cars 1¼ inch 1st and 2nds, width 8 to 17 inches.
- 5 cars 1¼ inch No. 1 common, including select.
- 1 car each 1½ inch and 2 inch No. 1 common, including select.
- 15 cars 1 inch No. 1 common, including select.
- 4 cars 1 inch clear bright sap.
- 20 cars 1 inch shipping culls.
- 10 cars 1 inch mill cull.
- 1 car each 1½ inch and 2 inch shipping cull.

Mills: Clinton (Band Mill), La Follette, Pioneer and Turleys, Tenn.

Office: 105-107 Empire Building
KNOXVILLE, TENN.

T. F. MCGEE & COMPANY

Manufacturers and Dealers in

POPLAR LUMBER

We have the Lumber Write Us.

ACKERMAN, MISS.

Minneapolis.

Charles F. Osborne of Osborne & Clark, 301 Lumber Exchange, says they are enjoying a first class line of trade from the retail yards, which are buying mixed cars out of their wholesale yard at a lively rate. The demand is large for wagon stock in white oak and maple, with some call for flooring and for basswood. The retail yards seem to have become well cleaned out of stock, and they are getting their orders in early to supply early spring trade. Osborne & Clark have just issued a full new price list covering their stock held in wholesale yard here.

I. P. Lennan of I. P. Lennan & Co. reports hardwood stocks in sight very low, with the exception of basswood, which is still in sufficient supply for orders. Trade has been a trifle quiet, but is looking up, and the factories will be on the market for considerable stock before long, considering the rate at which they are using hardwood in filling orders.

P. R. Hamilton of the Minneapolis Lumber Company has returned from a trip to Ruby, Wis., where he inspected their sawing operations. They are getting out oak, birch and basswood this winter, and next summer will saw some pine and hemlock. Mr. Hamilton reports an increased demand and inquiry, especially for birch and basswood, which are selling rapidly. The factories have been receiving early spring orders for interior finish, doors, etc., and some are buying rather freely to supply stock for this business, although it will not be needed for some time yet. They are aware of the condition of stocks, and are keeping on the safe side. They also want to get the stock in their sheds and dried out before time to use it.

Barnard & Strickland, the well-known local wholesalers, say they are finding business very fair, and increasing all the time. What the Minneapolis market does not call for is readily sold in Chicago at good prices. Stocks are light, oak being almost out of the market and birch scarce. Basswood stocks even are running low and basswood uppers are growing stronger in price all the time.

W. H. Bonnell of Hawthorne, Wis., a manufacturer of hardwood and hemlock lumber, was a visitor on the Minneapolis market last week.

F. H. Lewis, the Minneapolis wholesaler, says the general features of the trade are encouraging, and stock is moving with considerable activity, considering the scarcity that is now true of most woods. The factory demand is not heavy, but is continuous, and stocks of oak and birch will not last until new stock is ready at the present rate. Operations in the woods were progressing favorably at his last advices, but he has not heard as to the extent of the thaw.

Pittsburg.

For many years in fast growing importance, until it has achieved the distinction of being one of the chief commercial centers of lumber distribution of the United States, Pittsburg is progressing in that it has broadened out its lines of lumber handling until it has become one of the most catholic markets in the world. In this development during the last few years the hardwood trade is attracting a good deal of attention by the local lumber merchants. Among the chief handlers of hardwoods at Pittsburg may be mentioned the American Lumber & Manufacturing Company; Flint, Erving & Stoner; the J. H. Lindsay Lumber Company; the Nicola Bros. Company; the Linehan Lumber Company; the A. M. Turner Lumber Company; the Cheat River Lumber Company; the West Virginia Lumber Company; Willson Brothers; the J. R. Munhall Lumber Company, and the Interior Lumber Company.

E. V. Babcock & Co., through its allied concern, the Babcock Lumber Company of Ashtola, Pa., manufactures about 15,000,000 feet of Pennsylvania hardwood annually, which is sold by the Ashtola office.

The house of D. L. Gillespie & Co. is also extensive handlers of oak, notably in sizes for structural purposes.

T. B. Cook of A. Cook's Sons Company, Cooksburg, Pa., the well-known hardwood concern, was a local visitor last week.

Pittsburg is making rapid strides toward becoming a big hardwood market. A few years ago this city had little claim on the attention of the hardwood public. Today hardwood dealers from all over the country are glad to keep in close touch with conditions in the Iron City. Pittsburg is an enormous consumer of hardwood for railroad construction work. This year promises to be a record breaker in this line. The big steel plants such as those of the Carnegie Steel Company are also requiring hundreds of thousands of dollars' worth of hardwood every year for mill work and as Pittsburg is now on the eve of a mighty industrial movement it is safe to say that this trade will not lag any. The Pittsburg Coal Company as well as the dozens of smaller coal concerns is getting ready to use an immense amount of oak and hemlock for mining timbers and for river barges. The market for finer hardwood stuff for house finish is broadening very rapidly. It is only within a comparatively short time that houses costing less than \$20,000 have been finished in hardwood. Now the modern house costing from \$8,000 to \$15,000 is hardly complete unless it has a hardwood finish and one hardwood floor at least on the first floor. The era of building big warehouses which is now on in Pittsburg is also creating a demand for a large amount of oak to be used in the so-called slow burning structures. With anything like favorable financial conditions 1905 promises to show nearly double the amount of hardwood sold in Pittsburg of any previous year.

The Rumbarger Lumber Company of Philadelphia will open an office in Pittsburg soon. The concern is a very large dealer in hemlock and has its own mills in West Virginia.

Pittsburg wholesalers are complaining not a little about the car shortage. The main lines of the Pennsylvania railroad company are in fairly good shape, but many of the branches tapping the big lumber districts are badly crippled by lack of cars. The Chesapeake & Ohio railroad has been unable to furnish cars to local concerns even for delivery three weeks ahead and similar complaints are heard about other roads. The river traffic is practically tied up which adds to the inconvenience of the situation.

The Central Mantel and Tile Company, which deals largely in hardwood mantels and is located at 1211 Carson street, will soon establish offices in the Park building.

The Wilksburg Stair Company is now equipped with one of the best plants in Western Pennsylvania located at Wilksburg, Pa., a suburb of Pittsburg. Their premises occupy a 100x150 feet floor space and are equipped with the latest improved working machinery operated by adequate motor power. Thirty skilled hands are employed to do work in connection with stair building, wood turning and hand carving and also the manufacture of balustrades and newel posts. The company uses a large amount of fine hardwood and has lately equipped some of the best houses and apartment buildings in Greater Pittsburg. J. M. Barnett is president and J. M. Walthour treasurer of the company.

The Retail Lumber and Builders Supply Dealers Credit Association of Western Pennsylvania has been organized to encourage trade by adjusting differences among the members, spreading reliable commercial intelligence and furnishing information to enable them to regulate credits and collect debts. The incorporators are James J. Munn, J. C. Scofield, George C. Strouss, Charles Bruckman, Nathan Jones, E. M. Diebold, G. P. Texter and George Lanz.

The planing mill of Murphy and Diebold in Enterprise street was recently damaged \$3,000

by fire. The fire was confined to the drying department where a lot of fine timber and hardwood lumber was in storage.

The H. C. Houston Lumber Company has booked orders for 300,000 feet of special sized oak in the last two weeks. Most of this was taken for railroad car stuff.

The Yough-Mauor Lumber Company will start a new mill at Friendsville, Md., about March first. The mill will have a capacity of 40,000 feet daily and will cut white oak mostly. The company has lately bought 1,500 acres of fine timber at this point. It started its big mill at Kendall, Md., on February 20 after three weeks' shut down due to cold weather. This mill is now cutting 50,000 feet a day.

Buffalo.

Secretary Mixer of the Buffalo Lumber Exchange has just issued his annual report of stock handled during the past year and also of stock in yard at the beginning of the year and is able to make a very good showing, for the slight falling off in hardwood lumber sold is easily accounted for by the unusual amount of snow last winter, which tied up the roads much as it has now.

The amount of hardwood reported received by rail is 73,280,000 feet, a falling off of 1,456 cars. The receipts by lake were 202,950,000 feet, the sorts not being separated. This is an increase of 24,820,000 feet, which is apparently largely, if not all, hardwood. Rail shipments of hardwood were 70,296,000 feet, a decrease of 2,553 cars. The amount in yard on Jan. 1 was 67,964,000 feet, an increase of 12,927,000 feet.

North Tonaawanda is also increasing its hardwood business, though not yet in the same class with Buffalo. It is expected that all hardwood yards will show an increase there this year.

The sale of the lumber, mostly oak, in the yard of the bankrupt Queen City Lumber Company took place on Feb. 17 under the directions of the bankruptcy court. It was bid off by the Hugh McLean Lumber Company for \$9,000. The office fixtures were also sold.

The latest reports from T. Sullivan, who was taken seriously ill while on a visit to his son, F. T. Sullivan, representative of the firm of T. Sullivan & Co., at Tacoma, Wash., are that he is still improving and will be able to come home after awhile. It appears to have been his wonderfully strong constitution and iron will that brought him through.

Reports from the Memphis sawmills of Scatberd & Son have been decidedly "snowy" of late. One day Manager Wright advised that there was eight inches of snow and not a darky showed up.

"There will be a great skurrying about for dry hardwood stock, especially oak," is the report from I. N. Stewart & Bro., who already find plain oak advancing and quartered stronger.

The best January since he went into the business and a prospect of the best February is the report of O. E. Yeager, spite of the snow blockades.

The Buffalo Hardwood Lumber Company finds plain oak so easy to sell that it is hard to keep much of it on hand. Good sales of gum and cottonwood are reported. In fact everything goes.

While F. W. Vetter of the Empire Lumber Company is taking care of the company's mills south the office finds the demand for practically all hardwoods and especially oak good.

The Emporium Lumber Company, with president, salesman and office manager all located here, is a distinctly Buffalo institution, and it has a fine stock of Pennsylvania hardwoods behind it.

The hardwood stock of A. Miller is moving out at a very satisfactory rate, oak, poplar and ash taking a leading part, with more coming in.

The big hardwood stock of Taylor & Crate goes out in most satisfactory fashion, entire lots sometimes selling, even when they are held in large quantity.

A. W. Krelnheder of the Standard Hardwood

Lumber Company is very busy at the Tennessee mills of the company, shipping out stock, of which oak, poplar and chestnut lead. The office reports good sales and blockaded railroads.

Bristol, Va.-Tenn.

C. Wuesthoff of Neuss-on-the-Rhine, Germany, was in Bristol last week making contracts with local lumbermen for export oak. Mr. Wuesthoff was enabled to make several advantageous contracts in Bristol. He has just established American headquarters at Galveston, Tex.

T. K. Garland, a prominent young lumberman of Shady Valley, Johnson county, Tenn., was investigating the local markets last week. Mr. Garland is cutting considerable stock, and has a large quantity on hand at his yards.

Paul W. Fleck, president of the Paul W. Fleck Lumber Company of this city, is very ill at his home in Philadelphia. Mr. Fleck went to Cincinnati last week on business and was taken suddenly ill in that city, and later went to Philadelphia. It is hoped that he will be able to return to Bristol in a few days.

Frank Pearre, secretary and treasurer of the Price Hardwood Company of Baltimore, Md., was a visitor in Bristol last week. Mr. Pearre stated that his company was buying large quantities of stock in this section, and that business was especially good with them at this season.

E. E. Bradley, president of the Whiting Lumber Company of Elizabethton, Tenn., was in Bristol on business last week. He reports that the outlook for his company is flattering and that its mills are running regularly.

Charles Boner, who has been connected with the Whiting Lumber Company at Elizabethton, Tenn., in an important capacity for some time, has resigned his position with that company and left for New York to accept a lucrative position in the same line of business. Mr. Boner is an experienced lumberman and was formerly with the Bryan Lumber Company of this city.

George H. Orndoff, who represents the Stirling-West Lumber Company of Baltimore, has been making Bristol his headquarters for some time. It is thought that the company will soon establish permanent headquarters for this section in Bristol, as it is thought that its business in this section will warrant establishing a branch office in Bristol.

R. M. Bonham of Chulhowie, Va., a prominent and wealthy lumberman of this section, is very ill at the Richmond Memorial hospital, where he went last week to undergo an operation for appendicitis. Owing to his extreme physical weakness and the acuteness of the attack of appendicitis the surgeons have not as yet deemed it expedient to perform the operation. His friends who are at his bedside fear that he will not survive the ordeal of the operation.

J. M. McRae, president of the Laurel Fork Lumber Company of Bristol and Horton's Summit, Va., returned from a trip to Newport, Tenn., last week. Mr. McRae's company recently sold almost all of its lumber operations to the new firm of Boice, Burns & Offett.

M. N. Offett of the Tug River Lumber Company and Boice, Burns & Offett left this week for Horton's Summit, Va., and points in West Virginia, where he goes to inspect the operations of the above companies.

R. C. McInnes, a member of the concern of McInnes & Co. of Glasgow, Scotland, was in Bristol last week in consultation with J. A. Wilkenson, the company's representative in this section. Mr. McInnes has been spending some days in West Virginia, and is about ready to return to Glasgow. He will make a trip to points in Alabama before leaving this section.

C. Boice, Abingdon, Va., was a prominent visitor among lumbermen in Bristol last week.

L. W. Taylor, who was formerly in the lumber business at Chattanooga, Tenn., was in Bristol last week in company with his wife. It is understood that Mr. Taylor contemplates locating in Bristol.



WALNUT,
OAK,
ASH,
POPLAR.

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FOR SALE.
Poplar lumber; West Virginia stock.
80 M feet 1 in. log run or on grade.
30 M feet 2 in. No. 1 common, 7 in. and up wide.
20 M feet 2 in. 1sts and 2nds, 7 in. and up wide.
11 M feet 3 in. and 4 in. 1sts and 2nds, 10 in. and up wide.
11 M feet 3 in., 4 in., 5 in. and 6 in. 1sts and 2nds, 10 in. and up wide.
25 M feet 3 in., 4 in., 5 in. and 6 in. No. 1 common, 10 in. and up wide.
40 in. 3 to 8x10 in. and up export poplar, green.
11 M feet 1 in. 1sts and 2nds, 18 in. and up.
1 car 2 in. log run beech.
2 cars 1 in. log run bass.
6 cars 1 in. 1 1/2 in., 1 1/2 in. and 2 in. sawed, wormy chestnut.
6 cars 1 in. log run white oak.
1 car 2x12 sawed white pine.
To the Kentucky and Ohio river mills, the following logs will be for sale at Valley View, Ky., after next tide, principally common and better:
RAFT. OAK.
No. 1, 10 and 14 ft., 14 in. and up, 11,737 ft.
No. 3, 14 ft., 14 in. and up, 2,162 ft.
No. 5, 10 ft., 14 in. and up, 14,245 ft.
No. 6, 12 ft., 22 in. and up, 12,508 ft.
No. 7, 14 ft., 22 in. and up, 13,000 ft.
POPLAR.
No. 1, 10 and 14 ft., 14 in. and up, 2,386 ft.
No. 3, 14 ft., 14 in. and up, 2,169 ft.
No. 5, 10 ft., 14 in. and up, 2,032 ft.
No. 6, 12 ft., 22 in. and up, 3,500 ft.
No. 7, 14 ft., 22 in. and up, 3,200 ft.
Will be glad to mail log tally sheet on each raft at your request.
MARIETTA LUMBER CO., Marietta, Ohio

CYPRESS

We make a specialty of rough or dressed Cypress Lumber and Cypress Shingles in straight or mixed cars. Your inquiries solicited for single car orders or good round lots. Can also furnish Sound Cypress Dimension Stock.

The Borcherding Lumber Co.
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WILLIAMS & BELL,

MANUFACTURERS OF

Hardwood Lumber.

QUARTERED OAK OUR SPECIALTY.

Prompt Shipments.

MURFREESBORO, TENN.

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.

MISSISSIPPI VALLEY LUMBER COMPANY.

MAIN OFFICES: Lincoln Trust Bldg., Saint Louis.
BRANCHES: Cairo, Ill., Caruthersville, Mo., and Memphis, Tenn.

Cash Buyers of Cypress, Cottonwood, Gum and Oak and solicit inquiries from the Consuming trade for the following.

CYPRESS:

750,000 feet	1 inch 1sts and 2nds.
200,000 "	1½ inch 1sts and 2nds.
25,000 "	1½ and 2 inch 1sts and 2nds.
850,000 "	1 and 1½ inch select.
175,000 "	1½ inch select.
90,000 "	2 inch select.
1,610,000 "	1, 1½, 1¾ and 2 inch shop.

COTTONWOOD:

2,000,000 feet 1-inch, log run or on grade.

GUM:

2,500,000 feet	1-inch No. 2 and shipping cull.
500,000 "	1 and 1½ inch furniture common.
390,000 "	1, 1½ and 1¾ inch sap clear.

OAK:

650,000 feet 1, 1½ and 2 inch Red and White plain and quarter sawed 1sts and 2nds, No. 1 and No. 2 common.

Articles of incorporation have been granted by the Virginia Corporation Commission to the Boice & Buchanan Lumber Company, with sites at Abingdon, Va. The new company's capital stock is \$50,000. C. Boice of Abingdon, who is connected with the Tug River Lumber Company, and Boice, Burns & Offett of Bristol, will be president of the new company, while M. Buchanan, an experienced lumberman of Silvia, N. C., has been elected vice president. J. W. Bell, cashier of the First National bank of Abingdon, Va., is secretary and treasurer of the new concern. With this personnel of excellent lumber and business men the company is an assured success. They are also chartered to deal in timber lands and will do a general lumber business.

C. K. Mount, president of the Iron Mountain Lumber Company of Vaughtsville, Tenn., was in Bristol on business last week. Mr. Mount says that business with his company is especially good at this season.

P. W. Bevins, a prominent hardwood lumberman of Hilstons, Scott county, Va., was in Bristol on business last week. Mr. Bevins says that he has a large stock in his yards at Hilstons and that his mills are running to their fullest capacity.

W. H. Toley of New York was in Bristol last week making contracts with local manufacturers and dealers for export stock. Mr. Toley is buying chiefly oak stock, and was enabled to make several contracts in Bristol.

Evansville.

George C. Ehemann, representing Bennett & Witte, wholesale lumber dealers of Cincinnati, O., and Memphis, Tenn., was in the market this week and reports business favorable in his locality.

John I. Shafer, representing C. C. Shafer Hardwood Lumber Company of South Bend, Ind., was in this market the past week.

John Murray of Indianapolis, Ind., has been in Evansville for the past few days taking up quartered oak ditches for the Indiana Lumber & Veneer Company and reports business in Indianapolis to be quiet, owing to the extreme cold weather.

Sam Burkholder of the S. Burkholder Lumber Company, Crawfordsville, Ind., was in Evansville the past week and reports business picking up.

Feb. 4 the hardwood band mill of Brosius & Myerhoffer, Greenville, Ky., was burned to the ground at a loss of \$5,000. They are now rebuilding temporarily and will be in operation in the next sixty days.

Louisville.

The Chess & Wymond Company has been given a permit to erect another private switch to its barrel plant on Fifth street, this city.

Matthew Oldham of Mount Sterling, Ky., has bought from the Eastern Land and Improvement Company 1,000 acres of fine coal and timber lands in Wolfe county, near Torrent, Ky., at the rate of \$12.50 an acre. The land contains fine hardwood timber.

E. L. McLain of Greenfield, O., has bought seven acres of ground at Thirtieth and Market streets, this city, and is considering plans for a \$75,000 woodenware factory.

The greatest volume of ice ever seen in the Cumberland river has just passed out into the Ohio, carrying everything along the shore with it. A huge raft of logs, brought down by the floe, was broken up near Smithland, Ky., and scattered. The damage to mill and log interests is heavy.

The Scobee-Williams Spoke and Handle Company's plant at Winchester, Ky., was totally destroyed by fire Feb. 15. Involving a loss of \$30,000, partly covered by insurance. The fire originated in the boiler room. The company will rebuild immediately.

The planing mill and furniture factory of J. H. McDanell's Sons' Company at Warsaw, Ky.,

was destroyed by fire on the night of Feb. 15, entailing a loss of \$25,000. There was no insurance. The fire started in the boiler room.

Eastern capitalists have taken over the Virginia & Kentucky Railroad, terminating at Indian Creek. The road will be extended via Pound Gap to the Elkhorn coal and timber fields during the present year, making connection with the C. & O. This will open a vast area of hardwood timber lands in the eastern section of the state that have remained undeveloped for want of proper and adequate transportation facilities.

The cold wave which spread over this section in the early part of the month and the effects of which are still being felt, caused much suffering among log and river men on the Kentucky, Licking and Red rivers. It is estimated that at least 1,500 men were at work on the banks of these rivers night and day all during the month, preparing rafts and protecting them from the ice floes. Many deaths from exposure and injuries resulting from the excessive cold were reported.

A fire, thought to have been of incendiary origin, destroyed stock valued at \$3,500 in the plant of the Daviss Lumber Company in Alexandria, Ind., Feb. 16.

E. N. Forsyth of Maysville, Ky., shipped Feb. 16 to lumber dealers in Hamburg, Germany, four car loads of black walnut cut from the hills in Mason county. This makes an aggregate of \$150,000 worth of lumber shipped to that country within the past month.

Baltimore.

The hardwood firm of Mottu & Buckingham, which was organized last year, has begun to extend its operations, having heretofore been content to move along quietly. It closed a deal last week for the purchase of 5,500 acres of timberland in Augusta and Rockbridge counties, Virginia, not far from Staunton, on the Little North Mountain of the Shenandoah range. It is estimated that there are upward of 5,000,000 feet of timber, mostly chestnut and white oak with smaller quantities of other hardwoods in the tract, and that the latter will also yield about 10,000 tons of chestnut bark, which can be profitably delivered to tanneries nearby. The tract is very irregular in shape, stretching along the mountain in a southwesterly direction about nine miles and being in places three miles across. One and perhaps two mills are to be erected. The shipping facilities are adequate, the haul to the railroad being nowhere very long. Operations will be started as soon as the weather and other conditions permit. The land belonged to an estate, but the consideration is not given. Messrs. Buckingham and Mottu are young men, the former having for years held a confidential position with J. Van Hall, a well-known exporter here, who went to Holland some four or five years ago. The firm has an office in the Builders' Exchange Building, Charles and Lexington streets.

The widely known and very active hardwood firm of Eisenhauer, MacLea & Co., now located on West Falls avenue, in what is known as the wharf district, will be the first of the concerns doing business there to vacate in order that the contemplated dock improvements can be made. All that section has been reserved for the construction of new wharves, and the property will pass into the possession of the city either by purchase or condemnation, and the business establishments located on it will have to find other quarters. Eisenhauer, MacLea & Co., requiring large space, were early on the lookout and last week closed the purchase of what is known as the Kimball-Tyler property, fronting on Central avenue, Canton avenue, Eastern avenue and Eden street. The property was formerly used as a cau factory, but has of late been vacant. The owners reside in Chicago. The new purchase is admirably adapted to the needs of the Baltimore firm, which handles hardwoods in large quantities and carries a stock that cannot be excelled here. In

the old location it occupied space on both sides of Concord street. The Central avenue yard will be connected with a railroad track, so as to afford direct facilities for shipment. It was the intention of the firm to get track facilities on Concord street, but the fire and subsequent reservation of the place for dock purposes interfered with the project.

Among the visitors in Baltimore last week were E. D. Galloway of the Galloway-Pease Company, Johnson City, Tenn., and William Abbott of the Rumbarger Lumber Company, New York. They came here to see the leading firms and get a close view of local conditions. In the course of conversation they stated that there was little lumber at the mills and that no advance in prices was by no means unlikely.

One log worth \$11,000 and too big to be cut into sizes in Baltimore is being converted into veneer strips in the yard of Isaac I. Cole & Sons, New York, for the purchasers, William Knabe & Co., manufacturers of the piano of the same name. The strips, ready for use, will be shipped to Baltimore in a few days and will be used in the construction of pianos. The log is mahogany, and, according to Ernest Knabe, one of the largest pieces of the wood ever put on the market. It comes from the East coast of Africa, is of a fine hard grain and shows a waxy texture, which makes the wood especially valuable for the purpose to which it is to be devoted. The log measured 7 feet 6 inches across the butt and six men worked four days to cross-cut and open one length by hand in order to get it through the mill door. The veneering, of which there will be approximately 40,000 feet, will run one-sixteenth of an inch in thickness.

The Price Hardwood Company, which occupied quarters in the Continental Trust building before the fire, and was burnt out with the other tenants, afterward moving to North Calvert street, near Lexington, has made another change of location, this time to St. Paul street, near Pleasant.

Detroit.

The maple flooring factory of C. T. Kerry is to be removed from Saginaw to Grayling, where it is to be operated by the Kerry & Hanson Manufacturing Company, a business arrangement of that nature having been recently perfected. Some months ago the Kerry & Schultz Manufacturing Company sustained a loss of \$12,000 by fire at its factory and it has not been operated since that date. Meantime Mr. Kerry purchased the interest of his business associates. He received also several tentative propositions to move his plant and the announcement of the organization of a new concern is the outcome. The company will erect a flooring factory of 12,000,000 capacity at Grayling. Salling, Hanson & Co. have some 70,000 acres of hardwood timber lands and will be able to furnish stock for the new plant a number of years. C. T. Kerry will manage the business of the new company. He has had wide experience in this department of the hardwood business and is a gentleman of pleasing address.

John J. Flood, who operates a mill at West Bay City, which is engaged in cutting hardwood lumber for W. D. Young & Co., has contracted to saw 300,000 feet of mahogany logs which Edward Germain of Saginaw is importing from Africa, and the lumber manufactured will be utilized by the owner in the manufacture of pianos. This is not the first importation of mahogany by Ed Germain. Two years ago he imported about a quarter of a million feet from Africa. He believes the grain of the African growth to be superior for his purposes to the timber of the same quality grown in the West Indies and Central America.

Detroit is becoming a center of a no inconsiderable wholesale hardwood trade. Dealers of this city carry large and well assorted stocks of both northern and southern hardwoods, and in addition to an excellent local trade distribute

their lumber merchandise throughout Michigan, Indiana, Ohio, Canada and the East.

One of the principal wholesale concerns of Detroit is Brownlee & Company, whose attractive offices are located in the Telegraph building, and whose docks, yards and planing mills are in the River Rouge district. This concern has built up a large jobbing business in hardwoods and its yards on the Rouge, South Detroit, comprise some twenty-eight acres, giving it the largest yard space of any of the Detroit dealers. Its fine planing mill enables it to supply dressed stock of all descriptions. This concern makes a specialty of thick hard maple, black ash, soft maple, birch and soft elm. This house reports an excellent trade locally throughout the East and to export.

Another large jobbing house is that of the McClure Lumber Company, whose office, yards and docks are at the foot of St. Aubin avenue. This company carries a stock of upward of 3,000,000 feet of northern and southern hardwoods, and enjoys an excellent trade over a wide field in the United States and Canada. It is also a considerable factor in the handling of mahogany and other foreign woods. During the last few months this concern has concluded a deal by means of which it comes into possession of more than 50,000,000 feet of choice standing hardwood timber on the Black Warrior river in Green and Hale counties, Alabama. This holding is said to contain large quantities of high ciana oak and considerable gum, hickory and cypress. The company is now engaged in the erection of a band sawmill, which detail of its operations will be handled by Charles F. McClure, one of its directors.

An important wholesale hardwood enterprise of Detroit is that of the Dennis & Smith Lumber Company, whose office and yards are at Fourth street and Holden avenue. This company is under the management of A. S. Dennis and is allied with R. M. Smith & Co. of Parkersburg, W. Va. The company handles high class West Virginia oak and poplar largely, and also makes a specialty of cypress.

The adjoining well-equipped yard is that of the Sicklesteel Company, which in addition to handling a full line of northern and southern hardwoods makes a specialty of car materials.

Another important wholesale hardwood yard which carries a general line of northern and southern hardwoods is that of Leech, Roche & Co., whose spacious yards are at Twenty-fourth street and the Michigan Central railroad tracks.

In the manufacture of maple and oak flooring Detroit stands very high, and its product is favorably known in all sections consuming hardwood flooring. The Thomas Forman Company and the Dwight Lumber Company are the local large and well-known producers of these high-class American woods into exceptionally excellent flooring material.

Fred A. Wilson, superintendent of traveling salesmen of the W. M. Ritter Lumber Company of Columbus, Ohio., was in the city last week introducing C. N. Greiner to the trade. Mr. Greiner will represent the big poplar and oak concern in Michigan, northern Indiana and northern Ohio in the future.

Last week the hardwood sawmill erected at Saginaw by Bliss & Van Auken began operations with a stock assured for a fifteen years' run. The capacity of the plant is 30,000 feet every ten hours, and maple for the flooring factory operated by the firm will be the long suit. The machinery for this plant was manufactured by the M. Garland Manufacturing Company of Bay City, and consists of a Garland band saw, edgers, cutoff and carriage equipped with steam set works. The entire plant of Bliss & Van Auken is to be furnished with the Van Auken vacuum heating systems. In the spring a 350-horsepower upright water tube boiler will be installed. This is an industry that will be of large value to the Saginaw valley.

The plant of W. D. Young & Co., at West Bay City, is running day and night. The firm manufactures a large quantity of maple flooring, the greater portion of which goes to Europe.

JNO. M. SMITH

WHOLESALE HARDWOOD

LUMBER

DIXON, TENN.

If you want straight grades, good lengths and widths, first class stock in every particular, write me for prices.

Yards at NASHVILLE, TENN.

Frames for Hardwood Record PORTRAIT SUPPLEMENTS

Each issue of the Hardwood Record during 1905 will contain a portrait of a distinguished hardwood lumberman.

For the benefit of subscribers desiring to preserve these handsome photogravures, the HARDWOOD RECORD has arranged with a leading Chicago picture frame maker to supply frames in Flemish finished Oak, Size 10½x13½ inches. These are complete with backing ready for mounting the pictures, except the glass which cannot be safely shipped, but can be obtained locally at slight cost.

The manufacturers make a price to our patrons of

50 Cents Each,

packed, shipped and delivered at any point in the United States east of the Missouri River, expressage prepaid. Local patrons may procure the frames at 30 cents each, by calling at the RECORD offices. Orders should be accompanied with careful shipping instructions and remittance in 2-cent stamps or money order payable to

HARDWOOD RECORD,

355 Dearborn Street, Chicago

LOW RATES

VIA

LOUISVILLE & NASHVILLE R. R.

TO THE

MARDI GRAS

NEW ORLEANS,

MOBILE,

PENSACOLA

Tickets on sale March 1-6 limited to return March 11; by deposit and payment of 50 cents extension of limit can be secured until March 25, 1905. For rates, time tables and beautiful illustrated booklet giving a history of the Mardi Gras, address

H. C. BAILEY, N. W. P. A., . . . Chicago, Ill.
J. E. DAVENPORT, D. P. A., . . . St. Louis, Mo.
F. D. BUSH, D. P. A., . . . Cincinnati, O.
J. H. MILLIKEN, D. P. A., . . . Louisville, Ky.
C. L. STONE, Gen'l. Pass. Agent, - Louisville, Ky.

They also manufacture several million feet annually of hardwood lumber not utilized in flooring, and this product is also largely shipped abroad. They have a number of jobbers cutting timber for their plant in the lower peninsula, the product being shipped by rail to the Saginaw river, where it is manufactured. Mr. Young says business during the fall and winter has been very satisfactory, although in some commodities prices are below the notch that dealers desire.

The old sawmill at Gaylord operated last year by Frank Buell & Son is to be converted into a heading mill and will manufacture heading for the Wylie & Buell Lumber Company.

The Haak Lumber Company at Haakwood, on the line of the Mackinaw division of the Michigan Central railroad, is manufacturing maple flooring. The sawmill of the company burned last March and it was not rebuilt, the company selling the major portion of its timber holdings to the Wylie & Buell Lumber Company. It reserved sufficient timber, however, to supply its flooring mill and also buys some logs from other operators.

The Gale Lumber Company at West Branch manufactured 3,259,000 feet of hardwood lumber last year and is putting in a number of million feet of logs over its logging road this winter. The product is moved to market over the Michigan Central.

The Briggs & Cooper Company of Saginaw is not manufacturing lumber, but handles a number of million feet of hardwood annually and has representatives visiting the manufacturers in the northern part of the state buying stock. The company is confident that there is going to be a marked revival of the hardwood industry when spring opens.

There is more snow in the logging districts than is needed for handling timber and in some localities operations have been practically at a standstill the last ten days. It is expected the usual stock will be secured, as operations were well advanced before the deep snows came, and besides many operators log nearly the year through.

Kansas City.

J. H. Tschudy of the J. H. Tschudy Hardwood Lumber Company left here on February 21 for a week's trip among the hardwood mills of Arkansas and Tennessee to close up some contracts and look after the shipment of several large orders. Mr. Tschudy seems well pleased with the prospects for spring business, but is of the opinion that dry stock will be harder to get than for a long time.

A. H. Connelly of the Connelly Hardwood Lumber Company reports business from the country more active than usual for so early in the year. He says that planing mills at various points are buying quite liberally, much more so than they did this time last year. He also reports a strong inquiry.

The Gulf Land & Lumber Company, which has recently been incorporated under Missouri laws for \$200,000, and has offices in Kansas City, has a large tract of fine hardwood timber in the vicinity of its mill plant at Leesville, La., and in connection with the manufacture of yellow pine, will cut considerable oak, gum and beech. The company is putting in a flooring machine for the manufacture of oak and beech flooring. They have a capacity of about 60,000 feet of hardwood a day at their Leesville mill.

St. Louis.

It is reported at the Lumbermen's Exchange that an increased amount of lumber is being handled by the inspectors, which is an indication that the freight blockade is being relieved to some extent by the mild weather.

The Charles F. Luehrmann Hardwood Lumber Company reports a fair volume of orders, but states that the movement of lumber has been seriously hampered by the cold weather. The

mills of this company at Marianna, Ark., have been closed down, but are expected to resume operations this week.

W. A. Bonsack of the Bonsack Lumber Company states that he is much pleased with the way business held up during the period of severe weather, and he is now able to report that stock is being moved out quite rapidly.

Steele & Hibbard during the past fall and early winter were very heavy buyers in the southern country and have been receiving a large amount of stock including oak, poplar and cypress. The holdings of this concern are now quite large and full preparations have been made for the heavy volume of business expected.

Nashville.

This week the towboat Cowling, belonging to the Nashville Transportation Company, came in from the upper river. This boat belongs to a corporation composed largely of lumbermen. It brought along seven barges of staves and lumber amounting to over 2,000,000 feet of timber. This is one of the largest consignments that ever came down the river at one trip, and some idea of the magnitude of the shipment may be gleaned from the fact that the contents of the barges will fill over 150 standard size freight cars. The barges are now unloading and the shipment will be distributed to several northern points. Most of the staves will probably go to Louisville to a large barrel factory there, which owns several mills along the Cumberland. Labor is somewhat scarce for the handling of the barges, due in part to the very bad weather.

Hamilton Love of Love, Boyd & Co. has returned from Florida and southeastern points.

A manufactory for spring wagons will be started in Nashville by Deeds & Hirsch at Third and Demombreun streets. A four-story brick factory will be erected for the same.

The Goodstock Dimension Company with a capital stock of \$25,000 will start a sawmill at Crossville, Tenn., out from Nashville on the Tennessee Central railroad. J. W. Dorton is president and V. B. Smith secretary.

The Southern Timber & Mineral Land Company, whose organization was mentioned in the HARDWOOD RECORD when it recently incorporated, is preparing to push its timber and mineral interests. Former Governor Benton McMillin has been put in charge of the timber land department. The several gentlemen identified with the company have been intimately associated with industrial development in the south.

J. A. Lacy of the Hammond Lumber Company, San Francisco, Cal., was a recent visitor in Nashville circles while en route east to take passage for Europe to establish a chain of connections for his California clients.

The Huisart-Sopher Veneering Company of Michigan is now moving machinery from that state to Cookeville, Tenn., near Nashville, for a veneering factory. A building 32x60 feet with a number of outhouses for drying purposes is nearing completion there.

At Johnson City, Tenn., T. J. Galloway has purchased 28,000 feet of lumber from D. M. Setzer and is going into the insulator pin manufacturing business. He will erect a factory 40x80 feet, opposite that of the Standard Oak Veneer Company, as soon as practicable.

C. E. Brooks, formerly engaged in the lumber business in Cincinnati, has recently accepted a position as traveling representative for the Logan-Maphet Company at Knoxville.

Grand Rapids.

The Engel Land & Lumber Company, which was organized last September, is putting in a double band mill at Engelwood, in Madison parish, La., which it is hoped will be in operation by May 1 next. The company is putting up a store, machine shop and other buildings and is entering the fields as manufacturer and wholesale dealer in hardwood lumber. Main

offices will be maintained in the Houseman building, this city. The company owns between 15,000 and 16,000 acres of timber land there, principally oak, gum, white ash, elm, hickory and cypress, and has a cut of about twenty-five years ahead. Three miles of logging road have been completed. President George Engel left Feb. 21 to look after operations. George P. Hummer, who is at the head of the West Michigan Furniture Company of Holland, is first vice president of the new company, the other officers being as follows: Fred J. Metz, second vice president; Herman Engel, secretary; Fred D. Voss, treasurer.

Officers of the Dennis Bros. Salt & Lumber Company have just been re-elected as follows: A. L. Dennis, president; Edward FitzGerald, vice president; E. E. Dennis, secretary; Henry Idema, treasurer.

H. J. Dudley of the Dudley Lumber Company is in Memphis on business.

W. H. Thompson, manager of the American Handle Company, reports a quiet maple market. The handle business is very satisfactory.

Representatives of some of the larger lumber firms outside of Grand Rapids are expected in the city this week to talk over state association matters.

A. R. Longfellow of the Longfellow & Skillman Lumber Company, who is looking after the company's operations in Marquette county this winter, reports rather uphill work, owing to the deep snows and the severe cold. The mercury ran down to 38 degrees below zero there Feb. 17.

The Kelley Lumber & Shingle Company of Traverse City has closed a deal with the Elk Rapids Iron Company for its entire season's output of maple lumber.

The American Carving & Manufacturing Company of Grand Rapids has increased its capital stock from \$15,000 to \$40,000. The company turns out wood ornaments and novelties, the management being in the hands of Peter Meeuwssen as president and John A. Klise as secretary.

The timber land holdings of the late Charles H. Hackley of Muskegon, personal and in partnership, exceed 200,000 acres, lying in Minnesota, Wisconsin, Louisiana, South Carolina, Florida and British Columbia.

**Wanted and For Sale
-SECTION-**

Advertisements will be inserted in this section at the following rates:

- For one insertion..... 20 cents a line
- For two insertions..... 35 cents a line
- For three insertions..... 50 cents a line
- For four insertions..... 60 cents a line

Eight words of ordinary length make one line. Headings count as two lines. No display except the headings can be admitted.

Remittances to accompany the order. No extra charge for copies of paper containing the advertisement.

MACHINERY WANTED

BAND MILL.

Wanted—A 30m. capacity Band Mill, second hand but must be complete and in good shape. Immediate delivery. Describe fully. B. M. G., care Hardwood Record.

If you are in need of machinery—new or second hand—a few lines in this column will place your wants before those who have such goods for sale. For particulars address HARDWOOD RECORD, Chicago, Ill.

BUSINESS OPPORTUNITIES**FOR SALE.**

Fifty Thousand capacity Single Band Saw Mill, also band resaw. A complete mill with gang edger, automatic trimmer, cut-off saws, lathe and shingle machine, electric light plant, lumber conveyor and sorting deck 100 feet long; horses, dump carts, wagons, sleighs, lumber trucks, etc.

Log pond will hold Eight Million feet. Fine large piling yard with tramway for Ten Million feet of lumber. Will also sell Six to Eight Million feet of logs, largely White Pine, if buyer wishes. Mill is located in one of the best hardwood districts of Wisconsin. Address
SAW MILL & LOGS,
care HARDWOOD RECORD.

CYPRESS MILL AND TIMBER.

Well located Cypress mill and timber in Mississippi now in operation, fully equipped band mill, steel tram standard gauge, light locomotives, teams, buildings, etc.; 15-20 million feet cypress timber, one-half of which can be cut and floated to mill, for \$1.25 per M feet, and farthest log haul only one and one-half miles. More timber can be had. Nothing better in the South. Particulars and price only to those meaning business and able to handle a deal of this size. No agents.

THOS. W. GILL,
1207 N. Spring Ave., St. Louis, Mo.

SELLING ARRANGEMENTS.

A wholesale concern in Ohio, financially responsible, catering to the eastern and western trade, wishes to make satisfactory selling arrangements on a stock of Michigan hard maple. State what you have to offer.

B 79, care HARDWOOD RECORD.

WANTED—PARTNER.

First-class hardwood buyer with some capital and good character to organize new wholesale company. Will invest \$7,000 or \$8,000 and manage financial and sales end. Answers confidential.

A. D., HARDWOOD RECORD.

NORTHERN WISCONSIN RESOURCES.

Northern Wisconsin offers the finest opportunities for manufacturing and settlement. Fine grazing lands, hardwood timber and splendid soil for the settler; iron ore, clay, marl and kaolin for the manufacturer are awaiting those who seek the opportunity. Transportation facilities are of the best. Interesting booklets, maps, etc., are yours for the asking. W. H. Killen, land and industrial commissioner; Jas. C. Pond, general passenger agent, Wisconsin Central Railway, Milwaukee, Wis.

TIMBER LANDS FOR SALE**HARDWOOD TRACTS.**

We can place you in touch with parties owning, controlling or handling hardwood tracts containing oak, gum, hickory, ash, cottonwood, cypress, from 160 to 20,000 acres, also locations for saw mills, factories along the Cotton Belt Route. Some good openings for small mills—acreage or stumpage, with ready market for output. Now is the time to get located, as good timber is advancing. Write us your requirements and we will submit you some propositions.
E. W. LA BEAUME,
G. P. & T. A., Cotton Belt Route, St. Louis, Mo.

FOR SALE TIMBERLAND.

7,600 acres in Ouchita Parish, La. Estimated to cut 2,500 ft. of oak per acre, 60 per cent of white and overcup, 40 per cent red oak; from turn around to four miles of railroad, fine mill location, fertile delta land, fully protected by levee from Miss. river. A portion of this tract is subject to overflow in the spring from a large bayou that drains it. Price \$5.00 per acre. Liberal terms.

11,000 acres immediately on main line of Yazoo & Mississippi Valley railroad, in the famous Mississippi Delta, estimated to cut 70 million ft. of merchantable timber, 50 per cent hardwood, land alone is worth the price asked, and can be sold to actual settlers after timber is cut, well drained and does not overflow. Must be sold as a whole at once. Price \$15.00 per acre. Liberal terms.

MEMPHIS TRUST COMPANY, Memphis, Tenn.

LUMBER WANTED**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,
Blue Island Av. and Robey St., Chicago.

OAK TIMBER.

Sawn White Oak Timber.—Large sizes. For further particulars write G. ELIAS & BRO., Buffalo, N. Y.

RED AND WHITE OAK.

1 inch red oak, 1-inch to 1½-inch quartered white oak, 1s and 2s and common.
McCLURE LUMBER COMPANY,
Detroit, Mich.

RED CEDAR OR OAK POSTS.

Wanted—5,000 good red cedar or oak posts 8 inches in diameter by 8 feet long, on sixty days' time, by reliable party with bank references. Address

J. L. FERGUSON, York, Neb.

Wanted—Plain and quartered red and white oak, black ash, rock elm, soft elm, hickory, beech and hard maple, and two cars log run 5/4 or 6/4 hickory. Will contract with mill men in position to furnish all or any part of the above requirements. Will arrange inspection and terms to suit. Correspondence solicited.

THE F. W. FRENCH LUMBER COMPANY,
Battle Creek, Mich.

OAK, CHERRY, BIRCH, ASH.

Plain white and red oak, 1 to 4 inch.
Quartered white and red oak, 1 to 4 inch.
Cherry, 1 to 4 inch.
Birch, 1 to 2 inch.
White ash, 1 to 4 inch.
All common and 1sts and 2nds.
When quantity warrants we send inspector to point of shipment. We pay cash.
BEYER, KNON & CO.,
Buffalo, N. Y.

HICKORY.

We are in the market for
Hickory shaft strips.
Hickory run strips.
Hickory stumpage; prefer stumpage west of Tennessee River and in the States of Kentucky and Tennessee and northern Mississippi or Alabama.

Write us what you have to offer.
GILLETT BROS.,
Station G, Memphis, Tenn.

OAK AND CHESTNUT.

10 cars 1 in. sound wormy Chestnut. Quote price, f. o. b. cars Cincinnati.
10 cars 1 in. common and 1s and 2s plain.
5 cars 1½ in. common Red and White Oak.
D'HELMER BROS., Cincinnati, O.

OAK AND HICKORY.

Wanted Dimension stuff suitable for making Bent Rims, Sleigh Runners, Shafts, and Poles.
O. & W. McVEAN, Dresden, Canada.

WANTED.

To buy prime Walnut logs 16 in. and up. Prime Poplar logs 28 in. and up. Plain White Oak ½—3, especially 5-4 and 7-4 thick.
Cottonwood ½—5-4 especially ½ thick.
A. M. X., care Hardwood Record.

LUMBER FOR SALE**SPECIAL OFFERINGS.**

20 cars 1" to 2" maple.
7 cars 1" and 1½" birch.
1 car 1" basswood.
2 cars 1" to 2" maple cut.
5 cars 1" and 2" hemlock.
J. S. GOLDIE,
Cadillac, Mich.

OAK AND BLACK WALNUT.

Orders wanted for black walnut. Also plain and quartered white and red oak.
G. E. BAYLESS, Auburn, Ky.

OAK, BASSWOOD, ELM.

200,000 feet 2-inch dry white oak.
50,000 feet 2-inch dry red oak.
200,000 feet 1-inch dry basswood.
15,000 feet 2-inch dry basswood.
40,000 feet 6/4 dry elm.

McCLURE LUMBER COMPANY,
Detroit, Mich.

OAK AND SYCAMORE.

2 cars 4/4 No. 1 common qtd. red oak.
1 car 4/4 No. 1 common qtd. sycamore.
2 cars 4/4 No. 1 common qtd. white oak strips
1½ to 4 inches wide.
2 cars 5/4, 6/4, 8/4 No. 2 common qtd. white oak.
1 car 4/4 No. 2 common qtd. white oak, all dry. Address
S. BURKHOLDER LUMBER COMPANY,
Crawfordsville, Ind.

THICK MAPLE.

We have for sale year old Michigan hard maple, 1½-inch and thicker, all grades. Inquiries solicited.

A. R. VINNEDGE LUMBER COMPANY,
134 Monroe St., Chicago, Ill.

FOR SALE—DRY STOCK.

5 cars 1-inch 8 to 17 inches poplar box boards.
10 cars 1-inch No. 1 common poplar selects in.
10 cars 1-inch No. 2 common poplar.
5 cars 1-inch No. 1 common and better quartered white oak.
10 cars 1-inch No. 1 common and better gum.
3 cars 1-inch log run beech.
2 cars 2½ and 3-inch log run beech.
10 cars 1-inch log run hemlock.
D. B. MURPHY & CO.,
London, Ky.

HICKORY STOCK.

Write for prices on Hickory Buggy Poles, Shafts, Rim Strips, Reaches, Circle-bars, Cross-bars, Single and Double Trees. Sawn from the finest quality Mississippi Hickory logs.
E. DUNSTAN,
Winona, Miss.

CANADIAN BIRCH.

120,000' 1" Common & Better.
180,000' 1½ & 1¾" Common & Better.
120,000' 2, 2½ & 3" Common & Better.
60,000' 4, 5 & 6" 1sts & 2nds Squares.
THE BRADLEY COMPANY,
Hamilton, Canada.

EMPLOYES WANTED**BOOK-KEEPER.**

Have position open for book-keeper experienced in the lumber business. Must be of unquestioned integrity and ability. State qualifications and references. Replies confidential.
C. A. P., care Hardwood Record.

STENOGRAPHER.

Wanted—Young man as stenographer, familiar with lumber terms preferred. Permanent position and excellent opportunity for advancement to the right man.
D. C., care Hardwood Record.

BUYER AND SALESMAN.

Would like to get in touch with a hardwood buyer of experience and able to act as salesman also. Must come with best testimonials as to character and ability. Address
N. A. C., care Hardwood Record.

EDGERMAN AND INSPECTOR.

Wanted First-class hardwood edgerman; also a hardwood inspector at mill. State wages. Must have good recommendations. Address
A. F. J., care Hardwood Record.

RAILWAY EQUIPMENT**RAILS AND LOCOMOTIVES.**

All inquiries for industrial railway equipment listed before "Record" readers will find ready response.
Hardwood Record, Chicago, Ill.

TIMBER LANDS WANTED

Choice Southern and Northern Hardwood timber tracts and stumpage. Buyers can learn of attractive offerings by stating requirements in this department.

HARDWOOD RECORD, Chicago, Ill.

Factory Locations and Timber Lands

May Be Found in the South Along the

Southern Railway and Mobile & Ohio Railroad.

Timber resources include Pine, Oak, Poplar, Hemlock, Cypress, Gum, Chestnut, Balsam, Ash, Elm and other varieties, in Virginia, Kentucky, Tennessee, North Carolina, South Carolina, Georgia, Alabama and Mississippi.

Fine locations for Furniture and Chair Factories, Spoke, Handle, Stave, Heading, Veneer and all other industries using timber.

Address for information,

M. V. RICHARDS,
Land and Industrial Agent,
Southern Railway and Mobile & Ohio Railroad,
WASHINGTON, D. C.

OR

CHAS. S. CHASE, Agent,
Chemical Building, St. Louis, Mo.
M. A. HAYS, Agent,
225 Dearborn St., Chicago, Ill.
W. A. MOYER, Agent,
271 Broadway, New York City.



FAST TIME AND THROUGH TRAINS
BETWEEN

**Cincinnati,
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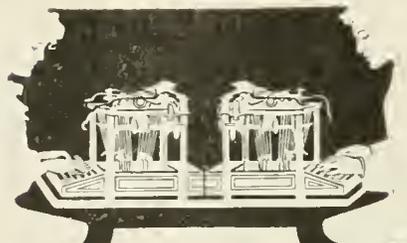
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MEALS Are Served in the C. H. & O. Cafe
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to order as desired, at Moderate Prices

Agents of connecting roads will sell you
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that they can do more and
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Satisfactory Inducements,
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For full information and descriptive pamphlet
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HARDWOOD LUMBER

SPECIALTY
Thin Quartered White Oak

NELSON H. WALCOTT, PRES'T
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CHAS. C. GARDINER, SEC'Y AND TREAS.

The Crittenden Lumber Company

MANUFACTURERS

Mills at Earle, Ark.

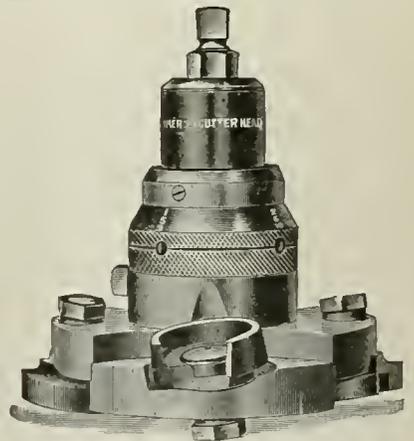
Honecker & Summers

Public Accountants
and Auditors.

References from prominent lumbermen,
leading capitalists and financial
institutions.

145 La Salle Street,

Room 201 Roanoke Bldg.
TELEPHONE CENTRAL 2959. CHICAGO



A Strong, Serviceable Cutter Head is The Shimer Cutter Head

With Conical Duplex Bit Seats. It keeps your
machine going and your output is faultless in
form and fit of tongue and groove joint.

We send the Heads on 30 days' free trial to
any and all responsible woodworkers. This is
an opportunity made especially for your benefit
and to demonstrate that we can save you time,
labor and trouble. Address

SAMUEL J. SHIMER & SONS,
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WANTED!

25 cars full Gum, Cottonwood or Yellow Pine for crating purposes. Quote price delivered in Grand Rapids. Also 10 cars 3x3-18 to 36 inch in white or red oak.

A. H. DAVID, Grand Rapids
Buyer of All Kinds of Hardwoods.

50 and 50 Off

All sizes and kinds of Solid and inserted tooth Second Hand Saws will be put in perfect order and shipped on trial guaranteed to be as good as new at 50 & 40 and 50 & 50 per cent from list price. This means a saving of from \$20.00 to \$50.00 on a saw.

J. H. MINER,
LUMBERTON, MISS.

We have what you want

THE BEST IS THE CHEAPEST,
AND WE HAVE THE BEST

The RED BOOK is the recognized AUTHORITY on lumber credits. Published in January and July and covers the UNITED STATES and MANITOBA. 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.

1405 Great Northern Building, Chicago
16 Beaver Street, New York City

(Mention this paper.)

Stoneman Lumber Company

E. C. STONEMAN, MGR.
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SEND US YOUR ORDER

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DUPLIX

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Mill Dogs

Duplex Dogs for Quarter Sawing are indispensable. Single Dogs for plain dogging have no equal. Both are peers of simplicity.

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Also makers of Class' Patented Inserted Tooth Saws and Solid Tooth Saws.

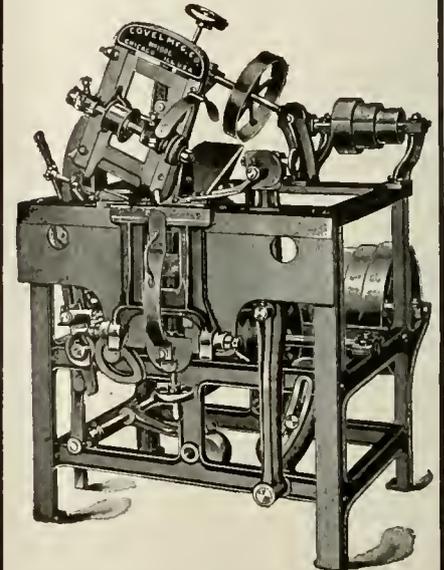


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Hardwood Dimension
Stock a Specialty.

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AUTOMATIC AND HAND MACHINERY
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8 and 10 S. Canal St., CHICAGO



New Covell No. 100 Automatic Band Saw Sharpener

Mechanical construction, workmanship and results obtained guaranteed by the manufacturers to be superior to any like machine on the market.

Send for Catalogue.

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If you need more, or would like to make it cheaper, we can help you. Our HOLLOW BLAST GRATES will add 20 to 30 per cent. to the steaming capacity of your boilers, and decrease your expenses for fuel. They burn refuse of all kinds, chips, bark, edgings, anything. No matter how wet, green or refractory it is, our grates will make it go. And once in, you have no further trouble; they do not burn out and require renewal like ordinary grate bars. Tell us how long and wide your grates are; it won't cost you anything to get our figures, and you may find them interesting. Sold subject to a 30 days' trial.



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SECOND HAND **S A W S** GOOD AS NEW
From 48 in. to 60 in. Bargains.
What size have you to Exchange?

Butterworth & Lowe,

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LOGGING CARS OF ALL KINDS FOR STEAM OR TRAM ROADS



Send for logging Car Catalogue.

Irons Complete for Lumber Cars, Dry Kiln Trucks, Etc.

BLIND TO HIS ADVANTAGES

Quality is the Thing!

is the Millman who persists in using saws that are constantly giving him annoyance and trouble. If he should happen around to a mill fitted complete with ATKINS HIGH-GRADE SILVER STEEL SAWS, his eyes would open and he would marvel at the ease and smoothness with which operations were conducted. It isn't at all doubtful but that he would immediately consign every one of his own troublesome saws to the scrap pile and forthwith place ATKINS SAWS at every position in the mill where there was the slightest degree of annoyance. At least, that would be the logical adjustment of the matter.



ATKINS ALWAYS AHEAD



ATKINS SAWS are covered by a broad warranty that protects the user and places him at his ease.



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Big
Mill Supply
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E.C. ATKINS & CO., Inc.

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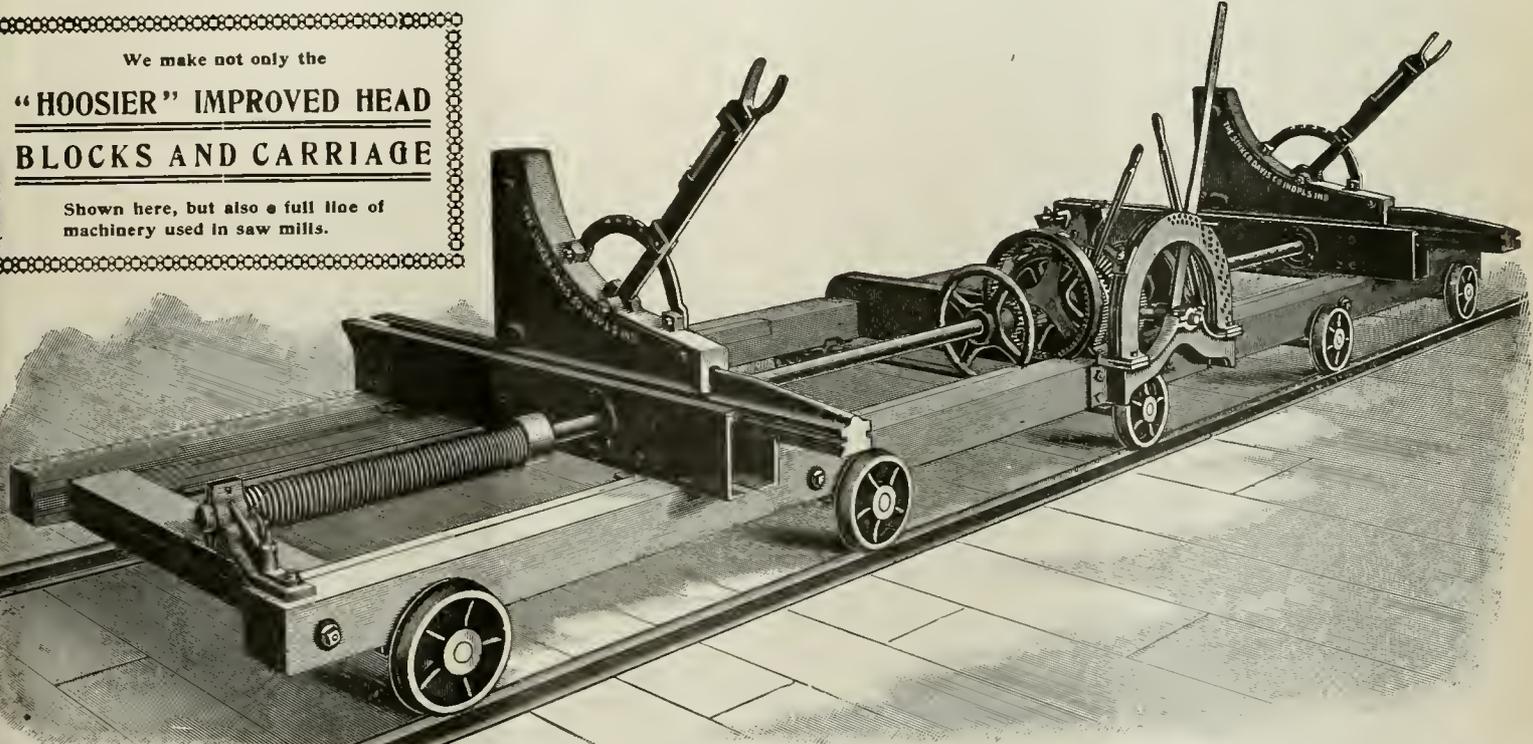
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THE SINKER-DAVIS COMPANY,

We make not only the
"HOOSIER" IMPROVED HEAD
BLOCKS AND CARRIAGE

Shown here, but also a full line of machinery used in saw mills.



These blocks are made in three sizes, opening 45, 48, 56 inches. The set works are double acting and are guaranteed to set to 1-32 They are equipped with our *new lumber tally* and all the latest improvements. Write for details.

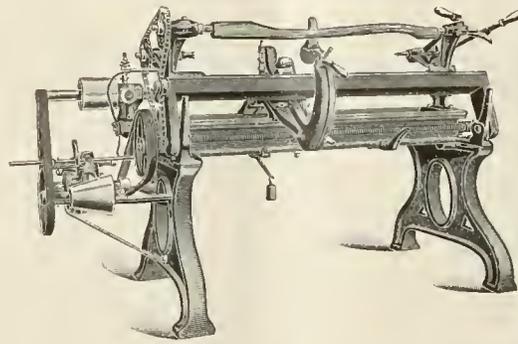
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MAKES MONEY
FOR THE MILLMAN**

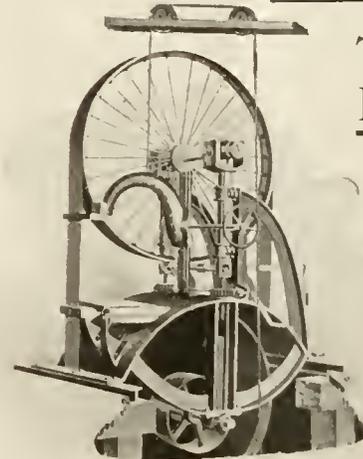
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THE GENUINE MADE ONLY BY
R. HOE & CO.
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THE OBER MANUFACTURING CO. CHAGRIN FALLS, O., U.S.A.



Manufacturers of
**PATENT HANDLE,
SPOKE AND VA-
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DERS, Etc.**
Lathes for turning
Axe, Adze, Pick, Sledge
Hammer, Hatchet, Au-
ger, File, Knife, Chisel,
Fork, Hoe, Rake, Broom,
Ice Hook and Mop Han-
dles, Pike Poles, Whir-
liffettes, Yokes, Spokes,
Porch Spindles, Table
Legs, Tent Stakes, Ball
Bats, Mallets, Gun
Stocks, Etc.
**Boring Machines, Au-
tomatic Sanders,
Chucking Machines,
Shapers.**



**Ten per cent
Less Power**

The band mill here shown
has wheels 6 feet in diame-
ter, uses saws 8 inches wide,
cuts a kerf one-eighth of an
inch in width, and requires
ten per cent less power to run
it than a rotary doing the
same work.

**Phoenix Mfg.
Company**
EAU CLAIRE, WIS.

**PULP WOOD CONVEYORS
ARE AMONG
JEFFREY SPECIALTIES
FOR LUMBERMEN**

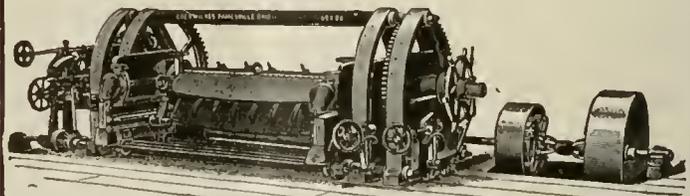


Others Are:
COIL, CABLE, DRAG and TRANSFER
CHAINS, WIRE ROPE, CABLE and CHAIN
CONVEYORS of Modern Design. Specifications
Submitted Free With Catalogues. ❁ ❁ ❁ ❁

THE JEFFREY MFG. COMPANY
COLUMBUS, OHIO, U. S. A.
NEW YORK CHICAGO DENVER
PITTSBURG CHARLESTON, W. VA

GRAND PRIZE

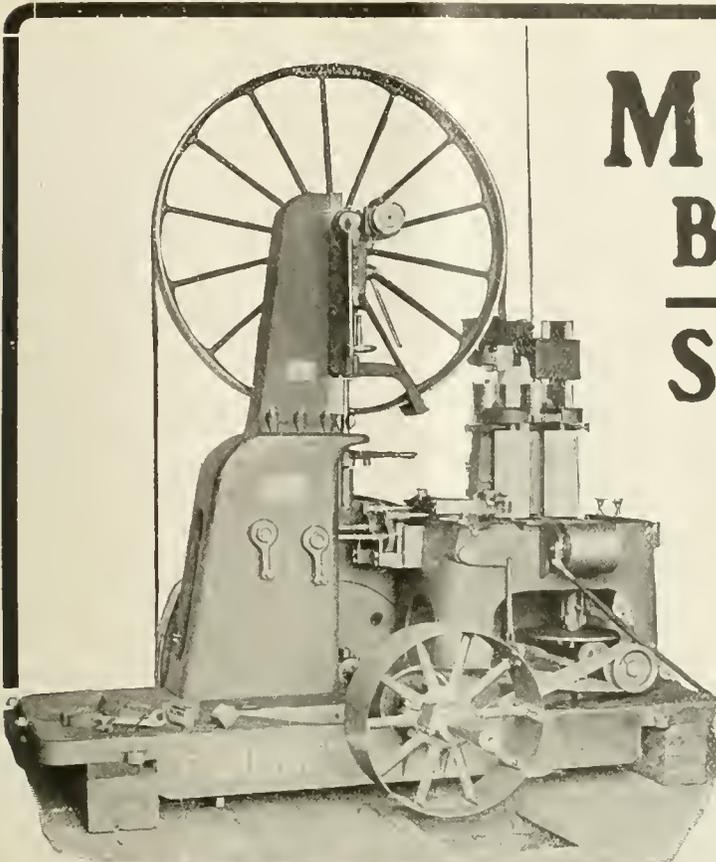
*Awarded this Machine at
the St. Louis Exposition*



Made in sixty sizes, two to ten feet. Knife to
handle any timber that grows. Our motto—good
machines, right prices, quick delivery.
Hardwoods into veneers and thin lumber with a
rotary machine now quite the thing. Buy and get
returns from your timber much greater than with
the saw mill. We build and install complete out-
fits. Write us.

ESTABLISHED 1852

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COE MANUFACTURING CO.**
PAINESVILLE, OHIO., U. S. A.



MERSHON BAND-RESAW FOR SAW MILLS

CAREFULLY DESIGNED
SUBSTANTIALLY BUILT
POWERFUL=EFFICIENT

The Mershon Company
SAGINAW, MICHIGAN

E. C. MERSHON'S "SAGINAW" BAND RESAW—STYLE A.

THE HANCHETT Adjustable Saw Swage

For all sizes and kinds of Saws, Circulars,
Bands, Band Resaw and Gang Saws.

FILERS, MILL MEN

If you are not acquainted with the benefits derived from the use of the Hanchett Swages, write to us and we will send them to you, for use 30 days free. If you then feel that you can afford to do without them, return them at our expense. A trial will cost you nothing.

Write for Circular N to

**HANCHETT
SWAGE WORKS**

BIG RAPIDS, MICH.
U. S. A.



Hanchett Circular Saw Swage. With bench attachment and jointer.

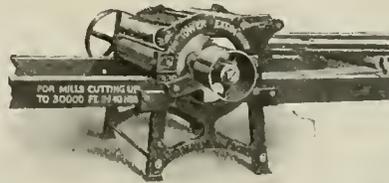
Do You Lack Steam? *The* We Can Help You.

Gordon Hollow Blast Grate Co.

GREENVILLE, MICHIGAN

Sole Manufacturers of

THE Gordon Hollow Blast Grate



The TOWER 2 and 3 saw Edgers, for mills cutting up to 20,000 feet in ten hours.
The TOWER EXTRA 3-saw Edgers, for mills cutting up to 30,000 feet in ten hours.
The TOWER one-man 2-saw Trimmer, for mills cutting up to 30,000 feet in ten hours.
The TOWER Variable Feed one-man 2-saw Trimmer, for mills cutting up to 50,000 feet in ten hours.

At the present time there are 1,600 TOWER and TOWER EXTRA Edgers in daily use.

Among their many advantages are the following:

1. The feed rolls are adjustable in FOUR directions, which means absolute accuracy.
2. The saws may be removed easily and quickly, without disturbing the arbor.
3. The mechanism for shifting the saws is up to date, convenient and positive.
4. The vital parts are carried by a substantial iron husk resting solidly on the floor.

The TOWER 2 and 3 saw Edgers, Nos. 1, 2 and 4, Improved, are especially well adapted for small mills by reason of the following facts: 1. They take up little room. 2. They require little power. 3. They are very cheap.

SEND FOR CATALOGUE F.

THE MIAMI LUMBER & VENEER COMPANY

1921 to 1935 East 1st Street DAYTON, OHIO

STOCK LIST FEBRUARY 1, 1905

QUARTERED WHITE OAK.		WALNUT.	
22,000 ft. 1 1/2 in. firsts & seconds.	10,000 ft. 4/4 in. firsts & seconds.	4,000 ft. 8/4 in. firsts & seconds.	
26,000 ft. 3/4 in. firsts & seconds.	4,000 ft. 8/4 in. firsts & seconds.	500 ft. 10/4 in. firsts & seconds.	
9,000 ft. 5/4 in. firsts & seconds.	2,600 ft. 12/4 in. firsts & seconds.	2,650 ft. 16/4 in. firsts & seconds.	
15,000 ft. 8/4 in. firsts & seconds.	15,000 ft. 4/4 in. cull.	15,000 ft. 4/4 in. common.	
1,000 ft. 10/4 in. firsts & seconds.	4,000 ft. 4/4 in. mill culls & shorts		
52,000 ft. 3/4 in. common.			
6,200 ft. 5/4 in. common.	WHITE ASH.		
3,500 ft. 6/4 in. common.	8,000 ft. 10/4 in. firsts & seconds.		
5,000 ft. 8/4 in. common.	SOFT MAPLE.		
6,000 ft. 4/4 in. cull.	10,000 ft. 6/4 in. common & better.		
12,000 ft. 4/4 in. strips.	7,000 ft. 1 1/2, 2, 3, 4 and 5 in. common & better.		
QUARTERED RED OAK.			
8,000 ft. 5/4 in. common.	CHERRY.		
PLAIN WHITE OAK.	3,000 ft. 4/4 in. firsts & seconds.		
32,000 ft. 1 1/2 in. firsts & seconds.	3,000 ft. 5/4 in. firsts & seconds.		
2,275 ft. 3/4 in. firsts & seconds.	200 ft. 12/4 in. firsts & seconds.		
16,000 ft. 4/4 in. firsts & seconds.	2,500 ft. 4/4 in. common.		
9,000 ft. 8/4 in. firsts & seconds.	3,000 ft. 5/4 in. common.		
61,000 ft. 4/4 in. common.	2,000 ft. 4/4 in. cull.		
18,500 ft. 1 1/8 in. common.	2,000 ft. 5/4 in. cull.		
8,000 ft. 6/4 in. common.	QUARTERED SYCAMORE.		
10,000 ft. 10/4 in. common.	1,000 ft. 4/4 in. firsts & seconds.		
42,000 ft. 4/4 in. cull.	11,000 ft. 5/4 in. firsts & seconds.		
WHITE OAK PILING.	4,000 ft. 5/4 in. common.		
10,000 ft. lineal.	BUTTERNUT.		
OAK DIMENSION STOCK.	3,000 ft. 4/4 in. common & better		
200,000 ft. 2 in. and up x 6 in. and up wide, 8 to 16 ft. long.			

Lumbermen, Attention!

If you own any timber or timber lands.
 If you are contemplating buying or selling any timber or timber lands.
 If you want your stumpage accurately estimated.
 If you want an exact survey or map of your property.
 If you want advice in any logging or lumbering proposition.
 Write to us and find out what we can do for you.
 We send thoroughly reliable and practical engineers to all parts of the country, and guarantee quick and accurate work.

C. A. Schenck & Co. BILTMORE, N. C.
 Consulting Forest Engineers

BALTIMORE, E. E. PRICE BUYER AND EXPORTER OF MARYLAND 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.

MARSHFIELD Vollmar & Below WISCONSIN

WISCONSIN HARDWOODS SHIPMENTS DIRECT FROM THE MILLS

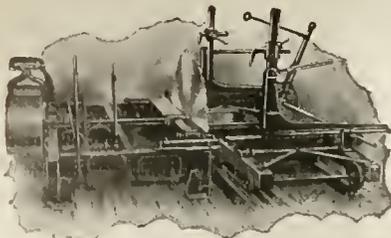
WE ARE IN THE MARKET AT ALL TIMES FOR STOCKS OF HARDWOOD. WRITE US

THE NASH LUMBER CO., SHANAGOLDEN, WIS.

Basswood, Birch, Soft Elm, Ash, Maple, Hemlock, Pine.

Shipping Point Glidden, Wis.

THE NEW BUCKEYE IMPROVED SAW MILL



Five sizes, stationary and portable. Has the essential points of a portable mill. Built on scientific principles. Quickly taken up and reset. Easy running. Feed changed in an instant while going through a log, from 3 to 5 in. No feed belts to slip and wear out. Sold on its merits. Also stationary and portable engines. Write for particulars and catalogue to

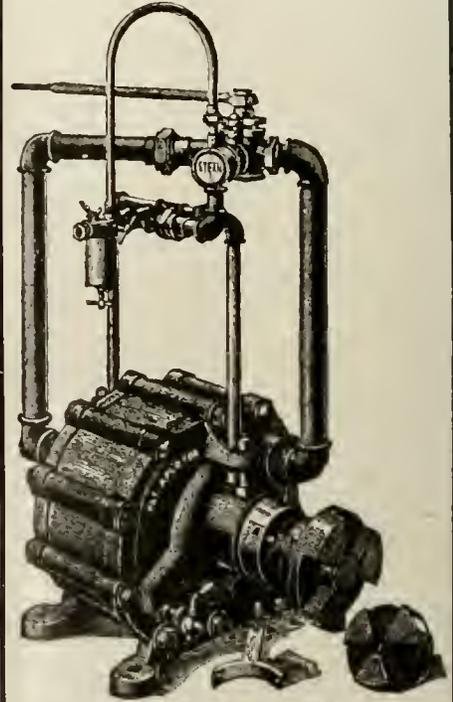
ENTERPRISE MANUFACTURING CO., COLUMBIANA, OHIO

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."

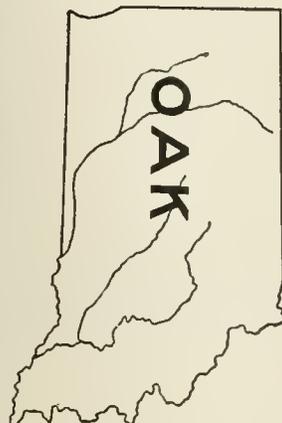
ADDRESS:

SOULE STEAM FEED WORKS, MERIDIAN, MISS.

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

May, Thompson & Thayer

Lumber from Tree to Trade



**Black Walnut,
Quartered White and
Red Oak,
Plain White and
Red Oak,
Poplar,
Ash,
Hickory.**

Thicknesses constantly in stock are:
3/8, 1/2, 5/8, 3/4, 1, 1 1/4, 1 1/2, 2, 3 and 4 inch.

W O O D

For Fuel and Bakers' Use in Carload Lots.

YES; we ship lumber from old Indi-an,
The banner state and pride of Uncle Sam,
Also of the timber and furniture man.
Lumber moves by boat, car, mule and tram.

They say the texture good and figure complete,
And stock from us a rare treat:
It is cheerfully said by the furniture trade,
When they buy of us their fortune is made.

Others their stock to sell they squeal and croak,
That theirs is equal to Indiana oak,
But the furniture trade is victorious and do declare,
That none is so good, as from May, Thompson & Thayer.

Now this is final proof you see.
So get your supply from M. T. & T.,
We work at day, we work at night,
So you depend orders will be filled at sight.

"SHAKESPEARE II."

BAND MILLS AND YARDS, EVANSVILLE, IND.

INDIANA QUARTERED OAK AND WALNUT OUR SPECIALTY

Now sawing at our Crandon, Wis., mill a fine lot of

BASSWOOD

Will cut about 5,000,000 ft. this winter.
Stock runs exceptionally fine

WHITE COLOR

Have in pile a well-assorted stock of dry lumber in both
Northern and Southern Hardwoods.

Page & Landeck Lumber Co.

Wells Bldg., - - - Milwaukee, Wis.

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.

STOTZ LUMBER COMPANY

INCORPORATED

Southern Office

No. 304 N. Spring St.,

Pensacola, Fla.

**MANUFACTURERS
WHOLESALEERS**

513, 514, 515 KELLER BUILDING
LOUISVILLE, KENTUCKY

In Charge of

C. W. OLIVER,

Vice-President

We make a Specialty of Quartered-Sawed White and Red Oak. All Thick-
nesses. We also handle all kinds of Plain Oak, Poplar and Other Hardwoods.
All Shipments Made Direct From Mill. WRITE FOR PRICES

NICHOLS & COX LUMBER CO.

GRAND RAPIDS, MICH.

MANUFACTURERS AND WHOLESALERS

OF ALL KINDS OF

HARDWOOD LUMBER—FLOORING

We are now cutting
a choice lot of
Michigan

Maple,
Basswood,
Ash,
Elm,
Beech
& Birch



We can make you
interesting prices.

Write us.

Can KILN DRY
any of our lumber
to order.

Below is partial list of stock on hand ready for shipment:

MICHIGAN GREY ELM.

138,000 feet 1 inch log run.
14,500 feet 1 1/2 inch log run.
26,000 feet 2 inch log run.
28,000 feet 3 inch common and better.
11,000 feet 4 inch first and second.
168,000 feet 1 inch No. 3 common.
18,000 feet 2 inch No. 3 common.

ROCK ELM.

12,000 feet 1 inch log run.
8,000 feet 1 1/2 inch log run.
5,000 feet 1 3/4 inch log run.
20,000 feet 2 inch log run.

BIRCH

48,000 feet 1 inch log run.
42,000 feet 1 1/4 inch log run.
14,000 feet 1 1/2 inch log run.
3,000 feet 2 inch first and second.
9,000 feet 2 inch first and second red.

WHITE OAK.

18,000 feet 5/8 inch qtd. com. and bet.
26,000 feet 1 inch qtd. first and second.
32,000 feet 1 inch qtd. common.
21,000 feet 1 inch plain first & second.
64,000 feet 1 inch plain No. 1 common.
18,000 feet 1 inch plain No. 2 common.
51,000 feet 1 inch plain No. 3 common.
25,000 feet 1 1/4 inch plain com. & better.

MICHIGAN ROCK MAPLE.

140,000 feet 1 inch log run.
58,000 feet 1 inch No. 1 common.
32,000 feet 1 inch first and second.
8,000 feet 1 inch com. and bet. qtd.
28,000 feet 1 1/4 inch common and better.
32,000 feet 1 1/2 inch common and better.
143,000 feet 2 inch common and better.
22,000 feet 2 1/2 inch common and better.
32,000 feet 3 inch common and better.
128,000 feet 4 inch common and better.
63,000 feet 1 inch No. 3 common.
48,000 feet 1 1/4 inch No. 3 common.
60,000 feet 1 1/2 inch No. 3 common.
12,000 feet 2 inch No. 3 common.

BEECH.

28,000 feet 5/8 inch log run.
118,000 feet 1 inch log run.
18,000 feet 1 1/4 inch log run.
80,000 feet 1 1/2 inch log run.
62,000 feet 2 inch common and better.
109,000 feet 2 1/2 inch common and better.
90,000 feet 3 inch common and better.

MAPLE, BIRD'S-EYE.

2,200 feet 1 inch white 1st and 2nd.
3,000 feet 1 inch common and better.

WALNUT.

2,600 feet 4/4 first and second.
2,300 feet 4/4 No. 1 common.

SOFT MAPLE.

32,000 feet 1 inch log run.
20,000 feet 1 inch sd. wormy.
6,500 feet 1 1/2 inch common and better.

MICHIGAN WHITE ASH.

6,500 feet 1 inch first and second.
22,000 feet 1 inch common.
4,200 feet 1 1/2 inch No. 1 com. and bet.
32,000 feet 2 inch No. 2 com. and bet.
8,000 feet 3 inch No. 1 com. and bet.
18,000 feet 4 inch common and better.

BLACK ASH.

8,000 feet 1 inch first and second.
26,000 feet 1 inch No. 1 & 2 common.
22,000 feet 1 1/4 inch first and second.
68,000 feet 1 1/2 inch No. 1 & 2 common.
2,500 feet 1 3/4 inch first and second.
10,000 feet 1 1/2 inch No. 1 & 2 common.
3,000 feet 3 inch common and better.
60,000 feet 1 inch No. 3 common.
120,000 feet 1 1/4 inch No. 3 common.

BASSWOOD.

20,000 feet 5/8 inch common and better.
60,000 feet 1 inch log run.
32,000 feet 1 1/4 inch No. 1 & 2 common.
22,000 feet 1 1/2 inch common and better.
25,000 feet 2 inch common and better.
32,000 feet 3 inch common and better.

SOFT AND HARDWOOD CRATING LUMBER.

CLEVELAND HARDWOOD

—DISTRIBUTING CENTER OF—
NORTHERN OHIO

This is Our Space

And like a man renting a house we are entitled to it for one year. We pose as manufacturers, so please put us in the right classification. Our stock will answer for itself. We want your order for a sample carload of our West Virginia stock

*In Poplar, Basswood
Chestnut, White and Red Oak
Plain and Quarter Sawed*

¶ You will want more of it as soon as you see it. *Watch this space.* Something *new* every issue. ¶ We are red hot after the good trade.

The Advance Lumber Company

Robert H. Jenks, Pres.
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Sam R. Greiner, Sec'y
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44 EUCLID AVENUE, CLEVELAND, OHIO

Manufacturers and Wholesalers of

LUMBER

LET US QUOTE YOU PRICES
CORRESPONDENCE SOLICITED

— BAND —
SAWED YELLOW POPLAR
5-8 TO 4 INCHES THICK

MARTIN-BARRISS COMPANY

Importers and Manufacturers
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—AND FINE—
HARDWOODS

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926-927 WILLIAMSON BUILDING

W H O L E S A L E
HARDWOODS

THE KING & BARTLES LUMBER COMPANY

Manufacturers and Wholesale Dealers
Northern and Southern Hardwoods
Birch, Elm, Basswood, Ash, Oak, Poplar, Chestnut, Gum

— Western Representative —
ROCKFORD W. C. KING ILLINOIS

LONG-KNIGHT LUMBER CO.

INDIANAPOLIS, INDIANA

Plain and Quarter Sawed Oak

White Ash and Cypress

WE MAKE A SPECIALTY OF
**QUARTERED SAWED
RED AND WHITE OAK**

MILL MEN! Send us a list of what you have in all kinds of Hardwoods. Quote lowest cash price and freight rate to Indianapolis.

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WE ARE EXCLUSIVELY MANUFACTURERS AND EXPORTERS OF

WALNUT ONLY.

Thin Stock a Specialty
Ample Stocks High Class Lumber
Sizes 3-8 inch to 2 inch

LESH, PROUTY & ABBOTT CO.

EAST CHICAGO, INDIANA

400 STYLES - ORNAMENTAL

HARDWOOD FLOORS

POLISHED BEAUTIFUL DURABLE HEALTHFUL ECONOMICAL

RAPIDLY SUPERSEDING CARPETS

FLOORS SOLD DIRECT OR THROUGH AGENTS FREIGHT PREPAID

WRITE FOR FREE CATALOGUE AND PRICE ON ONE ROOM OR ANY QUANTITY

WOOD-MOSAIC FLOORING

LARGEST MANUFACTURERS

ROCHESTER, N.Y. NEW ALBANY, IND.

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HARDWOOD

D'Heur & Swain Lumber Co.

MANUFACTURERS AND WHOLESALERS OF

Hardwood Lumber.

Indiana Quartered Oak and Sycamore Our Specialty.

SEYMOUR, INDIANA.

The Walnut Lumber Co.

INDIANAPOLIS, INDIANA.

Wholesale Hardwood Dealers.

Always in the market for choice lots of hardwoods.

CORRESPONDENCE SOLICITED

Inspection at Mill Points.

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BEDNA YOUNG
F. M. CUTSINGER

FINE FIGURED QUARTERED OAK
A SPECIALTY

Young & Cutsinger

Manufacturers of and Wholesale Dealers in

HARDWOOD LUMBER

Mill and Office:
Morgan Ave. and Belt Railroad

Evansville, Ind.

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BRIDGE AND PIECE STUFF A SPECIALTY

OFFICE AND YARD

936 East Michigan St. and Bee Line R. R.

INDIANAPOLIS, INDIANA

CHARLES H. BARNABY

MANUFACTURER OF

Band Sawed Hardwood Lumber

QUARTER-SAWED INDIANA
WHITE OAK A SPECIALTY

GREENCASTLE - - INDIANA

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HARDWOOD
 ——— DISTRIBUTING CENTER OF ———
 PENNSYLVANIA

A. M. Turner
 Lumber Company

EVERYTHING IN LUMBER
 HARDWOODS A SPECIALTY

Flint, Erving & Stoner

WHOLESALE

LUMBER

Northern and Southern Hardwoods

D. L. GILLESPIE
 AND COMPANY

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Linehan Lumber Co.

HARDWOODS

PLAIN and QUARTERED OAK
 POPLAR and CHESTNUT

ALL GRADES READY FOR SHIPMENT.
 ALWAYS IN THE MARKET FOR ALL KINDS
 : : : : : OF HARDWOODS : : : : :

Nicola Brothers
 Company

HARDWOODS

LUMBERMEN

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

American Lumber and
 Manufacturing Company

J. H. Lindsay Lumber Co.

WHOLESALE
 BUILDING AND

HARDWOOD LUMBER

Babcock Lumber Co.

MANUFACTURERS OF
 PENNSYLVANIA
 HARDWOODS
 15,000,000 FEET ANNUALLY

LONG ON 6-4
 HARD MAPLE

MILLS AND OFFICE
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MICHIGAN



BOYNE CITY LUMBER CO.

BOYNE, CITY

Michigan Rock Maple

—AND OTHER—

Michigan Hardwoods

LARGE CAPACITY PROMPT SHIPMENTS RAIL OR CARGO

—“THE NEW MILL”—

DENNIS & SMITH LUMBER CO.

Wholesale Hardwood Lumber

Office and Yards, FOURTH AND HOLDEN AVENUES,
DETROIT, MICH.

MILLS AT: Heaters, W. Va. Valley Bend, W. Va. Diana, W. Va. Parkersburg,
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McCLURE LUMBER CO.

Wholesale Dealers in

HARDWOOD LUMBER

Office and Yards 520 to 530 FRANKLIN STREET
DETROIT, MICHIGAN

Saw Mills EUTAW, ALA. Correspondence invited on all hardwoods.

A. F. ANDERSON

Manufacturer and Wholesaler of

MICHIGAN HARDWOODS

Thick Maple (lengths piled separately), and White Maple, end-piled under sheds, our specialties.

CADILLAC, - - - - MICHIGAN

—FOR SALE BY—

The R. G. Peters Salt & Lumber Co. SOFT ELM AND ROCK ELM

EASTLAKE, - - - - MICHIGAN

THE SICKLESTEEL LUMBER COMPANY

DETROIT, MICH.

WANTED

300,000 Feet 2 in., 2 1/4 in., 2 1/2 in. and 3 500,000 Feet Oak Car Stock.
in. Green Oak. 6 to 14 Feet Long. 100,000 Ft. 1 in. Red Oak Common and Better

ANN ARBOR RAILROAD AND CAR FERRY LINE

Direct Route from the West and Northwest to the East and South, via MANITOWOC, WIS., KEWAUNEE, WIS., MENOMINEE, MICH., and MANISTIQUE, MICH.

THE FAVORITE ROUTE FOR LUMBER SHIPPERS

A. ALLISON, Commercial Agent T. E. RIELY, Commercial Agent
MINNEAPOLIS, MINN. MILWAUKEE, WIS.
W. H. BENNETT, General Freight Agent, TOLEDO, OHIO

RED GUM

OUR SPECIALTY FOR 25 YEARS.

Let us give you the benefit of the best methods of manufacture and treatment which a seasoned experience has taught us.

ALL GRADES AND THICKNESSES, AIR AND KILN DRIED, ROUGH, DRESSED OR WORKED-TO-ORDER.

We also Manufacture White Oak, Red Oak, Ash, Cypress and Elm.

Himmelberger-Harrison Lumber Co.,
MOREHOUSE, MO.

HARDWOOD TIMBER

LANDS FOR SALE

In tracts of from five hundred to fifty thousand acres, also pine and cypress. All original growth, convenient to transportation facilities. Sold either in fee or on stumpage basis, at from \$4.00 to \$10.00 per acre, depending upon cut, etc. Write for list of specific tracts, stating acreage and kind of timber preferred.

J. W. WHITE

General Industrial Agent, Portsmouth, Virginia
SEABOARD AIR LINE RAILWAY

For Industrial Locations

In Illinois, Wisconsin, Iowa, Minnesota, Upper Michigan, North and South Dakota, write to W. B. Davenport, Industrial Commissioner, 660 Old Colony Building, Chicago.

CHICAGO, MILWAUKEE & ST. PAUL RAILWAY

DO YOU WISH TO REACH
HARDWOOD MANUFACTURERS

GREAT AND SMALL?

THE HARDWOOD RECORD
—WILL DO IT FOR YOU—

GRAND RAPIDS

LEADING HARDWOOD LUMBER MARKET
OF MICHIGAN

REPRESENTATIVE MANUFACTURERS OF
WHOLESALE OF

HARDWOODS

VAN KEULEN & WILKINSON LUMBER COMPANY

Manufacturers and Wholesalers of
HARDWOOD LUMBER and CRATING STOCK
Dry Stock For Sale

1, 1½, 2 and 3 inch Basswood.	1, 1½, 2, 2½ and 3 inch Beech.
1, 1¼ and 1½ inch Birch.	1½ and 1½ inch No. 2 com. Black Ash
1, 1¼, 1½ and 2 inch Hard Maple.	3 cars 2 inch Rock Elm.

Longfellow & Skillman Lumber Co.

FOR SALE.

200,000 feet 1 inch Birch.	500,000 feet 1 inch Maple.
100,000 feet 1¼ inch Birch.	100,000 feet 1½ inch Maple.
100,000 feet 1½ inch Birch.	100,000 feet 1½ inch Maple.
200,000 feet 2 inch Birch.	200,000 feet 2 inch Maple.

Beech, Basswood, Ash, Elm, Oak

Correspondence Solicited. Our Motto: "Prompt Shipments."

Thompson Lumber Co.

LIMITED

WE WANT PLAIN RED OAK

AND QUARTERED WHITE OAK

FOR SALE

Complete Stocks of

Michigan Elm, Birch, Ash and Basswood

GIBBS & HALL

WHOLESALE

Michigan Hardwoods

J. F. QUIGLY LUMBER CO.

We carry Complete Stock, all Kinds, Grades and Thicknesses in our Grand Rapids yards.

MIXED CARS AND PROMPT SHIPMENTS SPECIALTIES

WAGNER & ANGELL

WANTED

Oak, Elm, Ash, Birch, Bass, Hemlock and Pine Lumber and Lath.

FOR SALE

All of the above items and Red Cedar, Redwood and White Cedar, Shingles and Posts.

Dudley Lumber Company

MANUFACTURERS AND DEALERS IN

MICHIGAN HARDWOOD LUMBER

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There Are Still Opportunities for Profitable Investment.

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AND
SOUTHERN

Hardwoods

MILLS: Ludington, Mich. Stearns, Ky. SALES OFFICES: Houseman Bldg., Grand Rapids Union Trust Bldg., Cincinnati, O.

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Manufacturers of Michigan and Southern

HARDWOODS

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Prompt shipments from our own mills by rail or water. Cash buyers of Oak, Ash, Hickory and other Hardwoods.

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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 Tobacco and Cuban Mahogany, all grades and thicknesses.

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All Thicknesses of Gum from 5-8 to 3-Inch in Stock. We Solicit Your Inquiries We are Also Buyers of all Southern Hardwoods

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POPLAR, COTTONWOOD, BASSWOOD, OAK AND GUM A SPECIALTY.

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QUARTERED RED
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POPLAR.

Always in Stock.

Our Specialty.

OAK TIMBER
AND

FLITCHES

up to 60 feet long

CUT TO ORDER.

Southern Hardwoods

OF ALL VARIETIES

PILED AT SMITHFIELD (W. VA.) MILL

- 1 car 4 4 wide panel and 1st and 2d yellow poplar.
- 1 car 4 4 No. 2 common poplar.
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- 7 cars 4 4 No. 2 common plain white oak.
- 1 car 8 4 1st and 2d plain white oak.
- 8 cars 8 4 No. 2 common plain white oak, 12, 14 and 16 feet.
- 2 cars 8 4 No. 3 common plain white oak.
- 1/2 car 4 4 1st and 2d quarter sawed white oak.
- 1 car 4 4 No. 1 common quarter sawed white oak.
- 1 car 4 4 No. 2 common quarter sawed white oak.
- 1 car 8 4 1st and 2d maple.
- 1 car 8 4 No. 1 common maple.
- 1 car 8 4 No. 2 common maple.
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- 50,000 feet 4 4 No. 1 common red gum.
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- 100,000 feet 4 4 clear sap gum.
- 400,000 feet 4 4 No. 2 common gum.
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- 100,000 feet 4 4 box common cottonwood.
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 Dimension in Rough Quartered Ash and Poplar.
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In the market for Cherry, Oak and Chestnut

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Cottonwood, Gum, Oak, and Ash,

Always ready to contract for cuts of Southern Mills.

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FRANK R. CRANE

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F. R. CRANE & COMPANY

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OFFICE AND YARDS: 440-462 N. BRANCH ST.

Will pay cash for all kinds of Hardwood Lumber and dry stock, and make inspection at point of shipment if desired. Send Us Your Stock List.

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OUR SPECIALTIES ARE
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For which we will pay the highest market price in cash. Correspondence solicited.

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Gum, Red and Tupelo

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Maple, Hard and Soft

Red Oak, Plain and
Quartered

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Specialty: PLAIN AND QUARTERED OAK.

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HARDWOODS OF ALL KINDS.

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EVERYTHING IN HARDWOODS.

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HARDWOODS ONLY.

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White Oak, Basswood, Chestnut, Ash, White Pine and Hemlock

Stock All Band Sawed,
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POPLAR	CHESTNUT	PLAIN OAK WHITE OR RED.	QUARTERED OAK WHITE OR RED.	WALNUT	ASH
6 cars 4/4 1 & 2.	10 cars 4/4 1 & 2.	5 cars 4/4 1 & 2.	15 cars 4/4 1 & 2.	4/4	1 car 4/4 1 & 2.
2 cars 5/4 1 & 2.	2 cars 5/4 1 & 2.	1 car 12/4 1 & 2.	4 cars 5/4 1 & 2.	5/4	1 car 5/4 1 & 2.
3 cars 6/4 1 & 2.	2 cars 6/4 1 & 2.	10 cars 4/4 common.	3 cars 6/4 1 & 2.	6/4	1 car 6/4 1 & 2.
4 cars 8/4 1 & 2.	1 car 8/4 1 & 2.	2 cars 5/4 common.	2 cars 8/4 1 & 2.	8/4	2 cars 8/4 1 & 2.
1/2 car 10/4 1 & 2.	2 cars 5/4 common.	2 cars 6/4 common.	25 cars 4/4 common.	10 cars 8/4	1 car 4/4 common.
2 cars 12/4 1 & 2.	2 cars 6/4 common.	2 cars 8/4 common.	2 cars 5/4 common.	12/4	1 car 5/4 common.
20 cars 4/4 common.	1 car 8/4 common.	2 cars 8/4 cull.	2 cars 6/4 common.	14/4	1 car 6/4 common.
30 cars 4/4 cull.	25 cars 4/4 S. W.	5 cars 4/4 cull.	2 cars 8/4 common.	16/4	LYNN
3 cars 5/4 cull.	2 cars 5/4 S. W.	1 car 5/4 cull.	2 cars 8/4 common.		1 car 4/4 log run.
3 cars 6/4 cull.	2 cars 6/4 S. W.	1 car 6/4 cull.	1 car asst. culls.		1 car 6/4 log run.
3 cars 8/4 cull.	1 car 8/4 S. W.		Cheap.		1 car 8/4 log run.
1/2 car 10/4 cull.					
1/4 car 12/4 cull.					

YOUR INQUIRIES WOULD BE APPRECIATED.

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LOUISVILLE POINT LUMBER CO.

Wholesale Manufacturers of
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US BEFORE PLACING YOUR ORDERS.

SAWMILL AND WHOLESALE YARD AT LOUISVILLE, KENTUCKY.

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Manufacturers of
POPLAR, OAK, CHESTNUT
ASH AND HICKORY

Dimension A Specialty

Ohio River Saw Mill Company

Manufacturers of

BAND SAWED YELLOW POPLAR AND WHITE OAK

We are making White Oak and Yellow Poplar Lumber every hour in the twenty-four. We want the Hardwood Record readers to keep this fact in mind and whenever you are in need of either of these two kinds of lumber, in any thickness or grade, we want to figure with you. We have such lumber in good shipping dry condition. Our quarter-sawed White Oak, which is made largely from Indiana logs, is above the ordinary in way of figure and quality.

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- There is no flooring made out of wood that is equal to it.
- If you want the **best**, send us your inquiries and orders.

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Good assortment of dry stock on hand ready for immediate shipment in Hard Maple, Beech, Birch, Soft Elm and Cherry.

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Uniform Grades. Perfect Mill Work.
Ask for Dry Stock List and Prices.

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Michigan Hardwoods

WE OFFER

150,000 4 4 maple No. 2 common and better.
36,000 4 4 and 6 4 soft elm No. 2 common and better, about 20 per cent 6 4
18,000 4/4 soft elm, No. 3 30,000 5, 4 and 8 4 rock elm, No. 3
14,000 4 4 Birch, No. 2 common and better.

HARDWOODS

Our March List . . .

6-4 White Ash.....	24,000 ft.
4-4 No. 1 and 2 Common Basswood.....	100,000 "
4-4 Fas Birch.....	45,000 "
4-4 No. 1 and 2 Common Gray Elm.....	200,000 "
4-4 No. 2 Com. and Better Gray Elm.....	100,000 "
6-4 Gray Elm.....	50,000 "
8-4 Gray Elm.....	24,000 "
12-4 Gray Elm.....	18,000 "
4-4 Clear White Maple, End Dried.....	30,000 "

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Southern Quartered White Oak

ALSO

Quartered Red Oak—Plain White Oak
Plain Red Oak—Ash—Red Gum

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FINE DRY **CYPRESS LUMBER**

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 COTTONWOOD LUMBER
 AND BOX SHOOKS

Broughton & Company
 MEMPHIS, TENNESSEE
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HARDWOOD LUMBER
 QUARTERED AND PLAIN, RED AND WHITE OAK, ASH, CYPRESS AND GUM LUMBER

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 150,000 ft. 1" Common Plain White Oak.
 100,000 ft. 1" Common Chestnut.
 A few million feet of Quartered Red and White Oak, all bone dry. Wire us if in a hurry.
LOVE, BOYD & CO.
 NASHVILLE, TENN.

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

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Quartered Red Oak.....	4,728 feet
Plain Red Oak.....	28,431 "
Cypress.....	259,761 "
Ash.....	3,592 "
Quartered White Oak.....	12,702 "
Plain White Oak.....	13,879 "

At SELMA, ALA.

Poplar.....	965,567 feet
Cypress.....	848,215 "
Tupelo.....	332,474 "
Ash.....	9,009 "
Quartered White Oak.....	7,693 "
Plain White Oak.....	13,752 "

At SELMA, ALA.

Red Gum.....	1,733 feet
Hickory.....	631 "

At MEMPHIS, TENN.

Quartered Ash.....	21,855 feet
Plain Ash.....	874,705 "
Quartered White Oak.....	13,938 "
Plain White Oak.....	34,559 "
Quartered Red Oak.....	119,406 "
Plain Red Oak.....	4,790 "
Cottonwood.....	495,610 "
Cypress.....	791,505 "
Poplar.....	509,723 "
Gum.....	29,763 "
Walnut.....	4,060 "

J. W. Thompson Lumber Co.
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JONES HARDWOOD COMPANY

Incorporated

147 Milk Street, = = BOSTON, MASS.

**HARDWOODS, CYPRESS AND WHITEWOOD
MAPLE AND YELLOW PINE FLOORING**

**Wholesale Distributor to New England Dealers
and Consumers**

Long Distance Telephone,
Main 1445

|| Call me by Phone and Reverse
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Ash—————950,000 feet of Southern Cane Ash, also Michigan and Wisconsin Brown Ash.
Basswood———Michigan and Pennsylvania.
Birch—————Red and Sap—Pennsylvania and New York States.
Cherry—————Pennsylvania and Michigan.
Chestnut———Pennsylvania and West Virginia.
Cypress———Gulf Stock—Louisiana and Florida.
Gum—————Missouri and Arkansas.
Maple—————Pennsylvania and Michigan.
Plain Oak———800,000 feet—West Virginia and Mississippi.
Quartered Oak—1,200,000 feet—Indiana and Mississippi.
Whitewood———750,000 feet,—Tennessee and West Virginia.

**Maple Flooring From the best Michigan Mills
Yellow Pine Flooring—Georgia Rift a specialty**

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Johnson & Knox Lumber Co.

313 & 314 Chamber of Commerce,
CHICAGO.

Manufacturers and
Wholesale Dealers in

Northern and Southern Hardwoods

Buyers of all kinds of Hardwoods

DIXON & DEWEY

MANUFACTURERS OF

Poplar and Hardwood

LUMBER

Flat Iron Building, - New York.

OUR SPECIALTIES:—INDIANA QUARTERED
WHITE OAK, $\frac{3}{8}$ -in. AND THICKER; THICK
WHITE OAK AND WHITE ASH; HIGH-
GRADE POPLAR, WALNUT AND OAK AND
MAPLE FLOORING :: :: :: :: :: :: :: ::

*Shipments DIRECT FROM OUR OWN MILLS IN VIRGINIA,
TENNESSEE and INDIANA. We particularly solicit mail
inquiries. If you do not receive our monthly stock list,
"EVERY MONTH" please advise us and we will place your
name on our mailing list. * * * * **

FRED W. UPHAM

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UPHAM & AGLER

WHOLESALE

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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"DEFIANCE" WOOD-WORKING MACHINERY.

COMPLETE EQUIPMENTS OF
HIGH GRADE TOOLS

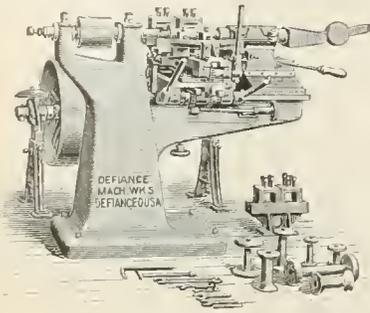
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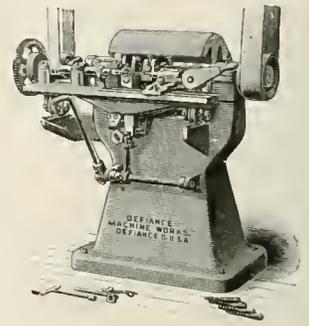
Single Trees, Hoops,
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Insulator Pins and
Oval Wood Dishes.

INVENTED AND BUILT BY
THE DEFIANCE MACHINE WORKS
DEFIANCE, OHIO.

Send for 500 Page Catalogue



Spool Turning Lathe.



Bobbin Turning Lathe.

JOHN H. BURRELL & CO. WOOD BROKERS

And Agents for the sale of American
Hardwoods, Etc., in Logs and Lumber

12 and 13 Tower Buildings, North, Old Church Yard
LIVERPOOL, ENGLAND

Telegraphic and Cable Address, "Burrwood, Liverpool"

J. DÜXMANN & CO., COLOGNE, GERMANY

Oak, Cottonwood, Whitewood, Walnut, Pine,
Mahogany, Etc. CORRESPONDENCE
SOLICITED

MICHIGAN HARDWOODS—DRY STOCKS

MAPLE		BIRCH		BASSWOOD	
1 in.	500,000 ft.	1 in.	100,000 ft.	1 in.	200,000 ft.
1 1/4 "	100,000 "	1 1/4 "	25,000 "	1 1/4 "	200,000 "
1 1/2 "	100,000 "	1 1/2 "	60,000 "	1 1/2 "	100,000 "
1 3/4 "	100,000 "	2 "	60,000 "	1 in. Cull	200,000 "
2 "	500,000 "	2 1/2 "	30,000 "	Dry BASSWOOD	
2 1/2 "	100,000 "	ROCK ELM		8x4 1st and 2nds.	
3 "	100,000 "	2 in. 15,000 ft.		50,000 ft.	
3 1/2 "	100,000 "	BEECH		6x4 1st. and 2nds.	
4 "	100,000 "	WHITE MAPLE		78,000 ft.	
1 in.	200,000 ft.	Being Manufactured		GRAY ELM	
1 1/2 "	100,000 "	1 in., 1 1/4 in., 1 1/2 in.,		1 in. 100,000 ft.	
2 "	100,000 "	2 in., 500,000 ft.		1 1/2 " 50,000 "	
2 1/2 "	200,000 "	KELLEY LUMBER & SHINGLE CO., Traverse City, Mich.			

DRY STOCK

Attention of the Piano and Furniture manufacturers is called to our stock of dry cutting up stock ready for immediate shipment.

BIRCH

200000 ft. 4-4 common.
50000 ft. 5-4 common.
50000 ft. 6-4 common.
150000 ft. 8-4 common.
10000 ft. 10-4 common.
30000 ft. 12-4 common.
10000 ft. 16-4 common.

HARD MAPLE

75000 ft. 4-4 1s & 2s.
20000 ft. 5-4 1s & 2s.
30000 ft. 6-4 1s & 2s.
70000 ft. 8-4 1s & 2s.
40000 ft. 12-4 1s & 2s.
30000 ft. 16-4 1s & 2s.
50000 ft. 4-4 common.
30000 ft. 5-4 common.
40000 ft. 6-4 common.
35000 ft. 8-4 common.
20000 ft. 12-4 common.
10000 ft. 16-4 common.

BEECH

50000 ft. 4-4 1s & 2s.
45000 ft. 6-4 1s & 2s.
20000 ft. 8-4 1s & 2s.
5000 ft. 12-4 1s & 2s.
125000 ft. 4-4 common.
75000 ft. 6-4 common.
60000 ft. 8-4 common.
30000 ft. 12-4 common.

All of this stock has
been in stick one
year.

All dry stock good
lengths and widths.

Fine class of Red
Beech, dry good
widths and lengths.

SOFT MAPLE

50000 ft. 4-4 1s & 2s.
75000 ft. 4-4 common.
20000 ft. 5-4 common.
25000 ft. 6-4 common.
15000 ft. 8-4 common.

SOFT ELM

30,000 feet 4/4 firsts & seconds.
20,000 feet 6/4 firsts & seconds.
10,000 feet 8/4 firsts & seconds.
50,000 feet 4-4 common.
10,000 feet 6-4 common.
30,000 feet 8-4 common.

QUARTERED WHITE OAK

200000 ft. 4-4 1s & 2s.
30000 ft. 5-4 1s & 2s.
50000 ft. 6-4 1s & 2s.
70000 ft. 8-4 1s & 2s.
125000 ft. 1-4 common.
25000 ft. 5-4 common.
45000 ft. 6-4 common.
35000 ft. 8-4 common.

QUARTERED RED OAK

300000 ft. 4-4 1s & 2s.
60000 ft. 5-4 1s & 2s.
80000 ft. 6-4 1s & 2s.
120000 ft. 8-4 1s & 2s.
250000 ft. 4-4 common.
75000 ft. 5-4 common.
65000 ft. 6-4 common.
80000 ft. 8-4 common.

Dry stock.

The above is Indiana
stock.

In addition to this special stock we have a fine stock of Cherry, Ash and Tabasco Mahogany. All of the special lot is piled at our mills in West Virginia, Pennsylvania, Indiana and Canada, so we are in position to ship to any of the Middle and Eastern States at favorable freight rates. We also have two million feet of Dry Hardwoods and Mahogany and Veneers at our distributing yard, 267 to 281 Medford St., Boston.

Send us your inquiries. Dry stock will be scarce in sixty days.

LAWRENCE & WIGGIN
Main Office, 70 Kilby Street, BOSTON, MASS.

MANUFACTURERS OF

HARDWOOD LUMBER

All Lumber Loaded by Our Own Inspectors.

WHO? CHERRY RIVER BOOM & LUMBER CO.

WHERE? Mills—Nicholas County, West Virginia
Sales Offices—Land Title Building, Philadelphia, Pa.

WHAT? West Virginia Hardwoods
Spruce and Hemlock

WHY? We manufacture 60 million feet per year.
We have 15 million feet of lumber in pile.
We give you full value for your money.

Write to us for Poplar, **CHERRY RIVER BOOM & LUMBER CO.**

Oak, Ash, Cherry,
Chestnut, Maple
and Spruce.

PHILADELPHIA, PA.

C. E. LLOYD, JR., Manager Sales Department

Wm. H. White and Company

B O Y N E C I T Y , M I C H I G A N

Manufacturers of

HARDWOODS

*Maple, Soft and Rock Elm, Basswood,
Birch, Beech and Hemlock, Cedar Posts
and Ties, Hemlock Tan Bark*

Annual Capacity

30,000,000 Feet of Lumber Φ **10,000,000 Cedar Shingles**

RAIL OR WATER SHIPMENTS CARGO SHIPMENTS A SPECIALTY

PENNSYLVANIA LUMBERMEN'S MUTUAL FIRE INSURANCE CO.

SAVE MONEY

Write for Our Tenth Annual Report

921-924 DREXEL BUILDING,

PHILADELPHIA, PENNSYLVANIA.

INCORPORATED 1902.

The Michigan Maple Company

WHOLESALE

MICHIGAN HARDWOODS

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HENRY N. LOUD, Vice Pres
WILLIAM P. PORTER, Vice Pres
WILMER T. CULVER, Secretary
WILLIAM H. WHITE, Treasurer
EDWARD BUCKLEY, Director
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609-611 Mich. Trust Bldg.,

GRAND RAPIDS, MICH.



LINK-BELT

ELEVATORS — CONVEYORS
FOR HANDLING
LOGS, LUMBER, SLABS, SAWDUST AND
GENERAL MILL REFUSE.
**EMERY LUMBER TRIMMERS,
LUMBER TRANSFERS,
SLAB SLASHERS, ETC.**
POWER TRANSMISSION MACHINERY

LINK-BELT MACHINERY CO.,
LINK-BELT ENGINEERING CO., CHICAGO, U.S.A.
NEW YORK. PHILADELPHIA.

DO YOU USE WHITE OAK?

We have Indiana, West Virginia, Ohio, Kentucky and Tennessee
White Oak.

We have a proposition on some fine **Short** White Oak for the Furniture
trade.

Are you interested?

Let us quote you.

We have 2,000,000 feet of Dry Oak on sticks for March and April ship-
ment. If you are a Manufacturer and use Oak it will be to your
advantage to **write us**. We will do the rest.

Remember we also have plenty of Maple, Ash and Birch on sticks.

THE BARR & MILLS CO.

Zanesville, Ohio

Flat Iron Building, NEW YORK CITY

Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring,
Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

Vol. XIX.

CHICAGO, MARCH 10, 1905.

No. 10.

Hardwood Record

Published on the 10th and 25th of each month

By The **HARDWOOD COMPANY**

HENRY H. GIBSON

President

FRANK W. TUTTLE

Sec-Treas.

OFFICES:

Sixth Floor Ellsworth Bldg., 355 Dearborn St., Chicago, Ill., U.S.A.

Telephones: Harrison 4960. Automatic 5659.

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In the United States, Canada, Philippine Islands and Mexico..... \$2.00
In all other countries in universal postal union..... 3.00

Subscriptions are payable in advance, and in default of written orders to the contrary are continued at our option.

Entered at Chicago Postoffice as Second Class Matter.

Advertising copy must be received five days in advance of publication date. Advertising rates on application.

General Hardwood Condition.

Agreeable to anticipation, the recurrence of better weather conditions has contributed much to the well-being of the hardwood trade throughout the country. Inquiries from all sources for immediate requirements are multitudinous, and sales are increasing in volume at strengthening values.

There seems to be a more plentiful supply of cars, and lumber ordered out months ago, which has been held up by the bad weather and for want of transportation facilities, is now moving forward to destination, and the order books are rapidly being cleaned up of old orders.

These conditions are not local ones, but represent the status of the hardwood trade everywhere, from Boston to Kansas City, and from the Great Lakes to the Gulf. Business prospects in hardwoods are more encouraging than they have been any time within six months, and unless some untoward calamity materializes in commercial circles 1905 will prove the best year ever experienced in the hardwood trade.

Plain sawed oak still leads the van in demand and relative price, although poplar is following very close. It is now fully recognized that with the renaissance of a normal demand for poplar the stock for the year is going to be short, even if the streams of the central south deliver their full complement of logs.

It can safely be asserted that basswood and cottonwood will be in increased demand and, according to the history of the past, follow poplar values in a marked degree.

Cypress, which is really the only wood that has made any pretense to become a permanent substitute for poplar, is also showing an increase in value and a stronger demand.

The gums, both sweet and tupelo, are doing better than ever in their history.

White ash and hickory are both very scarce and in much demand.

Birch, especially red, is considerably sought, at strengthening values.

Gray elm, a remarkably good wood, for some strange reason is not as closely picked up in some quarters as the comparative shortage should insure.

About the only item on the hardwood list whose future is somewhat conjectural, is maple, and with the immense advance sale before the opening of navigation, which has been enjoyed by the large producers, it would seem that this wood at least should hold up to current values, and very likely show a considerable increase in price with the clearing of the docks about May 1. The demand for inch maple by flooring makers is very strong, as the outlook for this trade is excellent. The inch will undoubtedly take care of itself, and unless there is some set-back in the agricultural implement trade, all the thick maple that can be produced will be wanted. However, it is not to be denied that the splendid logging weather experienced in the upper portion of the lower peninsula of Michigan during the past winter has insured for that section a pretty large supply of maple logs. In other maple producing sections, however, the season has been adverse and logging operations much curtailed. It very likely will materialize that in place of there being an overstock of maple this year there will be a manifest shortage.

On the whole there is scarcely a cloud in the horizon for the hardwood trade for the year to come. Holders of good stocks of dry material should be cautioned that hardwood lumber in first hands is remarkably short, and it would be wise to know pretty nearly where the next stock is coming from before they sell out at too close a margin.

Hardwoods of the South.

The Bureau of Forestry has recently issued a bulletin which refers to the hardwoods of the southern states. This report shows that the greatest area of hardwood forest and the largest supply of hardwoods in the United States are in the region comprising the southern Appalachian mountains and the country lying between them and the Mississippi river. For the last two or three years the Bureau of Forestry has been studying this region, which is rich in commercial species, especially poplar, white, red, black and chestnut oak, chestnut, white pine and hemlock. A study was first made of the proportion of each of these species in the various types of forest, their merchantable yield, and their rate of growth. Last summer eleven agents of the bureau were assigned to an investigation of the market conditions governing the logging and use of each of these species, and twelve more to a study of the important characteristics of each tree and the possibilities of each under management. The data obtained in this and previous studies are now being formulated for publication.

For market value and amount of standing timber yellow poplar and white oak are the two most important trees of the region. These species were formerly found throughout almost the entire region in merchantable quantities, but they have been cut so extensively where there are transportation facilities that it is now usually necessary to go back a long distance into the woods to find first-class stands of either of them. Poplar attains magnificent size in the coves of the mountain districts and in the rich river bottoms of

central Tennessee and Kentucky, but its best development is reached in the higher mountains of Tennessee and North Carolina. White oak reaches its best development in the river valleys of Tennessee and Kentucky. While poplar always forms a small proportion of the timber of the area, it very often forms a large proportion of the merchantable timber. White oak is present in very much greater quantity than poplar over the region as a whole, and occasionally forms over 50 per cent of the stand.

A new use for chestnut, which has developed very rapidly in the last few years, is for making tannin extract. For this purpose all grades and sizes of chestnut above about five inches in diameter are used. There are a number of factories making the extract, one of which consumes 150 cords of this wood daily. This industry makes possible the utilization of the limbs and tops and the defective chestnut, which otherwise would be wasted, and materially assists in conservative management by making this timber more valuable and clearer logging practicable.

There are a number of large permanent mills, but over the region as a whole most of the lumbering is still done by portable mills. These move through the timber, and the cutting is cleaner than it formerly was.

The demands upon this hardwood forest are enormous and varied. Great industries employing large manufacturing plants depend upon it for log supplies. The most important of these industries are those using hardwoods for slack and tight cooperage, for lumber, furniture finishing, railroad ties, tannin extract and wagon stock. In addition to furnishing wood for all these and other purposes, the forest of this region has a vital function to perform in protecting a watershed upon which a number of states depend for a constant supply of water.

Michigan as a Hardwood Producer

Michigan, formerly the greatest white pine producing state in the union, has now become one of the foremost hardwood states of the country. Last year it is estimated that there were 618,000,000 feet of hardwood lumber produced in that state, against 426,000,000 feet of pine. Year by year the pine output is decreasing, while the quantity of hardwood lumber is increasing. The upper peninsula of the state, considered as an individual section, was the largest producer of hardwood lumber of any single manufacturing district, although the larger lower peninsula produced double the volume. The hardwood area of the lower peninsula is now secured in a comparatively few and very strong hands. The price of hardwood timber within that section of the state, which ten years ago could have been bought at from \$2 to \$10 an acre, now readily commands \$25 and upwards. However, in the northern peninsula, there are comparatively few very large holdings, with half a dozen exceptions—the aggregate of hardwood lumber produced in that peninsula being manufactured from numerous small holdings. This state of affairs will probably result in the denudation of the upper peninsula long before the timber

is exhausted in the southern peninsula, as without doubt the large holders will conserve their timber property for many years, in order to take advantage of the accretion in value that will naturally come.

While Michigan is famous for the splendid quality of its hard maple, it is almost equally renowned for its birch, basswood, gray elm, rock elm and black ash. The rock elm of this state is pretty well exhausted and the basswood is also limited in supply. These two woods will soon follow the absolute extinction that has overtaken the splendid red oak of the lower part of the southern peninsula of this state.

A MESSAGE

By Roosevelt and the Hardwood Record.

No people on earth have more cause to be thankful than ours, and this is said reverently, in no spirit of boastfulness in our own strength, but with gratitude to the Giver of Good who has blessed us with the conditions which have enabled us to achieve so large a measure of well-being and of happiness.

Much has been given to us and much will be rightfully expected from us. We have duties to others and duties to ourselves, and we can shirk neither.

Toward all others, large and small, our attitude must be one of cordial and sincere friendship. We must show not only in our words but in our deeds that we are earnestly desirous of securing their good-will by acting toward them in a spirit of just and generous recognition of all their rights.

But justice and generosity in the hardwood trade, as in an individual, count most when shown not by the weak but by the strong. While ever careful to refrain from wronging others, we must be no less insistent that we are not wronged ourselves. We wish peace, but we wish the peace of justice, the peace of righteousness. We wish it because we think it is right, and not because we are afraid.

Our relations with other lumbermen of the world are important, but still more important are our relations among ourselves. Power invariably means responsibility and danger. Our predecessors in the hardwood industry faced certain perils which we have outgrown. We now face other perils the very existence of which it was impossible that they should foresee. There is no good reason why we should fear the future, but there is every reason why we should face it seriously, neither hiding from ourselves the gravity of the problems before us, nor fearing to approach these problems with the unbending, unflinching purpose to solve them aright.

To do so we must show the qualities of practical intelligence, of courage, and above all the power of devotion to a lofty ideal which made great the men who founded this industry.

not supply, it would promptly refuse the insertion of the advertisement.

Picking Out the Best.

All forest cutting since lumbering commenced has been done by selection. The universal practice has been to cut off the best quality of timber first, leaving the inferior woods to be used in subsequent logging operations. Now-a-days all woods having grown into commercial importance nearly all timber cutting is done clean of all saw timber, and in many cases the woods refuse is converted into charcoal and chemicals.

Stock Lists.

There is probably no form of lumber advertising that possesses more value than stock lists distributed among lumber buyers. There is no vehicle for the circulation of these lists that equals the HARDWOOD RECORD.

There are many hardwood stock lists issued either individually or collectively, that are misleading and a positive nuisance to the hardwood industry, as in them are listed lumber that has no existence save in the minds of the advertisers. Knowing the attention that a list of desirable lumber attracts from lumber consumers, these lists are persistently circulated. The basis for the existence of these fabulous quantities of dry stock on hand is the stocks of other manufacturers or jobbers, which the advertiser trusts that he may be able to obtain in the event that he secures a sale.

The result of the dissemination of this sort of duplicated stock information is that many buyers will say that the "woods are full" of a certain kind, grade and thickness of lumber, when as a matter of fact, it is in very short supply. They will therefore see no necessity for an early purchase to supply their prospective wants, but will delay and eventually find that they are unable to obtain a supply of the particular item they need at anything like a reasonable price.

The HARDWOOD RECORD is attempting to confine itself to advertising concerns that are responsible and ones that do not indulge in the pernicious practice of listing stocks they do not own or of which they have not the exclusive sale. This publication goes so far as to incorporate in every advertising contract that "the copy for the advertisement is subject to the approval of the publishers" and if it found an advertiser listing stock which he could

Pert, Pertinent and Impertinent.

There Are Others.

Said a Rooster, "I'd have you all know
I am nearly the whole of the show;
Why the sun every morn
Gets up with the dawn,
For the purpose of hearing me crow!"
—THE LIMERICK BOOK.

The Forest.

There stood a forest on the mountain's brow,
Which overlook'd the shaded plains below;
No sounding ax presumed these trees to bite,
Coeval with the world; a venerable sight.
—DRYDEN.

A Sad Story.

There was a fair maid named O'Neil
Who went up in the great Ferris Wheel;
On the thirty-first round
She looked down at the ground—
And it cost her an eighty-cent meal.
—A SICK POET.

A Foolish Conundrum

If Jesse Thompson is a lineal descendant of Cleopatra, what relation is John Williams to Noah Webster's spelling book for advanced pupils?

The Real Test.

What a man says or does is often an uncertain test of what he is. It is the way in which he says or does it that furnishes the best index of his character.

Should Make a Dry Bed.

It is alleged that from oak beams that have been in use a thousand years at the Blue Bell Inn, at Bedlington, England, a suite of handsome furniture has been made.

An Every-Day Occurrence.

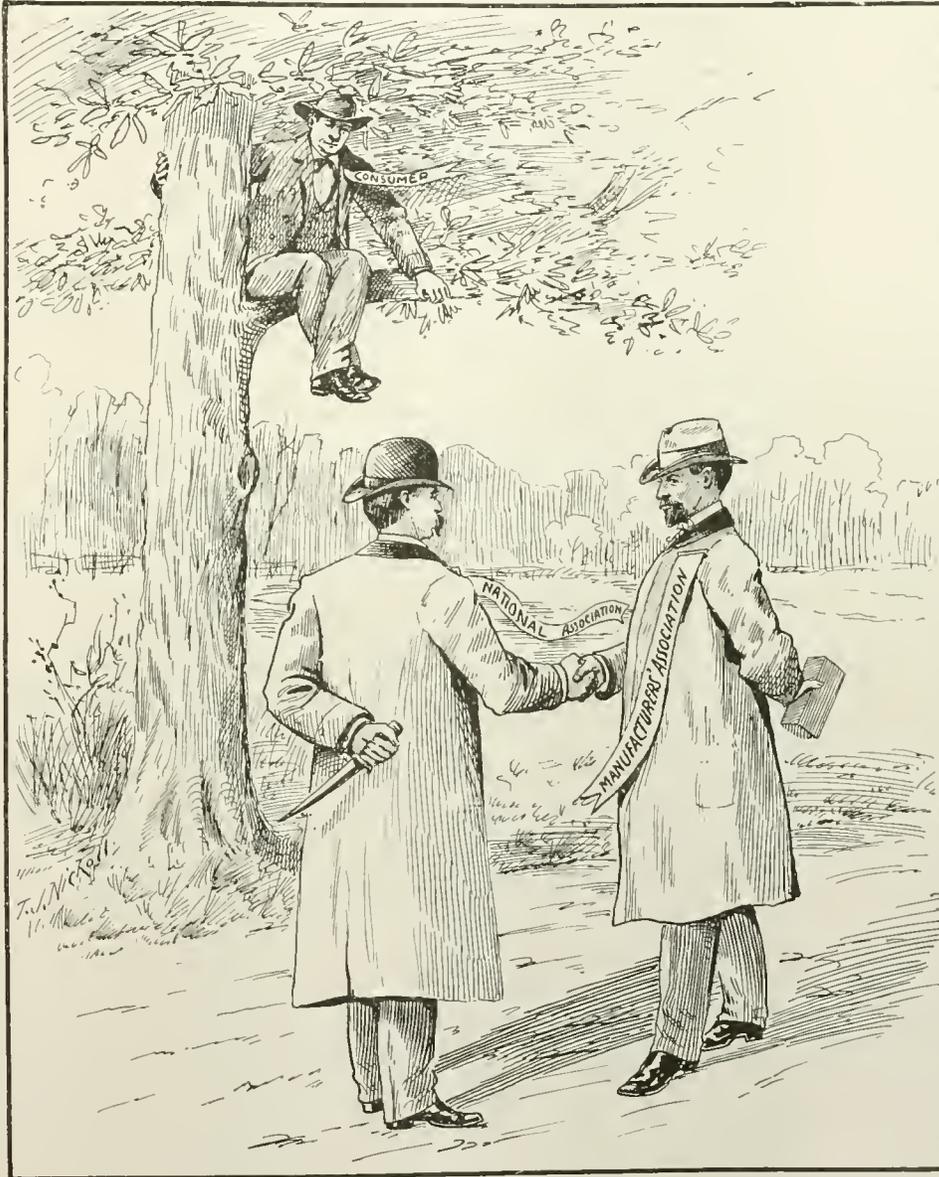
Salesman: "The Jones Furniture Company is in the market for a half million feet of oak firsts and seconds. What price can I quote them?"

The Boss: "How much common will they stand in the grade?"

Salesman: "I don't know."

The Boss: "You're not onto your job; get all your facts before you ask me to make prices for you."

HOW IT LOOKS TO THE MAN UP A TREE.



National Hardwood Association Man—I believe in peace and uniform hardwood inspection.

Hardwood Manufacturers' Association Man—I am an advocate of harmony and universal hardwood inspection.

Consumer—I am not so much interested in your proposed love feast as I am in rules for a base of universal inspection, but from my point of view I suspect you fellows are fooling.

Sure Thing.

All things come to him who waits—on himself.

Used the Wrong Sense.

While no one ever heard a dog-wood bark, lots of people have seen dog-wood bark.

Yet They Do It.

Where ignorance is bliss 'tis folly to buy an encyclopedia on the installment plan.

Better Than Being Good.

Being good is all right enough, but being good for something is of more importance.

Elbert Hubbard's Philosophy.

Both the good that a man can do you, and the evil he can inflict upon you are much over-estimated.

Did It Ever Occur to You?

It's not the dinner he eats that fattens the man; it's knowing where tomorrow's dinner is to come from.

Not on Deck.

The man who is always talking about the "good old times" admits that at the present moment he is under the wagon with the dog.

An Up-to-Date Toast.

The following toast was given by a Boston hardwood lumberman at a recent Hoo Hoo "on the roof," and considering the souree, it must be a new one:

Here's to the turkey when you're hungry,
Champagne when you are dry,
A pretty woman when you love her,
And heaven when you die.

The Past and Future.

Here's a health to the future,
A sigh for the past,
We can love and remember,
And hope to the last;
And for all the base lies,
That the almanacs hold,
While there is love in the heart,
We can never grow old.

An Old Toast.

Allan O. Myers, a former editor of the Cincinnati Inquirer, is credited as the author of the following toast:
Here's to the four hinges of friendship,
Swearing, Lying, Stealing and Drinking;
When you swear, swear by your country;
When you lie, lie for a pretty woman;
When you steal, steal away from bad company;
And when you drink, drink with me!

AMERICAN FOREST TREES.

FIFTH PAPER.

American Beech.*

Fagus Americana.

This tree is of the family *fagacæ*. The Check List of Forest Trees of the United States botanizes this species as *fagus atropurpurea*, Marsh; while Stone in his *Timbers of Commerce* refers to it as *fagus sylvatica*, Linn.; and Professor Snow in his *Principal Species of Wood* prefers to botanize it in accordance with the Check List of the Division of Forestry. *Fagus Americana* appeals to the HARDWOOD RECORD as being a name pertinent and expressive, and therefore it prefers to follow Miss Lounsbury's botanizing in her beautiful Guide to the Trees.

In full growth this beautiful tree is round topped, with wide spreading and horizontal branches, and shows a normal altitude of about sixty feet. In this form of growth branches appear on the body very close to the ground, and their ends often trail upon it. In its forest form, where trees of any sort are of commercial importance, it often attains a height of 120 to 140 feet, with smooth rounded bole as symmetrical as the pillar of a cathedral, with a diameter of from two to four feet. Its time to bloom is April or May, and its seed nuts ripen in September and October.

The bark is a light bluish gray, and remarkably smooth; the leaves are simple, alternate, with very short petioles; ovate; oblong; with pointed apex and rounded or narrowed base. The ribs are straight, unbranching, and terminating in remote teeth; they are fringed on the margin with soft white hairs which soon fall. The flowers are staminate; clustered on grouping peduncles. The fruit is a pair of three-sided nuts with a sweet and edible kernel which grows in a four-celled prickly burr, splitting when ripe midway to the base.

The range of growth of this tree is from Nova Scotia to Lake Huron, north shores, northern Michigan, northern Wisconsin, south to western Florida and west to southeastern Missouri and to the Trinity river district in Texas.

It is known as beech in Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, Connecticut, New York, New Jersey, Pennsylvania, Delaware, Virginia, West Virginia, North Carolina, South Carolina, Georgia, Tennessee, Alabama, Florida, Mississippi, Louisiana, Texas, Arkansas, Kentucky, Missouri, Ohio, Illinois, Indiana, Michigan, Nebraska, Minnesota and Ontario; red beech

in Maine, Vermont, Kentucky and Ohio; white beech in Maine, Ohio and Michigan; ridge beech in Arkansas.

The color of the heart wood is reddish and of variable shades, and the sap wood is nearly white. The wood is rather close grained and the medullary rays are conspicuous. In structural qualities the wood is hard, strong and

ing and flooring. Abroad it is used quite extensively in carpentry work.

The weight of the seasoned wood is approximately forty-two pounds per cubic foot. While the wood is often divided commercially into red and white beech, according to the color of the heart and sap wood, such division has no botanical basis. The wood has neither taste nor smell; burns beautifully with a lively flame, without crackling or ejecting sparks, and with little smoke. It is a favorite material for grate fires.

The wood is deficient in elasticity, and is somewhat inclined to warp and crack. The rings of growth are clear and the boundary a line of contrast; the contour convex between the thicker rays.

The sources of supply of the wood are America, Europe and Asia Minor, in the colder temperate parts. Beech grows in a mixed forest and in its northern ranges is commonly found interspersed with hard maple, birch, basswood, gray elm, black ash and hemlock. In its southern range of growth, it is found intermingled with poplar, basswood, oak, hemlock and bell-wood, and is found at an altitude well up to the line of spruce growth. Perhaps the finest examples of beech growth in the United States occur in the higher altitudes of the lower Appalachian Range in eastern Tennessee and western North Carolina, where trees are frequently encountered showing a bole of perfectly symmetrical form, of from three to more than four feet in diameter, and of a sheer height of seventy feet before a limb is encountered. The growth in this section is nearly as hard as that of the north. Beech growing on lower levels in the middle south is of a much softer texture and lighter color, the color of the heart wood being pinkish rather than reddish brown.

It is only within the last ten years that beech has been considered a wood of any commercial importance; previous to this time its consumption was entirely confined to the charcoal furnace and domestic purposes. Latterly the intrinsic merits of the wood have been discovered and exploited, with a result that its aggregate of production into lumber now constitutes a considerable element of hardwood manufacture. The sap wood is comparatively thin and the heart is very much es-



TYPICAL MICHIGAN FOREST GROWTH OF BEECH. PHOTO BY M. E. THOMAS, SALES MANAGER OF COBB & MITCHELL, INCORPORATED, CADILLAC, MICH.

tough, but not durable when exposed to the weather. It takes a fine polish, but has to be seasoned with extreme care to avoid checking. It is especially subject to a surface crackle check.

Representative uses of the wood are for plane stocks, tool handles, interior work of cabinet furniture like backs, drawer sides, ends and bottoms, interior finish, wagon mak-

*Authorities quoted in the foregoing article are "The Timber of Commerce," "Guide to the Trees," "Principal Species of Wood," and "Check List of the Forest Trees of the United States."



WILLIAM H. WHITE,
OF BOYNE CITY, MICHIGAN.

teemed for a variety of purposes. Many millions of feet of it are being converted into flooring and the "pure red" product is very highly esteemed for ornamental floors, especially in modern house building. It has not quite as good wearing qualities as maple, but still it stays in place even better than does this famous flooring material. Nearly all the large flooring factories of the north, whose principal output is maple, have a side line of beech flooring, and in the South, —notably at Nashville—a considerable quantity of the wood is made into flooring. This product differs considerably in texture and color from its northern prototype, but still affords an excellent and low priced flooring material. Another great and growing use of the wood is for interior woodwork of cabinet furniture. It is an especially desirable material for drawer sides, ends and bottoms, for backing, as a base for veneer work, and for an infinity of uses in furniture making. For many years it has been the standard for plane stocks and tool handles and for clothes pin production. The uses of the wood are rapidly widening as the price is relatively low.

The beech is one of the truly beautiful trees of the forest, and it is fortunate that there is no one type which may alone be regarded as beautiful. In the eyes of many, the beech is as much to be admired as the American elm or the sugar maple. Certainly in spring when it is covered with its staminate blossoms, it is a splendid sight, and its perfect leaves are seldom spotted or eaten by insects. In the winter, also, it is particularly interesting. Its beautiful bark then appears very bright. After its fine leaves have fallen, though many of them, pale and dry, cling to the branches throughout the winter, the structure of its massive head is seen to advantage. Of all the trees of America it is one of the most widely distributed. In the Canadian markets and those of many of the middle and western states, its nuts are gathered and sold in considerable quantities. These nuts are the favorite food of both the red and gray squirrel, and these

rodents collect them in considerable quantities during the late fall, and store them in tree hollows for their winter's supply of food. It often happens, in felling beech trees in the winter, that shelled beech nuts to the quantity of a quart or more will be found secreted in some hollow by these provident little animals.

The European beech, *fagus sylvatica*, is often planted in this country as an ornamental tree, and was for a long time confused with the American species. However, it may be known by its broader leaves with their strongly crenate edges and by the abundance of fine hairs on the under surface. Often not until November do these leaves begin to show their golden color, and



BEECH FOLIAGE, SEED PODS AND BURRS.

gradually turn to russet brown. At this time the American beech is completely stripped of its foliage. Then there is another variety of ornamental beech, *fagus sylvatica foliis atropurulentibus*, the beautiful copper beech with its shimmering masses of richly-hued foliage, which is a variety of the European species. In this growth there is some strong pigment in the leaf sap which gives the foliage its own deep, rich color.

Builders of Lumber History.

NUMBER V.

William H. White.

It is the privilege of the HARDWOOD RECORD to publish as a supplement to this edition, the portrait of William H. White, of Boyne City, Mich., a man known to the entire hardwood trade as one of its most important factors.

It has been said that artists often put into the pictures more of themselves than of the subject painted. The camera, however, is not apt to idealize a man and so one finds in the pictured face of Mr. White much of the rugged stubbornness and dogged persistence which has made him one of the most successful hardwood men in the country.

The characters of the "Captains of In-

dustry" are usually alike in one or two essential particulars. They show a forcefulness that is always dynamical. The strongest blows of fate are not sufficient to deaden energy, enthusiasm or purpose. This forcefulness is perhaps the strongest characteristic of William H. White. He was born at Owen Sound, Ont., April 12, 1857. Mr. White's first venture in the lumber business was the getting out of stave bolts. When he finished his contract he found himself \$2,000 in debt. Right here was laid the foundation of the clean-cut business policy for which Mr. White is noted. It took him three years of hard work as foreman in a wood's mill to pay that debt of \$2,000, but he stood by his bargain.

His next enterprise was the manufacture of broom handles, which also was unfortunate, and in 1883 he entered into the manufacture of lumber, handicapped by a legacy of a six hundred dollar debt from the broom handle business. In 1884, in company with R. E. Neville, who had been associated with him in the broom handle concern, he contracted to supply 500,000 feet of hardwood lumber—all firsts and seconds—to a Detroit firm. To fulfill this contract money must be forthcoming, and the firm contracted to pay \$2 on every thousand feet they marketed to a Detroit man for advances to begin operations.

Soon after this contract was fulfilled, also at a loss, Mr. White entered into another partnership to buy hemlock and elm, and although there was little call for either the woods in comparison with today's sales, yet in less than a year the firm cut 2,800,000 feet of different kinds of hardwood. This was really the first profitable business venture of Mr. White who, however, had never wavered in his faith in himself or the commercial value of hardwood. Mr. White bought out his partner in 1885, and although he cut 500,000 feet less timber that year, yet his experience and the rising market netted him a profit of 25 per cent more than his previous year's work.

In 1886 Mr. White really laid the foundation for his present prosperity in the purchase of the Sheboygan mill, and 240 acres of timber land. After paying for the property he sold a quarter interest to his brother, James A. White, and formed the present firm of William H. White & Co. Two years later two other brothers, Thomas and George W., entered the concern.

William H. White & Co. have now fifty miles of railroad and a lake steamer, and by means of their camp outfit, mills, railroad and boat are able to convey their own lumber from stump to market. The cut of the firm in 1885 was 500,000 feet of lumber a year, and the output now is 30,000,000 feet of lumber, 25,000,000 of shingles and 100,000 railroad ties a year.

William H. White & Co. have today about 50,000 acres of hardwood timber land and that together with what they buy each year, will make about twenty-five years' cut. There is a movement on foot to extend the Boyne City & Southeastern Railroad to Alpena, which will make the main line and logging branches aggregate about 140 miles in length, opening up the best hardwood territory in the northern country.

Boyne City is practically a "one man's town," and the one man is William H. White. He is half owner of William H. White & Co.; president and general manager of the Boyne City Lumber Company; president and general manager of the Boyne City & Southeastern Railroad; president of the Boyne City Chemical Company; secretary of the Elm Cooperaage Company; treasurer of the Michigan Maple Company; first vice president of the National Hardwood Lumber Association; president of

the Boyne City Board of Trade; president of the Beulah Farm for Boys at Boyne City; an active member of the Methodist Episcopal church, on its official board, and active in planning its business affairs.

His beautiful home in Boyne City is always hospitably open to his friends, who also know that if they are numbered in that charmed circle they have also reached the heart of a man who is noted for his loyalty. Many times in his business career Mr. White

has met with reverses that would have felled a weaker man, but William H. White has seemed to know one thing thoroughly—he makes up his mind what he wants and then he gets it. There is no compromise or deviation, no discouragement can overcome his purpose. He drives a close bargain, but after the deal is closed he sticks to it whether the market is for or against him. His word is his strongest asset, and it never shrinks in value.

30 per cent of the premiums), and finally, a profit for the stockholders.

The fire loss ratio is less in the lumber mutuals than in the board stock companies for several reasons. The moral hazard is greatly reduced because the lumber mutuals exercise much greater care in the acceptance of risks. The agents and brokers indorse and secure the acceptance of bad risks in stock companies as otherwise they lose their commissions. The worse the risk the higher the premium and the greater the commission. Inspections, as made by mutuals, are more careful and better than those made by the stock companies, because they are specialists, and the mutuals thereby escape many losses that are suffered by the board stock companies. Innumerable bad risks refused by the lumber mutuals are freely written by the board companies. Furthermore, the board stock companies suffer a much heavier loss ratio in many other lines of trade than they do in the lumber trade, and they endeavor to make good these excess losses by raising the rates on lumber.

The extravagant expenses of the board stock companies are notorious. The lumber mutuals are managed economically.

Profits in a mutual company are paid to the policy-holders. Consequently, there is no reason for collecting exorbitant rates. The board stock companies seek every excuse for advancing rates, and by the formation of a trust prevent competition among themselves, all to the end that the stockholders' profits may be increased. Statements and figures are incessantly issued to show that the board stock companies are losing money. That these statements are false is shown conclusively by their large dividends, by their additions to surplus and by the increases made in the values of the shares of their stock.

Joint stock companies remind one of nest eggs. No matter how long the hen sets on the porcelain, nothing comes out of it. No matter how many years you pay premiums you get nothing back unless you have a fire. This is not the case with the lumber mutuals.

When mutual lumber companies were organized the agents of the board stock companies predicted that they would speedily fail. Were these predictions honest or dishonest? If we assume that they were honest, by these false predictions they demonstrate their lack of the knowledge of the fire insurance business. If they were dishonest, they were then endeavoring to crush competition. The lumber mutuals have proved their case by the reduction in rates which they have made, by the dividends which they have paid and by the safety reserves which they have accumulated. And today the antagonistic statements which are made by the board stock companies to retard the progress of these mutual lumber companies, must be attributed to the same ignorance or the same dishonesty.

These falsehoods uttered by the agents of board stock companies have deterred many lumbermen from taking mutual policies. Such

Mutual Lumber Fire Insurance.

[This paper was read before the National Wholesale Lumber Dealers' Association's thirteenth annual meeting, by Justin Peters, who is manager of the Pennsylvania Lumbermen's Mutual Fire Insurance Company of Philadelphia. Mr. Peters is one of the foremost authorities on the subject treated.]

Mutual fire insurance is the best and safest fire insurance obtainable. That this is true I purpose to unquestionably prove. In proving the above I speak solely for the mutual principle. I purposely refrain from indorsing any particular company, although I indorse all good lumber mutuals.

Fire insurance is a business arrangement for distributing the losses of the few among the many. Stock and mutual companies both accomplish this, but by different plans. Which is the better plan? Experience has demonstrated most emphatically that the mutual plan is incomparably better for the property owner than the stock company plan. Why? Because more secure indemnity is furnished and at a minimum of cost. The stock company plan furnishes indemnity less secure than the mutual plan and at a maximum of cost.

The indemnity of the mutuals is more secure because there is relatively greater financial strength back of each policy than there is back of the policies of the stock companies. When the board stock companies boast that their policy-holders run no risk of assessment they boast of their own weakness. In event of extraordinary losses the lumber mutuals possess, solely as a final reserve, the power to assess every policy-holder. The stock companies do not possess such power, and with similar extraordinary losses, default on their contracts. After the Baltimore fire, eleven stock companies went into receivers' hands. There are seventeen cities in the United States with recognized congested districts. If any one of the congested districts in these seventeen cities were to be wiped out by a conflagration the policies of over 90 per cent of the board stock companies on your lumber risks would be worthless. The lumber mutuals run no such risks of sweeping conflagrations, because their hazards are scattered outside of, and remote from, such congested districts.

Each policy-holder assumes a small, limited liability, which is restricted usually to three times the annual premium paid. In other words each policy-holder agrees if exceptional calamities render the cash annual premium paid insufficient to pay losses and expenses

that he will pay his proportionate part of the additional amount required, and in properly managed mutual companies experience has shown that the premiums are more than adequate to provide for losses and expenses. As a result there is more reason to expect that the old line companies will default on their policies than that any of the policy-holders in the lumber mutuals will be called upon to pay any assessment. However, do not forget that your trade mutuals have already paid back to their policy-holders sufficient dividends upon the insurance they have written to more than offset any assessment which might possibly arise from this most remote calamity.

No business is so poor but that some people make money out of it, and no business so good but that some people fail at it. Consequently, lumbermen must of necessity, when purchasing insurance, exercise discretion in the acceptance of policies, whether they be stock or mutuals. It would be as unwise to indorse all mutual companies as it is unwise to indorse all stock companies, but mutual fire insurance companies that confine their operations to good lumber risks, under good management, cannot be too strongly indorsed.

To determine the quality of the indemnity, the manner in which the mutual and stock companies settle losses must be compared. In your lumber trade any buyer of lumber who makes unjust claims is listed as a "kicker." Ninety per cent of the board stock companies are "kickers" when it comes to settling a loss. The mutuals settle promptly and fairly. If your Bureau of Information were to investigate the paying methods of the stock companies they would have a large number of names added to list "A."

What is the fire insurance cost under these two plans? Under the mutual lumber plan it consists only of two factors, i. e., fire losses of the lumber trade only and reasonable management expense. The benefit of all excess premiums goes to the policy-holders only. Under the stock company plan, the cost is not so limited, and it consists of a fire loss ratio burdened with losses in other and more dangerous trades, a management expense, including agents' and brokers' commissions (which alone consume from 20 to

lumbermen have lost opportunities of saving money and they have besides, by accepting policies of board stock companies, assisted in raising the rates. They have but themselves to blame.

Hundreds of thousands of dollars have been saved for policy-holders by the mutual lumber companies, through the payment of cash dividends and concessions in rates. It is estimated by a well-known insurance expert that all the lumber insuring organizations are saving \$500,000 per annum for their policy-holders, to say nothing of the money

saved by prevention of fires due to their inspections.

The lumber mutuals will live because they furnish indemnity of an unassailable character at the minimum of cost. It is because this has been done in the past that the stock companies have failed to crush them. Because they will do this in the future, because the sense of fair play and trade loyalty is in the heart of every lumberman, the years to come will prove even more satisfactory to the lumber mutual companies than the years which have gone before.

Strode's Stuff.

Threatened With Prosperity.

Yes, I am threatened with prosperity. I have escaped it thus far, but the signs are all right now.

In the first place my family is practically raised. A good many people thought I did not know what I was doing when I got married so young—before I was worth anything. I had figured it all out in my mind, however. I figured I would do my duty by my country and get my family raised early, so we could have some fun together while I was still young enough to feel funny. I was afraid that if I waited until I got rich my wife wouldn't have waited for me—she couldn't. Somebody would have coaxed her away; then I would have been in a pretty fix, wouldn't I? So we just got married and trusted to the Lord to provide.

As a result we have four children, all practically raised and changing from a family of consumers to one of producers. Some have graduated from school and some have "quituated," but they have nearly all got through somehow and all are earning money. Soon my wife and I will have nothing to do but to grow old together as gracefully as possible and we will have a long time to do it in.

Then with the ghost walking regularly on the new paper, and no financial trouble of any kind, I can feel an attack of prosperity coming on. You see a man or woman whose tastes are modest and whose wants are few always has the world at an advantage; and it doesn't take much to satisfy my wife and me.

But I am really threatened with prosperity at last. Not the prosperity of the millionaire, but prosperity enough for me.

I have entered somewhat into particulars so that you may understand wherein my circumstances are different from what they have always been. With my big family of consumers changed to one of producers it makes all the difference in the world.

Another thing, in talking about my children, I am only getting even for the times I have had to listen to you talk of your children. I am not self-assertive in conversation and as soon as I mention the subject of children you get started and I am in for a two hours' session. But in this department I get even. I can talk about my children and

you can't butt in. I suppose they are not really very wonderful children, but I believe they are.

Anyhow, I am threatened with prosperity, and of late I have given much thought to what I shall do with my money—when I get it. I may be somewhat premature in this, but it is better than going ahead until I am right square up against it, as most people do. It's a funny feeling, this feeling of responsibility for money—that you haven't got as yet. And after I have figured it all out wouldn't it be a joke if it would really come my way and I would have the disbursement of it?

There is a great deal of science about giving away money. Just to look at it it seems easy enough, but it isn't. If a man wants a dollar you'd naturally suppose that the way to do was to hand him the money; that shows how little you know about it. You'd pauperize the man. Then he'd be of no account. He'd never want to work again. After he had spent the dollar in riotous living he'd expect someone to give him another. The way to give away money is to hedge the giving with so many restrictions that a fellow had about as soon not have it. Then it can't do any harm to him. Nothing can be more reprehensible than to give a poor man a quarter; you should let him work and earn it. True, some men do not want to work and are not thankful for an opportunity of sawing wood to earn the money, or doing other light and frivolous work. What some men want is a quarter, but it is wrong to give it to them. The experienced philanthropist would chase him off the premises with a club. Then the poor man will have nothing to do but to go to work, and he will only be required to pass a half day at the pleasant task of converting wood into stove lengths by means of a buck saw, and then he can get a quarter. There is no trouble about that.

What I Would Do.

If I should become wealthy one of the first things I would do would be to load a train with paint and start south with it. I would give every farmer along the way a barrel of paint with the understanding that he apply it to his house and barn himself. That would

be an ideal gift, for to get any good out of paint it would have to be applied. It is no good so long as it stays in the barrel.

Then the paint is purely ornamental, which is a good thing in a gift. A man cannot eat paint nor drink it nor wear it for clothing. It will cause the house to last longer, it is true, and the sooner most of the houses of the South rot down and disappear from the face of the earth forever the better it will be.

It is with no desire to preserve the architectural beauty of the buildings that I recommend paint. There are two things which offend the farmer from Indiana or Illinois in making a trip south. One is the unkempt condition of the fences, and the other is the unpainted condition of the buildings. He wants to get off the train and lay up a few rails, cut down a few weeds—and apply paint. Lord! the whole country south of the Ohio river would be better for a baptism of paint.

Here is a fertile soil and a fine climate and I cannot understand the kind of people that are so reluctant to use paint. I like the country with the big red barns and the big white houses with green blinds; the well kept fields and fences; the fine fat stock, and general air of prosperity. I can tell of the prosperity of the country largely by the quantity of paint they use.

The trouble is that the owners don't live on the farms in the South. They live elsewhere and spend all the income from the soil in the cities. Anyone that knows anything would not be content to live in a two room unpainted cabin with the fences down and weeds growing about the door. No one would be content with such an existence save a negro or some poor white of the "cracker" variety.

Maybe the gift of paint would arouse some long dormant artistic instinct in these people. They wouldn't want to see a newly painted house enclosed in a weed lot, and maybe they would cut the weeds down. Maybe they would lay the rails up and be generally respectable. I have an idea, however, that should a philanthropist—a really and truly philanthropist—go through the South offering to give paint away he would be misunderstood. The natives would look coldly upon him, and in many cases he would be chased away with Winchesters. They are powerful handy with their Winchesters—these people who don't paint. They would probably resent the proposal in the spirit of the man who was being taken out to be hanged by his neighbors because of his extreme laziness. The man made no particular objection, because it was too much trouble to object. He made one last request that they put plenty of straw in the wagon and make his last journey comfortable. This was accordingly done and some blankets spread over it upon which the man was laid. As they were journeying along the road to the place of execution they were stopped by another man.

"What is the matter?" he asked. It

was duly explained to him what was the object and aim of the journey.

"He's too lazy to live," the neighbors said.

"Well, well," said the man, briskly, "this will never do! Let us each contribute something to relieve the man's immediate necessities and then get him something to do. I will give a bushel of corn."

Here the man in the wagon raised himself in an interested manner.

"Is it shelled?" he asked.

"Is what shelled?"

"The corn! Is it shelled?"

"No," said the man, "of course it is not. You will have to shell it yourself."

"Well," said the other, to the driver,

Hardwood Record Mail Bag.

[In this department it is proposed to reply to such inquiries as reach this office from the HARDWOOD RECORD clientage as will be of enough general interest to warrant publication. Every patron of the paper is invited to use this department to the fullest extent, and an attempt will be made to answer queries pertaining to all matters of interest to the hardwood trade, in a succinct and intelligent manner.]

Regards Thick Maple Inspection Unfair.

Boyer City, Mich. Mar. 1.—Editor HARDWOOD RECORD: For the last eight years I have been a reader of your paper. The HARDWOOD RECORD is a subject of interest, not alone to the manufacturer and dealer of timber and lumber, but also to the men in the mills. I note in your paper some good and timely cartoons regarding joint lumber inspection. As a plain mill workman, or as one who has no particular interest in it one way or the other, I desire to express to you, and if this does not find the waste paper basket to your readers also, my opinion why this can not be done under the present rules of the National association.

For the last nineteen years I have tried to learn and study how to saw logs properly, so as to obtain the best results. From my experience in this work I can say that some of the rules of the National association are very unfair to the sawmill man. I note in the RECORD of Feb. 10 your reply to "On Inspection." Under the rules your answer is correct. Now, let us apply your argument to 3 and 4 inch hardwood planks. Say we cut two clear 4-inch maple planks out of a 16-foot log and leave a little bark, say 18 inches long, ½ inch deep and 1 inch wide on one end, and about the same on the other. You see for fear you will throw it out for "lacking the first elements of correct manufacture" or for fear you will reduce them one grade, those four strips or about 20 feet of clear lumber must be left in slabs. In order to overcome your above objection in a good many cases 3 or 4-inch plank will show a little heart on one side, sometimes enough to reduce an otherwise clear plank to a No. 2 common. On a 4-inch plank 12 inches wide and 12 feet long the buyer will get 36 feet of clear and 12 feet of No. 2 common for 48 feet of No. 2 common. This is not fair. I believe the National association rules require all lumber 1/16 inch plump at least in 1-inch lumber. There should be no objection to any bark or sap which will not show after a board is dressed to standard thickness. This is wasting lumber.

HERMAN KUNERT.

CHICAGO, March 6.—Editor HARDWOOD RECORD: Do you know anything of the method by which oak and chestnut are darkened by means of ammonia?—J. C. L.

wearily, as he sank back in the straw, "drive on!"

That is an old story—so old it is respectable, and there is no doubt but the way of the conscientious man who wants to give away his money is hard.

After all what is there about a dollar that man is mindful of it; that he should climb so high, or dig so deep, to get it that he should sacrifice all his best feelings for it and betray all his best friends; that he will lie and steal and grind the faces of the poor? And after all have serious trouble in giving it away.

But I am threatened with prosperity and will have to do something about it.

CHARLES D. STRODE.

To Darken Oak and Chestnut.

It is alleged that oak may be darkened by the use of liquid ammonia of full strength, which can be purchased from any wholesale chemist. The wood to be darkened should be placed in a dark and air tight room and a quantity of the ammonia poured into an earthen vessel standing on the floor near the center of the room. The ammonia should not touch the wood, but the jar containing it should be located near the center and below the wood to be darkened. This done, the entrance to the room should be secured and every opening tightly stopped up by pasting over them strips of paper or caulking them. The fumes which arise from the ammonia have a peculiar chemical action upon the tannic acid in the wood, and burn it so deep that even a shaving or two may be taken off without materially changing the color. The darkness of the shade, and the depth to which it penetrates will depend entirely on the quantity of ammonia used and the time the wood is exposed. A very attractive result from this ammonia dyeing is obtained in chestnut, the result being a very lively brown tone, which makes a remarkably handsome interior finish. A fine example of chestnut handled in this way may be seen in the main office of William E. Uptegrove & Brother, New York City.—EDITOR.

Wants a Gift of Chestnut Oak.

AMES, Iowa, Feb. 4.—Dear Sir: I have been authorized by the board of trustees to have each room of the new Central building finished with different kinds of lumber, the amount of lumber for each room being very small. It is hoped to demonstrate in this way to visitors of the Iowa State college how different types of lumber may be used. It is also the intention to have a transparency of the tree and name of the donor placed in each room. May I ask if you would be willing to furnish me with the following amounts of lumber for this building?

Chestnut Oak—Actual feet of flooring, 918; linear feet of baseboard, 119; linear feet of picture molding, 119; one door, veneered; strips for three windows.—L. H. PAMMEL, Department of Botany.

The HARDWOOD RECORD has received the

foregoing letter through E. R. Hodson of New Haven, Conn., who asks to have named some one who could furnish this lumber so that this species would be absolutely certain. Mr. Hodson suggests that this would be an advertisement for a firm dealing largely in chestnut oak that would be worth considering. The editor of the RECORD would suggest to the distinguished professor of the department of botany of the Iowa State college that if he really wishes to have a room finished in chestnut oak and be sure of it, he would best have the shipment of the wood accompanied by a very well authenticated pedigree of the foliage, bark and range of growth of the tree, inasmuch as it requires an expert to tell chestnut oak from many other oaks of very similar fiber and grain.—EDITOR.

Death of Timothy Sullivan.

The severe illness of Timothy Sullivan of Buffalo, N. Y., who was prostrated while on a visit to his son, Frank T. Sullivan, representing the hardwood firm of T. Sullivan & Co. at Tacoma, Wash., resulted in his death on the morning of March 6 while on the train by which he sought to return home. At one time it was thought that he would recover, but the dropsical nature of the difficulty forbade, and it was only his iron will that thrust death aside so long. He had lived in Buffalo since 1888 and was one of the most sterling of its lumbermen, a deacon in Lafayette Avenue Baptist church and a man given to many quiet charities, though always unostentatious in everything he did. Born in Toronto in April, 1838, he was almost 67 years old. Left an orphan when a small boy, he earned his own living and was able to establish himself as a contractor when a young man. He built a section of the Welland Canal as his first start in successful business, then bought cargo lumber as a beginning to the business of his later life. In 1862 he married Miss Margaret Sinnett of St. Catharines, Ont., of which he was then a resident, and he leaves besides the widow, four children, Mrs. John R. Gray of Buffalo; W. H. Sullivan of Galton, Pa.; F. M. Sullivan of the firm, and F. T. Sullivan of Tacoma. Mr. Sullivan bore the highest character and he will be severely missed by all who knew him. Always the soul of honor, a man of very decided ideas, it will be difficult to fill his place.

Hoo-Hoo.

Following the reception given the visiting lumbermen March 1 a concatenation was held at the Continental Hotel, Philadelphia, initiating a number of klittens into the ways of the great black cat. The concatenation was ably conducted by Vice-governor Snark John J. Rumbarger and his assistants, who opened the eyes of the visitors to the ways in which the affairs are conducted in this district.

The officers were: Snark of the Universe, John J. Rumbarger; Senior Hoo-Hoo, Emil Gunther; Junior Hoo-Hoo, Frank W. Lawrence; Bojum, Francis Goodhue, Jr.; Scrivenoter, St. George Bond; Jabberwock, Thomas Hoffman; Custocatian, Edward Glauser; Arcanoper, Benjamin Currie; Gurdon, Edward M. Maelin.

The initiates were: Hugh McLean, the Hugh McLean Lumber Company, Buffalo; Thomas B. Suzler, Jr., T. B. Suzler & Son; Robert S. Coryell, William Whitmer & Son, Inc.; John W. Bonner, William W. Bonner & Sons, Inc.; Norman B. Taylor, Justice P. Taylor & Co.; William P. Craig, William Whitmer & Sons, Inc.; B. Swain Dowdell, solicitor of the Baltimore & Ohio railroad, and Harry I. Sobie, Sobie Brothers, all of Philadelphia.

National Wholesale Lumber Dealers Annual

At Philadelphia on the morning of Wednesday, March 1, there convened at the palatial Bellevue-Stratford hotel the thirteenth annual meeting of the National Wholesale Lumber Dealers' Association.

In point of numbers, in commercial standing, in devotion to lumber association work of importance and in the development of allied work of value to the lumber manufacturing and jobbing trade, there is no lumber association in the United States that stands so high as this one. It is an association that has been the pioneer in the problem of a just solving of trade relations between manufacturer, wholesaler and consumer. With much diligence and great expense it has organized and maintained a system of mutual information which constitutes a commercial report system that is far in advance of any work of this character that had ever been done in the past. The association, through allied interests, has carefully analyzed the lumber fire insurance problem and has put into being several fire and marine insurance companies, by means of which much premium money is saved not only to its members, but to the lumber trade at large, with the assurance that all losses met under its policies shall be promptly adjusted and paid. Beyond this it has carefully taken up transportation problems in all their ramifications and is serving its members, to their manifest advantage, in many ways along these lines.

The history of the National Wholesale Lumber Dealers' Association runs in parallel lines with the great progress that has been made by the lumber industry during the period of its existence, and to it much credit for this well being can be attributed. The association is made up of individuals, firms and corporations, both manufacturers and jobbers, and jobbers alone, in all varieties of American woods. The only thing open to adverse comment concerning this association is the fact that, perhaps through no fault of its own, it has confined its labors and membership in the past almost exclusively to the contingent in eastern Michigan, eastern Ohio and to the east thereof. While known as a national organization, it really is a sectional one, in respect to its membership at least.

This Philadelphia meeting which continued through Wednesday and Thursday, March 1 and 2, was one of the most largely attended that it has ever had, and the character and standing of both members and visitors at this affair, involving as it did the very best element of the eastern lumber trade, was a guarantee that the legislation of the meeting would be wise and just.

The third annual meeting of the association was also held in Philadelphia in 1895, when it was in its infancy. At this recent meeting there gathered approximately 400 lumbermen who had become imbued with a thorough knowledge of the value possessed by the work

of this association, and who went there to lend their counsel and aid to the best interests of the lumber trade at large. So much interest was manifest in the meetings themselves that unfortunately very little time was possible in which delegates might devote themselves to sight-seeing about historic and commercial Philadelphia. It seems remarkably unfortunate that even busy lumbermen could not have had more time to acquaint themselves with the greatness of commercial Philadelphia, to say nothing of the ethical interest of a visit to many historic spots about the quaint old Quaker city. The time was so thoroughly taken up that it is doubtful if a half score of delegates even had the time to visit Independence Hall.

There was a large number of members present at the opening session, scheduled for 10 o'clock Wednesday morning. After the roll call of members President Slade delivered his address.

President's Address.

Mr. Slade stated that the year's association work had been a busy one and in many ways had tended to strengthen the association. He spoke of the creation of two new bureaus—the legal department and the railroad and transportation department. He said that though these new departments had been working but a short time, they had proven themselves to be of value to all members. He prophesied that the legal department would be at least self-supporting, and in time promised a source of revenue. He urged action indorsing the recommendation of President Roosevelt that additional powers be given to the Inter-State Commerce Commission in relation to adjustment of rates. He also recommended co-operation on the subject of forestry and reforestation and stated that "the subject calls for action, and no longer should be left for college professors to deliver orations on, but every business man and all members of our association should lend their assistance." In Mr. Slade's opinion the keystone of the National Wholesale Lumber Dealers' Association is the Bureau of Information. He commented on the progress of the work and recommended it to all members as being worth annually many times its cost. He referred to the fact that the association's relations with the retail trade had been entirely in harmony during the year, and recommended a continuance on the principle of treating all interests with equal and exact justice. He commented favorably on the organization of the allied lumber fire insurance companies, and said that his personal experience with them had been entirely satisfactory, and had resulted in a considerable saving to his insurance account.

On the subject of membership he said that the association had shown an increase in membership and also in the membership of the Bureau of Information, and at this time he reported the total membership as the largest in the history of the association. He urged an increase of membership and said it should reach at least 500.

Mr. Slade complimented the trustees, executive committee and officers of the association for their active and painstaking manner of conducting the affairs of the association, and thanked them heartily for the willingness and fidelity with which they had aided him in his work.

The secretary's report, which constitutes a resume of the work of the association for the past year, is herewith given in full:

Secretary's Report.

This, the thirteenth annual secretary's report, is the eighth compiled by your present secretary, consequently carries with it the usual amount of dryness.

Each succeeding year seems to bring to the association increased activities and successes, and it is pleasing to report that your officers and members are well able to keep pace with the ever changing conditions of trade. The association is unique in its position, in that it has been able to consider all the conditions and vexatious questions that confront it constantly, at the same time has kept entirely free from those entangling alliances which so often involve organizations of this character.

I presume many of our members have never given serious thought to the position we occupy, and the principles we stand for—that of fostering trade and commerce, and of endeavoring to produce uniformity and certainty, its customs and usages, all for the good of the country and barren of selfish motives. Therefore, when we note that while our membership has increased, and the membership of nearly every retail association has also increased, and the complaints against our members for alleged violations of trade ethics have been fewer and milder than ever before, you can readily appreciate the good work done by individual members, and the association, in striving to keep our ideals high and the membership above reproach.

Anyone who will look over the work done by this association during its existence, especially during the past five or six years, will note that it has worked faithfully to benefit general trade conditions, in which not only our own members participate, but which has been of equal worth to those wholesalers who are not among our membership and contribute nothing towards its support, but receive as much benefit as those of you who contribute valuable time and money. The work is also of equal benefit to the retail and consuming trade.

It is difficult and almost impracticable for the secretary to give a complete resume of the year's work in a report of this character, inasmuch as a large part of his time during the year is given to detailed work in the office and to committee work, which must necessarily be included in the work reported by various committees. During the year I have traveled several thousand miles attending to association work, including visits to St. Louis, Memphis, Chicago, Cincinnati, Washington, Baltimore, Boston and other cities. I have represented the association at the meetings of the several retail associations, all of which have undoubtedly been beneficial to our work and resulted in interesting and adding new members and increasing the prestige of the association in the trade.

The organizing and perfecting of the Railroad and Transportation Bureau during the year has taken an unusual amount of our time, especially as it has carried with it the necessity of numerous conferences with the committee, its chairman, and traffic manager, the executive committee, and many others. The details of the work will be fully covered by the report of the committee to which I refer you, and for whom I bespeak your interests and co-operation. Its untiring work and zeal during the past year merits your commendation, and no phase of our work opens up larger opportunities for accomplishing practical results than does the Transportation Bureau.

The growth of the spirit of co-operation between members of the different departments has been reflected by the increased interest in the various matters placed before them through correspondence and committees. I refer especially to the Bureau of Information and its legal department, Railroad and Transportation Bureau, the matters of national legislation, arbitration, forestry, fire insurance, etc.

You have given these matters your attention in the past, and I urge you not to fail to do the same in the future, as there will be many important questions presented to the individual members for an interchange of ideas.

A few years ago we adopted the plan of the executive committee as an auxiliary to the board of trustees, and whose acts are amenable to that board. This committee has become, and is growing, more important with the increasing amount of association business. I refer to this because in the future we will find necessity for an increased number of meetings by this committee; also a very large number of calls for special committee work on the part of the different individuals. This increased number of meetings is, I think, a desirable result. It is at any rate imperative. During the year there was the usual semi-annual meeting of the board of trustees, at which seventeen trustees were present (best attended meeting ever held). There have been three meetings of the executive committee, one meeting of

Bureau of Information managers, and two meetings of the Railroad and Transportation committee, and various other conferences—all held in the New York office. This does not include the annual meetings.

I have, with the representative of the committee on legislation, appeared before the senate committee at Washington and worked with the committee on arrangements for this meeting, and in the usual way gave such services as the varied and necessary work of committees have required.

During the first week of 1905, together with members of the committee on forestry, and several other members of this association, we took part in the proceedings of the Forestry Congress at Washington, D. C. At this meeting our association was recognized by the appointment of three of its members on the advisory committee of the American Forestry Association. A full and interesting presentation of the forestry question will be given you at tomorrow's session.

Favorable comment has been general regarding the very pleasing improvements in our office arrangements, enabling us to have a reception room for the special use of members and their friends, the general use of which was so prompt and appreciative that there is no doubt of the wisdom of this provision by your board of trustees. Those who do not often visit us will be interested to know that we have an average of over ten visitors per day, some on special business and some to meet customers and friends, others for a friendly visit; this custom seems to be growing, and is a very pleasant feature of our work, and I may add right here that let-

drawals by reason of going out of business, etc., 35; net membership March 1, 1905, 314.

Other wholesale organizations can appeal for membership on the basis of a special or definite work which, when accomplished or defeated, leaves a disorganized body with no future. Our advantage lies in the interest, fidelity and support of a large body of wholesalers, who are unmoved by local or personal considerations, but who are willing to work for the general good, not only present, but future.

If this is our distinctive position, it is our duty not only to lay stress on those parts of our work, where the co-operation with a large and loyal membership is necessary, but also to admit these members to the largest measure of control of association affairs.

This is partly provided for through your board of trustees and committee, but in the last analysis the individual member is the unit to which we must look for support and success. The officers are merely your servants to work out your will.

The emblem of the association, as used on stationery, and by the buttons worn by members and salesmen, has become the recognized sign of membership. It has taken a longer time to establish this custom than was anticipated, but neatness of the emblem, and the many ways in which it can be used, has helped fix its place. We have seen it used in many ways, and wish to suggest that, as it is copyrighted, it can only be used by members. It is a work of art, and is entitled to dignified use.

I have no suggestions to offer as to any radical changes in the work, but compliment you on the substantial basis upon which you

the bureau, notably touching the legal department of it.

Report of Bureau of Information.

The superintendent, E. F. Perry, submitted a report which is herewith given in full:

The statistics submitted by the board of managers of the Bureau of Information show the very substantial progress made by this department and its ability to keep pace with a growing membership. The figures are worthy of repetition in part at least, and will enable us to get a clear idea of the scope of the work. Seventeen thousand reports mean a fund of information obtainable at no other office in the country; and it must also be borne in mind that information is received and sent in voluntarily each day, which continues to make these reports more valuable.

There are asked for on an average seventy-five complete up-to-date reports each day, which means the dissemination of information that adds to your knowledge and preserves and enhances your capital.

Trade conditions, both local and general, opening of new territory as sources of supply and demand, financial embarrassments and the failure of many dealers to keep up with these changing conditions make it imperative that the bureau exercise diligence in compiling and distributing its credit information. The ever increasing number of reports adds to the bureau's efficiency and scope of activity, and enables it to promptly meet the growing demands of its subscribers; many of those who have this year become subscribers have testified to the su-



LEWIS DILL, BALTIMORE, PRESIDENT.



E. F. PERRY, NEW YORK, SECRETARY.



J. B. WALL, BUFFALO, TRUSTEE.

ters or telegrams sent in our care always have prompt attention, are no trouble to us, and we encourage it; business or social appointments may be made for the room without consulting the secretary.

The calls upon your secretary for conference, advice and discussion, regarding individual and association matters, have been greater this year than ever before.

Many of our members have met disappointment because of my absence from the city when they called, but my trips to various cities throughout the country have all been to serve the business interests of the association, and we have planned to have our office assistants always in readiness to supply from office records such information as has been temporarily needed.

We are pleased to observe an increased general interest in association work, partly due possibly to the wave of prosperity sweeping over the country, and which is being fully enjoyed by the lumbermen. It is also our pleasure to again report a small gain in membership. (I believe we have reported an increase every year.) While records show numerous resignations, nearly all, if not quite all, are for legitimate causes, mainly that of going out of business, changing from one firm to another, etc.

Our system of electing members by special committee, after careful investigation, continues to meet with approval, assuring to the organization the preservation of high ideals and a high standard of membership.

Statement of membership is: Membership March 1, 1904, 312; applications received since March 1, 41; withdrawn, 1; still being acted upon, 3; elected, 37; resignations and with-

drawals by reason of going out of business, etc., 35; net membership March 1, 1905, 314.

Treasurer's Report.

The report of the treasurer, Frederick W. Cole, showed that the financial affairs of the association were in satisfactory condition.

Bureau of Information.

F. E. Parker, as chairman of the board of managers of the Bureau of Information, reported that the number of subscribers to this bureau during the past year had increased from 171 to 179. On March 1, 1904, there were 15,501 reports on file in the office of the superintendent, and on Feb. 1, 1905, there were 16,958 reports. The average number of reports sent from the superintendent's office daily during the year was 75.

The chairman suggested a personal investigation of the methods and results of this department from all members of the association who were not subscribers, and urged that all become subscribers to the bureau. He told in detail the splendid work that was being accomplished by the bureau and claimed that if the benefits arising from this service were fully analyzed by non-members, they surely would join it. Some suggestions were made providing for some slight changes in methods of conducting the affairs of

priority of our reports over those of old line agencies and from other sources, and letters of commendation on file at the office are evidence that the bureau is accomplishing its purpose and meeting with general approval.

The net gain of seven during the year in the number of subscribers is most encouraging, and particularly as nearly all withdrawals have come from natural causes, and not, as far as we are informed, from any dissatisfaction with the service performed. That there are not, at least, 300 subscribers instead of 178 is our only regret, and as has so often been stated, if all the members who are not subscribers to this bureau were acquainted with the character of information to be obtained, and the actual net saving made, there would be no question of a large increase. You will, however, be pleased to know that each year since organized (13 years ago), we have added to the number. Much time has been spent in the past in educating the members as to just what the bureau can do on the subject of credits, and that those efforts have met with some success is evidenced by the confidence shown. In the increase of reports asked for, and in important questions asked of us on almost all subjects, often by telegraph and many other ways.

The usual channels of information have been strengthened and others added and every possible provision has been made for keeping subscribers better posted as to the credit, standing and business methods of their customers. Our bonded local attorney list has been modified and enlarged; thus providing more efficient connections for reporting to us court records, transfer of property, general local conditions, changes in moral standing, etc. Special stress has been

laid on the question of signed statements of assets and liabilities and these have been followed up where necessary, or where questionable, by local investigation and corroboration, thereby eliminating, as far as possible, incorrect or false statements. We have had considerable trouble this year in ferreting out and exposing several fraudulent concerns, and have co-operated with other organizations, trade papers, etc., in these matters and stopped temporarily, at least, many of these leeches on the trade.

Through the co-operation of our members in Pittsburg, Cleveland, Buffalo, Tonawanda and other wholesale centers we have been able to emphasize the importance of retailers carrying sufficient insurance to protect their creditors in case of serious fire. We ask your further support in this, and that you refuse credit when this protection to you is not granted. Insurance rates are reasonable, and one should not expect credit unless he will carry insurance for you as well as his own protection.

The weekly pink sheet, upon which we ask you to report the names of dealers who do not settle in accordance with terms of sale, make unjust deductions, ask for renewals or allow paper to go to protest, or who are in any way unfair, has been the means of furnishing subscribers with advance information of importance, and continues to be a successful plan of exchanging experience. A very large part of the information on the pink sheets are distributed through lists A and B.

The information which voluntarily comes from our members continues to be considered the most valuable part of the reports issued by the Bureau of Information. When a wholesale lumberman wants information on any particular dealer, there are two things he wants to know: first, the probable financial responsibility and second, whether or not the customer has a reputation of being fair in his dealings, and makes his settlements in accordance with terms of sale. The bureau has never digressed from its original plan, and its strength still lies in the fact that the combined experience of members, as reported through us, is a good guide as to probable future treatment. Therefore, while our members are relied upon almost wholly for experience and history, we continue to use all possible channels to get at all the facts. We still claim that we have saved our subscribers much money by keeping them from selling to unjust dealers and chronic kickers, as from bad debts.

About one-half of our subscribers know the importance of keeping on file an up-to-date list of customers, and I wish to repeat that these lists are kept strictly confidential, and are so recorded as to furnish immediately the names of any one interested in a weak or failed concern. Information comes to the bureau at times which should be promptly forwarded to every creditor interested, and often, after a failure occurs, it is found that some had not received advance information because we had no knowledge that they were ever interested; whereas, if this suggestion had been followed, proper methods could have been taken to secure or save the account. Subscribers should not hesitate to file these lists, and to have them corrected monthly.

These are a few of the systems used by the Bureau of Information in keeping its reports up to date and the subscribers fully informed. In addition to the voluntary information which is supplied in this way, our reports are revised as often as circumstances demand, and the new complete reports, or additions, are sent to those who are interested.

Larger and more commodious offices have been secured and the working force increased, in order to take care of all the work properly. A perusal of the figures reported by the chairman of the board of managers will give you an idea of the work required to keep our reports alive and up to date. The change in the style of compilation and the general construction of reports, as adopted last year, has met with general approval, so much so that it is being copied by credit departments and other mercantile organizations.

The resolution adopted by your board of trustees, whereby the collection or legal department is placed under the direct supervision of the board of managers of the Bureau of Information, seems to have met with the approval of the members, and a resolution will be presented at this meeting to amend the by-laws, thus ratifying their action. Since the change became effective on November 1, seventy claims aggregating \$23,729 have been sent in for collection, of which \$9,637.03 have been settled to date. It is hoped that you will support this collection department by sending your claim to us, rather than to outside unknown attorneys. We know by experience that we can give you better service in handling your past dues and disputed accounts than you can get through any other source. We have a complete system by which all claims are promptly and carefully handled, and by which we believe it is impossible for the smallest detail to be overlooked. This assures to our members immediate and intelligent handling of the claims intrusted to our care, and the collection of every possible dollar:

or, in other words, to get as much money for our clients as promptly as is possible and at the least expense. It is conceded that our collection charges are low, and when it is considered that our out-of-town attorneys are bonded, thus assuring prompt returns through reputable and responsible men, and the reasonableness of the bureau's charges, should be appreciated and the plan supported. We are pleased to find through the bureau that the prestige of the association counts for a good deal in collecting claims. Delinquent debtors appreciate the standing of the bureau, and its plan of informing the trade of unfair practices, either as to kicks or the stealing of time, and experience has proved that greater effort is made to pay claims presented through the association than when sent to the ordinary attorney. Therefore, with those who have any desire to be well rated, it has the effect of securing collections simply on demand, and at a less expense to the members.

We believe you owe it to the legal department that it be allowed to collect your claims for you. It enables us to get at the reasonableness of the claim, puts us in a position to dictate reforms, or suggest changes in methods, as well as to estimate financial responsibility.

The Bureau of Information is under the immediate charge of the board of managers, who are in constant touch with what is being done, and give all important questions their personal consideration, and during the year just closed have aided very materially in making it the most reliable and efficient reporting agency in the lumber trade; and those who have not



W. W. KNIGHT, INDIANAPOLIS, TRUSTEE.

availed themselves of its privileges are urged to give full co-operation and support. One hundred new subscribers could be accommodated with very little added expense, while at the same time we would cover a wider field, and with the added impetus, could become still more efficient in the conduct of this department of association work.

You will pardon this lengthy report. I am sure, but I want to impress upon you the importance of this department. Argument will not help it, and long reports will not help, nevertheless, I am enthusiastic in my support of its value to a wholesaler, as I know it from the inside. Why those who can profit by it will refuse its help I am at a loss to explain.

Report of Fire Insurance Committee.

Geo. M. Stevens, Jr., chairman of the fire insurance committee, reported that the past year had been a fairly successful one for the lumber fire insurance organizations, although the loss percentage was considerably in excess of former years. The three companies fathomed by the association have shown rapid progress. The report showed a decided gain in the amount of business written, as well as in financial resources, and still the committee alleged that the results for the year did not denote that the trade at large has awakened to a full appreciation of the great benefits which these companies are offering.

The report showed that the formation of lumber mutual fire insurance companies was com-

menced in 1895 with the organization of the Lumber Mutual Fire Insurance Company of Boston, the Lumber Mutual Fire Insurance Company of Mansfield, O., and the Pennsylvania Lumbermen's Mutual Fire Insurance Company. All these companies have shown steady growth and bear every evidence of being prosperous. While the members of the National Wholesale Lumber Dealers' Association have been prominent in all these companies, the limitation of risks was such that it was found necessary in 1900 to organize the Lumber Underwriters and Mutual Lloyds and through this system of operation was enabled to assume increased lines of insurance at a saving in premiums to policyholders. The success of this organization gave life to the Toledo Fire & Marine Insurance Company of Sandusky, O., and afterward to the Lumber Underwriters of New York.

Not being satisfied that the best results had been attained, the same gentlemen interested in the three last named companies conceived a plan for the organization of a strictly lumbermen's stock fire insurance company, exactly on a par with the regular tariff stock companies, but which should operate entirely independently, to be devoted to the insuring of lumber and wood-working risks exclusively, at rates commensurate with the hazard involved. Thus did the Lumber Insurance Company of New York enter the field on Jan. 1, 1904, with a cash capital and surplus of \$200,000. It is saving its policyholders from 15 to 20 per cent and takes a maximum rate of \$15,000 insurance.

The morning session was concluded by an address by Justin Peters of Philadelphia on "Mutual Insurance," to which place is given elsewhere; and one by R. H. McKelvey of New York on "Stock Company Insurance."

Afternoon Session, March 1.

William G. Frost, chairman of the committee on arbitration, reported briefly that during the year 1905 five cases had been considered, three of which had been adjudicated to the evident satisfaction of the contending parties. Two cases were still before the committee and it was expected that an early decision would be reached. Numerous other cases were successfully settled by Secretary Perry, rendering unnecessary that they be submitted to the committee.

Hardwood Inspection Committee Report.

M. M. Wall, chairman of the hardwood inspection committee, reported briefly that all members of the committee with whom he had talked or corresponded expressed themselves as pleased with the rules of the National Hardwood Lumber Association, which had been adopted by this association, and recommended that the said rules be continued. The report concluded that the two associations were working in perfect harmony on the inspection of hardwood lumber at the present time.

Report of Committee on Legislation.

Charles M. Betts, chairman of the committee on legislation, reported practically that but little interest had been taken by members of the association in influencing legislation, although the committee advocated an appeal to the national political conventions, stating that the adoption in their platforms of such planks as "anti-injunction" and "eight hour" would be inimical to the business interests of the United States. In response to several circular letters from E. P. Bacon, chairman of the Inter-State Commerce Law Convention R. W. Higbie was appointed as delegate to appear before the convention to represent lumber interests.

Report on Railroad and Transportation.

R. W. Higbie, chairman of the railroad and transportation committee, made an elaborate report on the subject of the establishment of the Transportation Bureau authorized by the National Wholesale Lumber Dealers' Association at its meeting in Washington a year ago. He reported that on Sept. 19, after a careful analysis, this bureau was established under the

direction of C. W. Throckmorton as traffic manager; thus the bureau has been in operation for about five months, since which time every matter pertaining to railroads and transportation that has been brought to the attention of this committee has been referred to the traffic



F. W. LAWRENCE, BOSTON, TRUSTEE.

manager. Mr. Throckmorton of his own volition has also taken up several large questions vigorously with the railroad and transportation companies. The report recommended that the bureau be not employed as a general collection agency, but only the claims be referred to it in which difficulty was experienced in making collection of just claims. Beyond this claim and collection work the principal duties that have been undertaken thus far are calling the attention of railroads to the furnishing of car stakes and open cars and to getting railroads to issue orders to their weighing masters to make proper allowance for the weight of these stakes, which are held as being a part of equipment. The result has been that most of the roads south of the Potomac and east of the Mississippi have issued orders in accordance with our request, while the roads north of the Potomac and east of the Mississippi have not issued such orders, notwithstanding the rule in the official classification, which seems to make such an allowance imperative. The report shows that the cost of the bureau amounts to about \$15 for each member.

The question of a proposed uniform bill of lading which the railroads proposed to put into effect several months ago was referred to George H. Holt of Chicago, a member of this committee. Mr. Holt gave the matter much attention, and the Inter-State Commerce Commission deemed the matter of sufficient importance to hold a special meeting in the city of Chicago, and Mr. Holt represented the association there. Mr. Holt's sub report states that "the vigorous and effective measures originating in the West, which embrace a large number of commercial organizations acting together through conventions, committees and paid attorneys, have resulted in very important gains to the commercial interests of the country. Only those who have been in close touch with this movement have an adequate conception of how important it is and how great a peril has been averted for the time being, with good prospects that the proposed action will be permanently defeated." Mr. Holt continues that the indorsement of the proposed uniform bill of lading was a deliberate and highly expert attempt to arbitrarily limit the liabilities of common carriers under the form of a contract which would be legally binding, and by this means to prevent the collection of

claims for loss and damage made by shippers, and to a great extent wipe out former rights under which shippers have heretofore collected millions of dollars of just claims.

Report of Traffic Manager.

C. W. Throckmorton, traffic manager of the Railroad and Transportation Bureau, submitted the following report:

I have received 172 claims from forty-three members of the association amounting to \$4,369.41 since Sept. 19, when I was appointed. Ninety per cent of these claims were old ones, which had been pending for some time, and which had been declined by the railroads. The active work of this department did not really begin until Oct. 1; but, in this report, when speaking of October, I include the last week in September.

During October there were 37 claims made by this department against different railroads; in November, 43; in December, 61; in January, 19, and in February, 12 (up to Feb. 21).

No claims were collected by this department during the month of October, but during November two were paid, which amounted to \$34.25; in December three claims were paid, which amounted to \$46.97; in January seven claims were paid, which amounted to \$71.33; in February nine claims were paid, which amounted to \$180.39, making the total amount collected to date (Feb. 21) \$332.94.

When you take into consideration the fact that out of the claims paid, four (4) only had not been declined by the railroad, previous to their being sent to this department for collection, you will understand the kind of work that this department has been doing.



GARDNER I. JONES, BOSTON.

You will note that the number of claims collected each month has increased and that the number of claims filed with this department has decreased. While the first condition is as it should be, the latter one is to be deplored, and I hope that the members will see their way to file more of their claims through this department.

2. In response to circulars sent out by this department I have received estimated weights from nearly all the members, covering rough lumber, and have under preparation a schedule, which will be mailed to the different members for their approval in the near future.

3. I have had up several cases of discrimination in rates, and am pleased to advise that in some cases I have been more or less successful; for instance, the Atlantic Coast Line has been in the past routing all unrouted shipments of lumber from Carolina points on their line, destined to Pennsylvania points west of Pittsburg to Wheeling on the Pan Handle, and from Pittsburg to Bellaire on the C. & P. via Richmond, under a 2 cent higher rate than would have applied if they had routed them via Virginia cities under a combination of locals. This has been a grievance of the Pittsburg people for some time, and the Atlantic Coast Line has invariably refused to settle claims based on combination of locals as against their through tariff via Richmond. I am pleased to advise that Mr. Brand, in response to communication from this office, advised on Dec. 20 that he was about to issue, and would distribute in the near future, a tariff applying from said Carolina

territory to territory in question, via Pittsburg and the Norfolk & Western railway, which would insure unrouted shipments moving via that gateway, and taking a 2 cent lower rate than formerly.

In another case, which I have pending with the Illinois Central railroad, I have been advised by the general freight agent that they are now considering revision of rates, and will try and adjust them on a proper relative basis when conclusions are reached. Of course, this is still pending.

I have several other cases of discrimination up in which decision is still pending.

In the case of advance of rates on cypress lumber from New Orleans and seaboard points, via the Morgan line, it was originally contemplated making an advance of 3 cents per hundred pounds; but, through the efforts of this department, the Southern Pacific railroad made advance of 2 cents instead of 3 cents per hundred pounds.

I have now under contemplation a plan to do away with all estimated weight claims against various railroads. In my opinion all carloads of lumber should be weighed twice, and the weight that more nearly coincides with the estimated weight of the lumber in the car should govern. With this in view, I strongly advocate a return postal card system, by which shippers can be advised by the agent at destination from the manifest billing, several days before car actually arrives, just what the billed weight and rate of car in question is. If, on receiving postal card, shipper discovers that carload is overcharged in weight, he should immediately order it re-weighed, and get a certificate of weight from the agent, showing weight over scales at destination. If this weight agrees approximately with his estimated weight, he will have no trouble whatever in collecting claim against the roads interested. In this connection would say that one railroad has already promised to advise the shipper of any shipment which is routed over their line, the billed weight and rate of car, and, on request, has promised to reweigh cars with the view of ascertaining the exact weight.

I have also done considerable work with the uniform B/L, which, I am pleased to advise, has been practically abandoned by the railroads.

I have also devoted a great deal of time to the question of allowance of weight for racks used on flat or gondola cars, when loaded with lumber, and I am pleased to report that, through the efforts of this department, the roads operating under the southern classification, viz., all lines operating south of the Ohio and Potomac rivers, and east of the Mississippi, have amended their lumber tariffs, making an allowance of five hundred pounds weight for standards, strips and supports used on flat or gondola cars when loaded with lumber. It is needless for me to call the attention of the members to the fact that this means a concession of practically \$1 per car by the roads in question on all business moving from their territory to points north of the Ohio and Potomac rivers. What this means to lumber interests, in actual dollars saved per year, I am not in a position



C. W. THROCKMORTON, TRAFFIC MANAGER.

to state. I may say, however, that I have in my possession letters from numerous members of the association, and I beg leave to quote extracts from some of them. One firm writes, "We ship from four to eight cars per day, on which it is necessary to use standards"; another firm writes, "From one mill alone in the

last twelve months we shipped over 300 flats loaded with lumber, and from another mill 300 to 400, and we figure our loss, on account of non-allowance of weight for racks to be about \$700." Another firm writes, "We ship from three to five hundred cars from southern territory per year, on which we are entitled to the allowance in question"; another firm writes, "We ship 200 flat cars per year, and would be considerably benefited by the change referred to"; another firm writes, "It is quite a problem how much we have lost in 20 years' business on this proposition, but we have undoubtedly paid thousands of dollars." Another firm writes, "We ship 1,000 cars annually, and it would make a difference of \$1 per car in our favor." Another firm writes that "they have shipped within the last six months over 4,000,000 feet of lumber on flat or gondola cars from North Carolina, South Carolina, Georgia and Florida." Another firm writes that "it is a matter of great interest with us, as it means the saving of a good many dollars every year, and we beg to congratulate you on your signal success." Another firm writes, "We ship over 500 cars per year from one of our southern mills, and it would make a difference of \$1 per car."

In this connection would say that the work is hardly begun, as I found on investigation that the lines north of the Ohio and Potomac rivers, east of the Mississippi, and south of the Canadian border, under the rules of their own classification, should have been making this allowance for the last nine years, and that I have so advised the members in my circular of Dec. 16, calling their attention to rule in question, and asking them to make demand upon the railroads so located for the allowance in question. Naturally, as this allowance has never been made, the railroads did not care to admit that rule covered shipments of lumber, and, on referring same to the official classification committee, they issued ruling circular No. 185, effective Feb. 1, saying that rule in question did not apply on shipments of lumber. Would say that I have not accepted this ruling as final, and that this department has filed claims against the roads for overcharge based on this allowance in weight, and that complaint has been made to the Interstate Commerce Commission, calling its attention to the fact that roads operating under the official classification were endeavoring to discriminate against lumber shipments. If the Interstate Commerce Commission decides favorably, it will not only mean that past claims, within the statute of limitations as applying in the various states, against the roads can be collected, but that this allowance will be made in future. I beg to call the attention of the members to the fact that if this is decided favorably, it will mean the saving of many thousands of dollars.

In this connection would say I have in my possession letters from firms advising what it means to them, and I beg leave to quote from some of the letters in question. One firm writes, "We shipped upward of 1,000 cars last year, and if we could secure the 500 pounds per car, there would be considerable coming to us." Another firm writes, "We ship about 300 cars per month, and it would mean a difference of about 50 cents per car to us." Another firm writes, "We would say that if we could get the allowance of 500 pounds for racks, it would mean a big item to this company, as we are shipping 50 to 100 cars per day, on which we are entitled to the allowance." Another firm writes, "We ship a great many cars from our yards, and are very much interested in the question of allowance." Another member of the association writes, "he ships from one mill alone 2,200 cars per year, on which he is entitled to the allowance."

In this connection would say that this is a very large question, as railroads should be compelled to equip cars for the handling of lumber, as they do for handling other freight, and to make allowance for weight of racks used in equipping cars.

During my connection with the National Wholesale Lumber Dealers' Association I have made one trip to Pittsburg, Cleveland, Buffalo and North Touawanda, one to Baltimore and one to Boston. I strongly urge the necessity of my visiting other cities in which members of this association are located, and also that a trip be made to Wilmington, N. C., Portsmouth, Roanoke, and Richmond, Va., in order that I may meet the officials of the southern lines, with which this association does a large business.

I would like to call the attention of the members to the fact that this department will have much more weight with the railroads if claims can be presented for every member of the association, as they will then realize the number of firms that this association represents.

I take pleasure in advising that one new member has been secured to the association directly through the services of this department.

The facilities of this bureau for tracing cars and quoting rates have been utilized by the members of this association in the vicinity of New York, and, I believe, to their entire satisfaction; and the experience of this bureau has

been called upon in several cases by members to settle points in dispute with various transportation companies.

Reception by Local Association.

During Wednesday evening, in a magnificent reception room of the Bellevue-Stratford, the Philadelphia Wholesale Lumber Dealers' Association received the members of the National Wholesale Lumber Dealers' Association and their guests at an informal reception at which a very elaborate luncheon was served. The committee of arrangements covering this function was George F. Craig, president; Edward H. Coane, Eli B. Hallowell, Robert G. Kay, A. J. Cadwallader and Charles M. Betts, chairman.

After this function, at 9:09 o'clock, John J. Rumbarger, vicegerent snark of eastern Pennsylvania, held a Hoo-Hoo concatenation in the large ballroom of the Continental hotel. At this affair eight kittens saw the light of Hoo-Hoo land. Mr. Rumbarger was assisted in the duties of snark by two ex-snarks of the universe, W. E. Barns of St. Louis and J. E. Defebaugh of Chicago.

After the concatenation a very elaborate vaudeville performance was given in the same room, the star artists of the local theaters being the performers. Refreshments were also served at this entertainment, which lasted until about 1:30 a. m.

Session of Thursday, March 2.

With reasonable promptness the session was called to order shortly after 11 o'clock. A. L. Stone as chairman of the committee on trade relations, reported that during the year very few cases had been called to the attention of the committee. The committee was somewhat hampered in such cases as came before it in the exercise of its duties by the fact that all of the retail associations were not in strict harmony and under agreement with the national association. The committee had conscientiously established the doctrine that it was the policy of the national association not to permit its members to seek the trade of the contractor or consumer, but it had been unable in most instances to take up those complaints with a retail association immediately interested. The report concluded with the statement that it was very apparent that the withdrawal of the retail associations from a scheme of friendly arbitration must work to the embarrassment of both, and the committee was of the opinion that no course other than the protection of its own members upon such broad and liberal grounds as shall be just to them from the standpoint of the national association is open for its guidance.

J. S. Bennett, chairman of the committee on terms of sale, reported that a great many lumbermen had adhered to the terms adopted by the association and that a large percentage of lumber is sold on association terms; and that there seemed to be a general indorsement of the sixty-day basis, but few dealers stick to the 2 per cent off in ten days. The committee felt that a continuance of the work on the same lines would add to the good that already had been accomplished.

George P. Sawyer, chairman of the forestry committee, presented a very interesting report on the subject of forestry.

Report of General Counsel McKelvey.

John J. McKelvey, general counsel, reported that a step was taken two years ago toward the closer identification of the legal department with the association and an amendment to the by-laws was made under which it became an integral part of the working machinery of the organization. About fifty members have become annual subscribers at \$10 each to the bureau. The growth was not as rapid as anticipated, although whenever members were fully acquainted with the purposes of the bureau it resulted in their joining it. From a failure of members to respond more freely the executive committee concluded that the charging of a subscription fee was not desirable. The plan was therefore drawn up under which

the subscription feature of the department was abolished. These changes necessitated an alteration in the by-laws and the executive committee will submit an amendment.

The total number of claims which came into the hands of counsel during the past year was 101. With the number which came over to the office from the previous year, claims aggregated \$50,022.81. Over \$35,000 of this amount has been collected. Of the 218 claims now remaining in the hands of counsel, 118 of them are claims which have been proved against insolvent and bankrupt estates. Counsel recommended that the association give support to the movement for federal supervision of insurance organizations.

Afternoon Session, March 2.

Lewis Dill, as chairman of the committee on resolutions, recommended that the amendment to the by-laws proposed by the board of trustees, changing the legal department from the basis on which it had heretofore been operated, be changed to conform with this recommendation.

Resolutions were recommended thanking Lewis C. Slade for his zealous and efficient work as president of the association; thanking the chairman of the board of managers of the bureau of information, F. E. Parker, and the chairman of the railroad and transportation committee, R. W. Higbie, especially commending their work; and that thanks be extended to the officers and members of the Wholesale Lumber Dealers' Association of Philadelphia for their many attentions and courtesies, which report was adopted.

The convention then proceeded to the nomination of seven trustees to serve for a period of three years, which resulted in the following selection: Lewis Dill, Baltimore; C. H. Prescott, Jr., Cleveland; George F. Craig, Philadelphia; Frank W. Lawrence, Boston; A. L. Stone, Cleveland; J. B. Wall, Buffalo; W. W. Knight, Indianapolis. The above named trustees were elected in conformity with the report of the committee on nominations, of which F. E. Parker was chairman.

George F. Craig of Philadelphia thereupon nominated Lewis Dill of Baltimore as the choice of the convention for president and recommended his election to the board of trustees. This nomination was seconded by a half dozen members and on motion the recommendation was made unanimous. On Mr. Dill's entering the hall he was tendered an ovation that has never before been accorded a prospective president of this convention, and in a brief and graceful speech he thanked his friends of the association most cordially for the trust reposed in him by their recommendation for his election as president.

The meeting then adjourned.

Election of Officers.

Immediately after adjournment a meeting of the board of trustees was held for the purpose of choosing officers for the ensuing year. The election resulted as follows:

President, Lewis Dill, Baltimore.

First vice president, John M. Hastings, Pittsburg.

Second vice president, Charles H. Prescott, Jr., Cleveland, O.

Treasurer, Frederick W. Cole, New York City

Secretary, Eugene F. Perry, New York City.

General Counsel, John J. McKelvey, New York City.

The Banquet.

At 7 p. m. March 2 a banquet to the members of the National Wholesale Lumber Dealers' Association and their guests was held in the magnificent ball room of the Bellevue-Stratford. There were about 400 guests seated at the tables.

The banquet hall and tables were most elaborately decorated with flowers and much eclat was given the occasion by the presence of many handsomely gowned women, the wives and lady guests of the banqueters, in the surrounding white and gold boxes of the gallery. The music was superb and the dinner was in most excellent taste. The principal after dinner speakers on this occasion

were Lewis C. Slade, retiring president of the association; Lewis Dill, president elect; former Mayor Charles F. Warwick of Philadelphia; Emerson Collins, Williamsport, Pa.; Richard H. White of New York, president of the Eastern States Lumber Dealers' Association. Robert C. Lippincott of Philadelphia, an ex-president of the association, was toastmaster, as well as chairman of the committee of arrangements which provided the banquet.

The menu follows:

Chateau Cereons	Celery	Deep Sea Oysters
Amontillado Sherry		Pure Argentine
	Salted Almonds and Pecans	
	Planked Shad with Roe	
New Potatoes Parisienne	Cucumbers Bellevue	
Mignon of Young Lamb Dordogne	Tomatoes Farciés	
Moët & Chandon White Seal Champagne		
Cigarettes	Mint Punch	
	Partridge Stuffed and Roasted	
	Heart of Lettuce	
Moutrose Pudding		Fancy Cakes
Camambert		Toasted Crackers
	Coffee	
Liqueurs—White Rock Water	Cigars and Cigarettes	

George E. Hibbard.

The HARDWOOD RECORD is pleased to print herewith a counterfeit presentment of George E. Hibbard of Steele & Hibbard, St. Louis, Mo.

For thirty years Mr. Hibbard has been fighting his way upward out of the ranks until he has now reached a position and standing second to that of no one in St. Louis. The firm of Steele & Hibbard is known throughout the hardwood territory for a square deal, honorable and upright concern. Their



GEORGE E. HIBBARD, ST. LOUIS.

prosperity is built upon the only reliable basis. They have been years in building up a reputation for integrity and notwithstanding the fact that they possess great wealth a good name is their chief attribute. In writing a sketch of Mr. Hibbard for this paper one quite naturally refers to the St. Louis Lumber Exchange, for its history has been largely influenced by Mr. Hibbard. The St. Louis Lumber Exchange is one of the oldest organizations of hardwood lumbermen in the United States. After an unfortunate split in the association a suitable man to harmonize the differences of the two factions was sought for. George E. Hibbard was selected. He was elected president, the two lumber exchanges were reunited and has prospered ever since. The St. Louis Lumber Exchange inspected last year about 33,000,000 feet of lumber, more than twice the amount inspected by the National Hardwood Lumber Association in all of the rest of the central markets combined,

and about half as much as was inspected in the state of Michigan. The lumber business in St. Louis, by reason of the inspection, is carried on differently than in any other market. The lumbermen meet at the exchange and buy and sell inspection certificates, calling for a certain kind and quality of lumber. This inspection system, which may be said to be the father of all inspection systems, was, of course, the growth of years. It contains the best thought of many minds. It represents the combined wisdom of a half century of experience, and is not the work of any one man. But what one man could do to perfect the work has been done by Mr. Hibbard.

Personally, Mr. Hibbard is a gentleman in the best sense of the word, and the HARDWOOD RECORD rejoices at his prosperity. While he is of youthful appearance, he admits to forty-nine years, and besides being a member of Steele & Hibbard is the vice president of the S. C. Major Lumber Company of Memphis, Tenn. He is a solid, substantial business man; a genial, social and interesting gentleman, and an honor to the hardwood trade.

Passing of Bay Mills to New Hands.

Unless a higher bid is received, all the property of the Hall & Munson Company will pass into the hands of the Cleveland-Cliffs Company next week. The Cleveland-Cliffs Company has made an offer for the property of \$370,000. The property consists of 82,000 acres of timber land, mostly hardwood; 23,000 acres of farm land and the entire town of Bay Mills, twelve miles from the Soo. The property has been in the hands of R. H. Munson, receiver, who was appointed by the United States district court in 1902. The court will confirm the sale unless higher bids are received. It will then be possible to settle the obligations of the company at 80 cents on the dollar.

It is announced that the Cleveland-Cliffs Company will build a new line of railroad along the shore of Lake Superior and through the timber lands connecting Munising and Bay Mills, and it is expected that the line will be extended to Sault Ste. Marie. By connecting a number of logging roads now in existence it is claimed that it will be possible to accomplish this by the construction of only thirty-five miles of new track.

This is one of the biggest Michigan deals in timber made in some time. It is said that it is the first time in the history of the state that an entire town has been sold outright to one

company. Bay Mills is located on one of the best harbors on the lake and has been a flourishing manufacturing place. A year ago the plants of the Hall & Munson Company were destroyed by fire, entailing a loss of \$300,000.

Woodworking Machinery.

Ever since the advent of woodworking machinery these tools have taken, in the matter of construction, in some range of accuracy and perfection of product, a place between machine tools and an old-fashioned Wood's mower. They have been the unhappy intermediary in construction between high-class iron working tools and a pretty low class of agricultural machinery production.

There has been made thousands of alleged planers that have been produced strictly on the principle of the Connecticut jack-knife—strictly to sell—and even today there is a large quantity of inferior woodworking machinery produced, whose ownership by any planing mill man is a calamity, even if it were obtained as a gift.

These reflections were brought about by a recent visit to the splendid woodworking machinery plant of the S. A. Woods Machine Company of Boston. This house is one of the oldest in the United States, and even its primitive machines of an early date were noted for being the best that could be produced at the time. Even in early days of comparative poverty, S. A. Woods, the founder of this house, would break up and throw into the scrap heap a machine on which he had spent thousands of dollars if it did not fully meet the requirements of the purpose to which it was to be put. This principle of producing the best has always been continued as the watch-word of this company and its resultant success has fully justified the infinite pains that has always been taken in the selection of material, in the casting of frames, in the turning of cylinders, in every particle of lathe work, in the making of every nut and bolt and set-screw, and in every other detail that goes to the building of a tool that shall accomplish the best results. One of the principal things that has contributed to the success of this great institution can be set down to the one element of taking infinite pains.

Ten thousand feet of quartered-sawed oak was recently brought down the Pearl river from the vicinity of Caribage, Miss., and shipped to Buffalo. There is now ready for shipment 1,000,000 feet piled along the Pearl, north of Jackson, for a distance of sixty miles.

Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

Chicago.

Business is picking up in Chicago, following the cold weather of the past two weeks. During the cold snap business was practically suspended. The result was that the month of February made a rather bad showing. With the advent of spring, however, there is a better feeling all around. The cold weather, which delayed shipments and otherwise influenced business adversely, seems to have only postponed good trade.

Poplar is doing much better in a local way. There is a good movement and strong demand at firmer prices than has been the case for some time.

Plain sawed oak in the higher grades is still strong, about the strongest thing on the market; there is, however, too great a supply of the common grades.

Quarter-sawed oak seems to have reached a figure that is high enough. It is offered freely and the opinion seems to prevail among the producers that prices are high enough. If they go much higher it will mean an overproduction with all its attendant evils.

Cottonwood continues about the same; ash is in good demand; gum sells readily at the prevailing prices.

Northern hardwoods are a trifle heavier, with maple somewhat weak and slow. Birch is in good demand and so is elm. Basswood still is slow, but will soon follow poplar values.

Taken all together, the market is not a bad one, but some of the lumbermen are not asking quite enough for their lumber. When they go to replace it they find it about as high in the country as they have been selling it at in the market.

New York.

Existing conditions during the past fortnight in the local hardwood trade cannot be taken as any criterion for actual conditions and the future prospects for business. The weather has continued very much against the conduct of any business, the heavy flows of ice in the harbor making rail deliveries very discouraging, while the hard going has very much handicapped deliveries from the yards. Building has also been very much at a standstill. Notwithstanding these handicaps, however, a visit among the hardwood yards shows a very fair amount of business being booked, particularly among manufacturing trade, some yards even reporting January and February to have been far better months than for years past. However,

what may be lacking in actual business at the present time is being more than made up by the general belief in an exceptionally good year with the opening of spring. Large buyers and the yards, as a general thing, are laying in a very fair amount of stock in anticipation of big business, although it must be said that some of the buyers are still holding off in a belief that there may possibly be a little break in prices. It is generally conceded, however, in not only wholesale circles, but among buyers who have just returned from mill points, that such an attitude is a decided mistake and that somebody is going to get left. To any one who keeps at all in touch with market conditions at sources of supply it is easily discernible that there is going to be less than normal amount of some of the hardwoods for the spring trade. Particularly is this so of plain oak, ash, chestnut, quartered oak, and some say, basswood. That this is no dream is best evidenced by the fact that prices on these commodities show a steady tendency to advance even during this, the mid-winter season, and it is easily appreciable that with the increased demand which naturally accompanies the opening of spring trade, that those dealers and buyers who have laid in their usual supply of these kinds of lumber will have a pretty good asset, and on the other hand those who have put off buying until too late are either going to get left or have to dance to the music of higher prices. In fact, it has been a long time since the hardwood situation looked as good as it does now to both branches of the trade.

It is not necessarily a good condition that stocks are so short that they command enormous prices and some buyers get left altogether, nor is the present situation in such shape. It is generally conceded that there is going to be a fair to normal supply of hardwood lumber, but the fine point in the present situation lies in the fact that there is not going to be anywhere near the amount of that surplus stock which produces competition in the matter of selling, as is invariably the case from year to year. This year it is going to be a case of the buyers buying or leaving, and if he waits too long he will have to retrace his steps and buy it at his first point of contact at higher prices than were first offered. He is going to get his lumber, but he is going to have to pay for it, whereas ordinarily if he could not get it at one place at his price he could at another, and it is just this condition that is going to make the hardwood trade this year more satisfactory all around to both buyer and seller, as conditions at manufacturing points will not allow of that wide fluctuation in price which makes competition unequal. The whole situation looks good, and the metropolitan district is going to take its full quota of hardwood lumber this year at good prices and, like Oliver Twist, holler for more.

St. Louis.

Trade conditions show a steady improvement which should be more rapid with the advent of the milder weather. It has been now almost two weeks since this city has had freezing weather and the effect upon local trading has been marked, although receipts are limited. Practically all of the lumber coming in is that which was delayed in transit by either the blockade at St. Louis or the cold weather south of here, but another week should show results from the buyers who have been sent into the southern country since the milder weather began. All of the local people are anxious to increase their stocks, especially of dry lumber, but only mediocre success has attended their efforts. It is possible to purchase green lumber at initial points, but the dry was gobbled up long ago. The report comes in from the southern country that the weather has seriously interfered with logging operations and that few mills are finding it possible to operate. It is

feared that there will be a repetition of the experiences of two years ago when there was a decided curtailment of the production during almost the first half of the year. It will be remembered also that this curtailment had a wonderful effect in starting prices on their upward journey, so that the local wholesalers are giving considerable thought to this phase of the situation and for this reason are making every effort to contract for mill cuts and to in other ways increase their holdings.

The demand from local factories has been very pleasing during the past two weeks and the country trade has also shown up in better volume than at any time thus far this year. Traveling salesmen report rather limited stocks in the hands of consumers and express the belief that there will be a heavy demand toward the latter end of March. Wholesalers also believe this will be true, as this month is already showing excellent results. It is noticed that upper grades are coming in for the best demand and it has been almost exclusively on these grades that prices have been advancing.

Inch plain oak is the leader in point of demand and promises to remain so for an indefinite period. None of the local yards report other than broken stocks, although they have been successful in laying in considerable green during the winter. With the quarter sawed product the demand is best for red, but white easily maintains its price supremacy and is moving in fair volume. Local stocks of quartered oak are in fair shape and should be able to meet all requirements. Thick plain oak is wanted at excellent prices, but present receipts are limited.

Cottonwood and gum are attracting increased attention, but are not expected to move very heavily until toward the latter end of the month. In cottonwood it is the upper grades that are wanted, as the indications point to a decreased consumption of box lumber this year the same as during 1904. The gum trade shows considerable promise, despite the fact that the mill supply is just now rather large, as all local consumers have little stock on hand and will be in the market rather heavily in the near future. Poplar is the strongest on upper grades, there being little demand in this market for anything lower than select. Everything in cypress is moving freely and a high basis of values is being easily maintained.

Pittsburg.

The warmer weather of the past week has thawed out the hardwood lumber market. Dealers are getting busy and the long hoped for boom in building is starting. The market shows no features of special importance except the increasing trade in car orders. Retail dealers are beginning to stock up, but their buying has not been large enough so far as to affect the market noticeably.

Poplar tends to advance, but there is no concerted action toward this as yet. Firsts and seconds are now worth from \$46.50 to \$47. f. o. b. Pittsburg. Prices on other woods are strong and there is no chance of a break occurring soon.

Shipments are very slow. This is due partly to the extremely cold weather and partly to the crowded condition at the mills where it has been impossible to get stock ahead. The labor situation shows some improvement and the general opinion is that there will be no serious tieup this spring. Prospects for a good business in the suburban towns are excellent. All the manufacturing are starting up briskly and these require a large amount of lumber for additions, etc., besides the big demand for house building stuff.

Indianapolis.

There has been on material change in the Indianapolis hardwood lumber situation from what it was two weeks ago. Although the snow

which covered Indiana then has now disappeared, weather conditions have improved but little. Damp, wet weather still prevails. Without exception the dealers are exceedingly anxious for the pleasant spring days to come. Then they have every reason to believe that business conditions will take on a decided improvement and the hardwood lumber business will start off with a rush. Already many orders for spring delivery are in and dealers are simply waiting for pleasant weather so they can fill them. Inquiries still continue plentiful for all grades of lumber and prices are being maintained.

Two weeks ago, indeed during the greater part of February, dealers were able to get few shipments on account of the railroads being practically tied up, as far as the carrying of freight was concerned. The big snow, which covered this section of the Middle West last month, greatly delayed passenger traffic and almost wholly stopped the traffic in freight. As a consequence a comparatively small amount of lumber was moved. With the near approach of better weather, however, shipments will naturally become active and a good deal of lumber will be shipped to the consumer.

The mills throughout Indiana that have been shut down for several weeks have been pretty generally reopened. The factory wheels of the furniture manufacturers are humming and factories are running at full blast. The factory salesmen report a prosperous state of affairs existing among the retailers throughout the state, and large orders for furniture are being placed by a goodly percentage of the retailers. Contractors report that 1905 is bound to be a splendid year for building. This, then, makes a most favorable outlook for a good season in the hardwood lumber business. For, when retailers order freely and much building is to be done, business becomes good for the furniture manufacturer, and, in turn, when the furniture factories are busy business becomes good for the hardwood lumber dealers. Hence, hardwood lumbermen are justified in claiming that 1905 will be a good year and productive of a large volume of business.

Cincinnati.

The situation here is reported healthy on all sides, with increased domestic and foreign inquiries, but as yet there has been no perceptible increase in the movement. Dry stocks in all hands are still small, and it is argued that all signs point to higher prices in the near future. Plain red and white sawed oak have met a ready sale and prices have shown a hardening tendency. Quartered sawed supplies have been fully ample to the moderate demand, with prices sustained on a steady basis. Cypress conditions are unchanged. The same may be said in regard to poplar. Cottonwood and gum have been scarce and firm in consequence.

Grand Rapids.

Market conditions have not changed materially in the past fortnight. There is quite a scarcity of thick stock in nearly all hardwoods, while plain oaks, red and white, remain firm with tendency upward. Michigan railroads are still congested with freight and car shipments are provokingly slow.

Buffalo.

The hardwood dealers of this market appear to have passed the worst of the winter blockade in good shape. They will still suffer from the slow movement of cars, but the demand for practically everything they carry is good and they will have no difficulty in holding their prices, while it is probable that plain oak will be higher before long. The supply is so short and there is so little prospect of gaining on it right away that if prices do not go higher it will be on account of the timidity of some of the members of the trade. All reports from the southwestern oak mills are that

logs are scarce and logging conditions do not improve very much. Where there is no railroad to assist in collecting logs they are likely to come in very slowly for awhile.

With the demand for oak leading quite as decidedly as formerly there is a steady demand for other hardwoods. Maple is strong; chestnut is moving, good following the lead of sound wormy; birch is never in excess of the demand; ash sells as well as the light supply warrants; elm is as strong as ever, and basswood will be more active when its season is on. Nothing drags in hardwood.

Poplar is in light supply and demand, with the future of the cut not assured till the spring freshets decide it. Manufacturers say that they have obtained a moderate supply with every former thaw, but there has been none of late. Cypress is stronger and dealers in gum and cottonwood report that their late sales have reduced stocks considerably. So it appears that the lumber trade is most uncertain as regards the supply. The demand is good all about the line and Buffalo dealers are all well prepared to meet it.

Detroit.

Hardwood trade conditions in Detroit still continue rather quiet, but a strong spring movement is anticipated. Maple is about the only wood that shows a marked improvement in demand.

A pronounced revival in the maple flooring industry has had the effect of cleaning up a large portion of the stock in the warehouses of the flooring factories.

Michigan brown ash has almost disappeared from many sections of the state, but Detroit desired wood.

Boston.

The wholesale dealers have, as a rule, had an unusually large volume of business from manufacturers of interior woodwork, the majority of the orders, however, being placed for late delivery. The amount of building contracts awarded for construction enterprises throughout New England from Jan. 1 of this year to date is \$10,498,000. The contracts awarded during the corresponding period of 1904 amount to \$8,542,000. An increase this year of nearly 25 per cent over the figures of last year, although this year's figures are slightly less than those for the corresponding period of 1903 (\$10,639,000).

The retail trade is very quiet and the dealers find little cause for rejoicing except for a good prospective business, which is reasonably assured by the statistics as given above. The general outlook for the year of hardwoods is satisfactory, barring labor troubles, if the hardwood manufacturers are not overeager to advance prices the moment a good beginning is made.

The demand for mahogany for car building is excellent and it is a foregone conclusion that mahogany prices will be restored to where they were last year by an advance of one-half cent per foot. Whitewood is just holding its own with prices running from \$46 to \$50 for inch firsts and seconds, with \$48.50 the probable price level for a standard grade of choice stock. The supply of plain white oak is growing "small by degrees and beautifully less," and it appears to be one of the stocks that cannot be sold short at present. This is also true of brown ash. Plain oak is being quoted at \$49 to \$51 for inch firsts and seconds. Quartered white oak inch firsts and seconds ranges from \$75 to \$82, according to the excellence of the grade and the beauty of figure. Brown ash is something of a curiosity even at \$50 for inch firsts and seconds. White ash is in fair supply, but with a light demand at about \$47 for the best grade of boards.

Maple flooring continues in good demand, but with practically no receipts or shipments. It is evident that one result of the storms of

the past month with the maple floor manufacturers is that they are not able to take "prompt shipment" orders for this market. Three and one-fourth inch face maple flooring is quoted strong at \$35 and 2 1/4 inch face at \$31. The stock "to get here when it arrives." An improved demand for elm is noted, but as the supply is limited and uncertain there is no prospect of its being much of a factor in the market.

Philadelphia.

The leading hardwoods show a greater activity than any time during the winter, denoting the coming of spring. The factories are being run to their full capacity and builders are rapidly placing their orders in the belief that the present prices will not decline or at least not until late in the fall.

Plain white oak is showing a tendency to an increase in price, while quartered oak is steady. Quartered red oak is in good demand at firm prices and maple is also firm. Cypress is in demand and poplar is making a better showing than for some time. Basswood is having some call and better prices are being quoted.

Kansas City.

Shipments from the southern hardwood mills to this point are slightly better than during February. Better weather prevails at the mill points, and the mills are rapidly getting in shape to handle their business to advantage, so that it may be expected that March deliveries will be much heavier than those of either January or February. The woods are still reported to be very wet and it will be some time before logging can be done to the greatest advantage. Short stocks of dry lumber at the mills is bothering the hardwood people here and elsewhere, for granting that a number of the mills are now beginning to run in good shape and pile lumber, it will be 90 days to four months before this stock will be in fair shipping condition. It is expected that mills that have tram roads will be able to operate from now on with little interference from bad weather or other causes, but it is reported that the mills that depend on their supplies of logs by water are in bad shape, as the drives are about 60 days late and the streams at most points are still too low to float down the logs.

As regards present trade and prospects everything is satisfactory and the outlook for business more than encouraging. Large buyers of hardwoods have come into the market early this year with liberal orders and all wholesale concerns here report their business since the first of the year much in excess of that for the corresponding time in 1904, with a constant and active inquiry which means plenty of trade in sight. It is conceded that with the supply of dry lumber so short at the mills, there is likely to be considerable trouble in supplying the wants of buyers as fast as they would like, but the Kansas City yards are nicely fixed with large and well assorted stocks, having anticipated a brisk trade this season, and prepared for same accordingly. Oak continues to lead in demand, and the brisk call for thick stock for interior finish and factory work is hard to meet, as the mills have neglected the manufacture of thick stock during the past year. The Kansas City local trade is starting out well and promises great activity in view of the plans under way for the erection of numerous fine buildings requiring high class finish, and this trade is augmented by a general demand that is noticeably above the normal for the time of year. Furniture manufacturers are buying freely, as are wagon and implement factories. Planing mill stock is in brisk demand. Railroad requisitions have come in freely of late and the railroad mills are now nicely supplied with contracts. While a fair demand in the way of bridge stock is anticipated later,

this business is steadily going from oak to Washington fir, as for the past year or two dealers and bridge men have found it difficult to get prompt shipments of oak bridge stock, while the fir people have been making a strong bid for this class of business.

Prices are about as reported in the last issue of this paper. Nearly everything shows a noticeable advance over the quotations of last fall, and while it is not likely that prices will go much, if any, higher, a firm market will prevail through the spring.

Louisville.

The bright sun and warmer weather has given an impetus to the lumber business in Louisville, which argues well for the prospects of the spring trade. Lumber shipments have been heavy in consequence of the accumulation of orders during the cold weather in February. Mills and factories are also actively in the market.

Prices on the various hardwoods are strong. Oak is in especially good demand, with prices advancing on the plain variety. The demand for other varieties is also strong. Poplar is quiet as yet, but a better state of affairs in connection with this wood is expected.

Lumbermen, generally, are breathing easier now in regard to their interests out in the state, which during February were threatened seriously by the ice gorges in the various streams and rivers. While the loss has been rather heavy from the destruction of booms, etc., it was not as great as was expected, and lumbermen are satisfied to have escaped worse damage. The ice has passed out of most of the big rivers and the booms remaining are safe.

Baltimore.

All the hardwoods in this market appear to be in good condition. A brisk demand prevails for nearly every wood on the list, and the inquiry indicates that the distribution would be considerably larger if stocks were less restricted as to volume. As a matter of fact, the supplies at the mills have been so heavily drawn upon as to be well nigh exhausted, the severe winter having interfered with production to a great extent. All the information available is to the effect that the mills as a rule have little or no lumber on hand, so that some time must elapse until the production has again reached the point of insuring a fairly liberal selection. The local requirements are large, and may be expected to continue so for an indefinite period. Extensive quantities of oak and other woods are being used for interior finishing in the warehouses and stores already constructed in the burnt district, while many other edifices are planned or under way, so that the continuance of a brisk demand is assured. The furniture factories and other wood working establishments are also in the market to meet the needs of the builders in the way of store fixtures, office fittings and similar articles that call for the use of hardwoods. The factories here are all running full time, and not a few continue in operation after hours to take care of the orders on hand. The chief trouble is to get lumber in desired quantities and of the right grades, and competition in the matter of contracting for supplies is rather keen. Under the circumstances it is only natural that the range of values should be relatively high, the tendency being still upward. This is especially true with respect to oak and ash, which woods are freely taken at figures that afford a fair margin of profit. Chestnut is also in good request, while walnut remains steady at figures that depend upon the quality of the lumber or the log. Contrary to expectations the supply of walnut timber in this section is not yet exhausted, and some good material is being brought out. The poplar situation is perhaps less satisfactory, although stocks do not appear to be large, while the supply of logs is de-

idedly more plentiful. Under the favorable weather conditions that now prevail the mills are starting up, and before long stocks will be increased. The export situation is gradually improving under the influence of an augmented inquiry, accompanied by a slow reduction of stocks. Freight rates, too, help matters along, being low and enabling the shippers to forward lumber at figures that stimulate distribution.

Memphis.

Conditions in the hardwood industry here are reported exceptionally healthy. There are more orders coming forward than have been received for some time, while the tendency of prices is rather higher. Moreover inquiries are free, indicating a considerable business in prospect. All members of the trade agree upon the excellence of the demand as well as upon the fact that the supply of lumber is not large, and they are all a unit when it comes to the feeling of optimism which prevails. The bulk of the business is for domestic account, but there is a gradual betterment noted in export conditions with a consequent increase in the volume of lumber going in that direction. The strongest feature of the list is plain oak, which shows a rather pronounced scarcity, which is exceptionally firm and which is in unusually active request. The quarter sawed oak is well maintained at the recent level. Poplar is moving with slightly increased freedom, while the strength of cottonwood and gum is coming in for a considerable amount of comment at the hands of the lumbermen. Cypress moves readily at satisfactory prices and the limited holdings of ash are in sufficient demand to take up everything that is offered at current prices.

Nashville.

Nashville lumbermen are most sanguine for the outlook in hardwoods. Stock is scarce and the tendency is toward upward prices. The market is absolutely bare of plain oak and during the past sixty days the price has advanced \$5 a thousand. Until recently local manufacturers have been quartering practically all oak logs over eighteen inches, but now they are sawing them plain as high as twenty inches. They have been getting \$60 for the quartered and \$40 for the plain, but the scarcity of plain stock has induced them to saw plain some logs they had formerly quartered. They are figuring this plan will make them money owing to the necessary waste in quarter sawing and the present high price of plain.

Minneapolis.

The early break up in the woods, which promises a light supply of hardwood stock for the coming season, is having a bracing effect on prices, but the scarcity of dry stock immediately available is a more potent factor. The dealers here have practically cleaned out their stocks of plain oak and are forced to bring southern stock in to fill orders from the factories. The southern stock is selling at quite an advance over the prices that were received for northern oak, and what is left of the northern factory stock is enhanced in price. Plain red oak delivered in Minneapolis brings \$46.50 a thousand, and white oak a dollar better. Even at these prices the trade is taking it because it cannot do anything else.

Other stocks are also getting scarce. Birch is in active demand, and it is hard to find stocks of good quality. Elm is running low and is also selling freely. Ash is a good seller and maple flooring is moving in large quantities to the yard trade. Basswood is about the only stock which gives promise of lasting till the new stock is ready to ship, and even basswood stocks are being depleted.

The yard trade is buying more freely than at any time this year, and the factories are growing somewhat alarmed over the shortage of

stock. They are not so particular as to the quality of stock received as they were a while ago, and the dealers stand ready to take stock back, being sure of disposing of it at a higher figure. Prices are decidedly on the up grade.

The wholesalers here expect to be compelled to ship in more southern stock than ever this year. Reports from the woods indicate that the mills have put in less logs than for a long time. The hauling season is over and many logs still in the woods. Some of the camps are trying to do some hauling at night, but are not accomplishing much. The output of most of the camps is cut off from 25 to 50 per cent by the early thaw. They had been leaving a good share of the hauling to be done in March and the whole month is stolen from them. In view of the situation, higher prices are confidently predicted by the dealers in the twin cities.

Saginaw.

The market for hardwood lumber is looking considerably better. The winter has not been exceptionally lively, in fact there have been complaints of dullness, but talks with individual dealers develops that on the whole there is little cause to complain. Prices are well maintained and hardening is noted in the maple flooring line. There is enough stock available to pick from to advantage, but not an excess, taking the probable wants of the trade into account. It is noted that the foreign trade is

Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

Chicago.

Carl Kimball of the A. R. Vinnege Lumber Company is in Florida this week having been called there by the serious condition of his father's health.

E. S. Pierce of the E. S. Pierce Lumber Company, Olyphant, Ark., was in the city last week looking over the situation.

L. B. Lesh of the Lesh & Matthews Lumber Company, Marquette building, has returned to the city after several days spent in Memphis.

M. A. Hayward of Columbus, O., fully recovered from an attack of the grip, was a caller at the HARDWOOD RECORD office last week. He reported the outlook of poplar as being particularly encouraging.

Earl Palmer, president of the National Hardwood Lumber Association, was a visitor in Chicago last week.

Isaac Stephenson of Marinette, Wis., was in Chicago last week.

W. P. Powell of the well-known machinery firm of W. B. Mershon & Co. of Saginaw, Mich., stopped over in Chicago on his way to Baltimore, Md. Mr. Powell stated that the machinery as well as the lumber interests of the concern was in splendid condition, and that E. C. Mershon, who is on the Pacific coast at this time, reports that the business is growing rapidly in that locality. Mr. Mershon's health, which was not of the best when he left for the far west, is greatly improved, and he is now in perfect condition physically.

The many friends of F. H. Smith will be rejoiced to learn that he is again in business as the F. H. Smith Lumber Company. He is located in the Commercial building and his friends will join in wishing him luck.

W. D. Hurlbut, formerly of the National Traffic Association, and with a host of friends in the hardwood trade, is still connected with the lumber business in a way. He has charge of the traffic department of the Buckner-Saunders Lumber Company of this city, which deals in yellow pine.

The traffic bureau, formerly an adjunct of the National Hardwood Lumber Association, but more recently run as a private enterprise under the name of the National Traffic Bureau, has, it

taking a larger quantity of hardwood lumber. Not only is maple flooring going abroad liberally, but other woods are wanted. A number of hundred thousand feet of fine bird's-eye maple is being shipped this winter from Michigan to Europe. One lot of 50,000 feet of very fine stock went from Presque Isle county a few days ago. Basswood holds up well and there is a very good call for elm and birch. Oak is rather scarce in this part of the state, but it is firm. It is calculated that the state will produce about 600,000,000 feet of hardwood this year, or about the same output as last year.

Bristol, Va.-Tenn.

Trade conditions in the lumber business are now much better in this section than for some months and the dealers and manufacturers are highly elated over the prospects. The output of this section has been materially augmented by the addition of several large mills which have resumed operation after months of idleness, due to various causes. High prices are offered for all kinds of stock, and it seems that there has been a material advance in prices on poplar. The demand for this stock is very much increased and it is expected that the former high prices of poplar will be again realized soon. Oak is commanding very high prices and there seems to be a scarcity of this stock, which will doubtless be relieved within the next few weeks by additions to the output.

is said, finally gotten in out of the wet in good shape without entailing a loss on anyone except the National Hardwood Lumber Association. W. A. Bennett, C. R. Mengel and the other incorporators did not lose any money in the traffic bureau, but they didn't make any. It is alleged they came out about even and threw in their time and efforts. The purchaser of the concern was the Illinois Central Railroad. The traffic bureau still owes the National association and its members about \$5,000. It was a good thing, good enough that the Illinois Central had use for it, but it was not a good enough thing to receive the lumbermen's support. Peace to its ashes.

J. T. McParland has recently returned from a trip to southern Indiana and reports business as being very good.

Will Trainer is in the South making a business trip.

Things look busy and prosperous at Fink-Heidler Company's yard. Mr. Heidler reports business as being very good and that they are rushed with orders.

New York.

F. H. Doyle of F. H. Doyle & Co., 16 Beaver street, has just returned from an extended buying trip to southern and western mill points and reports conditions at sources of supply as very firm as regards prices, together with a shortage in a number of the hardwood stocks. He states, however, that his firm through their established mill connections, have a good line of hardwood for the trade during the coming season, but he looks for firm and advancing prices from now on.

C. B. Barton of Barton, Thompson & Co., large handlers of American hardwoods, Liverpool, England, is in America for his annual visit to mill points in the matter of supplies for their large English trade. He will spend about six weeks among the mills of the South and West before returning home.

Among the local hardwood contingent to attend the annual convention of the National Wholesale Lumber Dealers' Association at Philadelphia, on March 1 and 2, were Henry Cape

and C. O. Shepard, 1 Madison avenue; Robert W. Highie, 45 Broadway; G. E. Smith, 17 Eatery place; George M. Stevens, Stevens-Eaton Company, 1 Madison avenue, and C. F. Fischer, 1928 Park avenue.

Dixon & Dewey, the latest addition to the local wholesale hardwood contingent, with office in the Flat Iron building, report business as opening up very satisfactorily. They are fast getting into shape and H. S. Dewey reports that they are already getting their share of what is going. They handle the entire output of the several mills controlled by the J. T. Dixon Lumber Company in West Virginia and North Carolina, in addition to a full line of maple and oak flooring which brings them in on the ground floor with as choice a line of hardwood lumber for the trade as is enjoyed by any of the local houses.

Samuel E. Barr of the Barr & Mills Company, Flat Iron building, has just returned from an extended trip to West Virginia and North Carolina, where he reports having closed for 1,000,000 feet of very choice southern Ohio white oak and a large block of Tennessee and West Virginia poplar, which together with the output of the Beaver Creek Lumber Company, at Davis, W. Va., which includes a full line of oak and hardwood flooring, makes its list complete. While away Mr. Barr also opened two branch buying offices, one at Asheville, N. C., in charge of H. B. Thomas, and at Knoxville, Tenn., in charge of J. M. Miller. These gentlemen will devote their attention to keeping the firm's stock list complete and in looking after shipments. Mr. Barr also states that A. P. DeWitt, who has been representing them in the South, will move about April 1 to Philadelphia where he will open an office to look after the trade in that territory. Mr. Barr is a hustler from the word go and since his advent into the local district has made many friends among the buying trade and is thoroughly alive to their wants and requirements in the matter of stock.

Frank W. Lawrence of Lawrence & Wiggin, Boston, familiarly known in hardwood circles as "the man from Boston," was a visitor this week in the interest of business, making his headquarters at the Hotel Wolcott. From here he went to the annual convention of the National Wholesalers at Philadelphia, where he was elected a trustee for 3 years.

W. A. Powell of the Reeves-Powell Company, large exporters of hardwoods, New Orleans, was a visitor last week on business matters, making his headquarters at the Hotel Imperial.

R. C. Scatcherd of the Batavia-New York Wood Working Company, Batavia, N. Y., which is owned by John N. Scatcherd, the well-known Buffalo hardwood man, was in town last week superintending the assembling of the interior wood work of the new Trinity building. All the interior wood work of this structure is being furnished by his company and included in it is some of the finest mahogany finish and trim that has ever been installed and Mr. Scatcherd is exceedingly pleased with it.

C. C. Mengel, vice-president of the C. C. Mengel & Bro. Company, the large mahogany and hardwood house of Louisville, Ky., was in town recently, stopping at the Grenoble. While here he was visited by his son C. C. Mengel, Jr., who ran down from Yale for a visit.

Horace A. Reeves of R. B. Wheeler & Co., Philadelphia, was in town last week for a day or two on business and reports everything in the hardwood and cypress trade as being very satisfactory with them. J. W. Diefenderfer of the Frambes-Diefenderfer Lumber Company, Philadelphia, was also a visitor.

Charles E. Rogers of C. E. Rogers & Co., exporters of American lumber and importers of mahogany, with offices at 88 Wall street, was instantly killed on Feb. 18 by falling through the hatchway of a vessel in the Erie basin, while he was inspecting the cargo, which consisted of South American hardwoods consigned to the firm. He was well known in the local

lumber trade for many years and his death is regretted by a large number of friends.

Isaac I. Cole & Sons, large handlers of domestic and foreign hardwood logs, foot of East Eighth street, have in their yard at present a mahogany log which is thought to be one of the most valuable pieces of timber ever handled. It was sold to Knabe & Co., the piano manufacturers, who will have it manufactured into veneer. It is estimated to contain about 40,000 feet of veneer 1/16 inch in thickness. The log measures seven feet and six inches at the butt. It was cut on the east coast of Africa and was shipped by way of England, and is valued at \$11,000.

The following hardwood lumbermen were visitors: C. E. Couch, Cumberland, Md.; F. Goodline, Philadelphia Lumber & Veneer Company, Philadelphia; M. H. Wolcott, E. H. Gage Lumber Company, Providence; G. I. Jones Jones Hardwood Company, Boston.

C. M. Carrier & Son, large hardwood operators of Sardis, Miss., have appointed the Barr & Mills Company, Flat Iron building, exclusive sales agents in New York, New Jersey and New England for the output of their celebrated "Delta" brand of oak flooring, one of the finest in the country.

Minneapolis.

E. Payson Smith, prominent in the hardwood trade here for several years, who removed his offices to Chicago in December, is back in Minneapolis and intends to reopen headquarters in this city in the near future. He will retain the Chicago office and keep some one in charge, making frequent visits, but will spend most of the time in Minneapolis, which he still makes his home. He found his business up in this section not only good but growing, and decided that it needed his personal attention more than that farther east. Mr. Smith reports a very good business of late in southern hardwood, which has been selling readily up here on account of the scarcity of northern oak.

W. C. Stanton of St. Paul, a veteran hardwood wholesaler, has gone into a new corporation known as the Stanton-De Long Lumber Company, of which Mr. Stanton becomes president. It has a capital stock of \$50,000 and will handle a general line of lumber. Although active in the hardwood trade Mr. Stanton has dealt extensively in the last few years in west coast lumber, and the new company will handle west coast lumber and products, northern pine, white cedar and hardwood. George P. De Long, formerly of De Long & Chamberlain, sawmill men at Nickerson, Minn., is vice president and secretary of the new company. The Nickerson mill has gone out of commission.

C. F. Osborne of Osborne & Clark, the local wholesalers, says their trade has increased rapidly in the last few days. The retail yards are taking considerable stock, both in straight and mixed cars. Oak stocks are very light and as an illustration of the situation Mr. Osborne tells of shipping a car of red oak from Minneapolis to a Wisconsin point that has long been a center for the production of hardwood. Oak was cleaned out of that section and the car went from a market that was already short of oak.

I. P. Lennan of I. P. Lennan & Co. is back at work after an enforced lay off caused by a fall, which wrenched some tendons in his left leg. He says demand has picked up somewhat and there is a good outlook for the future.

A. H. Barnard and P. W. Strickland of Barnard & Strickland have returned from a week's trip over in Wisconsin. They report business good, the factory trade being in the market for considerable stock, and every sort of hardwood is moving.

W. H. Sill of the Minneapolis Lumber Company, who has been in the Wisconsin hardwood territory for several days, found less stock in sight than he had expected, and he says the log supply has been very materially curtailed by the

early break up of the season, so that northern hardwood promises to be scarce all the year. They are having an excellent trade and feel encouraged to hope for a still better, according to the report coming in.

F. H. Lewis, the local wholesaler of hardwoods, says the supply of stock from now on will be limited, while the trade seems anxious to buy. The outlook for trade is first rate and if stock was only in sufficient supply to fill all orders easily the hardwood man would have an easy time.

Fred Straw, who has been with Barnard & Strickland for three or four years as bookkeeper and salesman, has accepted a position with the Minneapolis Bridge & Iron Company and is representing them on the road. His place with Barnard & Strickland has been taken by H. R. McDonald, formerly with the Northwest Lumber Company.

Saginaw Valley.

There are a large number of small portable mills scattered about the lower peninsula of Michigan engaged in cutting hardwood lumber. Their capacity runs from 10,000 to 25,000 feet a day and while specifically they do not cut much ice in the aggregate they contribute a large quantity of lumber to the quota of the state. E. J. Hopkins operates three portable sawmills, one located at Hastings, one at Cassopolis and one at Silver Creek. The Hastings mill has finished the season cut and has manufactured about 1,000,000 feet of hardwood, a considerable portion of which is oak. There are also a large number of small sawmills located in small towns which cut up considerable hardwood lumber as well as sawing logs for farmers and others. In fact there is scarcely a small town that is not possessed of one or more of these mills. Some of them do not manufacture more than a hundred thousand feet in a year while others work up quantities that run into the hundreds of thousands of feet. The larger portion of this product is consumed at the point of manufacture and vicinity. At Frankenmuth Hubinger Bros. have a hardwood mill that cuts about a quarter of a million feet. There is also a hardwood mill at Caro and one at Plushing. The winter has been favorable for putting in logs and the greater number of these small plants are pretty well stocked with logs.

Holmes & Nicholson are operating a portable hardwood mill four miles from Rogers City which cuts hardwood logs as fast as they are taken from the trees and the lumber is hauled to Rogers City for shipment.

S. F. Derry & Co. operate three mills at Millersburg and vicinity and have a stock of 5,500,000 hardwood logs to be converted into lumber.

Oswald Voight has put in about 700,000 feet of basswood, elm and birch logs two and a half miles from Rogers City, besides 1,000 cords of hardwood stave and heading bolts.

A basswood tree scaling 3,000 feet was hauled into West Branch last week and it will be converted into lumber there.

The Gale Lumber Company at West Branch has put in a good stock of hardwood for its mill at that point. The company operates a sawmill and logging road.

W. D. Young & Co. of West Bay City are running day and night cutting maple logs and manufacturing maple flooring. Mr. Young states that the market for flooring is looking better and prices are stronger. The firm is shipping about 75 per cent of its output to Europe.

The Briggs & Cooper Company at Saginaw is buying hardwood at the small interior mills and is having a fair trade in hardwood products. Mr. Cooper says that the conditions are quite favorable, as there is a good stock at the mills to select from. He says that prices are quite generally firm. This concern handles a number of million feet of hardwood.

A. C. White of Saginaw, the basswood klag

of the Saginaw valley, is carrying a stock of over 5,000,000 feet of choice basswood and has had a very satisfactory trade during the winter. He can fill almost any order in the basswood line. He buys all over northern Michigan and the stock is handled exclusively by rail.

The deep snows and storms in lower Michigan the third week in February held up the movement of hardwood logs and lumber, as the railroads were blocked. Things have improved, however, the snow is gradually disappearing and logs and lumber are moving again. J. J. Flood is cutting maple logs for W. D. Young & Co. at West Bay City.

The Embury Martin Lumber Company at Cheboygan is operating a hardwood sawmill on the upper Black river a few miles from Cheboygan. It will finish the winter cut this month.

The hardwood mill of the Wylie & Bnell Lumber Company at Bay City ran every day last month and despite the weather shipped out the usual quantity of stock. This company has erected one of the finest mill office buildings in the state and is now occupying it.

The Gilchrist mill at Alpena is being put in condition for sawing. It is receiving 30 to 40 cars of hardwood logs a day. Over 2,000,000 feet have been hauled to the mill and 5,000,000 feet of hardwood is banked on the railroad to be hauled to the mill.

The Cheboygan Novelty Wood Turning Works has built a small sawmill which is being operated in connection with the other plant and began sawing last week. It is cutting birch timber.

The Tyoga Lumber Company is to build a sawmill of 50,000 feet daily capacity about twenty miles from Marquette, where it has acquired 30,000,000 feet of timber, a considerable portion of which is hardwood.

Cook, Curtis & Miller have secured a site for their hardwood plant at Grand Marais and the order for a portion of the machinery has been placed. The machinery is to be all new and that ordered includes a Garland band mill complete, one edger, two trimmers, two 18x24 cylinder Atlas engines and a battery of boilers.

Nashville.

Some of the local manufacturers are watching with interest an imitation of quarter-sawed oak which some of the retailers are putting on the market. A Pennsylvania firm has patented a process of burning plain oak and graining it in a manner that will well nigh fool any but an experienced hardwood lumberman. This Pennsylvania firm has sent some of this goods to Nashville.

There have been no heavy tides on the Cumberland during February and as a result there are fewer logs than usual on the market. In fact, it is estimated that not over 75 per cent of the usual crop will be brought down, while a few manufacturers are even more conservative in their figures and state that the crop will not be over 50 or 60 per cent of what it usually is. The Cumberland tide, which brings the bulk of the lumber to Nashville, begins in November and is generally over after the usual June rise. There is generally good water in January and February, but this season the snow and ice melted so gradually that no rise of any consequence resulted. The Nashville Transportation Company, of which John B. Ransom is president, has a fleet of sixteen barges and two tow boats. Last week this line brought 150 car loads of lumber and staves to Nashville. The timber brought down was mostly oak and poplar. One of these sixteen barges can bring down about thirty-five cars of timber. The Cowling is now up the river at McMillan's Landing waiting for a tide. She will bring down about 1,000,000 feet.

It is doubtful if the Nashville lumbermen can secure enough lumber to fill their orders. One firm reports more orders for car load lots than it has had for the past twelve months. Many

shipments are being made to eastern and middle states' markets. Inquiries are numerous. In fact, it is generally conceded that business is looking better than it has since 1903.

One of the reasons assigned for the scarcity of timber, in addition to lack of tides, is that lumbermen at the head of the river are now hauling timber much farther than formerly. In some instances logs are being brought fifteen and twenty miles through the woods, as the big timber near water is being rapidly cut out. A big rain will help matters wonderfully, however, for the tow boats and barges will get busy then.

Another important factor in improving the 1905 business of the lumber dealers and manufacturers is that a real estate and building boom is on in Nashville. More lumber is being used just now in Nashville than ever before. Many handsome houses are being built and these of course call for hardwoods.

The local stave market is reported off a bit, for it is a little overstocked. The A. L. Hayes Company has twelve car loads on its trucks.

An old trouble is bobbing up in river circles which may worry manufacturers a little. The negro roustabouts are demanding more money and are laying off, many of them, until they get it. At times in Nashville it has been impossible to get a boat or large crew and such a situation is greatly dreaded by rivermen. The lumbermen have a remedy, however, for when the negroes lay about and refuse to work they are "run in" on the charge of vagrancy. They generally prefer to work on the river than on the streets.

The Cross Tie Company at Crossville, Tenn., has suspended operations until April 1 on account of the muddy weather.

Carthage, Tenn., is soon to be added to the list of lumber markets on the Cumberland. A sawmill and hoop factory has been organized there with a capital stock of \$10,000. This point is on the Tennessee Central railroad as well as the Cumberland.

Jackson, Tenn., is soon to have a handle factory with a capital stock of \$10,000.

Quite a number of Wisconsin lumbermen and friends passed through Nashville this week on their way to the Mardi Gras at New Orleans. They stopped over a day and took in the city.

Simon Lieberman, the veteran lumberman of Nashville, has returned from a fishing trip at Silver River and St. Petersburg, Fla. He reports fine luck and backed up his fish tale by shipping a barrel of the finny tribe home to his friends.

James Baird of the Southern Lumberman, is in New Orleans enjoying the pleasures of the Mardi Gras season. John Love of Love, Boyd & Co. is also in New Orleans.

C. B. Benedict of the Davidson-Benedict Company is recovering from an attack of the grip.

John B. Ransom, Hamilton Love, M. F. Greene and W. V. Davidson are back from a three weeks' fishing trip on Indian river, Fla. They made famous Rock Ledge their headquarters. John B. Ransom, being a steward in West End Methodist church, refused to relate much about the trip other than to say they had "good luck." Hamilton Love, however, relates some exciting experiences.

"You never saw any trout until you get hold of one of those Indian river fellows," says Hamilton. "We caught one that weighed 28 pounds and he nearly turned the boat over, running under it and bumping into it. They call them sea bass down there. I hung one fish, they said he was a 'sergeant' (but he pulled like a general), and the big fellow tore my tackle all to pieces; broke my pole and line as well. We caught thirty-eight of those sea bass in one day. Florida's about the best ever when it comes to fishing."

New Orleans.

On the night of Feb. 26 the Stuyvesant docks, the Illinois Central Railroad terminals at this point, were burned, entailing a loss of

about \$5,000,000. There were some 200 car-loads of lumber burned, a large proportion of which was oak.

George Burgess and E. E. Taenzer of Memphis were in town last week checking up their losses in the fire. Mr. Burgess said the worst feature of his loss would be replacing the business stock, as it was largely dry oak.

The Mardi Gras is in full swing, which means no business and all play. The city is full of visitors from the north, and as there is a good proportion of lumbermen among them, there is plenty of action.

Mr. L. McTendy of St. Louis is in town looking after his extensive export business and enjoying the carnival.

W. I. Cook lumber agent of the Pullman Company, is also here.

The local dealers are very busy, and as we have had fair weather for the past two weeks they are catching up with their orders.

In spite of the bad weather during February the volume of business was fully as large as a year ago.

St. Louis.

The Massengale Lumber Company has been incorporated with a full paid capital of \$20,000. The incorporators are Jno. E. Massengale, James R. Massengale and Wm. H. Richardson. This company has been doing a hardwood business in St. Louis for some time, having succeeded to the business of the Russell-Massengale Commission Company on the death of George P. Massengale some years ago. The business has heretofore been run by James R. Massengale, John E. Massengale having formerly been connected with the Tennessee River Packet Company. William H. Richardson is also well known to the local hardwood trade, having been identified with it for the past twenty years or more.

L. Methudy of St. Louis is in town looking after his extensive export business and enjoying the carnival.

Kansas City.

H. W. Jacques of the Mercantile Lumber and Supply Company will leave here on the 8th for St. Louis, Chicago and St. Paul on railroad business, and will be gone about a week. Mr. Jacques reports a decided improvement in the railroad demand, and an active call for wagon and implement stock, the demand in this line being about 50 per cent better than this time last year, and the price from \$2 to \$3 per thousand higher.

A. L. Houghton of the A. L. Houghton Hardwood Lumber Company left here on the 7th for a business trip to Albuquerque, New Mex., and will be gone about a week.

J. H. Tschudy has returned from a two weeks' trip among the hardwood mills. He went as far south as Vicksburg, Miss., and says he found the mill men feeling pretty independent, with plenty of orders on hand at good prices, and with stocks short enough to preclude any possibility of their having more lumber on hand than they can dispose of to advantage during the next few months.

A. H. Connelly left here on the night of March 5 to visit various hardwood mills in Arkansas, Kentucky and Tennessee, to look after the shipment of some orders and make some new contracts for the year. He expects to be away about two weeks. Before leaving, Mr. Connelly expressed himself as more than pleased with the way business is opening up this spring, and he looks for an unusually active demand through the entire season.

Boston.

State Senator John M. Woods, known to the trade as "John M.," is unusually active these days dividing his time between the demands of his large business and his legislative duties, which are particularly absorbing, as Senator

Woods is chairman of several important committees and a member of a number of others. A recent life of Senator Woods, published in the Somerville Journal, contains many interesting references to Senator Woods' business career. After reviewing his early life, during which he learned the business of shoemaker, his active and progressive career is described and we learn that in 1867 he began in the lumber business as a clerk for Clark & Smith, hardwood lumber dealers of Boston. Senator Woods is nothing if he is not methodical, and as a result of his method he still preserves his first housekeeping bills. On his salary of \$12 a week he paid \$5 every Monday for rent, and his receipts show that he paid at the rate of \$15 for a barrel of flour and \$15 for coal, other necessities being bought at a proportionate price. In 1872 he was admitted to partnership of Clark & Smith and a year later the partnership was dissolved. In 1879 he was employed by Holt & Bugbee and shortly after became eastern agent of George D. Emery, then of Indianapolis, with whom he continued until 1884, after which he began business on his own account, and since then has admitted to partnership Charles H. Sherborne, his son-in-law, and Edwin D. Walker and Walter M. Chamberlain, who are especially able men in the trade. Senator Woods is a member of many fraternities and is a ready after dinner speaker and an interesting lecturer on a variety of topics. He has been president of the Massachusetts Retail Lumber Dealers' Association and has done much to advance the interests of lumber organizations in this section of the country.

Among the Boston lumber dealers who attended the annual meeting of the National Wholesale Lumber Dealers' Association at Philadelphia are Frank W. Lawrence of Lawrence & Wiggin, William E. Litchfield, Warner R. Butler and Frederick J. Caulkins, New England manager of the Lumber Insurance Company of New York.

Edwin D. Walker and Walter M. Chamberlain of the firm of John M. Woods & Co. represented the Lumber Trade Club, Incorporated, of Boston, they being delegates from that body to the annual meeting of the National Wholesale Lumber Dealers' Association in Philadelphia.

William I. Palmer of Palmer, Parker & Co., mahogany manufacturers and hardwood dealers, who is now with Mrs. Palmer spending the month on the island of Jamaica, writes that the climate there is so hot that he is persuaded that its effect must have reached Boston and melted the snows of the Hub. Mr. Palmer took with him on his trip his automobile, in which it is understood he is touring the island.

John Bugbee of Holt & Bugbee is planning intervals of retirement during the coming season to his beautiful summer residence near Guilford, N. H., which overlooks Lake Winnepausaukee, in the ranges of the White mountains.

Blacker & Shepard Company suffered a slight loss by fire last week. That the damage was not greater was due to the prompt action on the part of Howard C. Morse, secretary, and Herbert Barker, vice president of the company. The damage was approximately \$5,000.

George L. Cade, treasurer of the George D. Emery Company, was confined to his home for a number of days recently, but has so far recovered that on Friday last he, in company with his attorney, attended the hearing on the bill to prohibit smoke issuing from factories in the vicinity of Boston.

Lawrence & Wiggin will move into their handsomely fitted new offices on the second floor in the Mason building, Boston, on or about April 1.

Richard W. Douglas, secretary of the Lumber Trade Club of Boston, has sufficiently recovered from an attack of tonsillitis to give his attention to business. Mr. Douglas, on the behalf of the woodworking interests of Boston, will appear against a bill to prohibit the dis-

charge of smoke from manufactories, the hearing to be held at the State house on Thursday next.

Osgood-Bradley & Son of Worcester, Mass., has recently received a large order from the N. Y., N. H. & H. R. R. for passenger coaches, which will probably necessitate the running of the plant on the overtime basis up to September next.

A. T. Stearns of the Cypress Lumber Company is sojourning at Palm Beach, Fla. Mr. Stearns will probably return to Boston the early part of next month.

K. W. Hobart of Hobart & Co. left yesterday for a four weeks' trip among the hardwood mills of the South and Middle West.

William Hollister of the Pine Plume Lumber Company of Montgomery, Ala., was a visitor at the New England headquarters of the HARDWOOD RECORD today. Mr. Hollister reported a remarkably heavy demand for southern lumber and predicted a shortage in the near future.

William F. Hubbard, a well-known manufacturer of sash, doors and blinds doing business in Manchester, N. H., died at his home recently. The business will be continued for a time by Mr. Hubbard's widow.

Frank Page of Parker & Page, the Boston wholesale hardwood dealers and dowels specialists, has been ill and confined to his home for several days.

Harry B. Clark of Sweet, Clark & Co. left for the South on an extended tour among the white pine and hardwood mills.

One of the most interesting and practical contributions to fire insurance literature appeared in the March number of the "American Industries," which was written by Frederick C. Moseley of the Cypress Lumber Company, also of the A. T. Stearns Lumber Company, Boston. Mr. Moseley's article contains a very careful and accurate statement of the insurance situation and his presentation of the facts will go far to improve fire insurance conditions among manufacturers and merchants. It is to be regretted that Mr. Moseley does not more frequently present his views through the medium of the press, as he adds to a high sense of business honor the clear light of a disciplined mind working accurately. In analyzing business conditions and reducing the expression of those conditions to the lowest terms, Mr. Moseley has no superior among the lumber dealers of the East.

Frank H. Wyman of the Wood, Barker Company and Perry Allen of the Standard Storage Company, both of Boston, have formed the Wyman-Allen Lumber Company, with headquarters in the former offices of the Standard Storage Company at Mystic Wharf, Charleston.

Pittsburg.

F. F. and O. P. Nicola, with Charles Donnelly, have purchased the Schenley farm of 103 acres in Oakland, near the Schenley hotel, for \$3,000,000. Improvements and building projects, which they will start as soon as the weather permits, will cost \$10,000,000 more. The tract is in the heart of the city and will be improved with high-priced residences.

J. J. Linehan of the Linehan Lumber Company attended the National convention of the wholesale lumber dealers at Philadelphia last week and also ran down to Washington for the inauguration. His company, lately organized, is getting in a full line of hardwoods and regards the outlook for spring trade as exceptionally good.

The Cheat River Lumber Company doubled its capital stock two weeks ago. Its business last year ran fully \$100,000 over expectations and is increasing rapidly under the management of W. H. Herbertson, secretary and treasurer. Last week it sold thirty carloads of maple for manufacturing trade. Its mill at Point Marion, Pa., has been shut down three

weeks by cold weather, but will now begin cutting 20,000 feet a day of poplar, chestnut and oak. The company has four years' cutting at this point. Mr. Herbertson is also figuring on an 8,000-acre tract and if he secures it will put in mills at once.

An indication of how fast the hardwood fever is growing in Pittsburg is seen in the business of the Paine Lumber Company, Limited, which established offices in the Farmers' Bank building two years ago. It secures all its veneer stock from its headquarters at Oshkosh, Wis. The call for veneered doors and hardwood floors is almost phenomenal this spring and the company reports business fully 100 per cent better than one year ago. It has lately put in two large stocks in the city, one with A. G. Breitweiser Company on the south side and the other with the Penn Door & Sash Company in Second avenue. Within three months the company has sold over 10,000 birch doors. A new and very popular feature has been introduced lately. Rotary cut birch is stained with oak stains, making a finer finish for high light tann oak itself. W. M. Wolcott is manager of the company.

The annual fitting of the lumber companies will shortly begin, several of the leading firms seeking larger and more convenient quarters. The Ruskauff Lumber Company will move from the Park building to the House building. The J. H. Lindsay Lumber Company will go from 2003 and 2004 Farmers' Bank building to room 1101 in the new Diamond National Bank skyscraper. The Forest Lumber Company will move from the Park building to the Diamond also. Miller and Coulson will also go to the Diamond National building from the Farmers' building. W. E. Terhune & Co. will go from the Park building to the House building.

A. P. Irish, vice president of the Fuller and Rice Lumber & Manufacturing Company of Grand Rapids, was in the city recently getting a fine list of orders for white pine.

F. G. Lille of the J. H. Lindsay Lumber Company has been one month in North Carolina, South Carolina and Virginia buying timber. G. H. Trump of the same company has been making an extensive buying tour throughout Pennsylvania.

E. V. Babcock of the Babcock Lumber Company sold over 900,000 feet of maple in Philadelphia last week. The company reports an excellent demand for hardwoods, especially for manufacturing purposes. The plant at Babcock has a capacity of 125,000 feet, including the product of the timber mill, the flooring and siding mill and the sheeting mill. The company also has two mills at Ashtola, Pa., which are cutting 5,000,000 feet a month. E. V. Babcock has recently returned from a southern trip, where he reports everything sold close up to the saw. Mill men, he says, can hardly be coaxed to take a five-car order because they are booked so far in advance.

There is a call just now for good hardwood salesmen in the Pittsburg district. Several firms would put more men on the road if they could secure reliable hustlers.

The Reliance Lumber Company lately sold 200,000 feet of poplar mill culls, for which there is an excellent demand. The company also reports a good business in box lumber, chiefly white pine and hemlock, and has sold several blocks of 100,000 feet.

The East Ohio Lumber Company established yards at Steubenville, Dillenville, Amsterdam and Rush Run. O. W. J. Harris is general manager.

H. W. Henninger, president of the Reliance Lumber Company, has just made a very successful trip up the Monongahela river, taking in the towns of Monongahela, Charleroi and other important points.

Among the Pittsburg hardwood firms which were represented at the National Wholesale Lumber Dealers' Association convention in Philadelphia last week were the following: Plant, Irving & Stoner, Babcock Lumber Company, J.

M. Hastings Lumber Company, Nicola Brothers, E. C. Brainerd, A. M. Turner Lumber Company and H. C. Houston Lumber Company.

The past winter has been one of the best for logging in Ohio and western Pennsylvania for years. Since Nov. 1 the roads have been frozen nearly all the time and fully two-thirds of the time there has been snow on the ground for skidding in most places. Every mill yard between Pittsburg and Lake Erie is jammed full of logs of every description and throughout western Pennsylvania this year's cut will be exceptionally heavy because of favorable conditions during the winter.

The Wholesale Lumber Dealers' Association of Pittsburg elected the following officers at their meeting Tuesday, March 7: President, W. E. Terkune; vice president, J. L. Lytle; secretary and treasurer, J. H. Henderson; recording secretary, E. G. Brainerd. The officers hold for one year.

Detroit.

Brownlee & Company have bought the season's cut of a large hardwood mill on the Mackinac division of the Michigan Central. This cut includes nearly a million feet of brown ash. This concern has also made heavy purchases of thick maple and birch, which will be handled by lake.

Dennis & Smith Lumber Company, extensive local hardwood dealer who operates several mills in West Virginia, has recorded a prize sale in poplar, and it has just sold to one of the large Detroit automobile houses 150,000 feet of this material for bodies. The order calls for widths of from twenty-four to fifty-one inches. The Messrs. Smith of the Dennis & Smith Lumber Company spend nearly all of their time either at the Parkersburg office or at the West Virginia plants of the company; while Mr. Dennis handles the Detroit end of the enterprise. This company has booked quite a number of large orders during the past month.

The McClure Lumber Company reports that the local hardwood trade is fairly good so far as this company is concerned. However, it is conceded that there is not very much to be expected of March generally as a selling month in Detroit.

In the past The Thomas Forman Company, large producer of hardwood flooring, has secured its stock by lake, but now that it has an alliance with Salling, Hanson & Co. at Grayling, Mich., it will get the most of its maple by cars. A large portion of the Forman Company's flooring output is shipped to the eastern trade. The company maintains a New York warehouse, from which it distributes flooring to the metropolitan district.

William M. Dwight, head of the great hardwood flooring house of William M. Dwight & Co., was in attendance last week upon the annual meeting of the National Wholesale Lumber Dealers' Association at Philadelphia, and incidentally shook hands with many of his old customers in the East.

The Detroit city hall is being remodeled at an estimated cost of \$150,000. It has been discovered that no provision was made in the appropriation for new floors, which are badly needed. The original floors were made of soft woods and by no possible chance can be utilized much longer. It is figured that new maple floors will cost the city about \$10,000. It is thought that an appropriation to cover this needed expenditure will be made and the local hardwood men are getting busy with estimates for the proposed floor.

Calumet.

The Great Lakes Veneer & Panel Company of Grand Marais has secured contracts from the Cleveland Cliffs Iron Company and another large concern owning lands in Alger and adjoining counties for their entire cut of bird's-eye maple logs, which will stock the plant for a long run.

Repairs at the Marais Lumber Company's mill are nearly completed and operations will be resumed March 15.

The Two Rivers Manufacturing Company of Milwaukee, Wis., has sold to the I. Stephenson Company of Wells all the timber on certain lands located in Wells township, Marquette county. The consideration named in the deed is \$25,479.50 and the purchaser is given until June, 1920, in which to remove the timber, which is mostly hardwood.

A new planer and band resaw are being put in at the sawmill of the coeprage company at Gladstone. The capacity will be increased 50 per cent.

H. A. Bond of Toledo, O., a son of Oliver S. Bond, the well-known banker of that place, and John Garvin, county clerk of Ontonagon county, have purchased practically all the remaining lands of the Diamond Match Company in the upper peninsula. The deal involves 23,500 acres, 75 per cent of which are tributary to the Duluth, South Shore & Atlantic railroad and located in McMillan and Matchwood townships, Ontonagon county. Part of the land is in Iron and Houghton counties. Nearly all the pine has been cut, but there is much hardwood remaining. Messrs. Bond and Garvin will colonize the lands after the remaining timber has been removed.

General Manager F. J. Merriam of the Upper Peninsula Land Company, Ltd., which maintains headquarters in Chicago, was in the upper peninsula a few days ago and consummated a deal whereby the title to 35,000 acres of timber land in Schoolcraft county is transferred to the Escanaba Lumber Company of Escanaba, the consideration being \$200,000.

The St. Mary's Mineral Land Company of Boston, Mass., owns extensive tracts of hardwood, pine and other timber lands in Houghton, Keweenaw and Ontonagon counties. An expert was recently sent out to make a careful valuation of the timber, which was placed at \$1,000,000.

Isaac Stephenson, Col. and Mrs. I. Watson Stephenson, Mr. and Mrs. Harry Brown and Howard George of Marinette, Wis., attended the inauguration of President Roosevelt. Grant Stephenson, who is attending Princeton university, joined the party in Washington to witness the ceremonies.

Memphis.

The Lumbermen's Club of Memphis held a meeting at the Hotel Gayoso Saturday afternoon, March 4, with the following members present: R. J. Darnell, W. R. Barksdale, John W. McClure, B. Braughton, J. W. Dickson, L. P. Arthur, James E. Starke, W. C. Dewey, E. E. Taenzer, George C. Ehemann. The principal feature of the gathering, which was presided over by President Darnell, was the consideration of the compromise delayage and demurrage bill drawn by the Memphis freight bureau to be substituted for the two measures dealing with the same subject, which have been reported for rejection by the senate committee. There was considerable discussion regarding this bill, but no action was taken at this meeting.

The bill in question is in the shape of an amendment to the act creating the railroad commission of Tennessee and seeks to confer upon that body the power to name certain regulations covering the receipt, transportation and delivery of freight promptly by the railroads and the unloading of same promptly by the shipper when notified of its arrival, and it likewise seeks to clothe this body with the right to enforce such reasonable regulations as will safeguard the best interests of the shippers and receivers of freight. The bill becomes effective just as soon as it is placed on the statute books.

The following new members were favorably reported upon by the executive board: W. E. Smith of the Three States Lumber Company and the W. E. Smith Lumber Company; W. H.

Greble, W. B. Burke, M. R. Perkins, S. C. Major of the S. C. Major Lumber Company and George C. Burgess, representing L. Methudy of St. Louis. Letters of resignation, based on removal from this city, were received from W. S. Denning, connected with the J. O. Nesson Lumber Company for some time with headquarters in this city, and Harold Petri, who for a long time had headquarters in the Randolph building, but who returned to his home in Belgium some time last summer. These were accepted. The membership of the club is now 53, every single man in the number now being actively engaged in the lumber business in this city or territory.

A communication was received from the Nashville chamber of commerce, requesting assistance in raising funds for the purchase of a silver service to be presented to the armored cruiser "Tennessee." Secretary George Ehemann was instructed to take the matter up and report further.

Mr. Sullivan, manager of the local office of E. Sondheimer Company, is authority for the statement that the timber is now being cut for the new mill to be erected at Humphrey, Ark., where the company, through recent purchase, has increased its timber holdings to 31,000 acres. The plant is to contain both a band and circular saw and is to have a daily capacity of about 75,000 feet. A portion of the mill is to be removed from Missouri, while the other part is to be installed new.

Mr. Sullivan further reports that his company is interested in three new mills which are being erected in Louisiana. The E. Sondheimer Company proposed to advance the necessary money for the operation of the plants and to handle the output of the mills. The style of the firm in each case and the location of the plant follow: Henry & Curtis, Newilton, La.; Miller Brothers, Enoka, La.; and W. F. Forbes, Talulah, La. The timber held by the three firms is 3,700, 3,000 and 7,000 acres, respectively. The mill at Newilton will be in readiness for operation within a month, while work is being rushed on the other two as rapidly as possible.

The Franklin Lumber Company, which entered this field a short time ago as wholesaler, is beginning to acquire timber holdings. It has bought 8,000,000 to 10,000,000 feet of hardwood timber at Helm, Miss., where it has a mill in readiness for operation, and it has also acquired about 2,000 acres of timber land at Randolph, on Old river, in west Tennessee, where there is also a mill owned by the company. Neither of these mills is doing anything at present, but both will be operated as soon as weather conditions are more favorable. The company is negotiating for more timber land and is likewise seeking a site for yards, which are to be established in Memphis.

George D. Burgess of Russe & Burgess, exporters, has just returned from New Orleans, whither he went because of the large quantities of hardwood lumber in process of shipment to Europe burned in the big fire which destroyed the dock of the Illinois Central. He made the trip in an effort to find out something about what loss his firm sustained, but, owing to the fact that the records were burned and that there was so much confusion, he came back without having learned very much. Other exporters made similar efforts, but were likewise unsuccessful.

Some of the firms engaged in the export business are now routing their shipments via Mobile, Ala., despite the fact that the officials of the Illinois Central have declared their intention of caring for all the business entrusted to them.

Weather conditions are rather more favorable, with springlike temperature prevailing. This is greatly facilitating the operation of sawmills in this city and section, though it is still a fact that the mills which are not well supplied with timber are not able to do any-

thing, because of their inability to haul logs in the present wet condition of the ground. Another week of such conditions, however, will make further improvement in the situation and witness the operation of a considerable number of plants which are now closed down.

S. B. Anderson, formerly president of the Lumbermen's Club of Memphis, was the only delegate who attended the National Wholesale Lumber Dealers' Association in Philadelphia. Messrs. Burgess and Thompson were prevented from going because of the fire in New Orleans, to which reference has already been made.

Philadelphia.

The national convention was the absorbing topic of conversation last week. The perfect arrangements made by the committee in charge greatly added to the comfort and pleasure of the visitors, who agreed the meeting was a grand and harmonious success.

The offices of the lumbermen took on an aspect of mid-summer by the absence of the heads of concerns attending the convention. The many inquiries for stock were looked after between the sessions and much business was laid over until this week. A number of the visitors hustled out of town immediately after the banquet or in the early morning trains, while others remained to renew old acquaintances and look over the field and prospects here.

The carpenters are out with a circular letter making more demands for shorter hours and more pay. While there is no threat of a strike, the letter is none the less a demand. Hours from 8 a. m. to 5 p. m., at 45 cents per hour, which is the minimum. No work on Saturday afternoon. After 5 p. m., time and a half; after midnight, double time. Double time for Sundays, Independence day and Christmas, but under no consideration is work on Labor day to be exacted. All employees must be paid weekly on jobs where working, at or before quitting time; no laborers shall do carpenter's work, and employers must buy all mill work in the city.

Finding their large and increasing business demanded more office space, Schofield Bros. have added an adjoining room to their present quarters in the Pennsylvania building. The firm has lately secured the services of George F. Lance, Jr., formerly of Reading, Pa., as salesman for the hardwoods exclusively. The firm having made arrangements to handle all the hardwoods, gives Mr. Lance a wide scope in his new connection.

Samuel B. Vrooman of S. B. Vrooman & Co., Ltd., the retailers, sailed for a European trip on Feb. 28. Mr. Vrooman will not return until the early part of the summer. Business at the yard was not very brisk during February owing to the weather, but trade has assumed more activity the past ten days.

J. Randall Williams of J. Randall Williams & Co. looks for a large volume of business this spring and summer. Mr. Williams says the early promises held out in January are about to be realized with the opening of the weather, but the trade will feel the effects of the past storms and the car shortage until late in the spring.

Frank T. Rumbarger of the Rumbarger Lumber Company, who still has his leg in a plaster cast, was again compelled to take to his bed on account of an attack of grip. A fair demand for poplar is reported by the company, and much activity and large movements of other hardwoods is also reported.

The monthly report of the Bureau of Building Inspection is gratifying when the weather conditions of February are considered. There were granted 322 permits for 558 operations, entailing an estimated cost of \$1,362,425. This is an increase over February of last year of \$154,540, when \$907,885 was expended.

R. Wyatt Wistar of Wistar-Underhill & Co. is making some new contracts for his company

in the South. He finds the mills very active and the demands on them heavy. Large shipments are not permitting of any accumulation of stock except where the shippers are unable to forward promptly the stock owing to the railroads' inability to furnish a sufficient number of cars. Mr. Wistar will attend the Mardi Gras before returning north.

Business is on the increase with Edwin P. Slocumb & Co., though February was not a dull month by any means. Mr. Slocumb says that the orders now being received are for immediate delivery, and is satisfied there will be a rush of business when the season shall open up altogether.

Horace A. Reeves of R. B. Wheeler & Co. is sanguine of this year's future business and better weather will quicken the trade. More hardwoods are being shipped by the company than last year, with better demand for all grades.

After several weeks' illness death claimed Charles B. Mench on Feb. 22. Mr. Mench was a prominent furniture manufacturer and had been retired from active business for several years but had devoted himself to scientific researches, in which field he was also well known. He was 86 years old.

Ellwood B. Haymann of William H. Fritz & Co. remained in town last week to attend the convention. Mr. Haymann finds the call for hardwoods in good shape and some inquiry is being made for poplar.

The congested condition of the railroads is being complained of by the southern and western shippers. Inability to get sufficient cars and to move them after being loaded is the complaint heard in all lumbermen's offices. One shipper has been for the last ten days trying to get four cars for a shipment from a West Virginia mill, but as yet he has been unsuccessful. What will happen when the spring rush shall come is a question the dealers would like to solve.

Cincinnati.

Local hardwood lumbermen are breathing easy, so to speak, again after three weeks of intense worry over the river situation. The Ohio river here is clear of ice now for the first time since the early part of December, while advices have been received stating that like conditions prevail in the numerous streams in the mountains of Kentucky and West Virginia, where local concerns had thousands of logs moored. It was expected that when the ice moved out, many logs would be carried along, but excellent preparations to resist the rush had been made, and it is estimated that not more than \$1,000 damage will devolve on Cincinnati firms. C. Crane & Company are credited with being the biggest individual losers, but their loss will not run above \$400 or \$500. A number of barges of cottonwood and gum belonging to the Farrin-Korn Company, in the Ohio, near Evansville, Ind., were moved into the Green river and suffered no damage. They will be started for this city as soon as possible.

The movement of lumber by railroad in this market for February was as follows: Receipts, 3,889 cars; shipments, 3,282 cars. The figures for the same month last year were: Receipts, 4,100 cars; shipments, 3,079 cars.

The monthly report of the Building Inspector showed a big increase in building operations for February of this year, as compared with that of 1904. This February 313 permits were granted for new buildings, valued at \$681,705, against 205 permits, valued at \$123,200 for the month last year.

The regular monthly dinner and banquet of the Cincinnati Lumbermen's Club, which was to have been held Monday evening, March 6, was postponed until Wednesday, March 15. It is expected that at this meeting the appointment of the new lumber inspector for this city will be announced.

C. Crane & Co., of this city, has won a suit

against Fred Zweigert of Maysville, Ky. The suit was for five sawlogs, which Zweigert is alleged to have caught in the Ohio river at Maysville. By the court's order he gave up possession of the logs. This was the first case for some time of "log pirating" in which a local company was interested. Last spring in the West Virginia courts the Crane Company secured the conviction of an organized gang which preyed upon the property of various lumber companies.

T. J. Moffett of the Maley, Thompson & Moffett Company, returned from a six weeks trip to Cuba the early part of March. En route home he stopped in New York for several days to look over the hardwood situation. Mr. Moffett stated that affairs on the island were never in a more prosperous state. The firm of which he is a member holds valuable mahogany concessions in Cuba, which are in first-class condition, according to him.

The executive committee of the Hardwood Manufacturers' Association of the United States, consisting of R. H. Van Sant, Ashland, Ky., chairman; William Wilms, Chicago; R. M. Carrier, Sardis, Miss.; Clifton Crane of this city, and Lewis Doster of Columbus, O., met here on Feb. 25. After a lengthy discussion and in accordance with the views expressed by members who had been canvassed, it was announced that no change of published values would be made for the March list, which was a reaffirmation of the list adopted on Jan. 25 at Nashville. The president was authorized to appoint eight delegates to the national convention, which will be held in Chicago on May 9, upon representation of timber acreage.

The John C. Thom Company of this city was incorporated at Columbus on March 6 with a capital stock of \$15,000. They will deal in a general line of hardwoods, but as yet no desirable location has been found. The in-

Oak

We have a full line of both quartered and plain, Red and White, THOROUGHLY DRY, also some fine wide POPLAR and CHEST-NUT.

John Dulweber & Co.

CINCINNATI, O.

H. C. HOSSAFOUS

Manufacturer and dealer in

Quartered Oak, Dimension Stock Ash,
Plain and Quartered Oak, Walnut, Cherry.

DAYTON, OHIO

THE O. G. GARDNER LUMBER CO.

INCORPORATED

DEALERS IN

HARDWOOD LUMBER TIMBERS AND DIMENSION STUFF

Dressed Lumber, Mouldings and Turned Work
N. C. AND ST. L. R. R. FOOT OF LIBERTY ST.
JACKSON, TENN.

Logan & Maphet Lumber Co.

MANUFACTURERS AND DEALERS.

PINE AND HARDWOOD

Watch This Space for Stock.

White Pine.

- 30 cars 1 inch log run.
- 2 cars 1½ inch No. 1, 2 and 3 common.
- 6 cars 1 inch No. 4 common.

Yellow Pine.

- 5 cars 1½ inch No. 1 and 2 clear.
- 2 cars 1½ inch No. 3 clear.
- 7 cars 1½ inch No. 1 common.
- 10 cars 1 inch log run.

Poplar.

- 2 cars 1 inch 1st and 2nds, width 18 inches up.
- 1 car 1½ inch 1st and 2nds, width 18 inches up.
- 2 cars 1¼ inch 1st and 2nds, width 18 inches up.
- 10 cars 1 inch 1st and 2nds, width 8 to 17 inches.
- 10 cars 1¼ inch 1st and 2nds, width 8 to 17 inches.
- 5 cars 1¼ inch No. 1 common, including select.
- 1 car each 1½ inch and 2 inch No. 1 common, including select.
- 15 cars 1 inch No. 1 common, including select.
- 4 cars 1 inch clear bright sap.
- 20 cars 1 inch shipping culls.
- 10 cars 1 inch mill cull.
- 1 car each 1½ inch and 2 inch shipping cull.

Mills: Clinton (Band Mill), La Follette, Pioneer and Turleys, Tenn.

Office: 105-107 Empire Building
KNOXVILLE, TENN.

PIERCE LUMBER CO.

Manufacturers and Wholesale Dealers in
HARDWOOD LUMBER

We will saw Red and White Oak exclusively for the next year.

OFFICE and MILLS. :: OLYPHANT, ARK.

GEORGE L. HUNT

713 E. 4th Street, CHATTANOOGA, TENN.

Wholesale Dealer in

HARDWOOD LUMBER

corporators were John C. Thom, Aloysius Huesman, Clemens Kenkal, C. J. Bocklage and F. H. Bocklage.

Indianapolis.

The planing and sawmill owned by Morton Lockwood of Auburn, Ind., was burned on the night of Feb. 28, entailing a loss of \$5,000. The fire, which started in the engine room, totally destroyed the frame building with all the stock and machinery. The factory may be rebuilt.

The Pinnell Stroup Lumber Company of Kokomo, Ind., has been incorporated with a capital stock of \$10,000, the object being to deal in lumber and products manufactured from lumber. The directors are Julius W. Pinnell, Charles R. Stroup and Samuel R. Stroup.

W. W. Knight, president of the Long-Knight Lumber Company, returned Wednesday from Philadelphia, where he attended the National Wholesale Lumber Dealers' Association convention. In company with a number of other lumbermen Mr. Knight attended the inauguration of Roosevelt and Fairbanks at Washington, D. C.

J. M. Pritchard, secretary of the Long-Knight Lumber Company, left Wednesday for a two weeks' trip to Memphis, Tenn., in the interests of the company.

The Greer-Houghton Lumber Company of Indianapolis has been incorporated with a capital stock of \$25,000, the directors being E. H. Greer, E. C. Greer, D. M. Houghton and Grace N. Houghton.

The Rossville Lumber Company has been incorporated with a capital stock of \$7,500 to do a retail lumber business at Rossville, Ind. The directors are L. N. Kramer, J. F. Kramer and L. R. Kramer.

A Henry county farmer living near Newcastle, Ind., has sold three hundred and eighty-five white oak trees for \$1,500, which is said to be the largest single timber deal in that county in a number of years. The trees are on the farms of J. F. Thompson and E. W. Clift, and were bought by J. A. Sheets, representing the Union City Lumber Company of Union City, Ind. The company will saw up the trees for ties for the Big Four Railroad Company.

The Indiana state legislature, which adjourned Monday, passed both the Newhouse railroad commission bill and the Guhl fire insurance bill, which the Indiana Hardwood Lumber Dealers' Association was anxious should be passed. The railroad commission bill will no doubt give the shipper much needed relief, although it is generally conceded that the \$19,000 annually which was appropriated for the work of the commission will be inadequate for all the needs.

Cleveland.

Fire started among piles of lumber in the Advance Lumber Company's yards at Ohio and Seneca streets Sunday afternoon, Feb. 26. It was discovered by a watchman making his rounds through the district and was kept from spreading by the fire companies which responded to the first alarm. Loss reported, \$400.

Schaber, Reinthal & Co., manufacturers of moldings, have been succeeded by John Schaber. W. O. Harter of the J. M. Card Lumber Company, Chattanooga, Tenn., stopped here for two or three days last week. He was on his way to Canada, where his firm enjoys a good trade.

P. D. Gordon of Mason, Gordon & Co., Montreal, Que., was in this city recently. He reports business good.

S. B. Taylor, manager of the Columbus, O., office of Crosby & Beckley, was in town last week.

C. A. Krause and F. H. Kimball of the Central Lumber Company have returned from a purchasing trip in the South.

The J. A. Saunders Company has opened a yard at Detroit street and Highland avenue.

The Richardson Lumber Company is building new lumber sheds on Jefferson street and will

move its stock to that location as soon as buildings are completed.

W. B. Martin of Martin-Bariss Lumber Company, expert chauffeur and bowler, made a ten-strike on a row of milk cans on Euclid avenue one day recently with his automobile.

Dealers report satisfactory volume of trade, considering weather conditions.

The Advance Lumber Company reports a satisfactory trade. Extreme cold weather and heavy snows have for the past three or four weeks interfered with shipping.

Buffalo.

Some progress has lately been made in the settlement of the affairs of hardwood concerns that sometime ago went into bankruptcy. In the Meusinger Lumber Company case the court is now trying to determine whether George H. Cheely of Nashville is a partner and if the members of Fall & Co. have any assets at their former home in Nashville. If not the creditors will need to contribute something to meet the current cost of settling the business. As the claim against the Queen City Lumber Company is to be resisted it will have to be dropped otherwise. The Queen City has paid a 20 per cent dividend and will pay at least as much more.

The annual meeting of the Buffalo Lumber Exchange takes place on March 11. There does not appear to be any actual "slate" out, though so far as appears the usual plan will be to advance the vice president to first place after the president in office has had two terms in case he will accept more than one year. George B. Montgomery is the present vice president.

I. N. Stewart & Bro. are receiving and also shipping out considerable cherry, but are not standing by that lumber alone. H. A. Stewart of the firm having gone south after oak.

J. N. Scatcherd is off to Memphis, having made a short cut that way from the Philadelphia meeting. More oak logs and timber is the object of the visit.

O. E. Yeager finds that chestnut lumber sells well and looks for it to become more active on account of the scarcity of oak, which is greater than formerly, scarce as it has been for some time.

G. Elias & Bro. are looking carefully to their special stock of timber. Business is good for the season.

The Hugh McLean Lumber Company is keeping all its southern oak mills in operation right along, but finds that oak is still the scarcest of lumber.

M. M. Wall has returned from Cambridge Springs and will be especially busy while J. B. Wall is south. The home yard of the Buffalo Hardwood Lumber Company still makes oak its long suit, but finds that it goes fast.

The Standard Hardwood Lumber Company has lately further improved its office by internal changes. A. W. Kreinheder is back from the company's Tennessee mills, having started a large lot of oak and chestnut this way.

A. Miller finds that his all-round assortment laid in last season holds out well in spite of good sales through the winter, for he has steadily added to it, especially of oak and maple.

Some especially good sales of round lots of hardwood are reported by Taylor & Crate, which is always a good indication of the best of feeling in the trade generally.

It is expected that F. W. Vetter of the Empire Lumber Company will remain at the Arkansas mills of the company for sometime, adding to oak and cypress stocks.

Grand Rapids.

The J. F. Quigley Lumber & Land Company, capital \$100,000, has filed articles of incorporation under the state laws and succeeds to the hardwood lumber business of the J. F. Quigley Lumber Company of this city. Large offices have been opened downtown on the ground

floor of the Michigan Trust building, while the yards are at the East street crossing of the Pere Marquette railroad. The officers of the company are as follows: President, J. F. Quigley; vice president, W. O. Hughart, Jr.; secretary, Walter Stone; treasurer, J. D. M. Shirts. The board of directors includes the officers and Byron R. Thompson, A. R. Chappel, Charles McQuewan and Frank Squires.

Among the new corporations of the state is the Callard Furniture Company of Bancroft, capital \$25,000.

The Vilas County Lumber Company and the Turtle Lake Lumber Company, with practically the same stockholders though distinct enterprises, will this spring install double band and resaw mills at an expense of about \$75,000 each on their hardwood timber lands in Vilas county, Wisconsin. The former company is under the management of John J. Foster of Greenville, Mich., and has recently bought 22,000 acres of timber land in Vilas county. Its plant will be located on Presque Isle Lake. Walter C. Winchester is secretary and manager of the Turtle Lake Company, which has purchased 14,000 acres of timber in Iron and Vilas counties.

J. E. Reiter, in charge of the mill of the Longfellow & Skillman Lumber Company at Levering, was in Grand Rapids this week. He reports that the company will have its stock of logs in this week and that the plant will start soon on its cut of 2,000,000 feet of hemlock and hardwood, shingles, lath and cedar products. He reports that the company's mill at Alanson will have a cut of about a million and a quarter feet this season.

W. C. Hall of Gibbs & Hall was outside this week looking after the company's growing trade in forest products.

The Van Keulen & Wilkinson Lumber Company is doing a fine business this season in hardwood lumber and crating stock. Mr. Van Keulen reports that prospects are excellent for the present year.

"We are not yet into the hardwood trade deep enough," says H. C. Angell of Wagner & Angell, "to judge accurately as to conditions, but we know that outside of hardwood our trade has been excellent. In fact, our business so far this month has been in excess of that for the entire month of March last year. We have only a few cars of hardwood unloaded so far at our yards here."

Freeman S. Farr, a prominent lumberman of Muskegon a quarter of a century ago, is dead of apoplexy at his home in Georgetown, S. C. He was general manager of the Atlantic Coast Lumber Company.

E. E. Dennis of Dennis Bros. is finishing five new residences in the Madison avenue section of the city. They are modern throughout, with hardwood floors and interior trim of quartered oak and curly birch. R. P. Tietz of the Royal Furniture Company is having plans drawn for a \$17,000 residence in Madison avenue. Charles A. Phelps and John H. Bonnell of the Hackley-Phelps-Bonnell Company are also figuring on building fine homes in the east end of town this summer.

Baltimore.

Additional details about the purchase of property on Central, Canton and Eastern avenues, and Eden street by Eisenhauer, MacLea & Co., hardwood dealers now located in West Falls avenue, make the deal appear even more important than was at first supposed. It is stated that some of the buildings on the place, which include a large brick factory and several warehouses, will be torn down, to make room for a spacious storage shed for lumber with a floor space of not less than 40,000 square feet and room enough to pile up from 1,500,000 to 2,000,000 feet of lumber. Every facility for the expeditious handling and the display of stocks will be provided and track connection with the railroads will be made. The barrel factory of

Kimball, Tyler & Co., formerly located there, was moved to Highlandtown nearly four months ago and the factory was sold to Chicago capitalists, who intended to use the property for some other purpose. Evidently, however, the plan miscarried or the offer of Eisenhauer, MacLea & Co. proved too tempting to be disregarded.

There was a slight fire in the Broadbent & Davis Mantel Company's place, at President street and Canton avenue, on the morning of Feb. 22, which caused little damage but a great deal of excitement. Over the company's place is located a shop for the manufacture of clothing, at which occupation a number of girls are employed. When the alarm of fire was given these girls became frightened and about twenty of them jumped from windows, fortunately without hurting themselves seriously. Firemen soon put out the blaze, which was apparently caused by someone throwing a lighted cigarette into a barrel. The Broadbent & Davis Company, it may be mentioned, has of late made extensive improvements and is constantly aiming to enlarge its facilities. It has erected a commodious factory at Canton avenue and President street, and lines up with the most enterprising concerns in the city.

Last week was moving week with a number of lumber firms, which have occupied temporary quarters since the great fire and have had to put up with much inconvenience during the interval. Among them are W. S. Price and E. E. Price, who have had offices in the Manufacturers' Record building, Lexington and North streets, and were honored with a fair degree of comfort, but desired to get back into more commodious quarters. Both firms have taken rooms in the Continental Trust building, southeast corner of Baltimore and Calvert streets, the highest edifice in the city, which has been again reopened for tenants after complete restoration. They have very comfortable offices in the sky-scraper and will be glad to welcome their friends and customers as of old.

Richard W. Price of Price & Heald, hardwood dealers and exporters, with offices in the Manufacturers' Record building, who went down to Florida about the holidays for his health, which had been somewhat impaired by close application to business, has returned greatly improved. For the present he is still exercising some caution in the expenditure of energy, but he is fully restored and is at his office every day attending to affairs.

The project of establishing at some point convenient to Baltimore a storage depot for hardwood lumber and logs, where buyers may have an opportunity to inspect stocks and make their selections, and where any surplus in the offerings can also be taken care of until favorable market conditions ensue, was for a time put aside but not abandoned, and has now been taken up once more. The new enterprise would succeed that undertaken by the Locust Point Terminal and Forwarding Company, which sold out its property at Locust Point to the Baltimore and Ohio Railroad Company before the pier was completed. The need of such a place is keenly felt. It would admit of a more effectual regulation of the hardwood business at this port, and would prove beneficial to the export trade generally. For a time a piece of property on the Baltimore and Ohio railroad, several miles out of the city, was held under consideration, but the negotiations with the railroad did not come to a point because of certain conditions attached to the matter by the railroad which the exporters interested felt they could not well subscribe to.

Gustave Farber of Price & Heald, who has been in Tennessee, near the North Carolina boundary, looking after the development of some timber land there for his firm, is on a visit home this week after some months. All of his time since the holidays, with the exception of a trip to St. Louis to the meeting of the National Hardwood Lumber Exporters' Association, has

T. F. McGEE & COMPANY

Manufacturers and Dealers in

POPLAR LUMBER

We have the Lumber Write Us.

ACKERMAN, MISS.

**WE MANUFACTURE 25,000,000
FEET BAND SAWED**

**COTTONWOOD,
POPLAR AND
GYPPRESS**

PER ANNUM

Are always in position to supply the trade.

National Hardwood Association Grades Guaranteed and certificates furnished when requested.

**JEFFERSON SAW MILL CO.
Ltd.**

**Front and Robert Streets
NEW ORLEANS, LA.**



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

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.

WILLIAMS & BELL,

MANUFACTURERS OF

Hardwood Lumber.

QUARTERED OAK OUR SPECIALTY.

Prompt Shipments.

MURFREESBORO, TENN.

CYPRESS

We make a specialty of rough or dressed Cypress Lumber and Cypress Shingles in straight or mixed cars. Your inquiries solicited for single car orders or good round lots. Can also furnish Sound Cypress Dimension Stock.

The Borcharding Lumber Co.
Northern Office, CINCINNATI, OHIO.

The F. J. Blackwell Co.

INCORPORATED

BROWNSVILLE, TENNESSEE

Write us for Prices on

HARDWOODS

OAK, POPLAR AND GUM LUMBER AND DIMENSION STOCK

JNO. M. SMITH

WHOLESALE HARDWOOD LUMBER

DIXON, TENN.

If you want straight grades, good lengths and widths, first class stock in every particular, write me for prices.

Yards at NASHVILLE, TENN.

been spent on the tract, and he feels that he has earned a vacation.

The J. H. Cranwell Lumber Company, formerly in the National Marine Bank building, but now temporarily located on St. Paul street, near Mulberry, has started up operations at its mill in Tennessee, which was erected at the time the tract was purchased, over one year ago. Mr. Cranwell considers the outlook very encouraging.

Bristol, Va.-Tenn.

The Laurel River Lumber Company has started its large band mills at Damascus, Va., which have been closed down for the past few months on account of the bad weather and an insufficient supply of logs. The mills will be operated in the future to their fullest capacity.

The Victor Lumber & Manufacturing Company of Pulaski, Va., has sold its mills and yards at that place to a new lumber company which will be styled the Trollinger-Jordan Lumber Company. J. H. Ratliff will be manager of the new concern.

The Virginia-Carolina Railway Company is extending its tracks into the White Top mountains, about twenty miles from Bristol, and will intersect the large tract of land which the Hassinger Lumber Company sold to parties at Glen Campbell, Pa. The tract contains about 300,000,000 feet of timber and the consideration was slightly over \$250,000. The boundary consists chiefly of oak, poplar, hemlock and white pine and will be manufactured by the purchasers. This has been regarded as one of the best tracts of timber land in this section and contains about 20,000 acres.

A large double band mill will be erected at Taylor's Gap, near Abingdon, on the Virginia-Carolina railway, for the manufacture of the stock.

E. L. Edwards of Dayton, O., is in this section inspecting his lumber operations. He reports that he is well pleased with the outlook and that business has been good with him.

J. H. O'Neil, president of the O'Neil Manufacturing Company of Rome, Ga., was a visitor at Bristol and left Saturday for the company's West Virginia headquarters at Bluefield and Charleston. He stated that his company had just opened a branch yard at Jellico, Tenn., and that the prospects at that place were flattering.

The Norfolk & Western Railway Company has been summoned to appear before the Virginia State Corporation Commission at Richmond on March 10, to show cause why a newly revised lumber rate schedule formulated by the commission should not be put into effect. The Norfolk & Western raised its rates on oak and hemlock on Nov. 1, 1904, 2 cents a 100 pounds, making the stock cost \$1 per 1,000 feet additional. The new rate of freight compiled by the commission makes the rates considerably lower, and it is very probable that it will be adopted.

H. L. Bonham of the H. L. Bonham Lumber Company, Chilhowie, Va., has just closed a deal with Thompson Atkins, at Marion, Va., for a large tract of rich timber land. The stock will be manufactured by Mr. Bonham's company.

W. W. Bourne, newly elected secretary and treasurer of the Southern Mineral & Timber Company of Bristol, Va., has returned from points in South Carolina, where he closed an important timber land deal for the Bryan Lumber Company of this city. The company will manufacture the stock.

James A. Stone, president of the Stone-Huling Lumber Company, has returned from a business trip to Greenville, Tenn.

Louisville.

At the instance of Mayor Darnell of Frankfort, Ky., a meeting of lumber and coal men of Frankfort and the river towns as far up the Kentucky river as Three Forks, was held in Frankfort Feb. 23, and a memorial to Congress adopted asking that an appropriation of \$750,-

000 be made to complete the locking and damming of the stream as far as Three Forks, so as to bring within easy reach the vast coal and timber lands of that section. Statistics read at the meeting, which was presided over by Governor Beckham, showed that there are 3,500 square miles of timber and coal lands in the valley that would be affected by the improvements desired. At the conclusion of the meeting the following committee was appointed to carry the memorial to Washington: J. Andrew Scott, E. L. Samuels, R. K. McClure, J. Morgan Chinn, W. S. Dehoney, William Cromwell, Thomas Rogers, George B. Harper, L. F. Johnson, L. F. Hazelrigg and Oscar Kenny.

The old saw that "it is an ill wind that blows nobody good" has been demonstrated recently in the escape of logs from booms in the Kentucky and other rivers feeding the Ohio. There is a law on the statute books of Kentucky which provides that anyone catching and mooring truant logs is entitled to a salvage of twenty-five cents a log from the owner, whose number or stamp is usually placed on the end of each log he owns. Thousands of logs which escaped during the breaking up of the gorges are now being caught and moored along the banks of the various rivers in this section and afford profitable industry to shantyboat men and others living along the river. The disposition of these stray logs is always a source of trouble to the owners, owing to the fact that generally they scatter badly. The owners generally try to dispose of them to mills in the neighborhood in which they are found and occasions have been known where the owners were compelled to set up temporarily mills to saw the logs and ship the lumber to prevent total loss. This, however, is only done where a large batch of logs is caught. E. B. Norman, general manager of the Ohio River Saw Mill Company, said that lumbermen are perfecting a system of handling logs that is annually reducing the loss by "leakage." However, many logs escape from creeks and small rivers before they get into the better guarded territory of the regularly organized companies.

Contracts for two school buildings were let at a recent meeting of the local school board. The buildings will cost about \$30,000 each. A \$10,000 addition to another school building was authorized.

Hardin county, Kentucky, last year expended \$18,430 in the construction of bridges and roads.

William M. Dickinson, 332 Fifth street, Louisville, a retired lumberman, is suffering from injuries received by a fall on the ice several days ago.

A prominent Louisville lumberman has estimated that timber to the value of \$2,000,000 is sent down the Kentucky river every spring. He also estimated that logs to the value of half that amount are now in booms along the Kentucky river.

The total amount of buildings erected in Louisville during the month of February was \$100,751. During the corresponding month last year the aggregate was \$74,751.

A report is current in Madisonville, Ky., to the effect that the Tennessee Central will shortly be extended to that town from Hopkinsville, tapping vast timber and coal fields.

At a recent meeting in Owensboro in the case of the Shippers' League against the railroads entering that town, the Kentucky Railroad Commission took upward of 700 pages of testimony. The matter is of great interest to lumber shippers and was prompted by the success of the Louisville Lumbermen's Club's case against the Louisville Car Service Association.

The extension of the Chesapeake & Ohio Railroad Company from Barbourville to the West Virginia line bordering Pike county, Kentucky, which has been under construction for the past three years, will be completed April 1. This road runs up the Big Sandy valley and will open one of the largest undeveloped timber and coal tracts in the state.

Wanted and For Sale -SECTION-

Advertisements will be inserted in this section at the following rates:

For one insertion..... 20 cents a line
For two insertions..... 35 cents a line
For three insertions..... 50 cents a line
For four insertions..... 60 cents a line

Eight words of ordinary length make one line. Heading counts as two lines. No display except the headings can be admitted.

Remittances to accompany the order. No extra charge for copies of paper containing the advertisement.

EMPLOYES WANTED

SAWYER AND FILER.

Wanted—First-class sawyer, band mill, steam feed, hardwoods; also No. 1 filer who can keep up 18 gauge saws for this mill. Address W. C. P. & O. CO., Ottawa, Ill.

EDGERMAN AND INSPECTOR.

Wanted—First-class hardwood edgerman; also a hardwood inspector at mill. State wages. Must have good recommendations. Address A. F. J., care HARDWOOD RECORD.

BUSINESS OPPORTUNITIES

PLANING MILL FOR SALE.

Planing Mill about fifty miles from Chicago, fully equipped for interior finish. Forty H. P. steam plant. Excellent condition; reasonable terms; good reason for selling. Address B. C. C., care HARDWOOD RECORD.

FOR SALE.

Fifty Thousand capacity Single Band Saw Mill, also band resaw. A complete mill with gang edger, automatic trimmer, cut-off saws, lath and shingle machine, electric light plant, lumber conveyor and sorting deck 100 feet long; horses, dump carts, wagons, sleighs, lumber trucks, etc.

Log pond will hold Eight Million feet. Fine large piling yard with tramway for Ten Million feet of lumber. Will also sell Six to Eight Million feet of logs, largely White Pine, if buyer wishes. Mill is located in one of the best hardwood districts of Wisconsin. Address SAW MILL & LOGS, care HARDWOOD RECORD.

CYPRESS MILL AND TIMBER.

Well located Cypress mill and timber in Mississippi now in operation, fully equipped band mill, steel tram standard gauge, light locomotives, teams, buildings, etc.; 15-20 million feet cypress timber, one-half of which can be cut and floated to mill, for \$1.25 per M feet, and farthest log haul only one and one-half miles. More timber can be had. Nothing better in the South. Particulars and price only to those meaning business and able to handle a deal of this size. No agents.

THOS. W. GILL,
1207 N. Spring Ave., St. Louis, Mo.

SELLING ARRANGEMENTS.

A wholesale concern in Ohio, financially responsible, catering to the eastern and western trade, wishes to make satisfactory selling arrangements on a stock of Michigan hard maple. State what you have to offer.

B 79, care HARDWOOD RECORD.

NORTHERN WISCONSIN RESOURCES.

Northern Wisconsin offers the finest opportunities for manufacturing and settlement. Fine grazing lands, hardwood timber and splendid soil for the settler; iron ore, clay, marl and kaolin for the manufacturer are awaiting those who seek the opportunity. Transportation facilities are of the best. Interesting booklets, maps, etc., are yours for the asking. W. H. Killen, land and industrial commissioner; Jas C. Pond, general passenger agent, Wisconsin Central Railway, Milwaukee, Wis.

TIMBER LANDS FOR SALE

HARDWOOD TRACTS.

We can place you in touch with parties owning, controlling or handling hardwood tracts containing oak, gum, hickory, ash, cottonwood, cypress, from 160 to 20,000 acres, also locations for saw mills, factories along the Cotton Belt Route. Some good openings for small mills—acreage or stumpage, with ready market for output. Now is the time to get located, as good timber is advancing. Write us your requirements and we will submit you some propositions. E. W. LABEAUME, G. P. & T. A., Cotton Belt Route, St. Louis, Mo.

FOR SALE TIMBERLAND.

7,600 acres in Ouchita Parish, La. Estimated to cut 2,500 ft. of oak per acre, 60 per cent of white and overcup, 40 per cent red oak; from turn around to four miles of railroad, fine mill location, fertile delta land, fully protected by levee from Miss. river. A portion of this tract is subject to overflow in the spring from a large bayou that drains it. Price \$5.00 per acre. Liberal terms.

11,000 acres immediately on main line of Yazoo & Mississippi Valley railroad, in the famous Mississippi Delta, estimated to cut 70 million ft. of merchantable timber, 50 per cent hardwood, land alone is worth the price asked, and can be sold to actual settlers after timber is cut, well drained and does not overflow. Must be sold as a whole at once. Price \$15.00 per acre. Liberal terms. MEMPHIS TRUST COMPANY, Memphis, Tenn.

LUMBER WANTED

COTTONWOOD LOGS.

Wanted—300,000 feet first-class cottonwood logs, to be cut into 4/4 and 5/4 lumber. MICHIGAN BUGGY COMPANY, Kalamazoo, Mich.

PLAIN RED OAK.

Wanted—One million feet 4/4 plain red oak, 1st & 2nd and Common. Joint inspection. Describe fully, naming cash price f.o.b. mill. F. 145, care HARDWOOD RECORD.

HICKORY AND HICKORY STUMPAGE.

We are in the market for hickory shaft strips; hickory run strips; hickory stumpage. Prefer stumpage west of Tennessee river and in the States of Kentucky and Tennessee and northern Mississippi or Alabama. Write us what you have to offer.

GILLETT BROS.,
Station G, Memphis, Tenn.

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. WILEY,
Blue Island Av. and Robey St., Chicago.

OAK TIMBER.

Sawn White Oak Timber.—Large sizes. For further particulars write G. ELIAS & BRO., Buffalo, N. Y.

OAK, CHERRY, BIRCH, ASH.

Plain white and red oak, 1 to 4 inch.
Quartered white and red oak, 1 to 4 inch.
Cherry, 1 to 4 inch.
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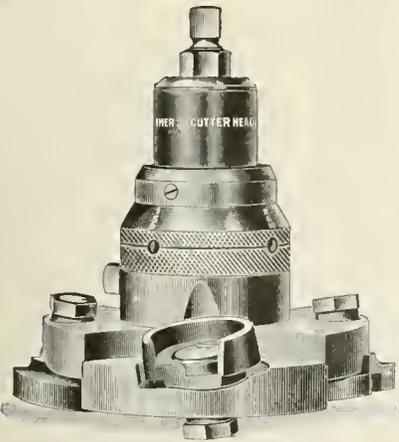
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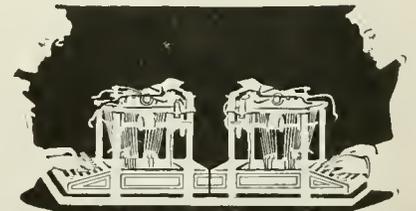
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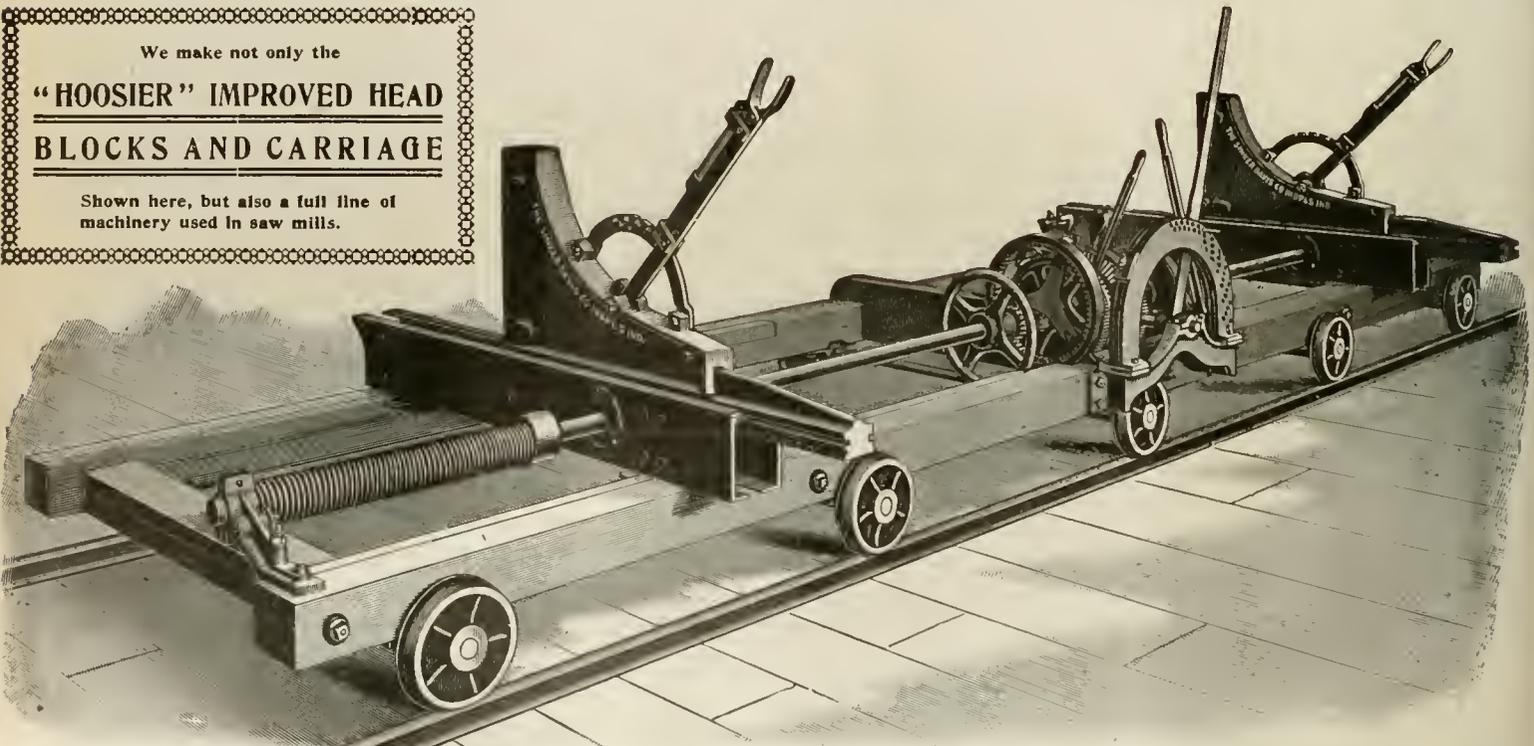
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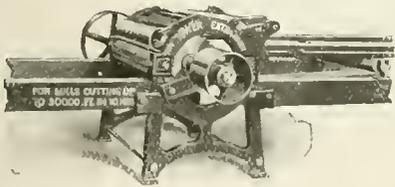
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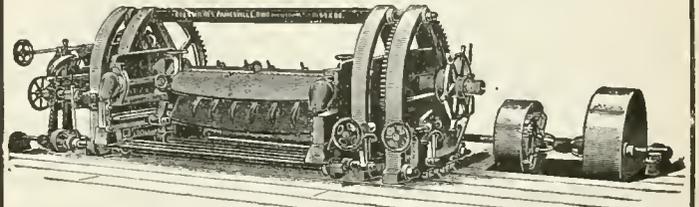
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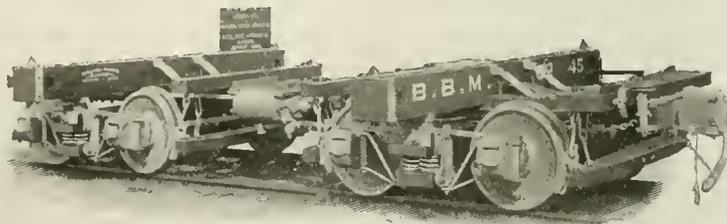
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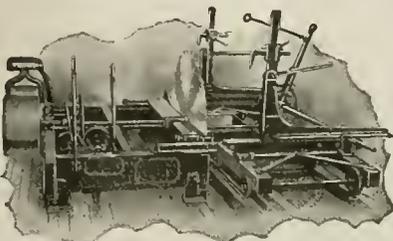
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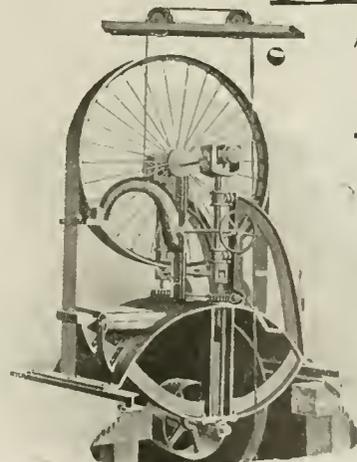
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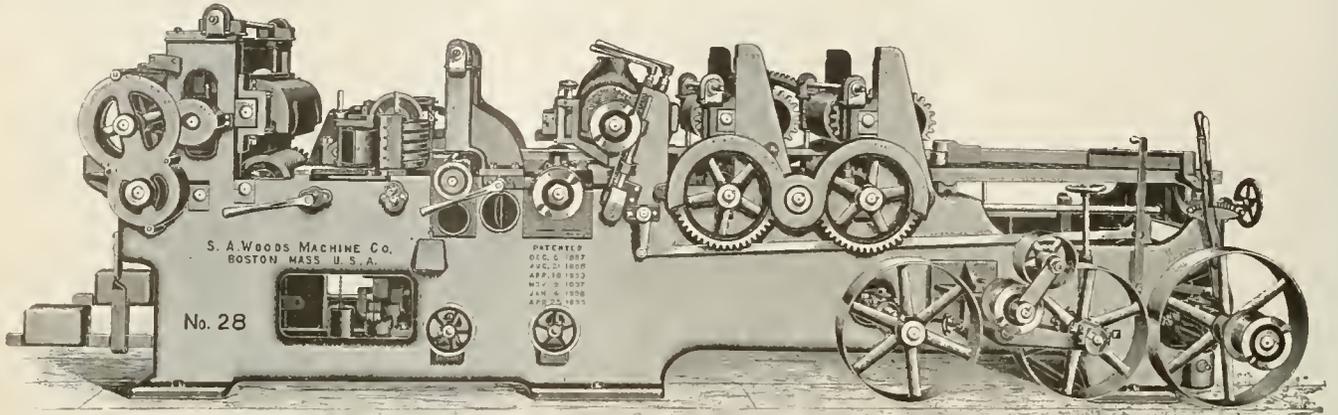


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SPECIAL MACHINERY FOR THE MANUFACTURE OF HARDWOOD



NO. 28 FAST FEED HARDWOOD FLOORER

FOR THE PRODUCTION OF HIGH GRADE MACHINE POLISHED FLOORING

FIVE HEADS

WORKS 8 OR 15" WIDE BY 6" THICK

DRESSES, POLISHES, MATCHES, STAMPS AND BORES IN ONE OPERATION

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For all sizes and kinds of Saws, Circulars, Bands, Band Resaw and Gang Saws.

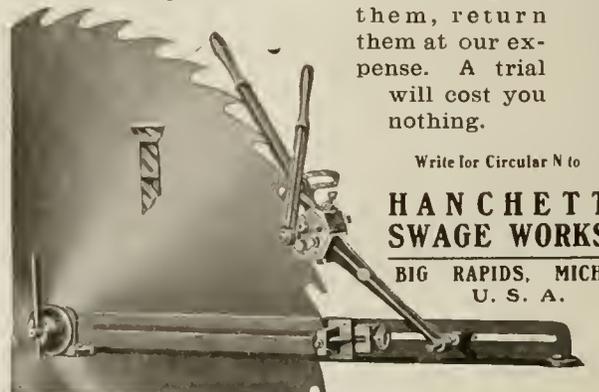
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If you are not acquainted with the benefits derived from the use of the Hanchett Swages, write to us and we will send them to you, for use 30 days free. If you then feel that you can afford to do without them, return them at our expense. A trial will cost you nothing.

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BIG RAPIDS, MICH.
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Hanchett Circular Saw Swage. With bench attachment and jointer.

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1219 W. 6th STREET

We Have Bone Dry and Ready for Immediate Shipment Stocks of

POPLAR, QUARTERED WHITE OAK
PLAIN WHITE OAK, CHESTNUT
.. .. PLAIN RED OAK

—SEND US YOUR INQUIRIES—

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Manufacturers of
OAK, POPLAR

and other

Southern Hardwoods

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WISCONSIN HARDWOODS

SHIPMENTS DIRECT FROM THE MILLS

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WRITE US

Lumbermen, Attention!

If you own any timber or timber lands.
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If you want your stumpage accurately estimated.
If you want an exact survey or map of your property.
If you want advice in any logging or lumbering proposition.
Write to us and find out what we can do for you.

We send thoroughly reliable and practical engineers to all parts of the country, and guarantee quick and accurate work.

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Consulting Forest Engineers

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Southern Office

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In Charge of

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We make a Specialty of Quartered-Sawed White and Red Oak. All Thicknesses. We also handle all kinds of Plain Oak, Poplar and Other Hardwoods.
All Shipments Made Direct From Mill. WRITE FOR PRICES

Now sawing at our Crandon, Wis., mill a fine lot of

BASSWOOD

Will cut about 5,000,000 ft. this winter.
Stock runs exceptionally fine

WHITE COLOR

Have in pile a well-assorted stock of dry lumber in both
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Basswood, Birch, Soft Elm, Ash, Maple, Hemlock, Pine.

Shipping Point

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::: OF ::: MANUFACTURED :: INDIANA :::

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HARDWOODS POPLAR and LOGS

I am always in the market for nice lots of dry and well manufactured
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"ACORN BRAND" OAK AND BIRCH FLOORING

The "Aristocrat" of Its Kind.

Made in Nashville, Tenn., the Home of Good Flooring.

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MILLS IN

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AND
MT. VERNON, ILLINOIS.

MANUFACTURERS AND WHOLESALERS

OF ALL KINDS OF

HARDWOOD LUMBER

OUR SPECIALTIES:

OAK, GUM WALNUT

ST. LOUIS, MO. HARDWOOD DEALERS

THE LARGEST HARDWOOD LUMBER MARKET IN THE WORLD.

Eighty Million Feet
Dry Stock Piled
in St. Louis yards
ready for immediate
shipment.

Ash, White and Brown

Basswood

Birch, Red and White

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Cherry

Chestnut

Cottonwood

Cypress

Elm, Soft and Rock

Gum, Red and Tupelo

Hickory

Poplar

Red Oak, Plain and
Quartered

White Oak Plain and
Quartered

Black Walnut

AMERICAN HARDWOOD LUMBER CO.

Hardwoods of All Kinds

Specialty: PLAIN AND QUARTERED OAK. Both Red and White

THE BONSAK LUMBER COMPANY

WHOLESALE HARDWOODS

A Complete Line

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Hardwoods Only

Specialty: WAGON STOCK

C. F. Liebke Hardwood Mill & Lbr. Co.

Manufacturers and Dealers in Hardwoods

Specialties. LONG OAK AND ASH CUT TO ORDER

LOTHMAN CYPRESS COMPANY

Foot of Angelica Street

Specialty: LOUISIANA RED CYPRESS. Air-dried

C. F. Luehrmann Hardwood Lbr. Co.

Office and Yards: 148 Carroll Street

Large assortment DRY STOCK HARDWOODS always on hand

MOSSBERGER-O'REILLY LUMBER CO.

Office: Main and Chambers Streets

EVERYTHING IN HARDWOODS

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Hall Street between Branch and Dock

Specialties: POPLAR AND CYPRESS

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Wholesale Hardwood Lumber Dealers

Specialty: PLAIN AND QUARTERED OAK

C. E. STRIFLER LUMBER COMPANY

Main and No. Market Streets

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THE KING & BARTLES LUMBER COMPANY

Manufacturers and Wholesale Dealers
 Northern and Southern Hardwoods
 Birch, Elm, Basswood, Ash, Oak, Poplar, Chestnut, Gum

———— Western Representative ————
 ROCKFORD W. C. KING ILLINOIS

NEW ENGLAND STATES

We have in the Adirondack territory a large quantity of

BIRCH AND MAPLE

in all thicknesses and grades, dry, ready for immediate shipment.

Ask us for price and you will be surprised to see how cheap we can deliver it to you.

Watch this space; it is ours. Something new every week.

THE ADVANCE LUMBER CO.

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PLAIN AND QUARTERED WHITE OAK

PLAIN AND QUARTERED RED OAK
 $\frac{3}{8}$, $\frac{7}{8}$, $\frac{1}{2}$, $\frac{3}{4}$ and Thicker.

POPLAR— $\frac{5}{8}$ and Thicker Soft Yellow Stock.

GUM—All Thickness and Grade Kiln Dried,
 or Air Dried, $\frac{3}{8}$, $\frac{7}{8}$, $\frac{1}{2}$, $\frac{3}{4}$ and Thicker.

ASH—ALL THICKNESSES AND GRADES.

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 YOUR INQUIRIES SOLICITED.

MARTIN-BARRISS COMPANY

Importers and Manufacturers
MAHOGANY
 ————AND FINE———
HARDWOODS

PUTNAM & SAVIDGE

263 The Arcade

HARDWOODS AND CYPRESS

ON COMMISSION.

LISTS OF SURPLUS STOCK WANTED

BEDNA YOUNG
F. M. CUTSINGER

FINE FIGURED QUARTERED OAK
A SPECIALTY

Young & Cutsinger

Manufacturers of and Wholesale Dealers in

HARDWOOD LUMBER

Mill and Office: **Evansville, Ind.**
Morgan Ave. and Belt Railroad

JAMES C. DICKSON

HARDWOOD LUMBER
BRIDGE AND PIECE STUFF A SPECIALTY

OFFICE AND YARD

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MANUFACTURER OF

**Band Sawed
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**QUARTER-SAWED INDIANA
WHITE OAK A SPECIALTY**

GREENCASTLE - - INDIANA

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D'Heur & Swain Lumber Co.

MANUFACTURERS AND WHOLESALERS OF

Hardwood Lumber.

Indiana Quartered Oak and
Sycamore Our Specialty.

SEYMOUR, INDIANA.

The Walnut Lumber Co.

INDIANAPOLIS, INDIANA.

Wholesale Hardwood Dealers.

Always in the
market for choice
lots of hardwoods.

CORRESPONDENCE SOLICITED

Inspection at Mill Points.

INDIANA

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ARDWOOD

WE ARE EXCLUSIVELY MANUFACTURERS
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WALNUT

ONLY.

Thin Stock a Specialty
Ample Stocks High Class Lumber
Sizes 3-8 inch to 2 inch

LESH, PROUTY & ABBOTT CO.
EAST CHICAGO, INDIANA

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LONG-KNIGHT LUMBER CO.

INDIANAPOLIS, INDIANA

**Plain and Quarter
Sawed Oak**

White Ash and Cypress

WE MAKE A SPECIALTY OF

**QUARTERED SAWED
RED AND WHITE OAK**

MILL MEN! Send us a list of what you
have in all kinds of Hard-
woods. Quote lowest cash price and freight
rate to Indianapolis.

400 STYLES - ORNAMENTAL

HARDWOOD FLOORS

POLISHED BEAUTIFUL DURABLE HEALTHFUL ECONOMICAL

RAPIDLY SUPERSEDING CARPETS

FLOORS SOLD DIRECT OR THROUGH AGENTS FREIGHT PREPAID

WRITE FOR FREE CATALOGUE AND PRICE ON ONE ROOM OR ANY QUANTITY

WOOD-MOSAIC FLOORING CO.

LARGEST MANUFACTURERS

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HARDWOOD
DISTRIBUTING CENTER OF
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WHOLESALE
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19,000,000 FEET ANNUALLY

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EVERYTHING IN LUMBER
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HARDWOODS
PLAIN and QUARTERED OAK
POPLAR and CHESTNUT

ALL GRADES READY FOR SHIPMENT.
ALWAYS IN THE MARKET FOR ALL KINDS
: : : : : OF HARDWOODS : : : : :

The Nicola Brothers
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Pennsylvania
HARDWOODS

LUMBERMEN

*If you will furnish us a reliable STOCK
LIST each month with reasonable prices ex-
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American Lumber and
Manufacturing Company



MICHIGAN



THE SICKLESTEEL LUMBER COMPANY

DETROIT, MICH.

WANTED

300,000 Feet 2 in., 2 1/4 in., 2 1/2 in. and 3 in. Green Oak. 6 to 14 Feet Long. 500,000 Feet Oak Car Stock. 100,000 Ft. 1 in. Red Oak Common and Better

BOYNE CITY LUMBER CO.

BOYNE, CITY

Michigan Rock Maple

AND OTHER

Michigan Hardwoods

LARGE CAPACITY PROMPT SHIPMENTS RAIL OR CARGO

“THE NEW MILL”

McCLURE LUMBER CO.

Wholesale Dealers in

HARDWOOD LUMBER

Office and Yards. 520 to 530 FRANKLIN STREET

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Saw Mills: EUTAW, ALA. Correspondence invited on all hardwoods.

RED GUM

OUR SPECIALTY FOR 25 YEARS.

Let us give you the benefit of the best methods of manufacture and treatment which a seasoned experience has taught us.

ALL GRADES AND THICKNESSES, AIR AND KILN DRIED, ROUGH, DRESSED OR WORKED-TO-ORDER.

We also Manufacture White Oak, Red Oak, Ash, Cypress and Elm.

Himmelberger-Harrison Lumber Co.,

MOREHOUSE, MO.

DO YOU WISH TO REACH
HARDWOOD MANUFACTURERS
GREAT AND SMALL?
THE HARDWOOD RECORD
WILL DO IT FOR YOU

FOR SALE BY

The R. G. Peters Salt & Lumber Co.

SOFT ELM AND ROCK ELM

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Wholesale Hardwood Lumber

Office and Yards, FOURTH AND HOLDEN AVENUES,
DETROIT, MICH.

MILLS AT: Heaters, W. Va. Valley Bend, W. Va. Diana, W. Va. Parkersburg, W. Va. McNutt Siding, W. Va.

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Manufacturer and Wholesaler of

MICHIGAN HARDWOODS

Thick Maple (lengths piled separately), and White Maple, end-piled under sheds, our specialties.

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ANN ARBOR RAILROAD AND CAR FERRY LINE

Direct Route from the West and Northwest to the East and South, via MANITOWOC, WIS., KEWAUNEE, WIS., MENOMINEE, MICH., and MANISTIQUE, MICH.

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LANDS FOR SALE

In tracts of from five hundred to fifty thousand acres, also pine and cypress. All original growth, convenient to transportation facilities. Sold either in fee or on stumpage basis, at from \$4.00 to \$10.00 per acre, depending upon cut, etc. Write for list of specific tracts, stating acreage and kind of timber preferred.

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SEABOARD AIR LINE RAILWAY

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In Illinois, Wisconsin, Iowa, Minnesota, Upper Michigan, North and South Dakota, write to W. B. Davenport, Industrial Commissioner, 660 Old Colony Building, Chicago.

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LEADING HARDWOOD LUMBER MARKET
OF MICHIGAN

REPRESENTATIVE MANUFACTURERS OF
WHOLESALEERS OF

HARDWOODS

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WANTED

Oak, Elm, Ash, Birch, Bass, Hemlock and Pine Lumber and Lath.

FOR SALE

All of the above items and Red Cedar, Redwood and White Cedar, Shingles and Posts.

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Manufacturers and Wholesalers of

HARDWOOD LUMBER and CRATING STOCK

Dry Stock For Sale

1, 1 1/4, 2 and 3 inch Basswood. 1, 1 1/4, 2, 2 1/2 and 3 inch Beech.
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1, 1 1/4, 1 1/2 and 2 inch Hard Maple. 3 cars 2 inch Rock Elm.

BEECH, BASSWOOD, BIRCH, MAPLE AND ELM

FOR SALE

Our Motto: "Prompt Shipments."
Correspondence Solicited.

Longfellow & Skillman Lumber Co.

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Michigan Hardwoods

J. F. QUIGLEY LUMBER CO.

We carry Complete Stock, all Kinds, Grades and Thicknesses in our Grand Rapids yards.

MIXED CARS AND PROMPT SHIPMENTS SPECIALTIES

Dudley Lumber Company

MANUFACTURERS AND DEALERS IN

MICHIGAN HARDWOOD LUMBER

MAPLE, ELM, ASH, BIRCH AND BEECH

Complete Stock of SOUTHERN OAK, at our LOGANSPOUT, IND., yard.

ENGEL LUMBER COMPANY

HOUSEMAN BUILDING

FOR SALE:

FULL LINE
MICHIGAN HARDWOODS

WANTED:

ASH, BASSWOOD
AND ELM

ALONG THE LINE OF THE

GRAND RAPIDS & INDIANA RAILWAY

Grows the Finest of the Celebrated

Michigan Hardwoods

There Are Still Opportunities for Profitable Investment.

E. C. LEAVENWORTH. G. F. A., GRAND RAPIDS, MICH.

DENNIS BROS.

Manufacturers of Michigan and Southern

HARDWOODS

AND MAPLE FLOORING

Prompt shipments from our own mills by rail or water.
Cash buyers of Oak, Ash, Hickory and other Hardwoods.

MAIN OFFICE: 207-209 MICH. TRUST CO. BLDG

Thompson Lumber Co.

LIMITED

WE WANT PLAIN RED OAK

AND QUARTERED WHITE OAK

FOR SALE

Complete Stocks of

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Hackley-Phelps-Bonnell Co.

MANUFACTURERS OF

Northern and Southern **Hardwood Lumber**

MAIN OFFICE:

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AND
SOUTHERN

Hardwoods

MILLS: Ludington, Mich.
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SALES OFFICES: Houseman Bldg., Grand Rapids
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HARDWOOD LUMBER

We Carry a General Line of Hardwoods.
Kiln Dried Lumber Constantly in Stock.

Telephones { 744
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YARDS { Ashland Ave.
South of 22nd St.

STONEMAN-ZEARING LUMBER COMPANY

HARDWOOD LUMBER

76 West Erie Street, CHICAGO

MILLS: DEVALL BLUFF, ARKANSAS

QUARTERED WHITE OAK.

40,000 ft. 1 in. 1st and 2nd.
60,000 ft. 1 in. com.

PLAIN WHITE OAK.

80,000 ft. 5/8 in. com.
85,000 ft. 1 in. com.

PLAIN RED OAK.

2 cars 5/8 in. 1st and 2nd.
5 cars 1 in. 1st and 2nd.
1 car 1 1/2 in. 1st and 2nd.
2 cars 5/8 in. com.
10 cars 1 in. com.
2 cars 1 1/2 in. com.

GUM.

8 cars 1x13 to 17 Box Boards.
7 cars 1x13 and up 1st and 2nd Saps.

8 cars 1x6 to 12 1st and 2nd Saps.
15 cars 2 in. Log Run (will sell on grades.)

15 cars 1 in. cull.
10 cars 1 in. com. red.

COTTONWOOD.

1 car 5/8 in. com. and cull.
10 cars 1 in. com. and cull.

ELM.

2 cars 1 1/2 in. log run.
5 cars 2 in. log run.

We have two million feet selected Gum logs, also 300,000 feet White Ash logs. Our Gum logs were all cut when the sap was down. All our logs are rafted. Gum handled in this way is much better than any other. We should be pleased to have your inquiries. : : :

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.

OUR SPECIALTIES

Quartered and Plain Oak 3/8 to 5 inches thick.
Dimension in Rough Quartered Ash and Poplar.
Capacity 150,000 Feet Daily.

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MALEY & WERTZ

Manufacturers, Wholesalers and
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Hardwood Lumber

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EDINBURG, IND.	- - -	H. Maley
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THE GREATEST HARDWOOD MARKET
 IN THE WORLD

REPRESENTATIVE

HARDWOOD DEALERS

THE JOHN GILLESPIE LUMBER CO.
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 DEALERS IN
PINE AND HARDWOODS
 POPLAR, COTTONWOOD, BASSWOOD, OAK AND GUM A SPECIALTY.
 We solicit stock lists from mill men North and South.

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 ALWAYS IN THE MARKET FOR
HARDWOOD LUMBER OF ALL KINDS
 WRITE US BEFORE SELLING
 CLARK AND 22nd STREETS

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RICHMOND, SLIMMER & COMPANY
 Manufacturers and Dealers in

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W. O. KING & COMPANY
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HARDWOOD LUMBER
 LOOMIS STREET BRIDGE

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HARDWOOD LUMBER
 Can handle the cut of one or two good mills on a cash basis. Send me your stock list
CHAS. DARLING
 Room 409, Merchants' Loan and Trust Building

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 WHOLESALE DEALERS IN
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 We are Buyers of both Northern and Southern Hardwoods
 134 Monroe St.,

FRANK M. CREELMAN, RAILWAY EXCHANGE,
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Northern and Southern Lumber
 CAR LOTS, BARGE LOTS, CARGO LOTS OR MILL CUTS FOR FUTURE SHIPMENTS,
 ANNUAL CONTRACTS OR IMMEDIATE REQUIREMENTS.

FRANK R. CRANE FRED D. SMITH
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 WHOLESALE DEALERS IN
HARDWOOD LUMBER
 OFFICE AND YARDS: 440-462 N. BRANCH ST.
 Will pay cash for all kinds of Hardwood Lumber and dry stock, and make inspection at point of shipment if desired. Send Us Your Stock List.

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 North Branch and Blackhawk Streets
 In the market for Cherry, Oak and Chestnut
 Send Us Your Stock List

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 In the Market to buy Hardwoods. Kiln Dried Stock on Hand.
 Telephone, Monroe 268.

W. A. DAVIS
HARDWOOD LUMBER
 1612 Marquette Building, - CHICAGO, ILL.
 In the market for Plain and Quartered Sawed White and Red Oak.
 Make me prices F. O. B. your shipping points.
 Will send inspector to receive lumber.

LESH & MATTHEWS LUMBER CO
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 Solicit correspondence with mill men. We are especially in need of some Plain Sawed Red Oak. Send us a list of what you have in all kinds of HARDWOODS. : : . : . : . : . : .

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: Corner Robey Street and Blue Island Avenue

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 1509 Masonic Temple,
 Wholesale Southern Hardwoods,
 Cottonwood, Gum, Oak, and Ash,
 Always ready to contract for cuts of Southern Mills.

W. & B. HARDWOOD LUMBER CO.
 OFFICE AND YARD: 1084 S. PAULINA ST.
Wholesale Hardwood Lumber
 We are in the market for all kinds of hardwood lumber, especially Oak, Poplar, Walnut and Cherry. Send us your stock lists and prices
LUMBER INSPECTED AT POINTS OF SHIPMENT

CINCINNATI THE GATEWAY OF THE SOUTH

WE WANT ...

Oak—Basswood

ALL GRADES

DUHLMEIER BROTHERS

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.

MAHOGANY AND QUARTERED OAK LUMBER AND VENEER

ALWAYS IN THE MARKET FOR BLACK WALNUT LOGS

The

Maley, Thompson & Moffett Co.

CHICAGO AND CINCINNATI

Are connected by railroad route having finely appointed trains, day and night — Sleepers and Parlors.

MONON—C. H. & D.

Ride this way once and you'll ride again—we think.

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Regular price \$2. His many friends and admirers may obtain copies while they last at the special price of \$1, postpaid.

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THE FARRIN-KORN LUMBER COMPANY
Branch Office, Randolph Bldg., Memphis.

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.

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Cypress

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Gum, Red and Tupelo

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Quartered

White Oak, Plain and
Quartered

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comprises the finest and most complete stock in the country today. We also have a large stock of **Poplar, Chestnut, Hard Maple** and various other kinds of lumber, and should be pleased to receive your inquiries for anything.

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POPLAR	CHESTNUT	PLAIN OAK WHITE OR RED.	QUARTERED OAK WHITE OR RED.	WALNUT	ASH
6 cars 4/4 1 & 2.	10 cars 4/4 1 & 2.	5 cars 4/4 1 & 2.	15 cars 4/4 1 & 2.	4/4	1 car 4/4 1 & 2.
2 cars 5/4 1 & 2.	2 cars 5/4 1 & 2.	1 car 12/4 1 & 2.	4 cars 5/4 1 & 2.	5/4	1 car 5/4 1 & 2.
3 cars 6/4 1 & 2.	2 cars 6/4 1 & 2.	10 cars 4/4 common.	3 cars 6/4 1 & 2.	6/4	1 car 6/4 1 & 2.
4 cars 8/4 1 & 2.	1 car 8/4 1 & 2.	2 cars 5/4 common.	2 cars 8/4 1 & 2.	8/4	2 cars 8/4 1 & 2.
1/2 car 10/4 1 & 2.	2 cars 5/4 common.	2 cars 6/4 common.	25 cars 4/4 common.	10 cars	1 car 4/4 common.
2 cars 12/4 1 & 2.	2 cars 6/4 common.	2 cars 8/4 common.	2 cars 5/4 common.	14/4	1 car 5/4 common.
20 cars 4/4 common.	1 car 8/4 common.	1 car 5/4 cull.	2 cars 6/4 common.	16/4	1 car 6/4 common.
30 cars 4/4 cull.	25 cars 4/4 S. W.	1 car 6/4 cull.	2 cars 8/4 common.		
3 cars 5/4 cull.	2 cars 5/4 S. W.		2 cars 8/4 common.		
3 cars 6/4 cull.	2 cars 6/4 S. W.		2 cars 8/4 common.		
3 cars 8/4 cull.	1 car 8/4 S. W.		1 car asst. culls.		
1/2 car 10/4 cull.			Cheap.		
1/4 car 12/4 cull.					

YOUR INQUIRIES WOULD BE APPRECIATED.

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CELEBRATED FOR HIGH STANDARD OF QUALITY AND MILL WORK.

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 Ask for Dry Stock List and Prices.

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1½ inch White Ash..	24,000 feet
1 inch Basswood.....	150,000 feet
1 inch Birch, firsts and seconds.....	20,000 feet
1 inch Soft Gray Elm.....	300,000 feet
1½ inch Soft Gray Elm....	45,000 feet
2 inch Soft Gray Elm.....	24,000 feet
3 inch Soft Gray Elm	18,000 feet
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Quartered Red Oak—Plain White Oak
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Red Oak, White Oak, Maple. All flooring hollow back, end matched, bored, polished and bundled.

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Quartered Red Oak.....	4,728	feet
Plain Red Oak.....	28,431	"
Cypress.....	259,761	"
Ash.....	3,592	"
Quartered White Oak.....	12,702	"
Plain White Oak.....	13,879	"

At SELMA, ALA.

Poplar.....	965,567	feet
Cypress.....	848,215	"
Tupelo.....	332,474	"
Ash.....	9,009	"
Quartered White Oak.....	7,693	"
Plain White Oak.....	13,752	"

At SELMA, ALA.

Red Gum.....	1,733	feet
Hickory.....	631	"

At MEMPHIS, TENN.

Quartered Ash.....	21,855	feet
Plain Ash.....	874,705	"
Quartered White Oak.....	13,938	"
Plain White Oak.....	34,559	"
Quartered Red Oak.....	119,406	"
Plain Red Oak.....	4,790	"
Cottonwood.....	495,610	"
Cypress.....	791,505	"
Poplar.....	509,723	"
Gum.....	29,763	"
Walnut.....	4,060	"

J. W. Thompson Lumber Co.

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

MEMPHIS, TENN.

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UPHAM & AGLER

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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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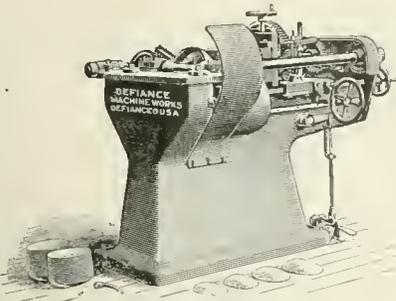
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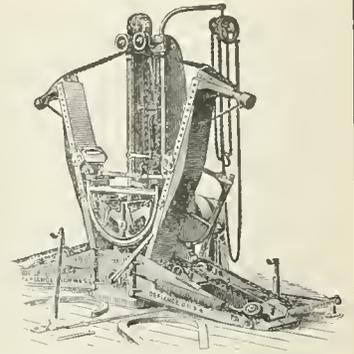
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The DEFIANCE MACHINE WORKS
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12 in. Rim, Hound and Bow Bender.

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Oak, Cottonwood, Whitewood, Walnut, Pine,
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MAPLE		BIRCH		BASSWOOD	
1 in.	500,000 ft.	1 in.	100,000 ft.	1 in.	200,000 ft.
1 1/4 "	100,000 "	1 1/4 "	25,000 "	1 1/4 "	200,000 "
1 1/2 "	100,000 "	1 1/2 "	60,000 "	1 1/2 "	100,000 "
1 3/4 "	100,000 "	2 "	60,000 "	1 in. Cull	200,000 "
2 "	500,000 "	2 1/2 "	30,000 "	Dry BASSWOOD	
2 1/2 "	100,000 "	ROCK ELM		8x4 1st and 2nds.	
3 "	100,000 "	2 in. 15,000 ft.		50,000 ft.	
3 1/2 "	100,000 "	BEECH		6x4 1st. and 2nds.	
4 "	100,000 "	1 in. 200,000 ft.		78,000 ft.	
		WHITE MAPLE		GRAY ELM	
		Being Manufactured		1 in. 100,000 ft.	
		1 in., 1 1/4 in., 1 1/2 in.,		1 1/2 " 50,000 "	
		2 in., 500,000 ft.			

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ALL KINDS OF

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timber lands.

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If you want an exact survey or map of your property.

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Write to us and find out what we can do for you.

We send thoroughly reliable and practical engineers to all
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REACH

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WIRE OR
PHONE

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100,000 ft. 1" to 4" 1sts and 2nds and Common.
150,000 ft. 1" Common Plain White Oak.
100,000 ft. 1" Common Chestnut.
A few million feet of Quartered Red and White Oak,
all bone dry. Wire us if in a hurry.

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INCORPORATED 1902.

The Michigan Maple Company

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LOGS, LUMBER, SLABS, SAWDUST AND
GENERAL MILL REFUSE.

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Manufacturers of

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*Maple, Soft and Rock Elm, Basswood,
Birch, Beech and Hemlock, Cedar Posts
and Ties, Hemlock Tan Bark*

Annual Capacity

30,000,000 Feet of Lumber Φ 10,000,000 Cedar Shingles

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Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

Vol. XIX.

CHICAGO, MARCH 25, 1905.

No. 11.

Hardwood Record

Published on the 10th and 25th of each month

By The **HARDWOOD COMPANY**

HENRY H. GIBSON

President

FRANK W. TUTTLE

Sec-Treas.

OFFICES:

Sixth Floor Ellsworth Bldg., 355 Dearborn St., Chicago, Ill., U.S.A.

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General Market Conditions.

The general feeling throughout all hardwood manufacturing, distributing and consuming sections is still remarkably hopeful, as will be seen by the individual market reports covering nearly all manufacturing and distributing centers throughout the United States. Trade, on the whole, is starting off very well; in some sections the demand is strong and prices very firm. In others there is a feeling of hesitancy which almost amounts to a halting of trade, awaiting further developments.

The demand for plain sawed oak is still much in excess of available stocks, and the price is ranging comparatively high. These extraordinary values will undoubtedly stimulate production so that later in the season oak may possibly come back nearly to normal price, but this opinion is conjectural, as the oak of this country is getting to be oak. The available sources of supply are becoming very much restricted, and this is especially true of the wood of fine physical quality.

Until it can be figured out how much poplar there actually is in sight for the present season, there is going to be a hesitancy about making many advance purchases. It is the opinion of the HARDWOOD RECORD that when the figures are all in, it will be found that poplar is still short. The trade generally, notably the eastern trade, which took on a good deal of cypress and gum last year as a substitute for poplar, is not pleased by the change it made, and probably the east can be counted on to consume from 50,000,000 to 100,000,000 feet more of poplar this year than it did during 1904. If this prophecy materializes it surely will stimulate the price of basswood and cottonwood, which invariably follow the trend of poplar values.

There is no particular change manifest in the condition prevailing in northern hardwoods over that recited a fortnight ago. It is probable that fully one-half the year's cut of maple, birch, elm and basswood is sold under advance contracts, and thus the price for the year has been fairly well established.

In the southern woods, ash and hickory are scarce and high, and many of the leading distributing markets of the south are entirely stripped of nearly every item of oak.

Walnut and cherry are holding their own in fine shape, with a good accretion of value in sight.

There is a very conjectural outlook for mahogany. The consumption of the solid wood in mahogany has not materially increased in spite of its apparently having done so. The increase in consumption has been very largely made up of veneer work. It is undeniably true that there is plain wood enough in this country to fulfill the entire trade requirements for the next twelve months, and quite a number of concerns are so organized that it will be impossible for them to stop their operations or reduce the quantity of imports of logs for many months to come. This will doubtless result in placing mahogany of the ordinary sort at a low price. Even today, mahogany in relative value, is the lowest priced wood sold in the United States. Should oak continue to climb up in price, it would naturally stimulate the mahogany demand by inducing the utilization of more solid wood in furniture construction. The demand for mahogany also depends quite largely on the building of passenger coaches. When the car companies are not building coaches, the mahogany trade is pretty dull. If there be heavy orders for additional equipment of this sort, this will help out that branch of the trade.

The veneer industry is increasing to the extent that all woods suitable for veneer base, like wormy chestnut and gum, are showing strong demand and a higher trend of value.

New Forces at the Fore.

In its new officers and board of trustees the National Wholesale Lumber Dealers' Association, whose thirteenth annual convention was held at Philadelphia March 1 and 2, is particularly fortunate.

The new president of the association, Lewis Dill of Baltimore, is a man who can most aptly be described as "broad gauged." Personally, his business is confined to North Carolina and long leaf pine, of which he is a wholesaler, but beyond this he has a well-trained mind in most other details of the lumber trade. From an acquaintance with this gentleman covering a good many years the HARDWOOD RECORD is of the opinion that he will broaden out and strengthen the association during the coming year more than has ever been done in any year of its history. He is a thorough believer in the good that can be obtained from association work, and has been foremost in the city of Baltimore in bringing order out of chaos in that catholic market of American woods. He is a thorough advocate of the policy that the good of the community is reflected in good to the individual. Mr. Dill is an honest man, a forceful man, and withal a diplomat; and the acclaim with which his election was received at Philadelphia will be reflected in the good work that he will perform for the association.

For the first time in the history of the National Wholesale Lumber Dealers' Association, the hardwood element of the trade has received a just recognition. Four of the seven new trustees elected are strictly hardwood men. The total number of trustees is twenty-one, of which seven are hardwood men, and eight others are more or less interested in the hardwood end of the industry. With such a staff President Dill will be able to accomplish much good to the hardwood

end of the trade, and it is a foregone conclusion that he will lend his best efforts to that end.

The Mountain River Tides.

During the last fortnight the rivers of the poplar and oak producing sections of Kentucky and Tennessee have given up their wealth of poplar and oak logs confined in their upper courses. It has been the best "tide" that has been witnessed in these streams in the last ten years, but like the history of all mountain log floating streams, it has by no means brought the logs out clean. The best run came out of the Guyandotte and nearly sixty per cent of the logs are safely boomed in the Ohio, tributary to the Ashland, Cincinnati and Louisville mills. The Kentucky river has only delivered about forty per cent of its stock of logs. The Cumberland and Tennessee rivers probably show a delivery of about fifty per cent, while the output from the Big Sandy has been comparatively light. On the whole, the logs delivered safely at the booms are not more than fifty per cent of the total that are banked on the upper streams, and while there will be a great quantity of poplar manufactured during the next ninety days, it is very doubtful if there is yet enough poplar in sight to insure anything like a sufficient amount to supply a full year's consumptive demand.

Very careful estimates made at the first of the year, indicated that the poplar supply would be well toward 100,000,000 short for 1905. Even if the streams made a clean run, unless further tides obtain, it is pretty safe to assume that while poplar will be comparatively cheap for some months to come, purchases at current prices will have a very handsome speculative value before the season is over.

Uniform System of Hardwood Measurement.

There are certain elements which should enter into hardwood lumber measurement, which sometimes are not considered. Perhaps simplicity is the first desideratum, and the next one is a tally by means of which the width of every board, and therefore the average width of the lot may be determined; and the third and one of equal importance, is accuracy. A good many men foremost in the hardwood industry, contend that the simplest, best and reasonably accurate system of measuring hardwood lumber lies in scaling every piece as though it were twelve feet long. This system is very simple, as it is necessary only to use a twelve-foot rule, and have a tally sheet bearing the widths from the minimum to the maximum of the lumber, and different sections in which to carry the comparatively few lengths into which hardwood lumber is cut. The one inch, twelve feet lumber is extended as it stands on the tally sheet. From the ten feet is deducted one-sixth of the total extended as twelve feet. To the fourteen feet section is added one-sixth. To the sixteen feet section is added one-third. To the eighteen feet section one-half is added.

Of course if the lumber be one and one-quarter, one and one-half or two inches or more in thickness, the result is multiplied by the correct fractional amount to show the number of feet contained in the total footing of the piece. This system of measurement is demanded by the export trade and is always followed. One of its chief features of excellence lies in the fact that the width of every piece of lumber is shown at a glance by the piece tally which ordinarily accompanies and which should accompany every lumber invoice. Competent tallymen, however, allege that for some occult reason this system of tallying falls short; that the actual quantity of lumber in the average car is from fifty to seventy-five feet in excess of the measurement. This being as it may—and it is doubtful if it be true—the system has so many merits that very likely it would be a wise measure to adopt as a standard system by all hardwood associations and exchanges.

Shortage of White Oak Timber.

As evidenced by the discussion and interest aroused at the recent session of the National Coopers' Association held at St. Louis, it is evident that the cooperage trade has awakened to the fact that there is a great shortage of white oak timber.

At the doors of the stave people may be laid this state of affairs in a much greater degree than to the lumbermen. Ever since stave-

making commenced in this country the stave makers have been the slaughterers and wanton destroyers of the forest. All methods, up to within a very recent time, have been wasteful in the extreme. They have left more merchantable white oak to rot and burn in the forest than was ever utilized for the making of staves. The very choicest oak of the land has been felled and the straight-grained portion of the butt only has been converted into bolts. The remainder has been abandoned where it lay. While this awakening to the true situation of oak forests has come very late in the day, perhaps it may yet assist in the proper conservation of the remainder of the growth.

The cooperage trade is now casting about for some other wood from which to make staves, as the price of good oak has reached a height that is becoming almost prohibitory for the making of staves for tight barrel cooperage. It is up to the inventive genius of this country to devise a metal package for the carrying of liquids, which doubtless will have to be surrounded with slack barrel staves, properly hooped, for the protection of the metal casing, rendering possible the handling of the packages, the tiering of them, and enabling them to resist pointed pressure. Old and primitive as it is the barrel is the ideal package for a myriad of uses; and where invention has improved most things as the ages have gone by there is no better barrel today than was made during the Ptolemaean era.

The sooner the wickedly wasteful cooperage trade is driven out of American forests, so much the better. Oak is the only American hardwood remaining in any considerable quantity on which the country has to depend for high-class material for the making of furniture, interior finish, flooring and an infinity of other uses, where character and quality of the wood is essential. It is a wood that is needed for utilitarian uses far beyond that encompassed within the limits of a beer keg or a whiskey barrel.

Annual of National Hardwood Lumber Association.

The annual meeting of the National Hardwood Association will be held at Buffalo, N. Y., Thursday and Friday, May 18 and 19. The meeting promises to be very largely attended, as even the social features promised by the hosts will insure an attendance probably greater than ever before in the history of the association. The headquarters will be at the Iroquois hotel, which is one of the palatial hotels of the Queen City of the Lakes, and on Thursday evening a very elaborate banquet will be given there by the Buffalo hardwood contingent to its guests. Those who have had the pleasure of participating in an Iroquois hotel banquet will know that it will be an affair of gastronomic delight.

Orson E. Yeager is chairman of the committee having the entertainment of the National Association in charge, and with his associates on this committee, is well prepared to know how to handle an affair of this sort. A great variety of entertainment will be afforded the visitors, and every moment of this time will be fully occupied by either business or pleasure.

Wants Standard Inspection Rules.

The Canada Lumberman suggests that it would be wisdom on the part of Canadian hardwood lumbermen to adopt standard rules for inspection, thus following the progress in this direction that is being made in the United States. In this connection the paper states that white pine production has not yet reached its zenith in Canada, but very soon it will gradually decline in volume from year to year, as has been the experience of the white pine states of Michigan, Wisconsin and Minnesota. However, this does not mean a reduction in lumber operations, but rather that the deciduous trees will provide a raw material for Canadian sawmills to a greater extent than in the past. Canada possesses large quantities of birch, maple, elm, ash and basswood, and the production of lumber from these woods is still in its infancy. Railroads are already penetrating the northern part of Ontario and Quebec, which will open up a very large hardwood field which up to this time has been untouched. At one time considerable quantities of hardwoods were shipped from the Dominion to the United States, but now the trend of trade is entirely in the other direction.

Pert, Pertinent and Impertinent.

Figure It Out.

Just decide right here to be good,
For you well know that every one should;
Be virtuous and happy,
At least never be nappy,
And then you can do what you would.

An Ideal Man.

That man shall flourish like the trees
Which by the streamlets grow;
The fruitful top is spread on high,
And firm the root below.

—BURNS.

Be Kind to Ma.

She is so homely you'd think she would smother,
And her back view is just like her brother;
Her eyes are both bent,
And her nose is a dent;
But then "She's so good to her mother."

The Home.

Some wise man declares that the home is the place where we are treated best and kicked the most.

New Buyer From Boston.

Berry Bean—I came out to Indiana on purpose to see some of your famous quarter sawed oak trees.

Honest Hoosier—Right sorry can't please you, but the fact is there's been no tide in the Cumberland for six months.

Compensation.

Wealth may not bring happiness, but think of the memory it shuts out.

Betrayal of Trust.

It is alleged that Lew Doster, secretary of the Hardwood Manufacturers' Association, cured a cold last week with syrup of white pine tar. If such is the case he ought to be disciplined. Why couldn't he have taken oil of black birch or wood alcohol, and remained true to the hardwood industry?

Hash.

The specter of a square meal.

What's the Good.

When nobody's looking few men care a rap about posing as heroes.

Peace Prevailed.

Clint Crane, the big Cincinnati lumberman, retired early the other night in the sleeper at Louisville, homeward bound. About midnight his peaceful slumbers were disturbed by the loud talking of a passenger who had just blown into the Pullman, and whose verbal pyrotechnics were directed against a sleeping car in which the berths were not of a sufficient

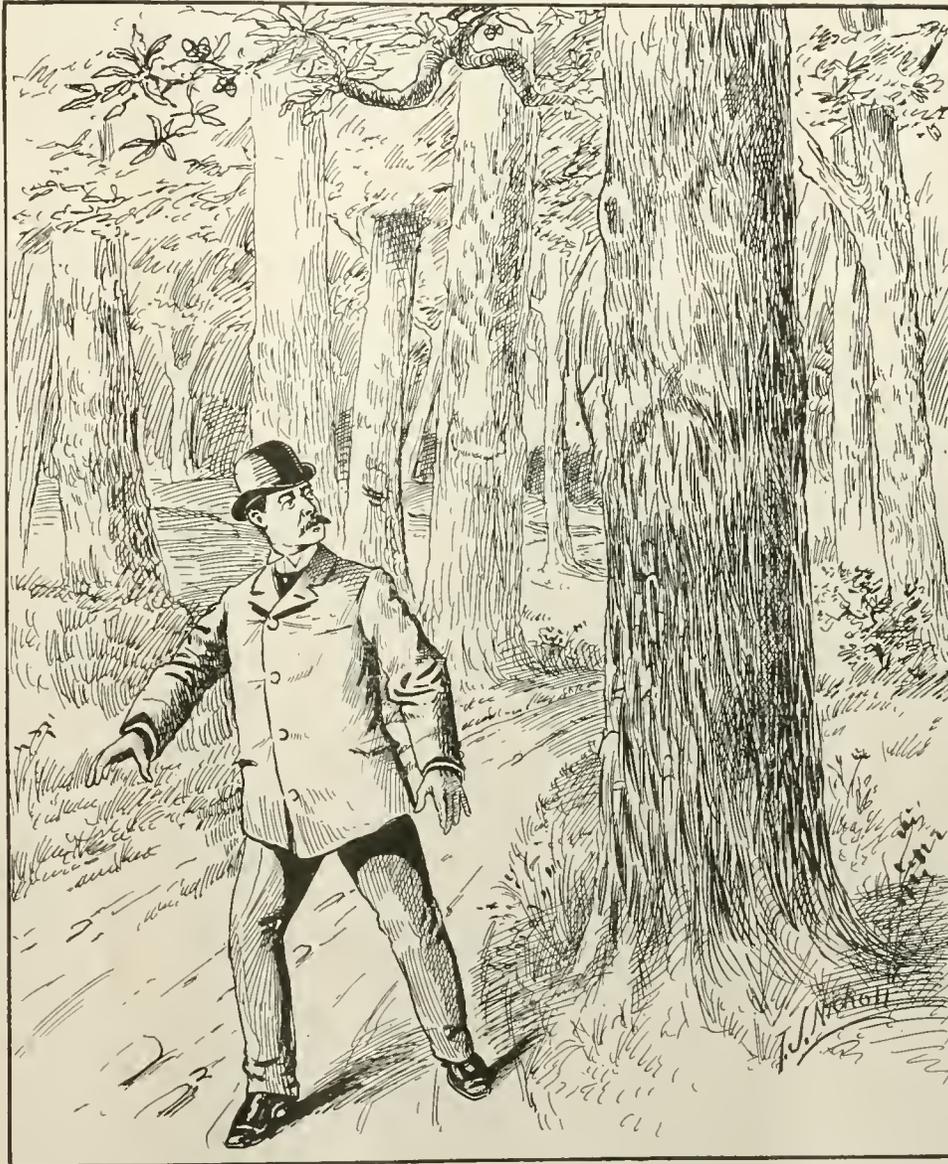
length to accommodate a full-grown man.

The next morning in the washroom Crane turned loose verbally on men who had no more sense than to disturb sleeping car occupants who went to bed in decent season. "Who was that d—d fool anyhow?" spluttered the millionaire lumberman; "I'd like to fold him up once and pitch him out into the gutter."

A mutual acquaintance presented him to Bob Fitzsimmons, the prize fighter, who meekly acknowledged himself as the guilty man. The porpoisical lumberman realized the situation in a second, and there was no mix-up. On the contrary he and lanky Bob spent the rest of the trip into Cincinnati in a friendly chat on the subject of men and manners in the fistie arena.

THE TALKING OAK.

["According to the traditions of the Egyptians * * * the extensive grove that surrounded Jupiter's temple was endowed with a gift of prophecy, and oracles were frequently delivered by the sacred oaks."—*Lempriere's Classical Dictionary, 1827.*]



The Oak—I am king of the forest.
The Lumber Buyer—Great Scott! I've heard of talking oaks before, but for Heaven's sake just whisper that price!

Isn't It True?

Unfortunately when a man is called upon to sidestep temptation he usually goes lame.

Acme of Cruelty.

The extremest cruelty is fostering the good-for-nothing at the expense of the good.

A Difference.

Mrs. Osborne, the famous New York dressmaker, says: "A woman may make herself look very smart for \$400."

A man can make himself look like a lobster for \$4.

Color Doesn't Count.

Painting the town red cannot be regarded as one of the cardinal virtues.

Not Purchasable.

If a man is on the square, it is impossible to buy him off.

A Happy Man.

The individual who is too busy to find fault is indeed a happy man.

Make No Mistake.

Do not imagine that a man can talk on any subject simply because he does.

Occasionally of Value.

A little law, like a little learning, is a dangerous thing. However, the man who knows enough law to avoid it is fortunate.

AMERICAN FOREST TREES.

SIXTH PAPER.

Black Birch.*

Betula lenta—Linn.

Synonymous common English names for this wood are sweet birch and cherry birch. It is one of the best known and most highly prized trees of the northern American and Canadian forests. It is of the birch family. In shape it is round, with slender branches, and in height it ranges from thirty to ninety feet. Its range of growth is from Newfoundland to northwestern Ontario and southward to southern Indiana and Illinois and along the Allegheny mountains to central Kentucky and Tennessee. While ordinarily known as black birch or simply as birch, it is called sweet birch in many localities in Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, New York, New Jersey, Pennsylvania, Delaware, Michigan and Minnesota. In other localities it is often designated as black birch, notably in parts of New Hampshire, Vermont, Massachusetts, New York, New Jersey, Pennsylvania, West Virginia, Illinois, Indiana, Michigan and Ohio. It finds the title of cherry birch in parts of New England, New York, Pennsylvania, Virginia, Delaware, North Carolina, Wisconsin, Michigan and Ontario. In sections of Minnesota it is often called river birch. In parts of North Carolina it is sometimes called mahogany birch, and in the higher altitudes of South Carolina locally it is known as mountain mahogany.

Its time of bloom is in April and May. The bark is a dark, rich brown and smooth when young, but becomes very rough as the tree grows older. Unlike the white birch, its bark is not subject to peeling. Branches: reddish, smooth, covered with white wart-like dots, sweet, aromatic. Leaves: simple, alternate, with short, downy petioles; ovate with pointed apex and rounded or cordate base; finely and doubly serrate; ribs, straight; rived, green and glossy above; dull and pubescent below, but becoming smooth. Flowers: growing in catkins and appearing before the leaves; the staminate ones are golden and long; pistillate ones in dense, shorter catkins. Strobiles: dark green; sessile; with rounded and lobed scales. Nut: obovate.

The black birch in forest growth runs from two to four feet in diameter. The heart wood is dark brown, tinged with red. The sap wood approximates a yellow tone. The grain is close and the structure com-

pect. In structural qualities the wood is heavy and very strong and hard, receiving stains and a high satin-like polish. The representative uses of the wood are for furniture, interior finish, door making, veneer making, both sawed and rotary cut; woodenware and flooring. The weight of the seasoned wood is estimated at forty-seven pounds per cubic foot.



TYPICAL BLACK BIRCH, FOREST GROWTH. PHOTOGRAPH MADE IN CHARLEVOIX COUNTY, MICH.

This tree is one of the important timber growths of the northern part of the United States and of the Dominion of Canada. It perhaps reaches its highest development in the Adirondack region of northern New York, in the northern peninsula of Michigan and throughout Canada on a line between these two sections. Wisconsin, the northern portion of the lower peninsula of

Michigan and Pennsylvania also produce excellent birch. Because of the fine physical characteristics of the wood and the color of the heart wood (and that it lends itself most readily to staining in a tone very closely in imitation of that ordinarily given mahogany, and, in fact, given the same stain that is applied to mahogany, affords a resultant furniture in combination with mahogany where the two woods are scarcely distinguishable) it has become a great favorite with the furniture maker.

The so-called mahogany bedroom set of the present day is made up much more largely of birch than it is of mahogany. On account of the greater strength of the birch, it is almost invariably employed for the making of the leg rails, side rails and frame rails of bedsteads. The wood is also employed very extensively in the making of imitation mahogany chairs, especially in heavy work. The side and back of a chair may be produced from the crotch or fine striped mahogany veneers, but the legs, rails and spindles in many instances will be found to be made of black birch, cunningly stained and finished to deceive even the elect. However, birch as a substitute for mahogany is excusable in most instances, as it possesses much better physical qualities, will hold its finish better and withstands a breaking strain to a much greater degree.

In interior finish it is a wood that is in general vogue in the United States and abroad. Its rich, cheerful color and ability to hold a finish makes it a favorite for the trim of many rooms. The door maker also prizes the wood very highly, and a good many thousands of doors are annually produced from it in the United States. The rails, stiles and muntins are usually made up of birch sawn veneers, glued to a core, while the panels which sometimes are of very large size are of rotary cut veneers glued to a filler. Doors thus made approximate in beauty the finest produced from mahogany, while in durability they exceed in value doors made from the foreign wood.

Quite a portion of birch growth shows a convolution of the grain which when rotary cut by the veneer machine produces a most charming figure and effect. Birch in both

*Authorities quoted in the foregoing article are "The Timber of Commerce," "Guide to the Trees," "Principal Species of Wood," and "Check List of the Forest Trees of the United States."



EARL PALMER
PADUCAH, KENTUCKY

plain and curly wood is one of the favorite materials employed by the rotary veneer cutters, and it is growing in popularity as its merits and beauty are becoming known.

The northern flooring makers have also taken on birch as a standard flooring material. Its fine and compact grain and rich color make it a very desirable material for alternating with maple, in the making of fancy floors. The demand today for selected, strictly red birch flooring is in excess of the supply, and flooring made from this material commands a higher price than any other hardwood flooring made in the northern factories. It is also frequently employed as an alternate strip of wainscoting or ceiling in the finishing of dining rooms, dens and hallways of fine private residences. The wood has always been comparatively low-priced, but its relative value should have warranted a much higher price than it ever has possessed. There is a certain sheen to birch that is possessed by few other woods. Under a smooth and perfect finish it has a sparkling luster, which is due to the grain and to the shining linings of the pores. While the wood is very much prized for cabinet making of all kinds, it is not inclined to take nails readily without splitting. It is an excellent material for all kinds of turnery, as it works easily. It is not a particularly durable wood when exposed to the weather.

A product of the bark of the black birch is known as wintergreen oil, and occasionally as black birch oil. The distillation of the oil from the bark, limbs and leaves of the tree produces an essential oil that is practically the same as that which is obtained from the quaint little plant known as wintergreen in the northern forests, and "mountain tea" in the mountain districts of the south. Birch oil in the aggregate is quite an important article of commerce, and is the staple flavoring of birch beer.

Miss Lounsbury, in writing of black

birch, says that when we go among the trees and perhaps rest for a while under the shade of the sweet birch, we might, if our ears were sufficiently quickened, hear many tales of country lore that are passing through the swish of its leaves. Tales are astir about the evil spirits that seek it and greedily devour its sweet bark. To their hearts gratitude is unknown. The tree could tell also of many that love the shimmer of its leaves; that notice the golden pollen in its beautiful spray of staminate blossoms



FLOWERING AND FRUITING BRANCHES AND LEAVES OF BLACK BIRCH

and partake of its shade as graciously as though they were accepting a gift from a friend. The subtle instinct of the urchin, for surely he never learned from botany how good to the taste were its twigs, leads him to spend many an hour under its shade. He chats to his companion about his struggles with the trout or of the mischief the squirrels have done to the leaf-buds, and he prides himself upon locating a borer as surely as he can scent the advance of spring.

Builders of Lumber History.

NUMBER VI.

Earl Palmer.

With this issue the HARDWOOD RECORD is pleased to present a portrait supplement of Earl Palmer of Paducah, Ky., president of the National Hardwood Lumber Association, to his many friends.

Mr. Palmer was born on a farm near Fort Wayne, Ind., May 17, 1863. His father and mother, although among the early settlers of northern Indiana, were "York state folks." The National Hardwood Lumber Association owes its efficient and enthusiastic president to the little god of love, as after the supplementary course in business college with which Mr. Palmer rounded out his common-school education, his predilection took him into the railway service, which he entered as a telegraph operator, attaining at the age of twenty-three the position of assistant train master on a division of the C., St. P., M. & O. Ry. Cupid, however, had decided that Mr.

the style of which was changed to Ferguson & Palmer Company. At that time the scope of operations was widened to include the state of Wisconsin as a source of supply. While operating mills of their own in Indiana, the firm also purchased bulk stocks of lumber and distributed them to their customers. In this manner, Mr. Palmer came in touch with all phases of the hardwood trade.

It was the belief of all the members of the firm that the South afforded opportunities in the hardwood lumber business that were disappearing in the North with the diminishing stampage. It was decided in 1898 to remove the business from Fort Wayne to Paducah, Ky., at which point a double mill was erected, and where the firm conducted a strictly manufacturing proposition with success. On removal to Paducah, R. S. Robertson, formerly with Hoffman Brothers, of Fort Wayne, was added to the firm. In 1902 Mr. Ferguson, Sr., disposed of his interest in the business to the remaining partners, and in 1904 the partnership was converted into a stock company, the three partners holding all the stock, of which \$200,000 was issued. The officers of the corporation are Earl Palmer, president, John A. Ferguson, secretary, and R. S. Robertson, treasurer.

Mr. Palmer is remarkably sensitive of his well-earned reputation of absolute integrity of purpose, consequently he does not always accept criticism with the equanimity that would a man of less enthusiasm and aggressive belief in his own motives. He is wrapped up in the work of the National Hardwood Lumber Association, of which he was elected president at the Cincinnati meeting last year. He has been inclined to think that this association and this one only, was the Moses to lead the hardwood business out of the wilderness of complication in which it was lost, overlooking the fact that while the members of the association are of great number and importance in the trade, yet they constitute comparatively a small proportion of the numerical or financial great hardwood interests of the United States.

However, Mr. Palmer recently has, by public utterance and over his signature, advocated the wisdom of a plan looking to unified methods in the hardwood trade, which will provide a universal base of hardwood grading on a just and impartial system. In a recent letter to the HARDWOOD RECORD, he said: "I believe entirely in uniform inspection and the desirability and practicality of such an inspection. Indeed, I consider the problem of the attainment and application of uniform inspection as already beyond the academic stage and believe that its practical solution is near at hand."

With a man of the character and characteristics of Earl Palmer as president and dominant factor, much may be expected of this association at its coming meeting at Buffalo on May 18 and 19.

Mr. Palmer is the father of five boys, of

Palmer should enter the ranks of the hardwood trade, and to that end his arrows were discharged with such effect that in the same year he was united in marriage with the daughter of John Ferguson, a pioneer lumberman of northern Indiana, at Fort Wayne. The next season Mr. Ferguson offered his year old son-in-law a partnership in his business, and in accepting it, Mr. Palmer relinquished his hope of becoming a railroad magnate.

At first Mr. Palmer took charge of the clerical work pertaining to the business of the firm, conducted under the name of Ferguson & Palmer. Not being content with a superficial knowledge of the business, he soon went upon the road as buyer and inspector and thereby gained a fairly good knowledge of the actualities connected with the trade. In the spring of 1894, Mr. Ferguson's only son, John K. Ferguson, entered the firm,

which he says he is prouder than any other of his life's assets. He is not a rich man as riches go today, as money for its own sake has never appealed to him. A dollar means to Earl Palmer a dollar's worth of pleasure for his wife and boys, a dollar's

help to a friend or a dollar flung with generous hand into the lap of poverty. He is broad-minded in his social instincts, fond of fun, an enthusiastic Hoo-Hoo, and like all men of his nervous, aggressive temperament, a tremendous worker.

Strode's Stuff.

A Chapter on Etiquette.

A thing which has vexed and perplexed me not a little is the matter of etiquette. Since I bought a book on the 10-cent counter of a second-hand store in St. Louis I find that nearly everything I have done in the past twenty years has been wrong.

There is something about a second-hand store that is sadly interesting. The whole place speaks of poverty of the genteel variety; the poverty of the trimmed cuffs and collars; the poverty that drives a man to sell life insurance and newspaper advertising, and finally drives him to commit suicide or go to work. It makes me feel mighty badly I tell you.

When a person gets so poor that he must sell his books, it is sad indeed, for books are man's best friends, and he must be desperately hard up who lets them go. Yet it might happen to any of us. To see a man of intelligence forced with his back to the wall, gradually sinking lower and lower, totally unfit to cope with the world and separate it from enough money to live on, without recourse to that last dread alternative of laying aside his collar and dickey and going to work, makes my heart bleed.

The volume I found in the second-hand book store had evidently belonged to a woman. Who else could have been interested in "Ladies' Handbook of Etiquette and Fashion"? The date of the publication was 1860, and the author was Miss Louise Harkness. On a torn fly leaf is written the name of Mrs. Clotilda Smith. Poor woman! She had to part with her book. I wonder why? Somehow I imagine she kept a boarding-house and had this book on the center table. I have seen such books on center tables of boarding-houses. Maybe the star boarder ran away and did not pay his bill, and maybe the poor woman had to sacrifice some of her books to meet her butcher's account. Who knows? Her loss was my gain, for I could see by just glancing through the book that many things I had done were bad form. I became interested, and the next day being Sunday I became absorbed in it, nor did I rest until I had read it through entirely.

Now, I was very strictly brought up; my Uncle John was looked on as an authority on everything pertaining to manners, and he was a great stickler for form. He was the only violin player for miles around. He played for all the balls and parties, and what he said went throughout all that section of Indiana.

I remember one thing, a small thing it was, but it showed my uncle's power. The universal custom prevailed of blowing in the end of the pepper box to make it give down freely, but Uncle John set his face against it, said it wouldn't do at all. He just hooted at it, and he succeeded in stamping it out, so that the practice died in all that section of Indiana, and a great forward step was taken toward culture. Now this woman didn't say a word about it, although ten years after the book was written the question of blowing in the end of the pepper box was a living, vital issue throughout all of Indiana and portions of Illinois. I looked carefully all through her chapter on table manners and saw no reference to the question, If you can't make the pepper box give down any other way, are you doing right by blowing in the end of it? Uncle John said no, and I stand by Uncle John.

Another thing which caused a good deal of excitement in the early '70's was the question of how often a woman might go barefoot. This subject Miss Harkness doesn't touch on at all in her book. Uncle John took a very liberal position in the matter, and I would like some authority quoting he was right. The extremist contended that a woman should wear shoes all the time, but Uncle John, realizing the kind of people with whom he had to deal, and knowing how earnestly they were striving for a higher life, was easier on them. A woman might go barefooted when in and about the house, and take her comfort in doing her work, but no woman should appear in the country town or at church without shoes. If you met one on the road and she was carrying her shoes and stockings in her hand it was all right. Her shoes might be new and unbroken or her feet spread unduly from being so long unconfined, but once she had come in sight of the town or church, she must sit down and put on her shoes and stockings. My uncle was firm on this point—inexorable, you might say.

I remember how strict he was with me; I could no more go barefooted after the first snow had fallen than I could fly. Of course, a little skiff of snow falling early in the season or a heavy frost did not count; but once winter had set in shoes had to come.

Miss Harkness in her chapter on the "Etiquette of Balls and Parties" leaves severely alone several burning questions. One is the question as to whether a young man is justified in cutting a pigeon wing or doing a breakdown at the call of "balance all."

Uncle John permitted it, and in truth you take a 200-pound young Hoosier with his boots freshly oiled, his mustache freshly blackened and a silk handkerchief knotted around his brawny throat, and if he wishes to do a double shuffle, I'd like to know who is going to stop him.

I would not have you think, however, that Uncle John did not know where to stop. He was not an easy mark. Some young bucks made it a practice to swing their partners clear off the floor at the wind-up of the dance, and playfully carry them around the room to their seats. My Uncle John did not like this and I have seen him descend from his perch on the kitchen table and stop the biggest of them. Oh, he had nerve all right, and, besides, they knew if they didn't walk straight he would pick up his fiddle, go home, and break up the dance.

Another thing that Miss Harkness doesn't mention is the etiquette which should prevail when the preacher calls. That subject is entitled to a chapter in itself, for when the preacher called in those days, it required a different kind of etiquette and much more of it than at any other time. The preachers were mostly circuit riders and whenever our preacher, who was what was known as a shouting Methodist who had been "called" to preach, came around, we put on all the style we knew how, and some we were not altogether certain about. He was a 225-pound man, with iron gray whiskers under his chin and his upper lip and around his mouth clean shaven. Thus there was nothing in the way of his eating, and, Lord, how he could eat! Uncle John always made it a rule to have fresh meat when he came. "Chicken if we can, rabbit if we must," was his motto. I remember once he thought he had a chicken all corralled for the preacher, and he invited him to dinner, but a mink crawled into the smoke house unbeknown to Uncle John and exterminated that chicken root and branch. In vain my Uncle John explained the situation to the preacher, took him out and showed him the hole where the mink had crawled in, and the bones and feathers of the chicken lying about. In vain my Aunt Mary, who was a Kentucky bred woman, got a good dinner of white bisenit made out of flour, and hot fried pork. The preacher was disappointed and showed it, and Uncle John was nearly heart-broken.

CHARLES D. STRODE.

Change in Asheville.

The name of the McEwen-Gibson Lumber Company of Asheville, N. C., has been changed to the McEwen Lumber Company, by reason of the sale of the interest and holdings of P. S. Gibson to other members of the company.

The capital stock of the reorganized corporation has been increased and the company announces that it is prepared to meet trade requirements with the same care and attention that it has in the past. The directors of the McEwen Lumber Company consist of W. S. McEwen, president; H. Meader, vice-president, and F. R. Moale. Its main yard is located at Azalea, N. C.

Hardwood Record Mail Bag.

[In this department it is proposed to reply to such inquiries as reach this office from the HARDWOOD RECORD clientele as will be of enough general interest to warrant publication. Every patron of the paper is invited to use this department to the fullest extent, and an attempt will be made to answer queries pertaining to all matters of interest to the hardwood trade, in a succinct and intelligent manner.]

Remission of Taxes on Growing Forests.

DETROIT, Mich., March 11.—Editor HARDWOOD RECORD: Does any state in the Union exempt from taxation land planted to trees?—M. C. B.

So far as the editor knows there is but one state that attempts to stimulate forest planting by exempting the area from taxation for a period of years. That state is Connecticut. Austin F. Hawes, state forester of Connecticut, writes as follows:

NEW HAVEN, Conn., March 15.—Mr. Editor: I have been very much surprised to find how few farmers are aware of the inducement which this state offers for forest planting by exemption from taxes. The profit from forest planting is so far in the future that few land owners have practiced it to any extent. The legislators of the state, very wisely recognizing the value of forests to the state for a timber supply and their well-known indirect influences, passed a law some years ago whereby land planted to chestnut, hickory, ash, white oak, sugar maple, European larch, white pine, black walnut, tulip or spruce, not less in number than twelve hundred to the acre, should be exempt from taxation for twenty years from the time the trees have attained an average height of six feet. This land must not be theretofore woodland, according to the statute, nor exceed in value \$25 an acre.

There are thousands of acres in Connecticut on which the owners are paying taxes, but which have not yielded any income for many years. By planting such land to trees the owner would not only save his taxes for a long period, but the land would be steadily improving in value. At the end of the twenty years the land would unquestionably have a much higher sale value, and if the owner holds the land until the crop is mature he can be fairly sure of 6 per cent or more on the money invested in planting.

I am receiving a considerable number of letters as the spring advances in which the writers ask for information regarding methods of planting, cost of seed and nursery stock, the kind of trees most advisable, etc. Such information can be had free upon application and all correspondence will be promptly answered to facilitate planting this spring.

AUSTIN F. HAWES, State Forester.

The legislature of other states would be wise to follow the example set by Connecticut and contribute to the reforestation of waste lands by exempting from taxation for long periods land that owners had enterprise and patriotism enough to replant to trees. The nucleus of a new and very valuable forest growth could easily be attained if legislative bodies would assist private enterprise to this end. The essentials necessary are exemption from taxation, and stringent laws prohibiting fire-setting, grazing and poaching on land devoted to tree-planting.—EDITOR.

Uniform Standard of Hardwood Lumber.

PITTSBURGH, Pa., March 16.—Editor HARDWOOD RECORD: We wish to ask you one or two questions and enclose self-addressed stamped envelope for reply. In the American Lumberman,

issue of Dec. 26, 1903, under the caption of "Uniform Standard of Hardwood Lumber" was printed full text of the rules for the grading and inspection of hardwoods, adopted by the committees of the National Hardwood Lumber Association and Hardwood Manufacturers' Association of the United States, to continue as the official basis of hardwood inspection for five years from June 1, 1904. We would like to ask you if you can tell us if these rules are used, and if so by whom and what the standing of these rules are.

Another question we wish to ask is in regard to the inspection of poplar. According to the National rules we understand in the grades of firsts and seconds there is no wide lumber taken out, but includes all widths as wide as the logs will make. Are we right about this? According to some rules the width in firsts and seconds only runs to seventeen inches wide, all over seventeen inches being taken out and put in a grade called "wide" and sold at a higher price. According to the National inspection we understand this is not done, and that the firsts and seconds include all the wide there is in the lumber.—J. E. PATTERSON & Co.

In response to the above inquiry about me at one time proposed joint rules of inspection on hardwoods. These rules were approved by a joint conference committee of the Hardwood Manufacturers' Association of the United States and of the National Hardwood Lumber Association. They were approved by the Hardwood Manufacturers' Association of the United States at its January meeting held in Cincinnati in 1904, and were also approved by the Indiana Hardwood Association at about this time. However, the rules failed to receive the indorsement of the National Hardwood Lumber Association at its May, 1904, meeting at Cincinnati, and therefore they never came into use as joint universal rules.

While the text of the rules covering first and second poplar of the National Hardwood Lumber Association makes no provision for the taking out of the wide, the general usage is that the wide is taken out, and that the prevailing width on an order for firsts and seconds is from seven to seventeen inches, and that the wide would run eighteen inches and up. This method is in exact accordance with the rules of the Hardwood Manufacturers' Association of the United States.—EDITOR.

A Commendation Worth While.

In the last issue of the HARDWOOD RECORD there appeared in this department a letter from Herman Kunert of Boyne City, Mich., discussing means of economical sawing of hard maple and criticising prevailing methods of inspecting this wood. While the editor of the HARDWOOD RECORD was entirely unacquainted with the writer, he recognized the fact that he could add no comment to the communication that would improve it or clarify its meaning in any way, as he was fully aware that the letter came from a man who thoroughly understood what he was talking about. It is now with equal pleasure that the editor is privileged to publish the subjoined letter from his employer. Mr. White suggests that the editor write

something about Herman Kunert. The editor would not presume to attempt to improve on the character sketch of Mr. Kunert and the encomiums bestowed upon him by Mr. White. It is a pleasure indeed to print this letter and to realize the splendid relations that exist between employer and employe when both do their duty by each other.—EDITOR.

BOYNE CITY, MICH., March 20.—Editor HARDWOOD RECORD: In your last issue you published a letter written by Herman Kunert of this place. I wish to give you a little history of this young German.

Herman Kunert and his brother came to this country about nineteen years ago. They worked for me in the first mill I had winters, as we had no work summers in those days. When they started in it was quite difficult for them because they had to learn the English language. Herman Kunert started in to work at very low wages and took the lowest job we had; always was satisfied and never made a complaint of any kind about time or about the work being severe or about the wages he got. He was always trying to do the very best he could to make his work as satisfactory as possible and I don't think after he got so he understood English that he ever stayed at one job longer than two years. He always worked up. He has worked for us on and off during this whole time and today he is foreman of one of our largest plants on the day run, and we haven't a man that understands cutting hardwood logs to better advantage than he. His brother has worked up in like manner and he is now band sawyer in one of our mills, getting big pay.

I write you this letter for this reason, that if all labor would take hold and take the interest in their employer's work that Herman Kunert and his brother have taken, there would be no need of labor unions. These boys have worked on their individuality and made themselves so efficient to their employers that they could not help but employ them. They have never been connected with any scheme or plot against their employers nor against the employes. They have always stood as individuals and stood for what was right and if all the employes of this United States would pattern after these two young men and work for the interest of their employers, and strive to make themselves more valuable each year through their careful study and understanding of the business to see where they can make themselves more useful and more profitable, it would be a much greater benefit to the labor community than organized labor ever could be.

Mr. Kunert is not only a good employe but he is a man who stands for right, and understands the manufacture of hardwood lumber thoroughly. He has also been a member of the village council here for several years and is considered one of its strongest men. He will stand for a point if he thinks it is right when all the rest of the board opposes it, and makes friends and gives himself strength in the eyes of the rest by so doing.

I wish you would write a little story about this man and his brother simply to show to the labor community that it pays to do what is right, to study the employer's interest; to be upright, honest and to stand between right and wrong; and stand on their individuality and be men.

I don't expect you to word this just as I have worded it but I want you to write an article that will be impressive, which I know you are able to do, regarding those two young men. Herman Kunert was not over sixteen years of age when he came to this country and his brother I think was twelve or fourteen. They have been here about nineteen years. Herman Kunert reads the HARDWOOD RECORD from beginning to end every time he receives it, and can tell me all the different items of news in it when he has finished. He is a student and a good citizen and neighbor. He owns quite a nice home and is renting another house which brings him in \$15 to \$18 each month; all this from the labor of his own hands, and his credit is good today at banks for several hundred dollars if he wants it. WILLIAM H. WHITE.

New York as a Hardwood Center.

The group of cities known as Greater New York and its surrounding, involving vast wealth, presents to the hardwood trade the greatest center of consuming demand for fine hardwoods that is contained in any sec-



JOHN T. DIXON, Elizabethton, Tenn.
Dixon & Dewey, New York.

tion within the United States. Other trade centers consume more hardwoods in quantity than New York, as for example, Chicago; but there is no district that demands the combined quantity and quality that does the metropolitan district. Its requirements are for high class stock and the demand is very catholic. It utilizes a considerable amount of foreign woods and there invariably is a large demand for the good end of both plain and quarter sawed oak, ash, hickory, cherry, walnut, poplar and nearly the entire range of fine American hardwoods.

While New York for many years has been the financial center of concerns dealing very heavily in spruce, North Carolina pine, long leaf pine and building woods generally; and also mahogany and other imported woods; it is only within a recent date that the dealers there have assumed a position where New York could be denominated as a financial and distributing center for American hardwoods. Even now, comparatively little of the immense quantity of hardwoods entering into consumption in that district are held in wholesale stocks locally, but the trade is supplied from sawmills and grouping yards in various parts of the producing hardwood country, while the enterprises are financed from New York, where the principal offices of the various concerns are located.

During the past few months there have been located in New York the offices of quite a number of new hardwood concerns, some of them old in other parts of the country, but new to New York, and today the city may be regarded as an important commercial center in hardwoods.

A roster of the concerns, old and new, which are now factors in the hardwood trade of Greater New York may be enumerated in part, as including William E. Uptegrove & Brother, with principal office at the foot of East Tenth street and yards at Greenpoint, Borough of Brooklyn; Ichabod T. Williams & Sons, Eleventh avenue and Twenty-fifth street; the Indiana Quartered Oak Company, with office at 5 East Forty-second street; The Crosby & Beckley Company, with offices at 1 Madison avenue; Dixon & Dewey, with offices in the Flat Iron building; The Barr & Mills Company, with offices in the Flat Iron building; John Cathcart, with principal office at 115 Franklin street; Emporium Lumber Company, with New York offices at 1 Madison avenue; Price & Hart, with offices at 18 Broadway; The Stevens-



SAM E. BARR, New York.
The Barr & Mills Company.

Eaton Company, with offices at 1 Madison avenue; Wayne Lumber Company, with plant at 138 Front street; George M. Grant & Co. at 401 East Twenty-eighth street; Hamilton H. Salmon & Co. with offices at 88 Wall street; William P. Youngs & Brothers, at First avenue and Thirty-fifth street; Wilson, Adams & Co. at One Hundred and Thirty-eighth street and Girard avenue, and several others. Some of these concerns carry no stocks in New York, and others handle building woods as well as hardwoods, and still others have general offices and ship stock direct, on orders, from their various mills or yards in producing sections.

The Indiana Quartered Oak Company was incorporated under the laws of the state of Indiana, in December, 1904, to handle the product of the mills of the Henry Maley Lumber Company, Evansville, Ind.; Maley & Wertz, Evansville; Young & Cutsinger, Evansville, and Henry Maley, Edinburg, Ind., throughout the East, and also to do a gen-

eral hardwood business in native and southern hardwoods. Of this corporation Henry Maley is president, although he does not take an active part in the business, which is under the management of Willard Winslow, the treasurer of the company, and William Threlkeld, the secretary. Mr. Winslow was originally with Blacker & Shepard of Boston, for three years, and then went with the firm of Maley, Weston & Co. in 1893, and remained in their employ as buyer for six years. Up to his recent venture, he has been engaged in the lumber business in Boston and New York, save during the last four years, when he has been the active man in George M. Grant & Co. of New York. Mr. Threlkeld was formerly a partner in the firm of Maley, Weston & Co. and Maley, Threlkeld & Co. in Boston, and up to the time of the organization of the Indiana Quartered Oak Company was connected with the Maley concerns in Indiana. The Indiana Quartered Oak Company is well equipped with sources of supply, finances and in management to become an important factor in the hardwood trade of the East.

Another new New York hardwood lumber concern is that of Dixon & Dewey, consisting of John T. Dixon and Harry S. Dewey. Mr. Dixon has been identified with southern hardwood and poplar industries for twenty years, operating for a number of years at Roncoverte, W. Va., and after completing the cutting of his timber there, moved his operations to Virginia, Tennessee and North Carolina some six years ago, where he has large timber holdings, which he is operating to the extent of about 20,000,000 feet of lumber annually. Aside from his holdings in lumber and timber, Mr. Dixon is interested



HARRY S. DEWEY, New York.
Dixon & Dewey.

in other pursuits. He is a director and vice president of the First National bank of Roncoverte. Associated with him in his southern operations are his son Harlow and Arthur M. Scutt, the latter having been his right hand man for the past twelve years.

Mr. Dewey of this firm, has had a very comprehensive training in the lumber business. He was reared at Big Rapids, in the heart of the Michigan lumber country, and even as a youth was identified with the Michigan trade. He went east seven or eight years ago, and became assistant sales manager at Philadelphia and New York for the big Du Bois, Pa., interests. Retiring from this position, he became the Saginaw manager for Bliss & Van Anken, large handlers of white pine, hemlock and hardwoods, and manufacturers of maple flooring. Then for a time he represented this house in the metropolitan district, as manager of sales. Two years ago he engaged with the Whiting Lumber Company at Elizabethton, Tenn., to manage its sawmill and planing mill plant there, which was largely engaged in the production of hardwoods, oak flooring, etc. From this position he has graduated as partner to Mr. Dixon in the wholesale hardwood trade. Mr. Dixon's hardwood manufacturing operations are carried on under the title of the John T. Dixon Lumber Company of Elizabethton, Tenn., and the firm of Dixon & Dewey have this company's stock to draw upon. Outside of this source of supply, the concern is a large buyer of hardwoods in the open market, and with the capabilities of the members of the firm, their ample capital and their facilities for disposing of a good deal of lumber in excess of their own output this firm will constitute a desirable outlet for many manufacturers in the south and middle west. In addition to their large interests in hardwood lumber, they also are extensive handlers of maple and oak flooring.

The new hardwood corporation known as The Barr & Mills Company, recently mak-



WILLARD WINSLOW, New York.
Treasurer Indiana Quartered Oak Company.

ing its advent in the New York market, is incorporated under the laws of the state of Ohio, with home office at Zanesville. The company succeeded to the business of Sam E. Barr last January, and handles hardwoods and spruce in the eastern market, devoting its attention particularly to oak,

although it also handles a considerable quantity of poplar, ash and chestnut. The officers of the company are Sam E. Barr, president and general manager; Joseph Shaw, vice president, and S. Mills, Jr., secretary and treasurer. Mr. Barr has long been identified with the hardwood trade of Ohio and has made an enviable record for himself in the middle west. Mr. Mills is also a thorough lumberman, having been connected with the lumber business in Ohio, both in a manufacturing and retail way, for a good many years. Mr. Shaw is president of the Muskingum Coffin Company of Zanesville, O. While the company has its home office at Zanesville, its principal sales office is in the Flatiron building, New York, and is in charge of Sam E. Barr, the president of the company. The company has a branch office at Asheville, N. C., in charge of H. B. Thomas, and one at Knoxville, Tenn., in charge of J. M. Miller. These two are purchasing offices and the gentlemen in charge look after the company's shipments of hardwood from the south. The company has very excellent connections with hardwood manufacturers throughout the south and west, and is exclusive eastern sales agent for



WILLIAM THRELKELD, New York.
Secretary Indiana Quartered Oak Company.

the oak flooring manufactured by C. M. Carrier & Son, of Sardis, Miss.

One of the older hardwood manufacturers and wholesalers of New York is John Cathcart, who, in addition to selling hardwoods throughout the entire east, is a large exporter. Mr. Cathcart's main office is at 115 Franklin street, where he spends a part of his time. He has been operating a band mill at New Decatur, Ala., for the last four years, cutting at the rate of about 10,000,000 feet a year, quartered and plain oak and poplar, with red and tupelo gum incidentally. Mr. Cathcart's mill and yard at New Decatur cover an area of twenty-two acres, and he has recently added facilities for working poplar and gum into siding and ceiling, and also his oak into flooring, and is prepared to mix cars as desired. At Pittsfield, Vt., Mr. Cathcart operates a circular mill, cutting a virgin tract of birch, maple, beech, spruce and hemlock. Mr. Cathcart has been identified with the domestic and export hardwood trade for many years, and little comment is necessary concerning him

and his enterprises, save that he has been a growing man in the trade, and although very retiring in disposition, he is recognized as one of the foremost factors in the hardwood trade of the east.

One of the largest manufacturing and wholesaling hardwood houses of the eastern country, whose principal office is at New



JOHN CATHCART, New York.

Haven, Conn., but which has a New York office in charge of R. L. Walkley, treasurer of the company, is The Crosby & Beekley Company. Of this corporation E. A. Beekley is president, W. E. Douglass vice president, R. L. Walkley treasurer and F. O. Hevener secretary. This company has a western office at Columbus, O., and band mills at Algoma, W. Va., and several grouping and shipping yards in the south and west. It also has two associate manufacturing companies, the Holly Lumber Company of Pickens, W. Va., and the Douglass & Walkley Company at Drew, Miss. This company handles almost the entire range of American hardwoods, and through its own and allied companies, produces a large quantity of oak, poplar, gum and the various woods that are mixed in this forest growth. This company is one of the pioneer concerns of the east, and has a very high standing in the trade.

Another well-known hardwood concern in the New York market is the Emporium Lumber Company of Keating Summit, Pa., with mills at that place and also at Galeton and Austin in the same state, and lumber stocks at various points in the Adirondack region. This company is an exclusive handler of eastern and northern hardwoods. Its principal output is maple, beech, birch, cherry, etc. Of this company W. L. Sykes of Buffalo is president, W. S. Walker vice president, William Cashish superintendent and W. L. Turner secretary and treasurer. It maintains a branch sales office at New York, Boston and Buffalo, and its New York office at 1 Madison avenue is regarded as one of its principal outlets for its lumber. This office is in charge of C. O. Shepherd, who has

been identified with the trade of the metropolitan district for many years, and who is most favorably known to practically every buyer of hardwoods in the east. Mr. Shepherd looks after the trade in the metropolitan district, New Jersey, eastern Pennsylvania, Delaware, Maryland and the District of Columbia. The Emporium Lumber Company is the largest producer of eastern hardwoods in the country, its annual output running between 30,000,000 and 35,000,000 feet.

Another house that is taking on hardwoods in addition to its building lumber trade this season and which promises to be a no inconsiderable factor in the business is that of the Stevens-Eaton Company. This concern was organized within the last few months and is made up of the members of the great North Tonawanda white pine house of White, Gratwick & Mitchell and of the old New York jobbing and commission house of Stevens, Eaton & Co. Pendennis White of North Tonawanda is president of the company. The hardwood department is handled by T. S. Miller, who is well and favor-

ably known in the New York market, having been New York sales manager for the W. M. Ritter Lumber Company of Columbus, O., for several years. While the Stevens-Eaton Company has but recently taken on hardwoods to any extent, with its commercial standing and close identification with the metropolitan trade it should become an important factor in this business.

William E. Uptegrove & Bro., whose commercial reputation in the east for many years has been confined very largely to the mahogany lumber and fine veneer trade, and to the production of cedar into cigar box lumber, two years ago took on a domestic hardwood department and are meeting with as much success in this line of industry as they have compassed in the past in the foreign woods line.

There are other institutions of high commercial standing in New York which have been and are at the present time doing a large business in hardwoods, but a more detailed mention of them will be left to a later date.

duties of that office until the time of the annual meeting of the association, which takes place at Buffalo May 18 and 19.

It was also voted to locate salaried inspectors at the very earliest moment possible at the following chief hardwood lumber markets of the country: New York, Buffalo, Cincinnati,



O. O. AGLER, Second Vice President National Association—Upham & Agler, Chicago.

National Hardwood Lumber Asso.

An important meeting of the board of managers and inspection bureau committee of the National Hardwood Lumber Association was held at the Burnet house, Cincinnati, O., commencing at 2 p. m., Wednesday, March 15.

At this meeting there were present the following:

Earl Palmer, president, Ferguson & Palmer, Paducah, Ky.

O. O. Agler, second vice president, Upham & Agler, Chicago, Ill.

J. Watt Graham, third vice president, Graham Lumber Company, Cincinnati, O.

A. R. Vinnedge, secretary, A. R. Vinnedge Lumber Company, Chicago, Ill.

W. A. Bonsack, director, Bonsack Lumber Company, St. Louis, Mo.

Gardner I. Jones, director, Jones Hardwood Company, Boston, Mass.

W. A. Bennett, director, Bennett & Witte, Cincinnati, O.



M. M. WALL, Inspector General, Buffalo Hardwood Lumber Company.

E. E. Goodlander, director, Goodlander-Robertson Lumber Company, Memphis, Tenn.

D. F. Clark, director, Osborne & Clark, Minneapolis, Minn.

O. E. Yeager, director, Buffalo, N. Y.

E. C. Colcord, Bowman Lumber Company, St. Albans, W. Va.

M. M. Wall, acting inspector general, Buffalo Hardwood Lumber Company, Buffalo, N. Y.

W. W. Knight, Long-Knight Lumber Company, Indianapolis, Ind.

The board of managers and the inspection bureau committee went into executive session, and afterward announced that they went over inspection matters very carefully and in detail, and arranged that M. M. Wall of Buffalo, who has been acting inspector general for some months past, assume the

nati, Chicago, Grand Rapids, St. Paul, Minneapolis, St. Louis, Memphis and New Orleans.

At the time of the meeting arrangements were completed for the employment of salaried inspectors for New York, Buffalo, Memphis and New Orleans, and the other markets will be covered as fast as competent inspectors can be found to assume the duties. It was announced that the association was in the market for first-class hardwood inspectors, whose reputation for integrity was beyond question, who could be depended on to make an impartial inspection of hardwood lumber under the rules as laid down by the National Hardwood Lumber Association. This plan of inspecting lumber will supplant in all the leading trade centers the fee system that has been employed in the past, and it is believed that the system will result in a great stride toward universal inspection.

It was announced that this departure of the association was preliminary to eventually putting all the association's inspectors on a salaried basis, and it was anticipated that these inspectors would be rotated from market to market, and thus not be brought under local influence for any length of time, which might impair their judgment. The meeting was entirely harmonious and the entire body worked as one man for the accomplishment of better methods and a higher standard for hardwood inspection.

During the evening of March 15 the board of managers and the inspection bureau committee of the National Hardwood Lumber Association, together with C. H. Stanton, of Buffalo, ex-surveyor general of the association; Lewis C. Slade, of Saginaw, Mich., ex-president of the National Wholesale Lumber Dealers' Association; Floyd Day and C. M.



B. A. KIPP, President, Cincinnati Lumbermen's Club—B. A. Kipp & Co.

Clark of the Swan-Day Lumber Company, Clay City, Ky., and Henry H. Gibson of Chicago, editor of the **HARDWOOD RECORD**, became the guests of the Lumbermen's Club of Cincinnati at a banquet given at the Business Men's Club, in the Chamber of Com-



J. WATT GRAHAM, Third Vice President, National Association, Graham Lumber Company, Cincinnati.

merce building. The following is a list of the local contingent who were the hosts of the visitors:

- | | |
|--------------------|-----------------|
| B. A. Kipp. | J. E. Tutthill. |
| Leland G. Banning. | F. W. Mowbray. |
| A. Helder. | C. M. Clark. |

Chicago Hardwood Lbr. Exchange.

The eighth annual meeting of the Chicago Hardwood Lumber Exchange took place at the rooms of the association on the tenth floor of the Fort Dearborn building at 2 o'clock Tuesday, March 14, with President W. O. King in the chair.

The report of the secretary, L. B. Lesh, showed that the present membership of the Exchange consisted of forty resident and five non-resident members, as follows:

- | | |
|--------------------|---------------------|
| W. D. O'Kell. | J. P. Hanna. |
| T. B. Stone. | H. W. Brock. |
| J. B. Cochran. | O. P. Morton. |
| Dr. J. B. Cochran. | H. P. Wiborg. |
| J. Watt Graham. | E. O. Robinson. |
| Frank Van Slyck. | J. P. Hamilton. |
| J. T. McRoberts. | J. A. Van Orsdel. |
| J. B. King. | J. H. Wehry. |
| L. H. Gage. | A. E. Hart. |
| George C. Ramsey. | J. S. Hurd. |
| J. H. Leiding. | O. L. Lockwood, Jr. |
| A. B. Ideson. | W. W. Stone. |
| C. H. Pease. | T. J. Moffett. |
| J. A. Porter. | M. B. Farrin. |
| G. A. Shaw. | S. A. Allen. |
| A. V. Fuhrman. | Lewis C. Smith. |
| George F. Massman. | C. F. Korn. |
| S. W. Richey. | W. J. Eckman. |
| L. D. Halsted. | W. S. Sterrett. |
| Hall Hagemeyer. | Myron Banning. |
| O. J. Harcourt. | F. E. Radina. |
| R. L. Gilbert. | I. H. Swift. |
| J. G. Darling. | E. J. Thoman. |
| W. A. Bennett. | James Buckley. |

The course dinner served by the club was a very attractive bill, and was most thoroughly enjoyed. The toastmaster of the occasion was Benjamin A. Kipp of B. A. Kipp & Co., of Cincinnati, president of the Lumbermen's Club. After the dinner brief addresses were made by J. Watt Graham, Earl Palmer, Lewis Slade, E. E. Goodlander, Gardner I. Jones, M. M. Wall, O. E. Yeager, Henry H. Gibson, E. C. Colcord, A. R. Vinnedge, T. J. Moffett, M. B. Farrin, Thomas B. Stone, Leland G. Banning, M. C. Clark, Floyd Day, W. A. Bennett and H. P. Wiborg.

The affair was voted to be one of the most enjoyable evenings ever held by the Cincinnati Lumbermen's Club.

The election of officers then ensued, which resulted in the following selection:

- President—Theodore Fathauer, of the Theodore Fathauer Company.
 Vice president—Park Richmond, of Richmond, Slimmer & Co.



W. O. KING, Ex-President, W. O. King & Co.

Treasurer—James S. Trainer, of the Trainer Bros. Lumber Company.

Secretary—Carl V. Kimball, of the A. R. Vinnedge Lumber Company.

Directors—H. S. Hayden, of Hayden & Lombard; W. C. Schreiber, of Francis Beidler & Co.; W. O. King, of W. O. King & Co.; Charles Miller, of Miller Bros.; Clarence H. Wolfe, of the Heath-Witbeck Company; John Schoen, of the Columbia Hardwood Lumber Company, and George W. Stoneman, of Stoneman-Zearing Lumber Company.

The house committee, consisting of S. J. Vinnedge, L. B. Lesh and A. J. Howard, was instructed to ascertain if more desirable quarters might be obtained for the Exchange, and to report at its next meeting.

- Empire Lumber Company.
 Theodore Fathauer Company.
 A. J. Howard.
 Heath Witbeck Company.
 W. O. King & Co.
 J. S. Benedict.
 F. B. Stone.
 Litcher & Moore Cypress Lumber Company, Litcher, La.
 Lesh & Matthews Lumber Company.
 Trainer Bros. Lumber Company
 F. S. Hendrickson Lumber Company.
 Chicago-Mississippi Land & Lumber Company.
 E. Sondheimer Company.
 Upham & Agler.
 A. R. Vinnedge Lumber Company.
 Stoneman-Zearing Lumber Company.
 Maisey & Bion.
 R. A. Wells Lumber Company.
 C. L. Willey.
 S. J. Vinnedge & Co.
 Clarence Boyle Lumber Company.
 Jones, Coates & Bailey.
 Miller Bros.
 Crandall & Richardson.
 Ryan & McFarland.
 Fink-Heidler Company.
 F. M. Creelman.
 Messenger Hardwood Lumber Company.
 Richmond, Slimmer & Co.
 Johnson & Knox Lumber Company.
 John Gillespie Lumber Company.
 C. H. Mears & Co.
 W. & B. Hardwood Lumber Company.
 Hayden & Lombard.

NON-RESIDENT.

- Thomas McFarland, Cairo, Ill.
 Crosby & Beckley Company, New Haven, Conn.
 Penrod Walnut Corporation, Kansas City, Mo.
 G. W. Jones Lumber Company, Appleton, Wis.
 John McInturf, Cairo, Ill.

The report of the treasurer, George W. Stoneman, showed that the exchange was in a prosperous financial condition, having assets of more than \$500, with all debts paid.



PARK RICHMOND, Vice President, Richmond, Slimmer & Co.

On motion the secretary was instructed to notify the editor of the **HARDWOOD RECORD** that his invitation to entertain the Exchange at lunch was accepted, and that the Exchange



THEODORE FATHAUER, President, Theodore Fathauer Company.

RESIDENT.

- Francis Beidler & Co.
 F. R. Crane & Co.
 Columbus Hardwood Lumber Company.
 Charles Darling.

would be pleased to lunch with him at his convenience.

The Chicago Hardwood Lumber Exchange was chartered by the state of Illinois on March 20, 1896. The original membership consisted of about twenty Chicago hardwood houses, and the organization was effected for the sake of bringing out of disrepute and into standing the Chicago hardwood jobbing trade. In reality, the Exchange was an offshoot of the Chicago Lumber Exchange, which was made up of manufacturers and dealers in building woods, as well as in hardwoods. This action was taken as it was thought the hardwood trade could best handle its own affairs. The Exchange has succeeded most admirably in cleansing the market of



CARL V. KIMBALL, Secretary,
A. R. Vinnedge Lumber Company.

undesirable dealers and disreputable practices, and today the tone and character of the Chicago hardwood lumber market is excelled by that of no other hardwood trade center in the United States.

The business of the Exchange is vested largely in a board of managers, which is made up of the president, vice president, secretary, treasurer and seven directors. The board of managers controls and manages all properties of the Exchange, and the appropriation of its funds; makes all contracts and purchases; fixes the compensation of the secretary and treasurer; provides suitable rooms for meetings of the members, which are kept open during business hours; prescribes and publishes rules regulating the use and occupancy of the rooms of the Exchange; and defines the powers and duties devolving upon the committees of its appointment.

This board meets for the transaction of its business, on the second Monday of each month and at any other time at the call of the president or any two members thereof. It is required to examine any charges of misconduct in the Exchange, and if it shall be found that parties so charged have violated any rules of the Exchange, any business contract or obligation, or have failed to equit-

ably and satisfactorily adjust settlement of same, or when any member has failed to promptly comply with and fulfill the award of any committee made in conformity with the rules, he shall upon proof of such delinquency be suspended or expelled from membership by two-thirds vote of the board.

It is further within the power of the board of managers to establish a standard of grades for lumber, timber and other articles of traffic commonly dealt in by the members, and the certificate of any inspector appointed by the board of managers as to quality or quantity shall be evidence between buyer and seller of the quality, grade and quantity, and shall be binding with members of the Exchange or others interested, who shall obtain, require or assent to the employment of such inspectors.

The membership of the Exchange may consist of three classes, resident members, non-resident members and honorary members. All applications for membership shall be made to the secretary in writing, and by him be posted upon the bulletin board of the Exchange for at least two weeks before being acted upon by the board of managers. A two-thirds favorable vote elects the applicant to membership upon payment of the initiation fee. Non-resident members of the Exchange are entitled to enjoy all the privileges of the Exchange except the right to vote and hold office. Any person who shall be nominated by unanimous vote of the board of managers, may be elected an honorary member of the Exchange at any meeting, by three-fourths vote of the members present, and shall enjoy all the privileges of other members, save voting and holding office.

The retiring president of the Chicago Hardwood Lumber Exchange is W. O. King of the firm of W. O. King & Company, whose office and yards are located at the Loomis street bridge. Mr. King is one of the older and best known hardwood operators in the Chicago market, having been associated in his earlier life with the late E. Sondheimer, in the walnut trade, and more recently has made a specialty of hard maple.

Mr. King's successor as president is Theodore Fathauer of the Theodore Fathauer Company, with offices and yards at Goose Island. Mr. Fathauer is one of the foremost hardwood jobbers of the Chicago district, and together with his associate, W. H. Hopkins, has built up a business of large dimensions. He has been in business in this market for about fifteen years, and makes a specialty of hard maple and other Michigan hardwoods.

Park Richmond, just elected vice president, is the head of the firm of Richmond, Slimmer & Co., and is the chief local inspector of the National Hardwood Lumber Association. Mr. Richmond was brought up with the old hardwood house of Hayden Brothers, and went into business on his own account a little more than a year ago. This firm maintains office and yards at Twenty-second and Jefferson streets.

James S. Trainer, who is the new treasurer of the Exchange, is of Trainer Brothers Lumber Company. Mr. Trainer was also a graduate of the Hayden Brothers concern and entered the wholesale trade with his associates, about two years ago, with office and yard at Twenty-second and Jefferson streets.

Carl V. Kimball, the new secretary of the Exchange, was formerly Chicago salesman for the Yellow Poplar Lumber Company of Coal Grove, O., and was associated for some time afterward with Vinnedge Brothers, and still later became the owner and business manager of the HARDWOOD RECORD. He retired from the publishing business on Jan. 1, and became the secretary and treasurer of the A. R. Vinnedge Lumber Company. The prin-



JAMES S. TRAINER, Treasurer,
Trainer Bros. Lumber Company.

cipal office of this company is at 134 Monroe street.

From Chicago to Memphis.

E. Sondheimer Company is out with an important announcement under date of March 22 which states that on April 1 proximo it will remove its general office headquarters from the Railway Exchange building in Chicago to the Randolph building in Memphis. This company is the largest institution of its kind in the United States and it is with regret that the HARDWOOD RECORD has to announce that it has deemed it expedient and necessary to transfer its main office to a point nearer the center of its numerous hardwood lumber manufacturing enterprises.

Max Sondheimer, president of the company, in making the announcement of this change says that the increasing importance of Memphis from a hardwood standpoint has not been without influence in bringing about this change. He further says that the company's mills are located at a much more convenient distance from that point than from any other large hardwood center, and by transferring the general offices to that city he hopes to be enabled to more satisfactorily look after the wants of the trade.

This company owns or controls mills in every state along the Mississippi river from Missouri south and also has mills in Texas, all of which are in comparatively easy reach of Memphis. The company's yards and mill interests at Cairo, Ill., and elsewhere in the South will be conducted as in the past, but the company will close out its yard on Blue Island avenue and Rebov street, Chicago, this spring.

The Veneer Industry.

Probably no branch of the woodworking industry is as little known or considered by the average layman or even hardwood lumberman as the veneer business. Still this is a great and growing industry, employing hundreds of thousands of dollars of capital and turning out a product in value running into millions of dollars, and whose consumption extends into almost every department of the manufacturing business where wood is employed. It is not hard to understand this condition, because very few except those directly interested know to what extent veneer products are used. The industry is a modern one and the growth during the last few years has been enormous.

This fact is due to perfectly natural causes; the principal ones being the growing scarcity of good timber, the new uses which are constantly being discovered where veneers can be advantageously used, and the paramount matter of economy. It is easy to understand that as lumber values grow higher the demand for equally satisfactory and cheaper veneered lumber products will increase.

Veneers, or more strictly speaking thin layers of lumber with which to cover and conceal coarser woods, thus presenting a fine exterior surface, are prepared in three ways—sawed, sliced and rotary cut. Sawed veneers, by the use of thin segment saws, are sawn from previously prepared flitches of logs and are usually produced with an average thickness of one-twentieth of an inch, although quite frequently they are sawed much thinner. Sliced veneers are produced from flitches by the aid of a machine carrying a heavy sliding knife, which by each downward stroke slices a small piece of lumber off the face of the flitch, which is rapidly advanced until the flitch is completely cut up. Flitches cut into veneers in this way are often reduced to less than one one-hundred and fiftieth of an inch in thickness, but like sawed veneers are usually cut twenty to thirty to the inch. The process by which the larger quantity of logs are reduced to veneers is by rotary cutting. It is alleged that nine-tenths of veneers produced are made in this way. The economical advantages of this method of cutting are obvious, as the veneer leaves the log in a continued sheet without waste of any kind.

It is a well-established fact that in the majority of cases it is more profitable to cut veneers than it is to saw lumber, inasmuch as there is no waste in slabs or dust. Even crooked logs, ordinarily having little value as a resultant lumber product, make good veneers. These veneers when dried by quick and modern methods can, if necessary, be shipped the same day they are cut. This process enables the manufacturer to turn his capital much oftener than can the manufacturer of sawed lumber, because he does not have to have it tied up for months while the

product is seasoning. This makes returns on the investment much quicker for the veneer manufacturer, and on the whole the market is a much steadier and more satisfactory one.

Notwithstanding the large amount of capital and the immense resultant value of the veneer product of the past year, it is said that the demand for veneers and thin lumber is now in excess of the supply, as the number of users has increased in a greater proportion than has the manufacture. New uses for veneer and made-up stock of which veneer is essential are being discovered every day, with the result that the use of the veneer product is expanding most wonderfully. This fact may be illustrated by the experience of a manufacturer of a minor piece of cabinet work which has been produced by an eastern furniture maker for many years. This piece of furniture up to a recent date has required nineteen feet of lumber in its construction; today by the substitution of laminated wood the manufacturer uses only five feet of lumber to build it. This fact can be further illustrated in the mahogany industry. To all appearances, in reviewing the fittings of fine office buildings, railway coaches, bar-rooms, and in a review of the products of the fine furniture makers, it would seem that during the past few years there has been a wonderful increase in the use of mahogany lumber in the United States. Such, however, is not the case. The consumption of mahogany in the United States for the past six or seven years has remained nearly stationary at about 20,000,000 feet board measure. During this same time the mahogany veneer industry has gone forward by leaps and bounds and its increased production has militated against the consumption of the solid wood. Mahogany veneers now go forward in carload lots to manufacturers, every car containing from 125,000 to well toward 200,000 feet of veneers. These figures represent an equivalent to the same number of feet board measure of solid mahogany wood. Today the only large consumer of solid wood in mahogany is the Pullman Car Company, and it only employs large quantities in the construction of day coaches. The beautifully figured work one sees in the Pullman sleepers is veneer, either of oak, figured mahogany or its more brilliant prototype "vermillion," which is intermixed at times with English brown oak or fancy American oak veneers.

The principal industries using veneers are the furniture manufacturers, the basket, boxes and fruit package makers, the veneer stave and barrel makers, interior finish producers, filing case builders, casket and allied trades.

The furniture makers use millions of feet of veneers every month and produce from it everything imaginable, from chair seats to the finest examples of the cabinet makers' art. The finest grain effects are easily and cheaply produced when veneer is used and

the saving over the use of solid wood is enormous. Lines of furniture where veneers are used in large quantities are in bed-room suites, desk and office furniture, filing cabinets, chairs, tables and similar lines. To such an extent has the use of veneers obtained in furniture production that some furniture makers have installed their own plants for the cutting and drying of their veneers. Piano and organ builders use veneers exclusively for cases and sounding boards and their requirements alone keep many mills busy. Casket makers are already employing veneer very extensively in the making of fine coffins, and its use is increasing very fast.

Thin lumber one-half an inch in thickness can be successfully cut on the rotary veneer machines. The majority of all stock used for the making of crates, fruit packages, small boxes, trunk slats, desk drawer bottoms and in fact all extensive uses of lumber of one-half inch or less thickness, is nowadays made from veneers. The fruit package industry alone, from which are made cabbage crates, onion crates, orange boxes, peach crates, etc., will give a faint idea of the enormous field of consumption entailed in the veneer industry. All peach and grape baskets, berry boxes and the like are made of veneer, and this branch of the industry alone keeps hundreds of veneer mills in commission many months in the year. It is said that 25,000,000 baskets are annually used to handle the peach crops of the fruit belt of west Michigan.

The veneer barrel is growing in favor and many plants are being put in to make them. Many cooperage makers produce their staves from veneers and claim that this method is an economical one. Not only are staves made from veneer, but the heading as well, and this branch of the veneer industry is still in its infancy.

The beautiful wavy grain effects seen in the Pullman cars are all produced by the aid of finished veneers. Nearly all the ceilings and interior finish of railway coaches and street cars are made from veneers. Fine and figured veneers find a ready market not only over this country but are exported in large and increasing quantities.

Another industry which is growing very rapidly is the veneered door and interior finish business. There are numerous concerns which make this form of doors exclusively, and their business is constantly increasing and veneered finish is now almost universal in place of solid wood for fine offices, hotels, banks, churches, public buildings and homes. The handling of glue and cement in the make-up of laminated wood for doors, interior finish and for the many other purposes has become almost a fine art. Today the manufacturer of these lines of goods will say to the prospective buyer: "If you will buy veneered doors of me I will guarantee that they will stand without cracking, shrinking or warping, which I cannot do if you insist upon solid wood."

Other industries where veneers are exten-

ively used are those for making rice drums, butter dishes, woodenware, matches, tooth-picks, skewers and dowels; canoes, veneered wall paper and thousands of minor things.

One unique use to which rotary cut veneers are placed is the making of very thin wood shavings which are used to make ladies' hats. This cut wood material takes the place of straw, and France imports great quantities of it.

To the close observer it cannot fail to be evident that the veneer business holds much promise for the future of the woodworking industry of the country. That this is true is proved by the fact that the largest timber owners in the country are putting in veneer plants in connection with their sawmills. A great saving of material appeals to them and they feel that to keep abreast of the times they must have a department where fine woods can be cut to the best advantage, and where short crooked logs, that would otherwise possess little value, can be utilized at a profit. Any kind of timber can be cut into veneers at a profit. There is little waste, for even the cores that are left after the veneer material is cut from them, can be worked up into staves or sawed into slats for crating, or for some higher class purpose. As American hardwoods grow scarcer, and the price higher, of necessity this economical method of manufacture will increase even more rapidly than in the past. There is no branch of the hardwood industry which promises so great a future and so many fortunes as the veneer business.

Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

Chicago.

The American Walnut Company, the largest handler of black walnut in the country, which controls an aggregate of nearly 20,000,000 feet annually, and which for some time past has maintained its principal office in the Railway Exchange building, is about to move its headquarters to Kansas City. This company constitutes the selling department of the East St. Louis Walnut Company of East St. Louis, Ill.; the K. & P. Lumber Company of Cincinnati, O.; Lesh, Pronty & Abbott Company of East Chicago, Ind., and of the Penrod Walnut Corporation of Kansas City, Mo.

W. B. Burke, vice president and general manager of C. M. Carrier & Son of Sardin, Miss., was a local visitor on business bent a few days ago.

O. O. Agler, of Upham & Agler, and A. R. Vinnege of the A. R. Vinnege Lumber Company were in Cincinnati last week, in attendance upon the meeting of the board of managers of the National Hardwood Lumber Association.

D. F. Clark of Osborn & Clark, the well known hardwood lumber and hardwood flooring concern of Minneapolis, was in the city last week on his way to attend the meeting of the executives of the National Hardwood Lumber Association at Cincinnati.

Max Sondheimer, president of the E. Sondheimer Company, is expected home within a few days from one of his periodical visits of review of the sundry sawmill enterprises of his company, lying between southern Illinois and Texas.

Francis F. Davis, the wholesale lumberman and hardwood flooring man of the Old Colony

A Change at Memphis.

Broughton & Company of Memphis, Tenn., and T. H. Harris & Son of Trezevant, Tenn., have, under the firm name of Broughton, Harris & Son, begun the erection of a modern planing mill plant at Trezevant. This new arrangement will enable both firms to ship dressed stock and not be confined to the sale of rough lumber as in the past.

Broughton & Company, who have yards and dimension mill at Memphis, will handle the sale of the dressed stock. T. H. Harris & Son have a sawmill, stave and heading mill at Trezevant already, and own timber accessible to their mill aggregating about 18,000,000 feet. This timber consists of gum, poplar, oak and cypress.

The capacity of the new planing mill will be upward of 15,000 feet per day. The output will consist of moldings, siding, ceiling, flooring and finish, notably in gum.

New Credit Rating Book.

The National Lumber Manufacturers' Credit Corporation of St. Louis announces that about April 15 it will deliver to members a combined edition of its credit rating book, covering forty-three states. Pocket editions of this book will be made up on orders only, and any states desired will be bound up for members on application. The corporation requests that members of the association send their orders in promptly, so it may know how many extra copies of each state to furnish. These books are to be bound in convenient form for use by traveling salesmen. Prices of the pocket edition are \$1 for one state, \$2 for two or three states under one cover, and \$3 for four or five states under one cover. The address of the National Lumber Manufacturers' Credit Corporation is 704 Equitable Building, St. Louis, Mo.

Gillett & Cunningham Dissolve.

The firm of Gillett & Cunningham, lumber inspectors, has been dissolved. J. M. Gillett, conducting the Traverse City, Mich., office and M. Cunningham the Boyne City, Mich., office.

market on Wednesday and favored the HARDWOOD RECORD with a call.

Dr. T. C. Kimball of Marion, Ind., father of Carl V. Kimball, secretary and treasurer of the A. R. Vinnege Lumber Company of this city, died at Jacksonville, Fla., on March 6, age 63 years. Dr. Kimball was a well known physician of Marion, and had been in bad health for some time. He went south a few months ago to attempt to regain his health, but died quite suddenly of heart trouble. Carl V. Kimball had been notified of his father's serious illness, but reached his bedside only a few hours before his death. Mr. Kimball was buried with Masonic honors on March 10 at his home. The many friends of Carl V. Kimball will condone with him the loss of his father.

New York.

Sam E. Barr, president of The Barr & Mills Company, wholesale hardwood dealer in the Flat Iron building, is off again on a West Virginia business trip. This company, since its advent in New York two months ago, has been very successful, having booked a large volume of business. Fortunately it controls several of the largest oak stocks in the country.

A. P. Bigelow, retailer of building hardwoods at the foot of east Fifty-third street, has admitted Charles Grosskurth to partnership under the style of A. P. Bigelow & Co. Mr. Grosskurth has been associated with the concern since it began business.

Hugh McLean, president of the Hugh McLean Lumber Company of Buffalo, spent several days in town in the early part of the month, after which he started homeward on a selling trip through Hudson river valley points.

The Indiana Quarter Oak Company, 5 Forty-second street, which controls the output of several large Indiana oak mills, reports business opening up in very satisfactory shape. This company will have between 15,000,000 and 20,000,000 feet of stock for sale in the eastern market this year.

George M. Grant & Co., hardwood men of Twenty-eighth street and First avenue, report the local trade is good. Charles H. Grant, son of the head of this firm, is now engaged with the concern.

The Indiana Lumber & Veneer Company of Indianapolis, Ind., for many years prominent in the western trade, has opened a warehouse at First avenue and Thirty-first street, under the management of L. P. Hollowell and V. Nemours. The warehouse is a ground floor affair, in a new fireproof building, and is being stocked with all kinds of domestic hardwood veneers. The company has had a large eastern trade for a good while, but carrying a local stock is an innovation with it.

James A. Noone, receiver of the Voosnack Lumber Company, the hardwood veneer firm of Long Island City, whose affairs were placed in his hands some months ago, owing to disagreement among the stockholders, has given notice that all claims against the company must be proved within six months from March 14.

General Appraiser McClelland rendered an important decision on March 14 relative to the duty chargeable on veneers. It was to the effect that the United States Board of General Appraisers had sustained a protest of F. B. Vandergrift & Co. of Chicago, against the classification as manufacturers of wood, at 35 per cent of very thin, high class boards, to be used for veneering. Mr. McClelland ruled that this class of stock was dutiable at 20 per cent.

Robert H. Jenks of the Robert H. Jenks Lumber Company, Cleveland, O., visited the local trade last week.

John Cathcart, the prominent hardwood manufacturer, has just returned from a three months' stay at his New Decatur, Ala., sawmill plant.

John Lynch, the pioneer hardwood lumber dealer, who for many years operated a yard in the Eleventh avenue district, died at his home on March 4, in the seventy-fifth year of his age.

John N. Scatcherd of Scatcherd & Son, Buffalo, was in town last week. It is Mr. Scatcherd's intention to make a trip to Hot Springs, Ark., within a few days, for a rest of several weeks.

McGovern & Bowen, managers of the local maple and oak flooring warehouse of the Thomas Forman Company of Detroit, report a fair movement of both maple and oak flooring.

Max Kosse, president of the K. & P. Lumber Company, hardwood manufacturer and exporter of Cincinnati, was a visitor in town last week preparatory to sailing for Europe on one of his periodical trips.

C. H. Swift of the wholesale hardwood house of Nellis, Amos & Swift, Utica, was a visitor among the local trade several days last week.

The Buswick Lumber Company has been incorporated to conduct a general hardwood yard business in the borough of Brooklyn. The company is capitalized at \$25,000 and is composed of Thomas O. Perry and Edward J. Clarry. Both gentlemen were for many years associated with the hardwood firm of Dennat & Pell of Brooklyn. The company has leased ground at 1092-1094 Grand street on which it will open a yard about April 1.

The Rice & Lockwood Lumber Company, well known Springfield, Mass., wholesaler, whose local office is in charge of W. W. Lockwood, announces itself as exclusive sales agents in the metropolitan district and vicinity for the maple flooring product of Mitchell Brothers, Inc., Cadillac, Mich.

Harry S. Dewey, head of the local wholesale hardwood interests of Dixon & Dewey, in the Flat Iron building, reports trade as steadily improving and is sanguine of an excellent year's business.

Among the hardwood lumbermen who have visited the market during the past fortnight are Hugh McLean of the Hugh McLean Lumber Company of Buffalo; John N. Scatcherd of Scatcherd & Son, Buffalo; R. H. and John H. Jenks of the Robert H. Jenks Lumber Company, Cleveland; Charles H. Bond of E. W. Rathnum, Oswego; Frank W. Lawrence of Lawrence & Wiggin, Boston; J. Watt Martin of Norfolk Hardwood Company, Norfolk; Frank C. Rice of the Rice & Lockwood Lumber Company, Springfield; Max Kosse of the K. & P. Lumber Company, Cincinnati; C. H. Swift of Nellis, Amos & Swift, Utica; W. B. Lance of J. C. & W. B. Lance, Reading, Pa.; H. D. Billmeyer of Billmeyer Lumber Company, Cumberland, Md.; and F. B. Folsom, Philadelphia.

St. Louis.

The Charles F. Luehrmann Hardwood Lumber Company reports that its mills at Marianna are now running on full time on gum and oak and that the volume of business being transacted by the St. Louis office is thoroughly satisfactory.

The Blunck Bros. Planing Mill Company of this city has been incorporated with a capital stock of \$40,000.

W. A. Bonsack of the Bonsack Lumber Company is especially pleased with the way the spring business is opening up, as orders received thus far this month considerably exceed those of the same month of last year and prices are especially pleasing.

The W. G. Rice Lumber Company has closed up its offices and hardwood yard in this city and retired from business. Mr. Rice has decided to give his whole personal attention to zinc operations, in which he has become deeply interested.

Pittsburg.

Pittsburg was visited by a disastrous flood March 20 to 23. The Allegheny river first started on a rampage caused by the gorge ice coming out at Kittanning. The river soon reached 29 feet. Hardly had the flood started to recede when a rainfall of two inches came in the upper Monongahela valley and one inch in the upper Allegheny valley. This brought the water up again to over 30 feet. The flood caused exten-

sive damage to lumber on both rivers, some stock being washed away and large quantities of boards being badly water soaked and sanded. In some respects the flood was a good thing, as it enabled dozens of lumbermen on the tributaries of the two rivers to get their logs to mill at low cost.

The Greater Pittsburg agitation now heard on every hand and the legislation now pending in Harrisburg to that effect have a great meaning for hardwood lumber interests in this territory. Recently Pittsburg business men have started a movement to secure more small manufactories, many of which, such as furniture factories, novelty works, etc., will use large quantities of hardwood lumber. When the Greater Pittsburg bill is passed, as it probably will be, the lower parts of Allegheny are going to be boomed for small manufacturing sites.

Pittsburg is bound to be an enormous consumer of hardwoods in the next two years. The building projects for the city now eclipse anything in its history. No city in the country, in fact, has a better outlook in proportion to its population than Pittsburg. Construction work to cost over \$28,000,000 will be under way in three months. This includes no project under \$100,000 and includes only such of the larger ones as have been fully assured or for which contracts have been awarded. The railroad work, the building of the great filtration plant and other projects nearly as important will require an immense amount of oak and local firms are already getting in line for the contracts soon to be let. Below is given a brief table of the most important projects which will be started and some of them completed during 1905:

Technological school buildings.....	\$ 6,000,000
Filtration plant	6,000,000
Addition to Carnegie institute.....	5,000,000
P. R. R. improvements in Duquesne way...	2,000,000
Wabash freight station and extensions....	1,000,000
B. & O. stations.....	1,000,000
Frick building annex.....	1,000,000
South Side warehouses.....	2,000,000
Addition to county jail.....	650,000
Work on Schenley farm.....	800,000
Addition to Phipps bldg. in Sixth street...	500,000
Apartments of Commonwealth Realty and Construction Company	450,000
Colonial hotel annex.....	250,000
Synagogue	150,000
Pittsburg Coal Company building.....	150,000
Grant street office building.....	500,000
Phipps warehouse in Penn avenue.....	150,000
Irish block at Penn ave. and Eighth street...	100,000
B. White building in Allegheny.....	125,000
100 houses in West Liberty by F. C. Mart- solf	300,000
50 houses in West Liberty by George H. Shickler	150,000
40 houses on Mt. Washington by John F. Sweeney	100,000
30 houses in Oakland by William Robin- son	100,000
20 houses in Walker place, Allegheny	150,000
Total	\$28,625,000

The hardwood flooring business is increasing in Pittsburg at a rate that is most satisfactory to local interests. A few years ago a hardwood floor in an old house was almost unknown. Now hardly one of the older houses of any size in the city that has not from one to a half dozen rooms with the new hardwood veneer floors. There are now six or eight large firms in the city that do nothing but refit those old houses with hardwood floors and all are reporting a good business this spring. Only two of these firms were in business six years ago and three of them have started up in the last three years. Among the more important concerns are the Pittsburg Hardwood Floor Company, 923 Park building; the Pittsburg Floor Company, Farmers' Bank building; the East End Mantel & Tile Company, Center avenue, East End; C. W. Allen & Co., 426 Penn avenue, and John M. Bald, Penn building.

A feature in the Pittsburg market just now is the big call for oak for mill repairs. The big steel plants are preparing to enlarge their output greatly and firms which make a specialty of mill lumber are busy.

J. L. Kendall of the H. C. Huston Lumber Company has just returned from an extended

trip to the company's mills at Kendall, Md. The company is now very nicely located in its new quarters in the House building at Smithfield and Water streets.

Several firms that make big cuts down the Ohio river are reported to be getting in fine rafts of oak at points below Wheeling.

D. L. Gillespie & Co. report inquiry for heavy oak and construction timber unusually good, but say that orders are being booked slower than the demand warrants.

The Nicola Building Company is rushing work on the 300 houses which it is building at Lorain, Ohio, for homes for the employes of the new \$10,000,000 tube plant there.

The McMillan Lumber Company, which has been shut down since January 1, will have a new mill at Bayard, W. Va., ready for operations by April 1. The mill will cut 50,000 feet a day. Four miles of railroad are being built to connect it with the West Virginia Central railroad. W. E. McMillan, who has been at Bayard overseeing operations for two weeks, has returned to Pittsburg and will direct the affairs of the company from its office in the Keystone building.

Baltimore.

The painful intelligence has been received by the hardwood exporters here of the death in London on Feb. 23 of Ernest G. Leary, a member of the firm of C. Leary & Co., hardwood brokers. The deceased was well known in the Baltimore market, which he had visited several times, and where his firm had several correspondents. The local dealers speak in the highest terms of Mr. Leary's ability as a business man, and of his energy, charity and excellent character. He had traveled extensively in this country throughout the lumber regions. His death was caused by a general breaking down of the system.

Eisenhauer, MacLea & Co. have recently purchased the extensive property bounded by Central, Eastern and Canton avenues and Eden street, and will move their yard from West Falls avenue to that place. The property will be improved by the erection of a shed covering about 40,000 square feet of floor space, which will afford a capacity for well toward 2,000,000 feet of lumber.

Information comes from Liverpool that the brokers there have decided to unify their cash terms on the basis of 2 1/2 per cent within seven days from date of invoice. The giving of long credits has been for years a topic of discussion and careful consideration, and it has been realized that the practice which obtains in Great Britain of selling lumber and logs on six months' time was indirectly responsible for many failures. The innovation will preclude the possibility of brokers with small capital extending their operations beyond a consistent scope, and it is expected that it will exercise a wholesome influence upon the business.

A movement is on foot among the members of the Lumber Exchange to make the local organization more effective than it has been in the past in bringing members of the trade closer together. It is proposed to follow the plan of several other hardwood markets and establish a meeting point for lumbermen generally, so that at certain hours in the day members of the trade can be found there. It is cited that in Liverpool and other English cities, the exchange is the nucleus around which the trade centers and a large part of the business is actually transacted there. For the purpose of studying a possible improvement, as is found in several American cities, Secretary Theodore Mottu and William D. Gill have recently made a trip to Cleveland and conferred with the exchange offices there. The Cleveland Lumbermen's Exchange, which is very largely patronized, contains a lunch room, where the members gather daily for their noonday meal.

The Retail Lumber Dealers' Association held

its regular meeting on March 9, Theodore Motu presiding. The lumber situation was discussed and a most favorable account of the trade was presented. A most enjoyable dinner was served during the evening.

It is stated that the colony of lumbermen having offices in the Continental Trust building will soon receive a still farther accession in its being made the headquarters of the R. E. Wood Lumber Company. This company had quarters in this building before the great fire, but now that the palatial structure has been entirely rebuilt on the most modern lines, it is assumed that the R. E. Wood Lumber Company will have still finer apartments than it had in the old building.

E. E. Price is now located on the thirteenth floor of the Continental Trust building, and has exactly the same offices that he occupied prior to the conflagration. Mr. Price is now building a handsome residence in Roland Park, Baltimore's finest suburb.

Henry T. Burt, engaged in the lumber commission business, has secured offices in the National Marine Bank building.

Among recent Baltimore visitors was H. L. Bonham of Chilhowie, Va.

Boston.

At a recent gathering of a special committee consisting of six of the prominent retail lumber dealers of Boston and vicinity the conversation turned on the changes in the method of placing orders within the last ten years, and each dealer in turn cited his experience. One of the most noticeable changes dwelt upon was the manner in which orders were now received for lumber, especially in jobbing and from general manufacturing concerns. Formerly the builders, or the representatives of the manufacturing concerns, called at the retailer's office and spent considerable time in talking over the prospective requirements and purchases. Now the telephone with a short and sometimes sharp long distance dialogue of a few minutes' duration made or lost the sale, the result being that the retail dealers, that is, the heads of the concerns, see relatively few of their customers in these days as compared with bygone years. Several of the dealers present, referring to some of the large piano and furniture manufacturers, stated that they had not personally seen the buyers of those concerns in their offices for the last two or three years, the business being done almost wholly at long range.

Lindsay H. Shepard (Shepard, Farmer & Co.), the Boston wholesaler, has made an offer in composition of 30 cents on the dollar, and a committee, consisting of Hon J. M. W. Hall of Wellman, Hall & Co., representing the creditor banks, Charles C. Batchelder of the Boston Lumber Company, representing southern and western creditors, and C. W. Roddick, formerly treasurer of Shepard, Farmer & Co., who may be regarded as a "committeeman at large," were appointed. Two factions of the creditors contended for the appointment of trustee; the contention resulted in no choice, and the referee, Emery B. Gibbs, appointed Mr. William Bacon of Davenport, Peters & Co. Owing to the unusual pressure of the firm's business, Mr. Bacon, to the regret of the trade, has been obliged to decline the trusteeship, and another will be appointed in his place within a few days.

George H. Priest of the C. A. Priest Lumber Company of Fitchburg, Mass., was elected colonel of the Sixth Infantry, succeeding Colonel Rice, on Thursday last. Colonel Priest is an able and efficient officer and is as popular with the military fraternity as with the Massachusetts lumber trade.

The Rustic Furniture Manufacturing Company of Quincy, Mass., which was incorporated under Massachusetts laws, has elected the following officers: President, J. A. Hedging of Cambridge; clerk, N. M. Malquist of Boston.

The Washburn & Heywood Chair Company of Irving, Mass., has elected president, Louis E.

Carleton; treasurer, William M. Washburn. The company is incorporated under Massachusetts laws, with a capital of \$50,000.

What is probably the largest order for maple flooring ever placed in New England is now being filled by the Boston Lumber Company for the account of the E. D. Sawyer Lumber Company of Cambridge, Mass. The order, which calls for upward of 450,000 feet of clear maple flooring, is being delivered at the building known as the Siegel-Cooper Department Store in Boston. The stock is coming forward from the well known firm of Mitchell Bros. of Cadillac, Mich. The construction of the building, which is being erected by the George A. Fuller Construction Company, is being rushed, and over a thousand men are now at work to insure its completion at the earliest possible moment.

J. E. Rugg, treasurer of the Rugg Chair Company, died after a short illness at his home in Pratts, Mass.

Mr. Furber of Furber, Stockford & Co., who is traveling among his southern mills, is due to arrive in Boston the latter part of the present month.

W. C. B. Robbins, secretary of the Massachusetts Wholesale Lumber Association, is expected back from an extended trip in Maine and the Maritime Provinces the early part of April, and it is understood that he will at once commence to make arrangements for the annual joint meeting of the wholesale and retail lumber trade of New England. The meeting will be held in Boston and probably at either the Hotel Vendome or Young's Hotel.

The Clough Lumber Company, which has recently incorporated under Massachusetts laws, with a capital of \$25,000, elected as president Edwin H. Buzzell, the Boston wholesale lumber dealer; treasurer, W. E. Sibley, and clerk, Ralph L. Page of Arlington, the three officers constituting the board of directors. The capital stock of the company is \$25,000.

Mr. Frederick M. Stearns of the Cypress Lumber Company of Boston left Boston on the 11th inst. for a visit to his company's extensive cypress plant at Apalachicola, Fla.

Col. A. M. Benson, who has been engaged in the lumber business, with railroad ties as a specialty, for the last thirty years, died at his Boston home on last Sunday. Colonel Benson was very prominent in the Grand Army, was a member of the Loyal Legion and many military clubs, and was also a director of the Commercial Travelers' Eastern Accident Association and president of several social organizations, among which was the Pine Tree State Club and the old Dorchester Club. Resolutions of sympathy have been framed by the Massachusetts Lumber Dealers' Association.

Detroit.

The City Lumber Company says that there is a scarcity of black walnut, whitewood and ash. This house furnishes many of the large automobile companies with whitewood for bodies, and it is keeping them on the jump to fill orders.

The Dwight Lumber Company says that there is a scarcity of plain red oak in Michigan. The prices are firm and advancing. The Dwight firm is looking forward to a very prosperous year. It says that it will be a good building year, beating out the record for 1904.

The McClure Lumber Company says that there is a scarcity in plain white and red oak. The firm is busy with the erection of its new Alabama mill. It says the outlook for city trade is satisfactory.

The Wolverine Box Company, of which Clayton Gibson is manager, has a strike on its hands, the wage question being the bone of contention. This concern uses a quantity of hardwood, but the temporary closing of the plant does not materially affect the hardwood trade in Detroit.

The Lumber Carriers' Association have completed all arrangements with the labor unions for 1905, and it is expected that navigation will open at least fifteen days earlier than last

year. Brownlee & Company expect a boat about April 20.

The Dennis & Smith Lumber Company has been incorporated under the laws of Michigan, with a capital of \$50,000, half of which is paid in. The incorporators are Arthur S. Dennis, J. H. P. Smith and R. M. Smith.

The Detroit Steel Boat Company is having trouble getting enough whitewood for its factory. Whitewood and ash are generally scarce the Cadillac Automobile Company and other motor companies are finding trouble in securing this material for bodies.

The Vinton Company is handling interior hardwood finish for quite a number of dwellings, but say that the business is not particularly active this month, as stores, factories and warehouses are not going up as plentiful as might be. This company is furnishing the hardwood work on three large steel freighters now building, one at the Great Lakes Shipbuilding plant in Ecorse, and two at the Wyandotte yard of the American Shipbuilding Company.

Philadelphia.

The usual lull before the storm was in evidence last week and the first thunderstorm of the year having visited this section every one is satisfied that spring is now here. The let-up in business last week is not worrying the dealers at all as it gives them time to figure on the lists for future deliveries and also to devise means to secure stock with which to meet the demands upon their already broken lines. The holder of a large and well assorted stock of hardwoods today has plenty of dollars at his command, the supply being so short in almost every line. The supply of most hardwoods is reported 25 per cent less than last year with a corresponding advance in price. The car shortage is still a serious problem.

Building is becoming more active daily with the settling of the weather. One operation started in the thirty-third ward for the erection of 207 two and three-story dwellings will cost \$441,200. There was also a contract awarded for the building of the German theater and hotel involving a cost of \$150,000.

The Cherry River Boom & Lumber Company has an export order of 1,000,000 feet of lumber ready for shipment. The cut is from the company's West Virginia mill and is being sent rapidly forward to the loading point. The vessel has been chartered and it is expected to have the cargo loaded and on its way by April 1. Clem E. Lloyd, jr., sales manager, spent all of last week at the mill and says this order is the first of several that the company will ship this year.

I. D. Miller of I. D. Miller & Co. sailed on one of the local steamers recently for Savannah. He writes that he has been successful in making several contracts, but finds the mill men very independent and not anxious to take orders.

Several very large contracts have been made in Tennessee for hardwoods by R. Wyatt Wistar of Wistar, Underhill & Co. who are getting their share of the business in this and New York states.

Some member of nearly all Philadelphia firms are either in the south or west trying to place orders and they unanimously report small stocks of dry lumber, also that the manufacturers have orders ahead for at least sixty days' sawing.

W. S. Whiting of the Whiting Manufacturing Company, Elizabethton, Tenn., was in town several days last week. He says the company is enjoying its share of the general prosperity but fears for the early business owing to the lack of cars which prevails all over the country east of the Mississippi river. Other visitors were Paul W. Fleck of the Paul W. Fleck Lumber Company, Bristol, Tenn., and L. D. George, Penola, Ga.

Soble Bros. have not been embarrassed by a lack of orders at any time this year, but say it

is only a question of filling them. The hardwood trade is showing more activity and the firm has been making purchases of additional stocks right along. John J. Sobie was at the mill of the Long Pole Lumber Company all of last week.

Calumet.

The Ontonagon Stave & Veneer Company of Ontonagon made its first shipment of staves this month. It consisted of two carloads, 150,000 staves, consigned to Minneapolis parties. The plant is running smoothly and it is turning out 30,000 staves daily, which will soon be increased to 40,000.

F. Carney, Jr., the well known lumberman of Marinette, Wis., was in Chicago on business the middle of the month.

A. M. and W. H. Murphy, who are engaged in the lumber business at Green Bay, Wis., were Chicago visitors last week.

E. L. Blanchard, who has been in Dickinson county for the past three months, selecting and shipping bird's-eye maple logs, has returned to his home at Jamestown, N. Y. He has shipped twenty carloads from Sagola, Randville and Granite Bluff.

Arthur D. Rice of L'Anse has accepted a position as superintendent of the Big Bay Lumber Company's mill at Big Bay, about 35 miles north of Marquette. He will make his headquarters at Marquette and has already removed his family to that city.

Notice of an increase of capital stock from \$70,000 to \$100,000 has been filed with the secretary of state by the Peninsula Bark & Lumber Company of Sault Ste. Marie.

H. P. Lucas and M. J. Quinlan of Escanaba and Menominee, respectively, were in Chicago on business early in the month.

Peter Sibenaler of Menominee buys maple lumber for the frames of bed springs made by the Cream City Woven Wire Works Company of Milwaukee, Wis. Mr. Sibenaler is vice president of the concern.

There is a marked scarcity of ash in the upper peninsula. Stocks are becoming lighter every year, while the demand is on the increase.

Swan Peterson of Foster City, Dickinson county, among other timber has put in 100,000 feet of basswood logs, which have been purchased by the J. W. Wells Lumber Company of Menominee.

The National Hardwood Company is employing thirty men in its sawmill and logging operations near Granite Bluff. The mill is cutting 25,000 feet daily.

H. M. Bell, who has been manager of the Ontonagon Stave & Veneer Company of Ontonagon since the concern was organized, has resigned. James J. Russell of Milwaukee, Wis., will temporarily fill the vacancy. Mr. Russell is heavily interested in the plant.

The I. Stephenson Company of Wells is manufacturing a large amount of hardwood flooring and lumber, its plants running at their maximum capacity.

Buffalo.

Horace F. Taylor, president of Taylor & Crate, is one of the committee appointed to represent the Chamber of Commerce in the Union station hearing at Albany. Buffalo wants the station if it is not too costly.

A. J. Elias is still active in advocating the opening of Buffalo creek as a navigable stream to relieve the flood sufferers, who have already been inundated once this month, but the expense frightens most people.

H. A. Stewart made his trip south count by stopping off at Cincinnati and other points and picking up cars of oak for the Buffalo yard. He was in Arkansas at last reports.

J. N. Seatherd made quite a long stay at the Memphis mills of his firm, as he is anxious to get out as much oak as possible. The big Ba-

tavia hardwood interior finish mill, of which company he is president, is far behind its orders.

The Standard Hardwood Lumber Company is crowding its yard with lumber from the South, mainly oak, and has a large lot on the way, which means that business is good. No loss was sustained in the Whissel yard fire next door.

J. B. Wall has returned from his southern trip. The yard of the Buffalo Hardwood Lumber Company is getting in a good lot of oak and ash from Mississippi and finds the demand excellent.

At the annual meeting of the Buffalo Lumber Exchange, held on the 11th, George B. Montgomery was elected president, O. E. Yeager, vice president, and Knowlton Mixer, secretary and treasurer.

All the members of the Hugh McLean Lumber Company were looking up outside business one day lately. The company's mills are as usual active and the outlook is decidedly good.

The hardwood sales of A. Miller have increased so much of late that he is looking south for a timber tract and will go to North Carolina before long in that interest. Of course, it is oak that is mainly wanted.

Plans for visiting the Portland, Ore., exposition for the Hoo-Hoo annual have been laid aside after arriving at the conclusion that a special car can be filled. They will be taken up again with a will at the annual convention of the National Hardwood Association here in May.

Everybody will be sorry to learn that there is prospect of closing the Buffalo yard of the Empire Lumber Company next year. It is at present well stocked with an assortment of hardwoods that have been largely contributed from the company's mills at Empire, Ark., but it does not seem advisable to keep up what is practically two establishments, though there will be a sales office maintained here. Mr. Vetter has plans for living in Little Rock winters.

There have been no recent sessions of the bankruptcy court in the settlement of the lumber failure cases, but outside meetings have been held. It is stated that a part of the claim of Fall & Co. against the Queen City will be allowed, though the Queen City people do not agree as yet to such an arrangement. As soon as the status of George H. Cheely in the Heusinger case is decided that will be taken up again.

Grand Rapids.

Wolf Brothers, well-known lumbermen of this city, have added about 2,000 acres of hardwood and hemlock timber lands to their holdings in Houghton county, so that they now have in the neighborhood of 4,000 acres there. Alston, on the South Shore, is the nearest railway station and a mill may be built there, the special purpose being to manufacture stock for the furniture factories of this city.

A train of twenty-eight cars of selected Michigan hard maple and rock elm logs was shipped out of Eaton county last week and will go through solid to the seaboard, thence by steamer to Liverpool, England, and to Glasgow and Bristol, Scotland. J. D. Dancer made the shipment, the freight charges alone approximating \$4,000. The elm is used by ship builders and the maple is converted into rollers for use in printing calicoes and wall paper.

Charles W. Garfield of this city, president of the Michigan Forestry Commission, has planted several acres of forest trees, the latest plantation consisting of black cherry, catalpa, black locust and osage orange. He has found by experience that the varieties should be mixed, in order to get natural forest conditions. He says: "Plant in the spring, on land prepared as for corn. Let the trees be four feet each way or close enough to keep the June grass out, and cultivate them for at least three years. The cherry is my timber tree. Unlike the black walnut, the cherry gets its color at once. My catalpas are intended for railroad ties and the crop will begin bearing in fifteen years. The osage orange and locust are for fence posts and will be large enough for use in ten or twelve years.

W. C. Hall of Gibbs & Hall has been through southern Michigan calling on the trade during the past few days and he reports that the log crop at the mills is the largest known in years.

The Pratt Manufacturing Company of Coldwater, which turns out sleds and novelties, has taken in half a million feet of logs from farmers' hands. There are three saw mills in operation within the limits of Coldwater.

Evansville.

Henry Maley of Edinburg, Ind., was in Evansville the past week looking after his interests and reports business picking up and expects a large business during the coming year.

O. L. Wade, representing W. M. Weston Company, Boston, Mass., whose headquarters are Indianapolis, was in this market recently and placed some orders for quartered oak.

John Murray of the Indiana Lumber & Veneer Company, Indianapolis, Ind., was in the city the past week, taking up stock for his firm.

Tom Christian of the Fullerton-Powell Hardwood Lumber Company, South Bend, Ind., who makes his headquarters at Indianapolis, was here recently and placed some orders for immediate shipment. He claims business is still quiet, owing to the heavy rains and bad weather.

The planing mill of Espenlaub & Johann of this city has dissolved partnership, Mr. Johann succeeding to the business. Charles Espenlaub will embark shortly in trunk manufacture at Evansville.

Maley & Wertz have just completed a large consignment of quartered oak and walnut lumber for Europe, it having been shipped via New Orleans, but fortunately escaped the large fire.

Nathan Thayer of May, Thompson & Thayer has just returned from a six weeks' Pacific coast trip. Mr. Thayer reports a delightful trip, having visited all the prominent cities between here and the coast, and finds a steady improvement in business all through the West.

Indianapolis.

W. W. Knight of the Long-Knight Lumber Company of Indianapolis was elected a trustee of the National Wholesale Lumber Dealers' Association at its annual meeting, which was held at Philadelphia, March 1 and 2.

W. S. Wickard, manager of J. H. Murry & Co. of Indianapolis, has been in Arkansas during the past ten days looking after the company's mill interests there.

R. B. Carver, buyer for the Walnut Lumber Company, last week purchased six cars of lumber for his company. The purchase included several different kinds of lumber.

The Wyatt-Smith Lumber Company has been incorporated at Camden, Ind., with a capital stock of \$10,000, the directors being Olpha W. Wyatt, J. P. Smith and S. P. Mathews.

The mammoth wood-split pulley manufactured by the Reeves Pulley Company of Columbus, Ind., for exhibit at the World's Fair will be used in New York city for advertising purposes.

Robert Waggoner, Jr., employed in the planing mill of the Pinnell-Engler Lumber Company of Franklin, Ind., who lost a thumb and index finger recently while operating a planer, has brought suit against the company for \$10,000 damages, claiming that the machinery was not sufficiently safeguarded.

The Syracuse Lumber Company of Syracuse, Kosciusko county, Ind., has been incorporated with a capital stock of \$30,000 with Levi N. Kitson and Milo H. Greyer as the principal stockholders.

Samuel Burkholder of Crawfordsville and F. C. Carson of Michigan City, Ind., have been appointed by Governor J. Frank Hanly as members of the Indiana State Board of Forestry, each to serve a term of four years from May 18. Mr. Carson, who has served on the board for the last four years, was reappointed by the governor, while Mr. Burkholder is a new member. The former was named as a representative of the Retail Lumber Dealers' Association, while the latter represents the Indiana Hardwood Lumber

Dealers' Association. The board is composed of four members, each of whom receive \$100 annually and their traveling expenses.

Minneapolis.

The Lamb Hardwood Lumber Company, organized some weeks ago by local stockholders to own and develop a tract of hardwood timber in Mississippi, has given the contract for its mill to W. A. Wilkinson of this city. The mill will have a capacity of about 40,000,000 feet a year, and will manufacture oak, gum, cypress, ash and hickory lumber for domestic use and for export. The mill is located about seventy-five miles from Memphis, and the company owns 52,000 acres of timber in easy access. The mill will have three band saws and a resaw. H. E. Bacon of this city will be manager of the company, and will make his headquarters at Memphis. The sales office will be in Chicago, in charge of Otto Lachmund, formerly of Clinton, Iowa. L. Lamb is president of the Lamb Hardwood Lumber Company; G. E. Lamb is vice president, and C. R. Lamb secretary and treasurer.

W. H. Sill of the Minneapolis Lumber Company has returned from a business trip to Chicago. He reports that the mill of the Ruby Lumber Company at Ruby, Wis., in which his company is interested, will have a better stock of logs than last year. They find the market for their stock very good, with prices steady and unchanged, and some stocks very scarce, particularly northern oak.

D. F. Clark of Osborne & Clark, the local wholesalers, has been absent several days in Chicago and Cincinnati on business. C. F. Osborne of the same firm says they have been enjoying an excellent trade, especially from the country yards, which have been calling for wagon tongues, maple axles, basswood wagon box stock, and to some extent for flooring, sending in as a rule mixed car orders. Dry stock of the sort wanted is very scarce, and will be scarcer before the new cut is ready for handling.

P. W. Strickland of Barnard & Strickland says there is no trouble in filling orders, and for some reason prices realized for hardwood stocks are no better than they were years ago.

Local hardwood dealers were recently asked to make prices on 1,000,000 feet of two-inch oak and 1,000,000 feet of maple for dock purposes at Port Arthur, Ont., but no one here went after the order. It would have cleaned out the oak stocks of any dealer, and no one was willing to get rid of all stocks and then have nothing to furnish regular customers.

The Stevens Cooperage Company has commenced to manufacture cooperage stock at Dent, Minn., on the line of the Soo extension, and later expects to manufacture hardwood lumber, having some good oak and elm timber convenient.

Chattanooga.

The river mills including the Loomis & Hart Manufacturing Company, the Ferd Brenner Lumber Company, Snodgrass & Fields, the F. W. Blair sawmill, the McLean Lumber Company and others are now looking for better things because of the splendid logging tide which has been on here for the past two weeks. During this time over 10,000,000 feet of oak, pine, poplar logs have been floated down from the Clinch and Powell rivers in sections of southwestern Virginia and eastern Tennessee. All of the mills have taken advantage of the tide and they now have a sufficient supply to run them for some time.

The Berry Stave & Lumber Company, whose plant is located at East End, has a capacity of about 25,000 feet of lumber per day. The dimension department is now running full time. The concern has recently installed an apparatus for carrying off the waste material.

Owing to the fact that the timber is being exhausted, the J. M. Card Lumber Company, one of the largest export concerns in the country, is removing two of its sawmills to new sites. A band sawmill formerly located at Hollywood,

Ala., is being removed to the Paint Rock valley where it will saw poplar, basswood and oak timber. The other one is being removed from Akron, Ala., to Tuscaloosa. It will saw oak, gum, cypress and pine timber. This concern recently sold forty-nine cars of lumber, most of it going to the export trade.

The Ferd Brenner Lumber Company has now about 4,000,000 feet of lumber in its yards. The concern has placed sawmills recently in Alabama, Tennessee and Mississippi.

M. W. Hart, who was recently employed by a lumber concern in Boston, but who is now dealing in lumber for himself, has purchased considerable stock here recently.

I. N. Stewart, of the I. N. Stewart & Bro. Lumber Company of Buffalo, is a visitor among lumbermen here. He reports conditions very favorable throughout the country.

J. M. Fowler, of the Vase Lumber Company of this city, an officer of the Fowler-Personett Lumber Company of Birmingham, is in Birmingham where he is assisting in the work of installing the new plant recently purchased from the Tennessee Coal & Land Company, at Crab Orchard, Tenn.

A. J. Gasley, who was recently connected with the F. W. Blair sawmill of this city, has accepted the position of lumber inspector of the Ferd Brenner Lumber Company as the Canadian representative at Toronto.

J. S. Vernon, lumber inspector of the Williams-Voorhees Lumber Company of this city, will resign his position and run a sawmill near Macon, Ga.

M. M. Erb, traveling representative of the Case Lumber Company, has just returned from a trip through southern Georgia and reports the conditions very favorable in that section. He will take a trip to Canada in the interests of his company in the near future.

H. W. Hunt, of the Case Lumber Company, is now on a trip through western Tennessee.

S. J. Gray, of the Oscar Gardner Company of New Orleans, is a visitor among lumbermen of this city.

Saginaw Valley.

Eastern Michigan is buried in snow drifts again. Friday and Saturday, March 18 and 19, the weather was moist and mild and the larger portion of the snow had disappeared. In the woods it had not melted but the balmy spring temperature made it shed tears. Sunday the wind chopped to the northeast and a regular blizzard, the worst of the winter with one exception, stalled traffic on the roads and added more than a foot of snow to the complement for the winter. It will temporarily interfere with the lumber business, but isn't likely to stay long.

Several mills in the Saginaw Valley are running steadily, cutting hardwood. The Wylie & Buell Lumber Company has recently sold 2,500,000 feet of maple lumber which is being manufactured. The mill was operated every day during February and in March to date and the company has been able to get logs to stock it right along. The company hasn't experienced any difficulty in finding customers for its stock.

Kneeland-Bigelow Company is running day and night and has been doing so since June last. The company has sold its beech, ash, elm and basswood for the season, and at better prices than were obtained last year. Everything looks good to this concern and the members say that business is satisfactory. The concern has 5,000,000 feet of hardwood logs skidded by the railroad and ready to come down.

E. C. Hargrave is cutting hardwood and running his mill every day. He cuts for other parties. The mill will be operated through the year.

S. L. Eastman manufactured 7,000,000 feet of hardwood lumber last year. It being cut for him at different mills on the Saginaw river. A good portion of this stock went into maple flooring. This winter he is handling only about

3,000,000 feet of maple, which will be sawed at Bay City and then moved to the Eastman plant at Carrollton and converted into flooring. He says that business is looking up. His plant is in excellent condition for a year of activity.

J. D. Dancer has just shipped 28 car loads of selected hard maple and rock elm logs, none measuring less than 24 inches. A number of these logs were 40 feet long and scaled over 1,000 feet each. They go to Glasgow, Scotland. A good many cars of bird's-eye maple are also shipped from eastern Michigan to Europe.

Some of the small operators have finished operations in the woods and have broken camp. It is estimated that a pretty good stock of hardwood logs has been put in on the east side of the state. On the Mackinac division of the Michigan Central it is calculated more hardwood will be handled than last year.

The maple flooring factory which the Kerry & Salling Flooring Company is erecting at Grayling, is being pushed ahead as fast as possible. The plant will handle 12,000,000 to 15,000,000 feet annually.

Maple goes into many uses. The Dayton Last Works at Gaylord has 3,000,000 feet of fine maple logs piled up in its yard which are to be converted into shoe lasts. The Berst Manufacturing Company of Saginaw handles 3,000,000 feet of maple and birch in the manufacture of toothpicks and other specialties.

The Gale Lumber Company at West Branch cut 3,298,613 feet of hardwood lumber last season and has put in about 4,500,000 feet of hardwood logs during the winter.

The estate of L. Cornwell is putting in 5,000,000 feet of hardwood logs near Wolverine.

The Stephens Lumber Company at Waters will manufacture about 8,000,000 feet of hardwood lumber this year.

J. J. Flood is cutting hardwood lumber for W. D. Young & Co.

S. G. M. Gates will cut about 2,000,000 feet of hardwood lumber at his Bay City mill.

The maple flooring business has picked up materially. Prices are looking a little better. The last two years the price list has been unsatisfactory, manufacturers considering it too low for profit. There are several concerns manufacturing maple flooring, in the Saginaw valley, among them W. D. Young & Co., Bliss & Van Aiken, S. L. Eastman Flooring Company, and C. T. Kerry. A large portion of the stock manufactured goes abroad, one or two firms shipping the larger portion of their output to Europe. The conditions warrant the belief that a much better condition of trade will be experienced this year than last.

Bristol, Va.-Tenn.

J. W. Sproles of Johnson City, Tenn., was in Bristol last week on his return from a trip over southwest Virginia in the interest of his business.

W. R. Stone, Jr., vice president of the Stone-Hull Lumber Company, has returned from a business trip to Johnson City, Tenn.

E. E. Bradley, president of the Whiting Lumber Company, of Elizabethton, Tenn., and a member of the firm of N. B. Bradley & Sons of Bay City, Mich., was a visitor in Bristol last week. Mr. Bradley stated that the Whiting Lumber Company's business at Elizabethton had very materially improved.

Congressman H. L. Maynard of Virginia and several lumbermen associates left this week for Havana, Cuba, where they go with a view of closing an option on 73,000 acres of timber land on the Isle of Pines. They are interested in a project for the development and manufacture of lumber.

J. T. Newman of Wallace, Va., has purchased a tract of land from John Brogan at Benham, Washington county, Virginia, and will begin at once to cut the stock.

J. E. Phippen, who has been connected with the

Hotel St. Lawrence of this city for some years, will again embark in the lumber business. He goes to Johnson City, Tenn., this week, and becomes identified with the Snodgrass Lumber Company of that place. Mr. Phippen will represent the company as buyer.

C. Boice, of the firm of Boice, Burns & Offett, and the Tug River Lumber Company, of Bristol, was looking after his interests in Bristol during last week. Mr. Boice has lately returned from the east, and reports that the market is very satisfactory.

Following the bankruptcy proceedings instituted against the large lumber concern of Saxon & Co., Ltd., at Knoxville, Tenn., last week, it is announced that among the heavy creditors of the firm in this section are the Tug River Lumber Company, of this city, and P. W. Bevins of Hilsons, Scott county, Va. Mr. Bevins' claim is about \$13,000 while the Tug River Lumber Company's will aggregate about \$5,000.

The Empire Chair Company has begun operating on an extensive scale at Elizabethton, Tenn. Some six thousand finished chairs of a high grade were shipped out by the company within the past four weeks.

The plant of the Ordway Manufacturing Company, situated on the Virginia and Southwestern Railway, four miles south of Bristol, has been leased by parties from Chicago, and will forthwith be put into active operation. The Ordways have invested about \$200,000 in the plant, and recently closed it up. The plant will employ about one hundred men.

M. N. Offett of the Tug River Lumber Company has returned from a business trip to Cincinnati. He reports the Cincinnati market as very satisfactory, adding that he was enabled to make several advantageous sales.

James D. Tate, a Chilhowie, Va., lumberman, was a visitor in Bristol during last week.

George E. Davis Lumber Company reports that business is very brisk with it, and that it is rushed with orders, numbers of which they are under the necessity of rejecting on account of scarcity of stock.

J. R. Fields, a wholesale lumberman of Baltimore, Md., was among the local dealers last week. Mr. Fields is buying considerable export stock in this section.

G. A. Farber of Price & Heald, Baltimore, was a visitor last week. Price & Heald are buying the output of several mills in Greene county, Tennessee, and are using the stock chiefly for export.

P. W. Bevins of Hilsons, Va., lumber dealer and manufacturer, was in Bristol last week.

The newly erected lumber plant of Smith & Wilson, on the Southern Railway, in South Bristol, is now in active operation. They have recently made heavy purchases of stock in Johnson county, Tennessee, for use in the new mill.

Paul W. Fleck, president of the Paul W. Fleck Lumber Company of this city, left last week for Philadelphia, where he will spend some weeks with his family, who are now residing there. Mr. Fleck has not been in good health for some weeks, and he anticipates a speedy recovery.

J. A. Wilkenson of Bristol has recently made several large purchases of timber land, near Glade Springs, Damascus, and Max Meadows, Va. Mr. Wilkenson now has several mills cutting at these places. He has large export business, and hopes to increase the volume materially when all the new mills get into active operation.

B. B. Burns, president of the Tug River Lumber Company of this city, has returned from a trip to Bluefield, and other points in West Virginia. He reports the company's operations in that state as prosperous.

The Clinch Valley Lumber Company, recently organized in Bristol, with J. E. Duff, and M. B. Eusler, as principal officers, have begun operations at New Castle, Va. It has opened headquarters at Bluefield, and reports that the out-

look is gratifying. Mr. Eusler was formerly in the lumber business in Bristol.

David T. Carter of Carter, Hughes & Co., Baltimore, spent several days of last week in this section in the interest of his company. Mr. Carter made several contracts with local dealers and manufacturers for stock.

E. R. Vincent of Philadelphia was a visitor among the local dealers in hardwood last week.

It was announced that the R. E. Wood Lumber Company of Baltimore, Md., would establish southern headquarters in Bristol within the next few days, and it has made a contract for the lease of desirable offices in the Spurgeon building on State street. E. L. Warren will have charge of the office. The company made a purchase of about 7,000 acres of timber land in Carter county, formerly owned by the Boston Iron & Timber Company, a few weeks ago, and is about ready to begin cutting. R. E. Wood, president of the company, was in Bristol several days during the past week.

Harry S. Fields, representing Justice P. Taylor Lumber Company of Philadelphia, Pa., spent several days in Bristol this week in the interest of his company.

E. L. Warren of the R. E. Wood Lumber Company is in Bristol in the interest of the company.

Wesley Pitzer of the firm of Pitzer & Lindsay, wholesale lumber dealers of Roanoke, Va., was a visitor among the local dealers this week.

George M. Speigle of George M. Speigle Lumber Company of Philadelphia was in Bristol this week.

James P. Dinwittie of James P. Dinwittie Lumber Company of Philadelphia was the guest of Paul W. Fleck during the past week.

Paul W. Fleck has returned from Philadelphia, where he went to visit his family and also in the interest of his business. He reports a good market in the east for all kinds of stock.

Memphis.

Weather conditions in this territory during the past fortnight have been somewhat varied, there having been a general mixture of sunshine and rain. The mills which were well supplied with timber made excellent progress in the production of hardwood lumber. But owing to the rains and the wetness in the bottoms, logging operations have been out of the question and those plants which were short have accomplished practically nothing. It is estimated that not one half of the mills in the bottoms are running, owing to the unfavorable weather conditions.

Because of the melting of snow, ice and sleet in the upper portion of the Mississippi valley and the tributaries of this stream, the Mississippi is now at a rather high stage, being practically at the danger line. This is an excellent time for bringing out logs, and the mill men are counting upon considerable reinforcement of their timber supply. Not only will the mill men in Memphis be benefited. There are large quantities of timber below here which will be brought out and the production of lumber will be thus stimulated because of the increase in material.

A hardwood man from Prescott, Ark., said today that in the high lands of that state good progress was being made by the mills. He had just returned from a trip through Louisiana, however, and he reported that there were comparatively few plants in operation because of the prevalence of water and unfavorable conditions for logging. As a rule the mills in the hill country of Mississippi and Tennessee are running.

The Memphis Art Wood Manufacturing Company, which was being organized here some time ago for the purpose of treating gum by a mineral process which forced the sap out of the logs and left a coloring substance, has been disbanded. Dr. E. A. Neely is reorganizing the company with a capitalization of \$250,000.

One of the tow boats operating out of Memphis on the Mississippi river passed here late last week en route to Cairo with three barges of hardwood lumber, estimated at about 2,000,000 feet.

J. J. Bruner, formerly with the traffic department of the Illinois Central in Chicago, and a railroad man of recognized ability, has been selected as assistant manager of the southern business of Bennett & Witte, which has heretofore been exclusively in charge of George C. Ehemann, secretary of the Lumbermen's Club.

No committee from the Lumbermen's Club of Memphis will appear before either the house or senate committee in connection with the compromise delayment and demurrage bill pending before the general assembly. However the Lumbermen's Club is active in behalf of the measure. Secretary Ehemann has drafted a letter urging favorable action on the bill and a copy of this has been sent to every member of both houses.

Among the lumbermen who went on the Business Men's Club excursion leaving here March 19 for a week's trip in a special car through portions of Arkansas, Texas, Oklahoma, Indian Territory and Missouri were: S. B. Anderson, president of the Anderson-Tully Company; R. J. Darnell of R. J. Darnell (Inc.); C. A. Bender of the J. W. Dickson Lumber Company; R. R. Hasting of the Hasting Lumber Company; L. A. Dinwiddie of the Memphis Coffin Company, and R. H. Woolfolk of the Memphis Furniture Company. The excursionists will return next Sunday night.

The Muskegon Lumber Company, of Michigan, has recently disposed of eighty acres of land in Arkansas, representing the last of its holdings there. The company at one time was the largest timber land owner in Arkansas, its holdings amounting to 215,000 acres. The timbered lands of the Sawyer & Austin Lumber Company and the Arkansas & Wisconsin Lumber Company have been secured largely from the lands owned by the firm in question.

The business men here who represent the Pensacola & Western Alabama Railroad Company have applied to the Lumbermen's Club of Memphis for indorsement of petitions to the legislative council asking right of way over certain streets in this city. The lumbermen, owing to the fact that the new line will give another direct outlet to the gulf coast at Pensacola, have been approached because they will be among the direct beneficiaries of the new road.

There is more building in progress in Memphis now than at any time in the history of this city and it bids fair to continue. A number of the new buildings will require a large amount of interior finishing and the hardwood trade will therefore share the benefits accruing from this condition.

Nashville.

March 16 the Spoke and Hub Manufacturers' Association of the South met in this city. The meeting was called for the purpose of combining all spoke manufacturers of finished and club-head spokes in the South and Southwest, establish a system of uniform grade and price and to form a union with the northern manufacturers. It was claimed by the members of the association that the timber now used in the manufacture of spokes is bringing a better price in the form of lumber and for wagon stock than in the manufacture of spokes and hubs. It was stated that the timber needed by these manufacturers is becoming scarce in the North and that they were turning their attention to the South. Plans for a new charter and the adoption of a trade-mark were discussed, as was also the appointment of a secretary and inspector to visit the various concerns in the association to see that the plants are run up to the standard. A. B. McCarthy of McMinnville, Tenn., and J. Wallace Ferguson of Fayetteville, Ark., were appointed a committee on trade-mark; and M. R.

Campbell of Tullahoma, E. O. Buchanan of Galatin, and J. R. Tubb of Sparta, a committee on charter. The association after a day's deliberation, adjourned until May 1, when it will assemble again in this city, receive the reports of committees and effect a permanent organization. In the meanwhile a circular letter outlining the proposed plans of the organization will be sent to all the spoke manufacturers in the United States. Those present at the meeting of the association were as follows: J. S. Burroughs of the Burroughs-Ross-Colville Company, McMinnville, Tenn.; W. E. Small of the Small Manufacturing Company, Corinth, Miss.; M. R. Campbell of the Campbell & Dann Manufacturing Company, Tullahoma, Tenn.; D. J. Beem of the Beem Manufacturing Company, Spencer, Ind.; J. W. Ferguson of the Red Star Spoke & Hub Company, Fayetteville, Ark.; Peter Lesh of the Weis & Lesh Manufacturing Company, Memphis, Tenn.; A. B. McClarty of Elkins, McClarty & Co., McMinnville, Tenn.; J. R. Tubb of the Sparta Spoke Works, Sparta, Tenn.; F. W. Van Ness of the Reuter Spoke Company, Clarksdale, Miss. Other concerns represented were the Bamel-Ascraft Company, Poplar Bluff, Mo.; Scober, Williams & Co., Winchester, Ky.; Portsmouth Spoke & Rim Company, Portsmouth, O.; and Muropre, Henderson & Co., Huntsville, Ala.

Nashville lumbermen were caught for about \$30,000 by the recent failure of Saxton & Co., Ltd., lumber exporters of Knoxville. The heaviest losers here were Love, Boyd & Co., David-sou-Benedict Company, John B. Ransom Lumber Company, Southern Lumber & Box Company, Lieberman, Loveman & O'Brien, Henderson, Baker & Co., and the Southern Hardwood Company.

The Greenfield-Talbot-Finney-Battle Company has incorporated here with a capital stock of \$150,000. This company has a big sawmill and lumber plant near Sewanee, Tenn., in addition to a furniture factory at Tullahoma, Tenn., and a large furniture store in Nashville. Its business will be trebled. The officers of the new company are V. B. Talbot, president; R. W. Greenfield, first vice president; Harry Parker, second vice president; G. C. Finney, treasurer and general manager; W. M. Woolwine, assistant treasurer; A. B. Battle, secretary; and F. P. McDowell, superintendent of factories.

The Cumberland river is booming now and the faces of Nashville lumbermen wear broad smiles. During the past ten days the Nashville Transportation Company has been working 160 men in unloading timber from the barges brought down the river. The Linehan came down with 2,000,000 feet, and 2,000,000 or 3,000,000 feet of timber are expected in the next few days. Until recently the lumbermen here had small hopes of getting to Nashville the supply of timber cut up the river, but now it is believed this will be done, and it will be the first time in about three years. About 10,000,000 feet of lumber has been brought down so far and there is half that much more waiting transportation.

During the past week 2,500,000 staves were shipped from Carthage, Tenn., over the Tennessee Central. Last Monday and Tuesday 500,000 staves were unloaded from boats there and other boats are expected to unload large quantities, about 250 car loads in all. Carthage is rapidly becoming a lumber center.

Much interest has been aroused in local lumber circles on account of a giant cedar log recently rafted down the river to the Nashville Tie & Cedar Company of this city. The log was fifty-five feet in length and measured ten feet 4 inches in circumference at the large end. Old rivermen here fail to recall any cedar timber to compare with this tree. The log will be sawed into blocks for consignment to Germany, where a pencil factory is waiting for it. The Nashville Tie & Cedar Company has received more cedar timber this year than ever before.

R. S. McFate, buyer for the Vinton Company of Detroit, is in Nashville buying five car loads of red oak. This lumber will be shipped to New York to be treated with the fire-proofing process. It will then be reshipped to Detroit, where it

will be worked into an interior finish, and it will then be shipped back to New York to go in a skyscraper.

Representatives of the Buffalo Hardwood Lumber Company and the Ross Lumber Company, the latter of Jamestown, N. Y., visited Nashville this week.

John B. Ransom, president of the John B. Ransom Lumber Company, is in Chicago on business.

The famous combined steamer and sawmill the "Old Hickory" sunk in the Tennessee river on March 17. This unique craft and plant had plied the waters of the Tennessee, Mississippi and Ohio for a number of years. Efforts to raise the boat will be made when the river goes down.

Thomas C. Colley, the veteran lumberman of Franklin, Ky., is dead. He was nearly eighty years of age and was senior member of the well-known firm of T. S. Colley & Sons, doing business in Tennessee and Kentucky.

A. W. Simmons of Nashville, after having been in the lumber and contracting business for the past forty-five years, has retired from business.

W. E. Cathey of Burns, Tenn., has purchased several thousand acres of timber land near that place and in the near future will establish a sawmill.

Thompson Johnson and John Ashworth have erected a large sawmill on Trace Creek, near White Bluff, Tenn.

Three carloads of machinery have arrived for the Chess-Waymand Company of Louisville, which will erect a big plant at Carthage, Tenn., for the manufacture of staves. The plant will employ thirty or forty hands and will have a finisher in connection with the factory so that the staves will be ready to go into barrels when they leave the factory.

Preparations are being made at White Bluff, Tenn., by Richard Bibb and Gus Anderson to put in a large ax handle factory. The concern will be a stock company.

Cross ties valued at \$75,000 have been shipped from Sheffield, Ala., during the past week. The trade is brisk on the Tennessee. During the high water on this river lumbermen are rafting down a large quantity of timber. More than 1,000,000 feet has passed Clifton, Tenn., during the last few days.

John Hlgbers, a sawmill man of Carthage, Tenn., was rescued from drowning last week by William Ellis of that place. Hlgbers was in a boat looking after some logs. Ellis swam some distance in the icy water and pulled the sinking man out.

It is stated here that the failure of H. N. Saxton & Co. of Knoxville, Tenn., caught Memphis lumbermen to the extent of about \$75,000.

Steamboat men on the Cumberland are still having their troubles with roustabouts. Sixty of them struck last week at Carthage while working for the Cumberland & Tennessee Transportation Company. Traffic in lumber was tied up about a day.

The G. V. Gress Lumber Company of Milltown, Ga., has been sold to the Barney & Smith Car Company of Dayton, O., for \$300,000. The Gress company owned a fine body of timber and a large saw mill.

The Robinson Lumber Company of Mobile, Ala., has been incorporated with a capital stock of \$10,000.

The Hamm Tie & Construction Company of Bay Minnette, Ala., has been incorporated with a capital stock of \$25,000.

Hamilton Love gives encouraging news to the Nashville lumbermen. He tells them there will be more high water, for he has seen four sea-gulls in Cumberland river.

A. H. Connelly of the Connelly Hardwood Lumber Company of Kansas City, was a visitor last week, and spent considerable time at the plants of the Nashville Hardwood Flooring Company, John B. Ransom & Co., Davidson & Benedict Company and Love, Boyd & Co. Mr. Connelly was accompanied by his wife, and they expect to spend some time in Kentucky before returning home.

Cleveland.

W. W. Reilley of W. W. Reilley & Bro., Buffalo, N. Y., was here last week.

S. T. Brunson, representing Logan & Mopphet Lumber Company, Knoxville, Tenn., and L. F. Vansant, representing W. H. Dawkins Lumber Company, Ashland, Ky., made recent calls upon the trade in this section.

The Taylor Chair Company of Bedford, O., have just completed a new fire proof dry kiln, being built entirely of cement and tile.

C. M. Clark, sales manager of the Swann-Day Lumber Company, Clay City, Ky., was here a few days ago. The recent tides brought down a large quantity of logs and his company expect to cut about 35,000,000 feet this year. Its product will be handled in this section by the Robert H. Jenks Lumber Company.

W. E. Hamner, who sells lumber for N. B. McCarty, Clarksburg, W. Va., was in town this week, and reports trade satisfactory.

The Advance Lumber Company will start its new band mill at Vaughn, W. Va., this week. It has seventeen thousand acres of fine timber located on the Gauley branch of the Chesapeake & Ohio railroad and are operating two band and two circular mills on this tract. It reports stock moving out about as fast as it becomes dry.

Putnam & Savidge, wholesale dealers, whose offices are located in The Arcade, report their spring trade satisfactory.

The Robert H. Jenks Lumber Company reports that one of its West Virginia mills secured a large amount of oak and poplar logs during the recent tide.

The Forest City Box Company is rebuilding its factory recently destroyed by fire.

The Peters Mill Work and Lumber Company has been recently incorporated with capital stock of \$25,000. The incorporators are F. H. Peters, F. S. McGowan, E. S. Cook, S. Chestnut and G. W. Meyers. It will do general planing mill work, but make a specialty of hardwoods for interior finish.

Kansas City.

Noting that the lumbermen of Memphis are trying to secure the passage of an equitable reciprocal demurrage bill in the Tennessee legislature, it may be of interest to the readers of the HARDWOOD RECORD to state that the lumbermen in this territory secured everything they went after along this line this year. The legislatures of Missouri, Kansas and Oklahoma all passed what is termed a reciprocal demurrage bill, the essential features of which are alike in the three states. These bills which have now become laws provide that the railroad companies may collect demurrage under proper restrictions, among which are the provision that when cars are bunched the consignee shall have additional free time in which to unload

...Oak Wanted...

We are in the market for 500,000 feet nicely figured, dry Quartered White Oak for prompt shipment. : :

JOHN DULWEBER & CO.,
CINCINNATI, OHIO.

H. C. HOSSAFOUS
Manufacturer and dealer in
Quartered Oak, Dimension Stock Ash,
Plain and Quartered Oak, Walnut, Cherry.
DAYTON, OHIO

Logan & Maphet Lumber Co.

MANUFACTURERS AND DEALERS.

PINE AND HARDWOOD

Watch This Space for Stock.

White Pine.

- 30 cars 1 inch log run.
- 2 cars 1½ inch No. 1, 2 and 3 common.
- 6 cars 1 inch No. 4 common.

Yellow Pine.

- 5 cars 1½ inch No. 1 and 2 clear.
- 2 cars 1½ inch No. 3 clear.
- 7 cars 1½ inch No. 1 common.
- 10 cars 1 inch log run.

Poplar.

- 2 cars 1 inch 1st and 2nds, width 18 inches up.
- 1 car 1½ inch 1st and 2nds, width 18 inches up.
- 2 cars 1¼ inch 1st and 2nds, width 18 inches up.
- 10 cars 1 inch 1st and 2nds, width 8 to 17 inches.
- 10 cars 1¼ inch 1st and 2nds, width 8 to 17 inches.
- 5 cars 1¼ inch No. 1 common, including select.
- 1 car each 1½ inch and 2 inch No. 1 common, including select.
- 15 cars 1 inch No. 1 common, including select.
- 4 cars 1 inch clear bright sap.
- 20 cars 1 inch shipping culls.
- 10 cars 1 inch mill cull.
- 1 car each 1½ inch and 2 inch shipping cull.

Mills: Clinton (Band Mill), La Follette, Pioneer and Turleys, Tenn.

Office: 105-107 Empire Building
KNOXVILLE, TENN.

the excess cars. The free time for unloading is forty-eight hours from 7 a. m. of the morning following the day on which written notice is given the consignee that the car is on the track. The bill also provides that the railroad companies shall furnish cars within four days after application for same is made, also that freight must move at the rate of fifty miles per day. The penalty for failing to comply with any of the above provisions of the bill is \$1 a car a day. A bill of similar nature has been introduced in the Arkansas legislature, but the writer is not informed whether or not it has been passed.

The above mentioned legislation in Missouri, Kansas and Oklahoma was the direct result of the effort of the Southwestern Lumbermen's Association. The bill was drafted by capable attorneys at the expense of the association. It was unanimously indorsed at the January convention at Kansas City, and three committees of two each were appointed by the president, from the directory of the association, to make it their special business to look after these bills. Then all members were requested to write their representatives in the legislatures to support the demurrage bill. They did so, and although the railroad companies made a strong fight to defeat the bill, it was passed by safe majorities in all three legislatures.

It is reported from Chicago that the headquarters of the American Walnut Company will be removed from that place to Kansas City April 1. J. N. Penrod, president of this company, is a resident of Kansas City and has extensive interests here.

The Dierks Lumber and Coal Company report a satisfactory improvement in the demand for bridge stock since the first of the month. They are also exporting considerable lumber to England, Germany and Holland.

J. H. Tschudy left here with a party of friends on March 21 for a ten-day trip of business and pleasure combined to Arizona.

C. D. Logan of the Gulf Land and Lumber Company has returned from a week's trip to the mills of the company at Leesville, La. Mr. Logan states that they are installing a new band in place of the circular in their hardwood mill and will be running within two or three weeks. The improvement will increase the capacity of the mill to some extent.

A. H. Connelly is still in Arkansas and Tennessee among the hardwood mills and will probably be away through the balance of the month.

New Orleans.

The Illinois Central Railroad rebuilt 600 feet of dock front within a week after its big fire. This gives it some 1,600 feet of wharf front at present, and it is taking care of all its export business now without trouble. The rebuilding of the Stuyvesant docks will call for immense quantities of yellow pine.

The Jefferson Sawmill Company, Ltd., is loading a schooner with cypress in front of its mill, and Sutherland-Innes Company, Ltd., is also loading one on the city front. These cargoes go to New York city.

J. B. Wall of the Buffalo Hardwood Lumber Company, Buffalo, N. Y., accompanied by Mrs. Wall, spent several days in the city during the carnival season.

L. Methody of St. Louis was another carnival visitor. His extensive export business goes very largely through this port.

The local dealers are all busy with their export shipments and look forward to a large and profitable business.

A trip through the Yazoo delta shows small stocks at the mills, especially in oak.

The John O'Brien Land and Lumber Company at Phillips, Miss., has a good sawmill plant and manufactures fine stock. Like a majority of the mills in the delta, its dry stock is very small, but it has a big supply of fine oak timber to draw on.

The report that sanitary equipments and roughing materials for use in the Panama canal were all required to be delivered in New York sent up a howl of dissatisfaction here. It was a mistake. The purchasing bureau has placed New Orleans on an equal footing with New York, so Purchasing Agent Lupton in charge of the canal commission's local bureau here is now feeling in better spirits. Bids will soon be asked for on large quantities of materials and supplies for the engineering department. The steamship Ellis sailed a few days ago with a large quantity of creosoted piling and other supplies for use on the canal.

The American Hardwood Lumber Company of this city is unloading two barges of mixed hardwoods.

Greenwood, Miss., is to have another sawmill. J. F. Menees of Tennessee is building one and hopes to be sawing by April 1. He is going to make a specialty of quarter sawed oak.

Louisville.

The high tide in the Kentucky, Big Sandy, Licking and Red rivers is subsiding. Practically all of the loose logs have run out and the booms along the rivers are filled. The various small creeks which have been holding up timber for the past two years are filling up and letting out immense quantities of logs. The High Bridge Lumber Company has boomed 40,000 logs, The Kentucky River Lumber Company 30,000, Burt & Brabb Lumber Company 80,000, and the Salt Lick and Licking River companies about 25,000 logs each. More than 100,000 staves have run out and rafts aggregating 350,000 logs. All of this is hardwood timber. The tide has been the biggest in ten years and has given the sturdy timberman of that section a good supply of money. Mills along these rivers are working overtime.

Charles Garrison and four companions had a harrowing experience while delivering a raft of logs at the market in Warren county, Kentucky, last week. The tide was rising at a rapid rate and when near Eagans' Ford, the raft began breaking. Garrison and his companions succeeded in landing on a small island, just large enough for them to stand on. This was about noon. The water rose rapidly and when they were finally rescued at 6 o'clock in the evening the water had risen to their waists.

On Elkhorn creek, in Morgan county, there is a jam of logs six miles long and about fifteen logs deep. All efforts to dislodge them have failed.

A deal involving 10,000 acres of coal and hardwood timber land valued at \$150,000 which had been in progress in Breathitt county for the past six months, has been declared off by the eastern capitalists who were the prospective purchasers, on account of the belligerent propensities of the inhabitants of Breathitt county. The Hargis trouble was mentioned as a specific reason for declining to purchase any property in Breathitt county.

J. W. Hambrick, who, with his father J. P. Hambrick, has extensive lumber interests in eastern Kentucky, is preparing to enter the business of manufacturing automobiles. He is negotiating for a site for the factory in Lexington.

C. H. Callahan, a Louisville lumber dealer and secretary of the Lumbermen's Club, has filed a deed in bankruptcy in the United States district court in this city. His liabilities aggregate about \$7,000 and his assets about \$6,000. His father and brother are his chief creditors.

The Sberill Lumber Company of Paducah has a souvenir in the shape of a forged check for \$427 given them by a man named James Butler who bought a bill of goods aggregating \$273 and received in return \$152 in cash. The name of W. L. Crumbaugh was signed to the check and payment was refused. Judge Crumbaugh is a prominent citizen of Evansville. Butler was later arrested.

COTTONWOOD GUM and HARDWOODS PAEPCKE-LEICHT LUMBER CO.

Mills:
Cairo, Ill.
Marked Tree, Ark.
Arkansas City, Ark.
Blytheville, Ark.
Greenville, Miss.

General Offices:

Tribune Building,

CHICAGO.

Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

Chicago.

The feeling over prospective demand still remains excellent locally, but, as a matter of fact, there has been no development of trade that calls for any large quantity of hardwoods as yet. There is nothing in the market that is scarce and particularly high save plain sawed oak. Inquiries for all the other hardwoods develop an uncertainty on the part of manufacturers of what constitutes just values, and quotations are coming into the jobbers at prices that vary from \$3 to even \$6 or \$7 a thousand. There really has not been enough actual sale to the consuming trade thus far this spring to determine what values the trade is going to stand. Thus it is that the jobbers, while they made pretty heavy purchases earlier in the season, are now really holding back awaiting developments, before placing many more orders. Again there seems to be an over-anxiety on the part of manufacturers to sell, and in all verity the general conditions are not as buoyant as they were thirty days ago. Notwithstanding the facts recited, the general feeling prevailing is very hopeful and optimistic.

New York.

The hardwood business is just commencing to show signs of starting. Inquiries are numerous, and every wholesaler is very busy in answering inquiries and making prices. Values thus far are only fair, but the trade generally feels that prices must stiffen materially soon, as the demand in sight will in a short time exceed the dry stocks on hand.

There have been a few days during the past fortnight when the atmosphere has taken on a touch of spring, while the intervening days have been of such character as to eliminate the snow and ice. A trip among the hardwood users and dealers throughout the district finds business taking on renewed activity and market conditions improving.

The very severe winter has not only retarded buying on the part of retail hardwood yards, but has greatly impaired the manufacturing business as well. In fact the season has been one to preclude very much enthusiasm or ability to do business. There is every prospect that the spring and summer trade is going to provide a large amount of business for busy sellers and buyers of hardwoods. It is reported that more inclination is manifested than for a long time past, to make purchases. The general movement of hardwood stocks in both channels has been better during the past fortnight than during the entire period since last fall.

The completion and installation of the interior finish in many large structures well under way last fall, which have been held up during the winter, is now in progress, and this makes local factory business very good.

Prices on all kinds of hardwoods continue exceedingly firm, with oak, ash, birch and chestnut, showing a decided forward tendency. The demand is reported to include pretty much all kinds of hardwoods. Poplar is steadily improving, and while there is considerable poorly manufactured stock on the market at comparatively low prices, the better class of lumber is making good headway at advanced values. It is believed that in a very short time poplar will have regained all the ground lost last year.

Wholesale buyers returning from mill points continue to bring with them the information that stocks of hardwoods are low and badly broken in most instances. This phase of the situation is having a decided tendency to keep the market in good shape by preventing forced sales. On the whole, the local situation is excellent and the outlook was never more promising.

St. Louis.

There has been no material change in the general trade situation during the past two weeks, which means that the dealers are particularly well satisfied with the volume of business being transacted. Orders are coming in for as much dry stock as can be readily furnished and it is the present indication that there will be a steady increase of business during the next two months. If this is true St. Louis stocks will undoubtedly be in very poor shape so far as dry stock is concerned, as there is already something of a shortage existing. There is considerable comment at the conditions in the southern country where the production continues to be considerably below the normal because of the wet condition of logging roads, and it is hardly probable that the output of the mills can increase to any great extent during the next thirty days. Local houses are maintaining a corps of buyers in the southern country, but these are not securing as much lumber as could be desired. Another point causing comment is the fact that the large number of buyers visiting the mills has advanced southern prices even more rapidly than changes have taken place in the northern markets, leaving a lower range of margins. The general price situation in St. Louis is showing a steady advance on those items which are in the least inclined to be scarce and there is a manifest firmness on even those items of which the supply is sufficient. Sales for March will undoubtedly exceed those of the same month of last year and there is probably not a concern in St. Louis but will make a better showing. In a strictly local way all factories are buying quite actively, especially the planing mills and those having to do with the building situation, as St. Louis is undergoing a building boom just now which eclipses all past records in this respect. In wagon and agricultural implement lines St. Louis caters to the southwestern territory where the cotton situation is not alluring.

There is beginning to be a better local demand for cottonwood and gum than at any time during the winter and early part of this month, but the demand is not yet up to the usual spring proportions. It is believed in St. Louis that there will be less of these two woods consumed locally than during last year, but a heavy trade is expected nevertheless. Prices have as yet shown but little change, but should as soon as trade shows a further increase.

In oak the strongest demand is for inch plain, which is true of all markets, but quarter sawed stock is beginning to come to the front quite prominently at better prices than those prevailing a month ago. Ash, poplar, hickory, elm and the other woods handled in St. Louis have shown but little change in either price or demand, but are moving in satisfactory volume.

Pittsburg.

There has been very little change in the hardwood situation in Greater Pittsburg since March 1. Inquiry continues very brisk. Prices are firm and have a constant upward tendency. Orders are not coming in so fast as the inquiry would seem to justify. This is attributed chiefly to the weather, which has been extremely backward and unfavorable for starting building projects. The local yards are fairly well stocked and retailers are not anxious to buy any more until consumers relieve them of some of their stock.

Oak still leads in the market and the supply, although larger in proportion than of some other woods, is still away behind in inquiry. Dry stocks of poplar are particularly scarce in market.

Detroit.

Hardwood market conditions in Detroit and Michigan generally show little change from recent reports, conditions continuing to be satis-

The F. J. Blackwell Co.

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**Frames for Hardwood Record
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Each issue of the Hardwood Record during 1905 will contain a portrait of a distinguished hardwood lumberman.

For the benefit of subscribers desiring to preserve these handsome photogravures, the HARDWOOD RECORD has arranged with a leading Chicago picture frame maker to supply frames in Flemish finished Oak, Size 10½x13½ inches. These are complete with backing ready for mounting the pictures, except the glass which cannot be safely shipped, but can be obtained locally at slight cost.

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HARDWOOD RECORD,

355 Dearborn Street, Chicago

factory. There is a good movement of maple, and dry stock in some thicknesses is becoming very scarce. The flooring factories are picking up all dry one-inch that is offered. Basswood seems to be a little stronger. Plain oak continues to be the leader, while quartered oak is in a little better request than it has been.

Memphis.

There is some further expansion reported in the volume of hardwood business here, though the improvement is not quite as large as had been expected in some quarters. The tendency of prices is toward increasing firmness and some advances are being made. The most pronounced change in the situation during the past month has been the increased demand for cypress which is now exceptionally good property. Large shipments are being made to both northern and western markets at very satisfactory prices. There is a strong demand for plain oak, both red and white, and prices are slightly better. The offerings show no accumulation and buyers are still having trouble in securing their wants. There is a moderate inquiry for quarter-sawed oak in firsts and seconds, though the common is exceptionally quiet. The cottonwood situation appears to be somewhat mixed. There is a good demand for the upper grades, but the lower are in but moderate request and prices are not so firm as recently. There is a healthy tone in gum, with a good export and domestic demand for the red. There is a moderate call for clear sap, while a ready movement is reported in box common. There is plenty of call to take up what dimension ash is offered in this territory. Poplar is holding the recent improvement, with a ready movement reported in the higher grades; the lower continue very quiet. There is a slight tendency toward improvement in export conditions. A confident feeling prevails with regard to the outlook.

Louisville.

The local hardwood market for the past two weeks has shown exceptional activity. There has been a strong demand for the oaks and particularly for plain oak with advancing prices in consequence of the shortening of the supply. However, in view of the very heavy run of logs during the past month from the various streams out in the state, it is probable the mills will be able to catch up with the demand. The mills along the Kentucky, Licking, Red and Sandies are working night and day. The news from up-state points indicates that lumbermen, on the whole, came out well in the recent gorge and tide scare. While some logs were lost, millions are safely boomed. The run of logs was the heaviest in the past ten years and the mills will generally have supplies that will keep them working for the next nine months. At that time a further rise is due and another supply—the cuttings of the spring and summer—will be brought down.

Buffalo.

From all members of the hardwood trade come the most cheerful reports of fair business that is steadily improving. The outlook is for a good demand for practically every sort of lumber in that line so long as general business is good, for there is no such thing as getting an overstock of any sort on the list. The shortage of some sorts and especially plain-sawed oak, is so general that no surplus is possible for a long time and it will be fortunate if enough plain oak can be produced to keep the consumer from helping out his needs by taking liberally from other hardwoods. Elm, which used to be the substitute for oak in the cheaper manufactures, is quite as scarce as that is, though the overstock of it in the slack cooerage trade may divert some of it back to the regular lumber trade.

There does not seem to be much disposition course, it is quartered that the consumer really wants, but he finds it so much higher than plain to take quartered oak in place of plain yet. Of

that he concludes to get along with the cheaper cut. All reports from the southwestern mills is that plain oak is the thing wanted. It goes just as quick as it is dry enough, so that there is usually none to send to yards here. As a rule, the manufacturer does not care to ship his own product here much. It costs too much to handle it, so he keeps his Buffalo yard up by purchases, especially if his mills are far south or beyond the Mississippi.

New Orleans.

Red gum firsts and seconds is scarce and prices have advanced \$2 to \$5. Plain white oak is still in demand, with prices firm. Quarter sawed white oak is being offered at \$5 to \$10 reduction from quotations of sixty days ago. Dry cypress is still in demand at list prices. Cottonwood and bay poplar are moving freely, but prices have not advanced excepting in the thick stock.

Indianapolis.

Quiet! That describes the hardwood lumber situation in Indianapolis as it has been during the past fortnight. Every one seems to be waiting for the opening of spring before doing anything. For a few days last week the weather conditions were ideal, but now it has turned considerably colder again and spring seems several weeks off yet. Lumbermen still declare, however, that the business outlook for a good spring trade seems bright. Pretty weather, they say, will enliven business considerably.

Just at the present time dealers have not an especially heavy stock of lumber of any grade. Indeed, some of the stocks are low, while both plain and quartered oak is scarce. There is not much walnut in Indiana any more and in fact timber of any kind seems to be comparatively scarce throughout all sections of the state. As one hardwood man said, "You can hear about a good stock of lumber or some heavy timber somewhere, but when you go to find it it isn't there."

There still continues to be a fair demand for the various grades of lumber, while prices continue firm.

Bristol.

Trade conditions in this section are reported good, and manufacturers and dealers are optimistic. The mills are crowded with business for at least sixty days ahead, and it is a difficult matter to place any except the most desirable schedules. It is now not a question of price, but of where to get the stock, as all the concerns are greatly behind and rejecting orders for immediate shipment. Prices offered for oak and poplar are now higher than for several months past. Chestnut, hickory and basswood are in good demand, with excellent prices.

Chattanooga.

Trade conditions in the lumber business in this section are now much better than for some months and the dealers and manufacturers are highly elated over the prospects. One export concern here received orders for forty-nine cars in two days. There is yet a great demand for plain oak but there is little of this on the market. Quartered oak and poplar are also in good demand. The output has been materially augmented by the revival of local building interests. Since the recent cold weather new buildings are going up on every hand. Local dealers are dealing in basswood, gum and cypress more than usual and for these woods they find a ready market. Prices for all stocks are increasing and lumbermen take it that this is a splendid indication for the future market. The advance in prices is applied to plain and quartered oak principally, as these grades of hardwoods are very scarce. During the past sixty days they have increased \$5 per thousand.

Philadelphia.

The builders have now gotten their operations under way in the city while work through the

suburbs has not shown much activity as yet, owing to the almost impassable condition of the roads. Stocks are reported small and the assortment is poor at the mill points, but the manufacturers demand high prices for their lumber. The yard supplies are gradually growing smaller and shipments received are generally sold ahead.

Plain oak is in demand in excess of the supply. Maple and maple flooring is being ordered in large quantities at the strong prices asked. Cherry is not sought after and few quotations are asked for. Quartered oak, red and white, is having a good call on a strong basis and an advance in price is not unlikely. Ash, especially white, is scarce and will probably bring good prices throughout the season. Basswood is said to be improving and chestnut is selling well. Poplar is selling freely and several large contracts have been placed lately.

Grand Rapids.

Dealers are still being sorely tried by the car situation, though the railroads are now promising speedy relief. The railroad yards are badly congested, so that it is hard to get cars placed. A general scarcity is reported of the better grades of rock elm, this wood entering largely into sleigh runners and in other places where white oak was formerly used. The log harvest has been the largest in recent years, largely because of the favorable winter for lumbering.

Minneapolis.

Conditions in this section are somewhat mixed. Most of the dealers are running very low on northern oak, elm and birch, and are holding back stocks to take care of customers. Others have on hand or contracted for some good sized quantities of stock, and complain that it is moving slowly. One thing is certain, while stocks are light compared with last year, there is no real danger of famine. If demand should slacken for a while some dealers might even have dry stock on their hands when the new cut comes in. Prices have not advanced, and on some stuff are a little weaker than a month ago.

The factories are not buying heavily, but only for present needs, trying to make out until the new stocks are dry and on the market. However, those who have kept track of operations in the woods do not expect prices to go off any, for the log input from the northern woods has been from 30 to 50 per cent less than intended. The camps were hampered by deep snow during the winter, and postponed their heaviest hauling for March, but the early thaw put them out of business with a large share of their logs still in the woods.

The demand for hardwood sash and doors and finish is going to be excellent, according to preliminary indications, and the factories are taking in a nice line of orders now.

The country yard trade continues good. The yards are buying mainly in mixed car quantities, and calling principally for wagon stock. Oak stock is scarce and hard to furnish. Maple axles and flooring are in demand. Birch is a good seller, especially to the factories, and is not in heavy supply. Basswood, which was selling rather briskly a short time ago, is dull again.

Nashville.

The feature of the local market at this time is the unexpected manner in which the poplar trade is looking up. There is a considerable demand for this wood from St. Louis and other western markets. Usually St. Louis, Chicago, and other western cities, when not flooded, draw their stock from west Tennessee. Local lumbermen, however, from the fact that many inquiries and orders for poplar are reaching here from the West, take it that the supply in west Tennessee is by no means plentiful at this time. Dealers are getting the full list on all firsts and seconds in poplar. Plain oak continues stiff in price and is still scarce. Quartered oak is bringing good prices. Ready sales are reported in

both white and red oak. The volume of inquiries is on the increase and advances are expected. There is a heavy tide in the river and lumbermen expect to get much timber out in the near future. Big cross tie orders are being shipped out. The stave market is reported quiet.

Hamburg.

F. W. Burchard in his last trade circular says concerning walnut logs that the demand set in rather late this year, so that the stocks taken over from 1904, swelled by fresh arrivals, had at one time accumulated to over 11,000 logs. Suddenly, however, several important inland buyers, who are accustomed to purchase by private contract, appeared and during the two weeks preceding the last auction took over 2,600 logs out of the market. The auction itself was not so well attended as could have been desired, so that holders had either to make concessions or to withdraw their logs. Only about 1,500 logs changed hands. About 6,000 logs remained in the Hamburg market unsold.

The pertinent fact has developed that notwithstanding the imports of other woods, notably mahogany, the consumption of walnut logs has not decreased. During 1904 it amounted to about 32,000 logs and promises to equal this quantity during 1905.

It is asserted that nicely assorted shipments of walnut logs at reasonable first cost will find a ready sale, and that walnut boards, deals and squares in current dimensions and of good quality are always in demand.

In whitewood logs nearly 600 changed hands by private contract and on the auction day, leaving about 800 logs unsold. Shipments of good dimensions find prompt buyers at fair prices, while secondary and defective lots are difficult to move at any price.

There is little demand for white oak, satin walnut, hickory or ash logs in this market.

In mahogany the consumption has greatly increased, but the favorite kinds remain the Mexican—that is, Laguna and Tobasco—on account of their fine color and grain.

London.

Churchill & Sim's March wood circular says that February has been a quiet, uneventful and rather disappointing month for the London wood trade. The dock deliveries have been better than they were in January, but are still some 1,500 standards less than the very moderate figures for February, 1904, and when compared with 1902 they show a reduction in the first two months of the year of some 5,000 standards per month. There has been practically no change in prices in London during the month.

In mahogany there was scarcely any change in the market during January and February. The auctions were well attended and competition generally good, but without any material advance in values.

In walnut logs the demand continued very quiet and only prime, sizeable wood is wanted. In planks and boards stocks are very moderate, the demand is limited and only light shipments should be made.

In American whitewood logs are in very limited demand but small lots of prime, large logs would find buyers at fair prices. Of planks the stock is sufficient, but of boards moderate shipments might be made at profit.

Shipments in black walnut logs should be confined to first-class timber of large dimensions, which is worth from 3s to 4s 6d a caliper foot. There is a healthy tone in lumber, especially in medium and cull grades, quotations range from 5s to 7s per cubic foot, for first quality; 3s to 4s for medium and 2s to 2s 6d for culls. The market is dull for quartered oak, with prices ranging from 2s 6d to 4s 9d a cubic foot. Plain is in good demand at fair prices and should continue so if consignments are kept within a reasonable compass. In whitewood there is a fairly active market with prices ranging from 2s 3d to 3s 6d.

EAST ST. LOUIS WALNUT CO.

BAND MILL AND YARDS,
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MANUFACTURERS OF

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In the market at all times for Walnut,
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Hardwood Lumber.

QUARTERED OAK OUR SPECIALTY.

Prompt Shipments.

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FEET BAND SAWED**

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Are always in position to supply the
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Grades Guaranteed and certificates
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leading capitalists and financial
institutions.

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Room 201 Roanoke Bldg,
TELEPHONE CENTRAL 2959.

CHICAGO

Saginaw.

The hardwood market is in tolerably good form and prices for stock are fully up to the close of last year; in some instances an improvement has been recorded. Some local manufacturers have contracted a good portion of their cut for the season, and one or two other concerns have sold blocks of lumber that run into the million feet. Maple is looking better, while basswood, elm and ash are very firmly held at shipping points. Prices range from \$14 up to \$22 and for choice stock even better. There is considerable lumber in the hands of dealers and some manufacturers have stock on hand but not in large quantities. There is more maple than anything else and it is manifesting a good deal of firmness. So far as ascertained, dealers are going to be provided with the usual quantity of lumber for the year's business. The local output will approximate 40,000,000 feet this year and a good deal of hardwood is shipped in from interior mill points. It comes by rail and is moved out in the same way.

Baltimore.

The hardwood situation in this section could not well be stronger than it is at the present time. Stocks have been reduced to a level where a positive scarcity prevails in some directions, while the demand promises to be materially in excess of last spring and summer. A brisk trade seems to be assured for the remainder of the year. Local plants are just beginning to get down to work after much interference by the weather, and the local stocks on hand are very light. An active local inquiry prevails, as the manufacturers of furniture and office fixtures are over their heads in work. Local plants cannot turn out supplies fast enough to meet the needs of business firms which are moving into new locations and re-fitting their places of business in accordance with modern requirements. In addition, the needs of the surrounding country are larger and more comprehensive than they have been in the past.

The export movement shows some snap and the sawmills tributary to Baltimore are being called on for large quantities of hardwoods. It is thought not improbable that high prices will so stimulate production that after a time the selection in all directions will be ample. At the present time available oak plants for export are entirely short of requirements, with ash and several other woods not far behind. Prices are firm and high, depending to some extent upon the urgency of individual necessity. Even liberal terms will not always serve to bring out lumber in desired quantities. Stocks on the other side of the Atlantic are now of fairly manageable proportions, and the foreign buyer's show a greater disposition to meet the terms of American shippers than in the past. The export outlook is therefore very encouraging.

Evansville.

Now that the ice is out of the river the river mills have all resumed operations and the water is at a high stage. All boats are now operating and business seems quite encouraging with the river mills.

Owing to the heavy rains in the past few weeks little has been doing in the way of shipping and there has been a great scarcity of logs. The heavy rains south have made logging operations out of the question, but with the continuance of the present clear weather business will live up. Inquiries are plentiful and prices are being maintained in all kinds of stock, and some good orders have been placed for early shipment.

Kansas City.

Reports from the various hardwood centers indicate a firm demand generally. The Kansas

City hardwood people assume a satisfied expression of countenance when speaking of demand conditions, present and prospective, and it is evident that the hardwood trade in this section of the country is fully as active as in other markets. There are no discouraging reports whatever as to the volume of March business, and the requirements are on some things too heavy to be supplied with sufficient promptness to satisfy would-be purchasers. There has been an immense increase in the call for all kinds of railroad stock since the first of the year, and the situation is in direct contrast with that of last year when the railroad companies were retrenching on all sides and reducing their reserve stocks to the minimum. Requirements for railroad oak have been so numerous and liberal since the first of the year that the southern oak mills that make a specialty of this kind of business have already booked contracts which will keep them busy for from four to six months. It is hardly necessary to add that the demand has stimulated prices on railroad stock to a noticeable degree.

The call for factory stock of various kinds is fully as pronounced as that for railroad material. Wagon stock can hardly be supplied fast enough to suit the buyers and the price is anywhere from \$2 to \$7 per thousand higher than last fall. Wagon manufacturers came into the market with a rush for stock during the past thirty or sixty days, and buying has been more active than for a year. Furniture and implement manufacturers are also liberal buyers, and planing mills and sash and door factories have added materially to the demand for factory stock since the first of the year. Country dealers are beginning to place orders for bridge plank and timbers, and while fir is cutting into the bridge trade to a noticeable degree, oak still has the call where the rate is not too high, and the demand for oak bridge stock promises to be as active this season as in the past.

The hardwood men here had a brisk local demand last year, and are preparing for as active a demand this year as they had last. Building in Kansas City has started up with a rush, and as much of it is for good structures requiring hardwood interiors, the local demand is very promising.

The southern hardwood mills are facing an active spring season in poor shape to handle the business to the best advantage. The usual bad weather has prevailed in the South, only more so, and it is estimated that the mills have not averaged over half time since the first of the year. As they entered the year with short stocks of dry lumber which were quickly bought up, the present supply of stock not already contracted for, and in anything like shipping condition, is far too small to be satisfactory. At the majority of points the mills are cutting a fair amount of lumber this month, but the woods are still in bad condition for logging and the mills are not getting in logs as fast as they need them. There has also been a more or less pronounced car shortage in some sections this month, which has retarded shipments. This is unusual at this time of year, and it is believed that the car shortage is a spasmodic one and that there will be no serious trouble in this direction this spring. The manufacturers will do their best to increase their stocks from now on, and as good weather is likely to be the rule in the South during the next few months, the supply should steadily improve, although it will be sixty days or more before there will be much new stock ready for shipment.

Prices are steadily firm, and there are no indications of any weakness in the near future. Plain oak is easily the firmest thing in the hardwood line at present, as there is a general scarcity and a heavy demand not only in this territory, but in all hardwood markets. The dealers here are as well pleased with price conditions as with the demand situation, and think that the business of the spring and summer will be done on a firm and steady basis.

Wanted and For Sale -SECTION-

Advertisements will be inserted in this section at the following rates:
 For one insertion..... 20 cents a line
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 Eight words of ordinary length make one line. Heading counts as two lines.
 No display except the headings can be admitted.
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MANAGER WANTED.
 Manager of retail sales and wholesale car lot shipments, also purchasing of supplies for Southern Hardwood Saw Mill. State age, references, different capacities, salary and all particulars. Address
 M. 22, care HARDWOOD RECORD.

WANTED—YOUNG MAN.
 Wanted—Young man (under 25) who has good knowledge of hardwoods, grading and marketing, as assistant in wholesale hardwood office, salary moderate to start, good opportunity for advancement. Must have good education, habits and ambition. Write, giving references and salary expected at the start. Address
 BOX 744, Pittsburg, Pa.

EMPLOYMENT WANTED

POSITION AS A MANAGER.
 Capable man, thoroughly experienced in the manufacture of hardwood lumber, wants position as manager of sawmill. References gladly furnished. Address
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PLANING MILL FOR SALE.
 Planing Mill about fifty miles from Chicago, fully equipped for interior finish. Forty H. P. steam plant. Excellent condition; reasonable terms; good reason for selling. Address
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 F. 28, care HARDWOOD RECORD.

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 HARDWOOD RECORD, Chicago, Ill.

TIMBER LANDS FOR SALE

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 We can place you in touch with parties owning, controlling or handling hardwood tracts containing oak, gum, hickory, ash, cottonwood, cypress, from 160 to 20,000 acres, also locations for saw mills, factories along the Cotton Belt Route. Some good openings for small mills—acreage or stumpage, with ready market for output. Now is the time to get located, as good timber is advancing. Write us your requirements and we will submit you some propositions.
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 G. P. & T. A., Cotton Belt Route, St. Louis, Mo.

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Wanted—Dimension stuff suitable for making Bent Rims, Sleigh Runners, Shafts, and Poles. O. & W. McVEAN, Dresden, Canada.

OAK CAR STOCK.

Wanted—Oak car stock, shipped green from saw. Will contract for season's output and give good range of sizes to fit your logs. Write at once if you can make prompt deliveries. Address H-24, care HARDWOOD RECORD.

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If you are in need of machinery—new or second hand—a few lines in this column will place your wants before those who have such goods for sale. For particulars address HARDWOOD RECORD, Chicago, Ill.

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We must move by April 15. Stock is two years dry, on pine crosses. Our grading is above average. 1 car 1 inch No. 1 Com. and 1sts & 2nds Gray Elm, Mich. stock. 1 car 1 1/2 inch Log Run Elm, Ohio stock. 2 cars 1 inch No. 2 Com. Birch. 2 cars 1 1/4 inch No. 1 & No. 2 Com. Birch. 3 cars 1 1/2 inch No. 3 Com. Birch. 2 cars 1 1/2 inch Log Run Birch. 1 car 2 inch Log Run Birch. 2 cars 2 inch No. 3 Com. Birch. 1 car 2 1/2 inch, 3 inch and 3 1/2 inch Log Run Birch. 5 cars 1 1/2 inch No. 2 Com. Maple. 5 cars 1 3/4 inch No. 3 Com. Maple. 1 car 2 inch Log Run Rock Elm. 1 car 2 inch No. 3 Rock Elm. PHOENIX BOX FACTORY, Toledo, O.

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Write for prices on Hickory Buggy Poles, Shafts, Rim Strips, Reaches, Circle-bars, Cross bars, Single and Double Trees. Sawed from the finest quality Mississippi Hickory logs. E. DUNSTAN, Winona, Miss.

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We are in the market for hickory shaft strips; hickory run strips; hickory stumpage. Prefer stumpage west of Tennessee river and in the States of Kentucky and Tennessee and northern Mississippi or Alabama. Write us what you have to offer. GILLETT BROS., Station G, Memphis, Tenn.

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200 M feet 28-inch and up White Oak logs. 200 M. feet 12-inch and up Walnut logs. 50 M. feet 12-inch and up Cherry logs. C. L. WILLEY, Blue Island Av. and Robey St., Chicago.

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Sawed White Oak Timber.—Large sizes. For further particulars write G. ELIAS & BRO., Buffalo, N. Y.

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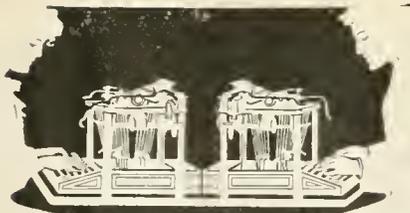
Plain white and red oak, 1 to 4 inch. Quartered white and red oak, 1 to 4 inch. Cherry, 1 to 4 inch. Birch, 1 to 2 inch. White ash, 1 to 4 inch. All common and 1sts and 2nds. When quantity warrants we send inspector to point of shipment. We pay cash. BEYER, KNOX & CO., Buffalo, N. Y.

WANTED AT ONCE.

Prime Walnut logs, 16 inch and up. Prime Poplar logs, 28 inch and up. Plain White Oak, 1/2—3, especially 5-4 and 7-4 thick. Cottonwood 1/2—5-4, especially 1/2 thick. A. M. N., care HARDWOOD RECORD.

Advertisers' Directory

Table listing various companies and their page numbers in the directory. Includes entries like Advance Lumber Company, American Lumber & Mfg. Co., Dulweber, Jno. & Co., etc.



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The RED BOOK is the recognized AUTHORITY on lumber credits. Published in January and July and covers the UNITED STATES and MANITOBA. 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.

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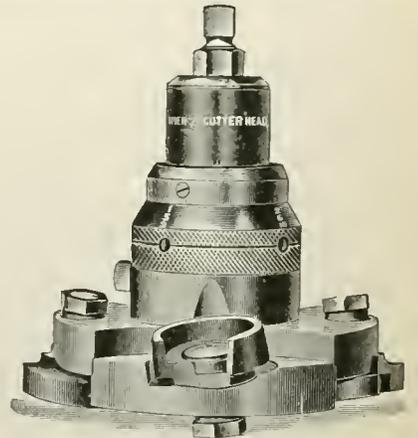
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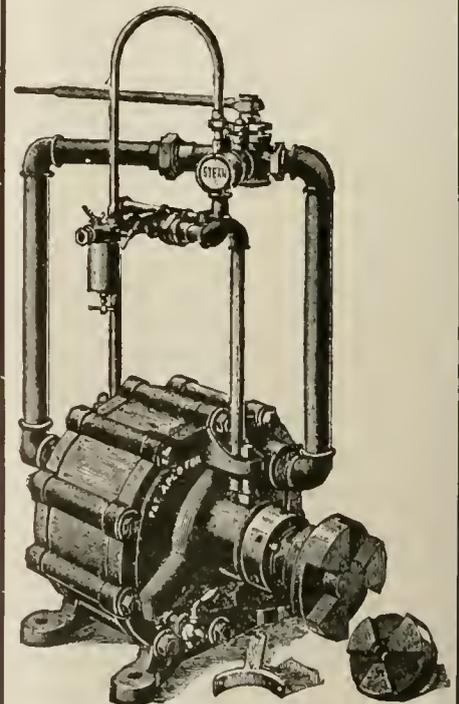
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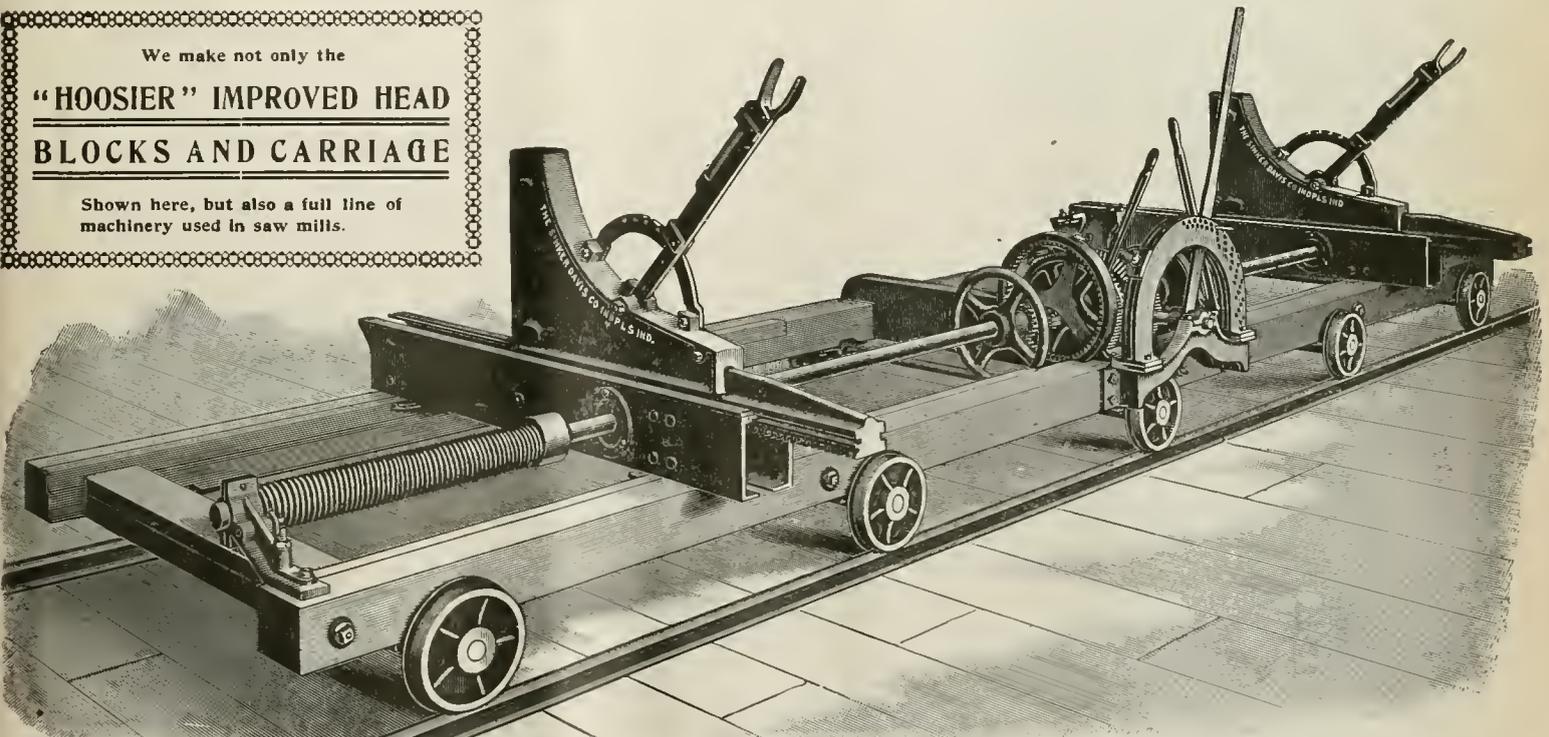
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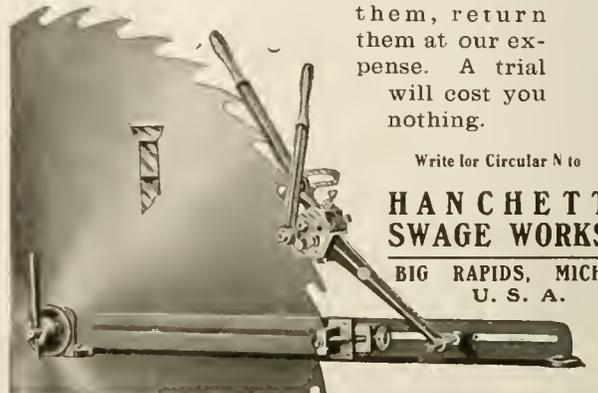
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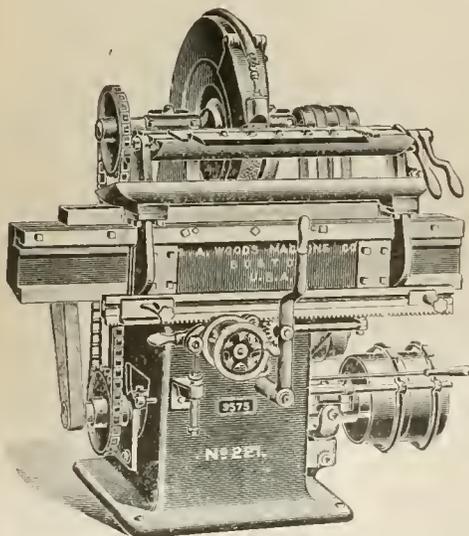
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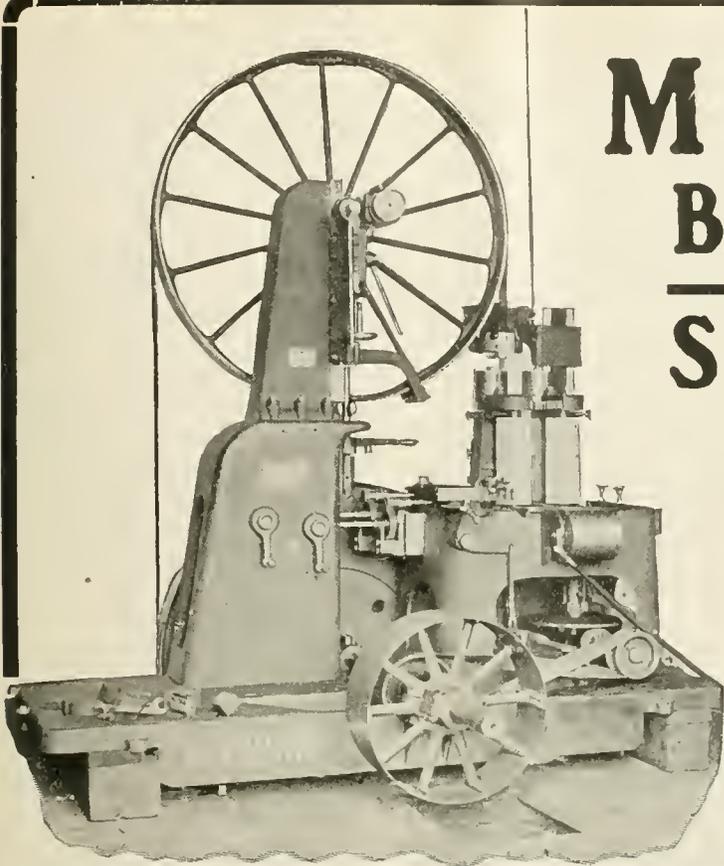
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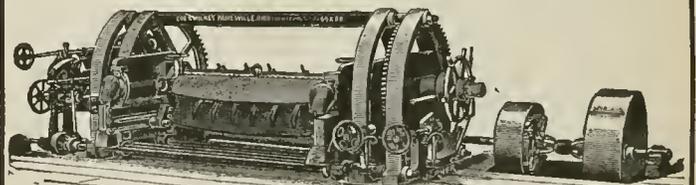
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26,000 ft. 3/4 in. firsts & seconds.		4,000 ft. 8/4 in. firsts & seconds.	
9,000 ft. 5/4 in. firsts & seconds.		2,500 ft. 10/4 in. firsts & seconds.	
15,000 ft. 8/4 in. firsts & seconds.		2,600 ft. 12/4 in. firsts & seconds.	
1,600 ft. 10/4 in. firsts & seconds.		2,650 ft. 16/4 in. firsts & seconds.	
52,000 ft. 4/4 in. common.		15,000 ft. 4/4 in. cull.	
6,200 ft. 5/4 in. common.		15,000 ft. 4/4 in. common.	
3,500 ft. 6/4 in. common.		4,000 ft. 4/4 in. mill culls & shorts	
5,900 ft. 8/4 in. common.		WHITE ASH.	
6,000 ft. 4/4 in. cull.		8,000 ft. 10/4 in. firsts & seconds.	
12,000 ft. 4/4 in. strips.		SOFT MAPLE.	
QUARTERED RED OAK.		10,000 ft. 6/4 in. common & better.	
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16,000 ft. 4/4 in. firsts & seconds.		200 ft. 12/4 in. firsts & seconds.	
9,000 ft. 8/4 in. firsts & seconds.		2,500 ft. 4/4 in. common.	
61,000 ft. 4/4 in. common.		3,000 ft. 5/4 in. common.	
18,500 ft. 1 1/8 in. common.		2,000 ft. 4/4 in. cull.	
8,000 ft. 6/4 in. common.		QUARTERED SYCAMORE.	
10,000 ft. 10/4 in. common.		1,000 ft. 4/4 in. firsts & seconds.	
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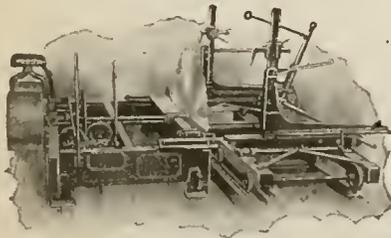
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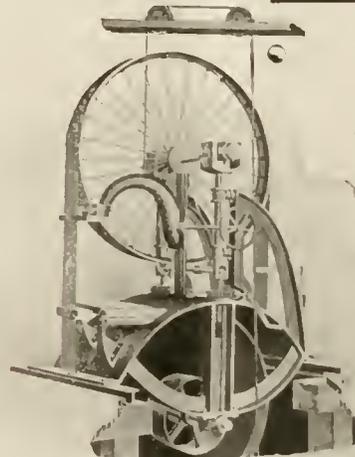
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Ten per cent Less Power

The band mill here shown has wheels 6 feet in diameter, uses saws 8 inches wide, cuts a kerf one-eighth of an inch in width, and requires ten per cent less power to run it than a rotary doing the same work.

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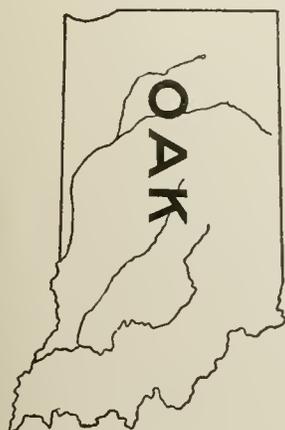
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Now this is final proof you see, So get your supply from M. T. & T., We work at day, we work at night, So you depend orders will be filled at sight.

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It is dry, sawed from native timber of fine size, cut plump, and strictly first class stock. You will like it. : :

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800,000 feet 4-4 to 8-4 Poplar
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plain and quartered : : :

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 3/8, 5/8, 1/2, 3/4 and Thicker.

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ASH—ALL THICKNESSES AND GRADES.

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Can be shipped log run, or sold
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19,000,000 FEET ANNUALLY

LONG ON 6-4
HARD MAPLE

MILLS AND OFFICE
ASHTOLA, PA.

A. M. Turner Lumber Company

*EVERYTHING IN LUMBER
HARDWOODS A SPECIALTY*

Flint, Erving & Stoner

WHOLESALE

LUMBER

Northern and Southern Hardwoods

D. L. GILLESPIE AND COMPANY

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HARDWOODS
PLAIN and QUARTERED OAK
POPLAR and CHESTNUT

ALL GRADES READY FOR SHIPMENT.
ALWAYS IN THE MARKET FOR ALL KINDS
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300,000 Feet 2 in., 2 1/4 in., 2 1/2 in. and 3 in. Green Oak. 6 to 14 Feet Long. 500,000 Feet Oak Car Stock. 100,000 Ft. 1 in. Red Oak Common and Better

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Michigan Rock Maple

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Now sawing at our Crandon, Wis., mill a fine lot of

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Will cut about 5,000,000 ft. this winter.
Stock runs exceptionally fine

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Have in pile a well-assorted stock of dry lumber in both Northern and Southern Hardwoods.

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WILL DO IT FOR YOU

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AND
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Oak, Elm, Ash, Birch, Bass, Hemlock and Pine Lumber and Lath.

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Dry Stock For Sale

1, 1½, 2 and 3 inch Basswood. 1, 1½, 2, 2½ and 3 inch Beech.
1, 1¼ and 1½ inch Birch. 1½ and 1¾ inch No. 2 com. Black Ash.
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QUARTERED WHITE OAK AND PLAIN
RED AND WHITE OAK, COTTONWOOD
GUM AND POPLAR. : : : :
Our Motto: "Prompt Shipments."
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LIMITED

WE WANT PLAIN RED OAK
AND QUARTERED WHITE OAK

FOR SALE

Complete Stocks of

Michigan Elm, Birch, Ash and Basswood

GIBBS & HALL

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J. F. QUIGLEY LUMBER CO.

We carry Complete Stock, all Kinds, Grades
and Thicknesses in our Grand Rapids yards.

MIXED CARS AND PROMPT SHIPMENTS SPECIALTIES

Hackley-Phelps-Bonnell Co.

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Northern and Southern **Hardwood Lumber**

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MAPLE, ELM, ASH, BIRCH AND BEECH

Complete Stock of SOUTHERN OAK, at our LOGANSPOUT, IND., yard.

ALONG THE LINE OF THE

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Grows the Finest of the Celebrated

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There Are Still Opportunities for Profitable Investment.

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Southern Hardwoods

—OF ALL VARIETIES—

AT SMITHFIELD, W. VA.

1/2 car 4-4 18 inches and up panel poplar, dry.
 1/2 car 4-4 18 inches and up 1st and 2nd poplar, dry.
 1 car 4-4 7 inch to 18 inch 1st and 2nd poplar, 60 days dry.
 1 car 4-4 sap poplar, 60 days dry.
 2 car 4-4 No. 1 common poplar, 60 days dry.
 2 car 4-4 No. 2 common poplar, 60 days dry.
 1 car 8-1 No. 1 common and better poplar, 60 days dry.
 1 car 4-4 No. 1 common white oak dry.
 1 car 4-4 No. 1 common white oak, 60 days dry.
 1 car 8-4 1st and 2nd white oak, 60 days dry.
 3 car 8-4 sound white oak planklog, 12, 14 and 16 feet dry.
 1 car 8-4 No. 1 common, 60 days dry.
 1 car 8-4 No. 3 common white oak, dry.
 1 car 4-4 and 8-4 log run basswood, 60 days dry.
 1 car 4-4 log run maple, dry.
 1 car 8-4 log run maple, dry.
 2 car 8-4 log run beech, dry.

AT BUFFALO, N. Y.

3 cars 8-4 No. 1 common white oak, dry.

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1/2 car 4-4 9 inch and up clear red gum.
 1/2 car 4-4 9 inch and up clear bay poplar.
 1 car 3 inch white oak, dry.

AT JACKSON, ALA.

101,000 feet 4-4 No. 2 common white oak.
 186,000 feet 4-4 mill cull white oak.
 22,000 feet 8-4 common white oak.
 78,000 feet 4-4 quartered No. 2 common white oak.
 7,000 feet 5-4, 6-4 and 8-4 1st and 2nd quartered white oak.
 6,500 feet 3-4 1st and 2nd quartered white oak.
 10,000 feet 4-4 1st and 2nd red gum.
 10,000 feet 4-4 No. 1 common red gum.
 10,000 feet 4-4 clear sap gum.
 50,000 feet 4-4 No. 1 common sap gum.
 100,000 feet 4-4 No. 2 common gum.
 55,000 feet 4-4 No. 1 common cottonwood.
 124,000 feet 4-4 No. 2 common cottonwood.
 13,000 feet 4-4 log run poplar.
 25,000 feet 4-4 common and better quartered sycamore.
 100,000 feet 4-4 log run plain sycamore.
 28,000 feet 4-4 1st and 2nd tupelo.
 60,000 feet 4-4 No. 1 common tupelo.
 35,000 feet 4-4 No. 2 common tupelo.
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 Dimension in Rough Quartered Ash and Poplar.
 Capacity 150,000 Feet Daily.

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QUARTERED RED
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POPLAR.

Always in Stock.

Our Specialty.

OAK TIMBER
AND
FLITCHES

up to 60 feet long

CUT TO ORDER.

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For which we will pay the highest market price in cash. Correspondence solicited.

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YEARLY CAPACITY
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We have Dry Beech, Birch, Basswood and Soft Elm.

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In our yard here, 400,000 feet, dry stock ready for immediate shipment, which

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Quartered White and Red Oak, Plain Red
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POPLAR, OAK, CHESTNUT ASH AND HICKORY

Dimension A Specialty

Dry Lumber at Our Louisville Yard.

PROMPT DELIVERY

POPLAR	CHESTNUT	PLAIN OAK WHITE OR RED.	QUARTERED OAK WHITE OR RED.	WALNUT	ASH
6 cars 4/4 1 & 2.	10 cars 4/4 1 & 2.	5 cars 4/4 1 & 2.	15 cars 4/4 1 & 2.	4/4	1 car 4/4 1 & 2.
2 cars 5/4 1 & 2.	2 cars 5/4 1 & 2.	1 car 12/4 1 & 2.	4 cars 5/4 1 & 2.	5/4	1 car 5/4 1 & 2.
3 cars 6/4 1 & 2.	2 cars 6/4 1 & 2.	10 cars 4/4 common.	3 cars 6/4 1 & 2.	6/4	1 car 6/4 1 & 2.
4 cars 8/4 1 & 2.	1 car 8/4 1 & 2.	2 cars 5/4 common.	2 cars 8/4 1 & 2.	8/4	2 cars 8/4 1 & 2.
1/2 car 10/4 1 & 2.	2 cars 5/4 common.	2 cars 6/4 common.	25 cars 4/4 common.	10 cars 8/4 common	1 car 4/4 common.
2 cars 12/4 1 & 2.	2 cars 6/4 common.	2 cars 8/4 common.	2 cars 5/4 common.	12/4	1 car 5/4 common.
20 cars 4/4 common.	1 car 8/4 common.	5 cars 8/4 cull.	2 cars 6/4 common.	14/4	1 car 6/4 common.
30 cars 4/4 cull.	25 cars 4/4 S. W.	1 car 5/4 cull.	2 cars 8/4 common.	16/4	LYNN
3 cars 5/4 cull.	2 cars 5/4 S. W.	1 car 6/4 cull.	2 cars 8/4 common.		1 car 4/4 log run.
3 cars 6/4 cull.	2 cars 6/4 S. W.		2 cars 8/4 common.		1 car 6/4 log run.
3 cars 8/4 cull.	1 car 8/4 S. W.		1 car asst. culls.		1 car 8/4 log run.
1/2 car 10/4 cull.			Cheap.		
1/2 car 12/4 cull.					

YOUR INQUIRIES WOULD BE APPRECIATED.

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W. P. BROWN & SONS LUMBER CO.

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WHOLESALE OF
HARDWOOD LUMBER

Wholesale Manufacturers of

Hardwood Lumber

WE SOLICIT YOUR INQUIRIES. WRITE
US BEFORE PLACING YOUR ORDERS.

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SAWMILL AND WHOLESALE YARD AT LOUISVILLE, KENTUCKY.

ARE YOU IN WANT OF

Bone Dry Yellow Poplar?

We can supply you in 1, 1 1/4, 1 1/2, 2 and 3-inch thicknesses, Firsts and Seconds.

We can please you if you will give us the chance.

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- It's the hardest wood that is manufactured into flooring.
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- There is no flooring made out of wood that is equal to it.
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MICHIGAN HARDWOODS

Good assortment of dry stock on hand ready for immediate shipment in Hard Maple, Beech, Birch, Soft Elm and Cherry.

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Uniform Grades. Perfect Mill Work.
Ask for Dry Stock List and Prices.

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WE OFFER

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- 16,000 1 1/2 inch Maple 42 inches long. Runs largely Firsts and Seconds.
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CHOICE MAPLE

Our Own Manufacture

We can furnish for early shipment a few cars of

1 x 12 AND WIDER HARD MAPLE

all firsts and seconds and nice dry stock.

ORDER PROMPTLY IF YOU WANT IT



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(INCORPORATED)
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OF THE
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N. B. We cut crating stock to order.

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The kind that cuts up best, works easily and finishes elaborately.

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5 CARS 44 BEECH
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 10 CARS 44 BIRCH
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 (average 15 inches wide)
 2 CARS 12/4 MAPLE

2 CARS 12/4 BIRCH
 10 CARS 8/4, 10/4, 12/4 and 16/4
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 1 car 5/8 inch 1st and 2nd Quartered
 WHITE OAK (25 per cent 10
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Poplar.....	965,567 feet
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Ash.....	9,009 "
Quartered White Oak.....	7,693 "
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Red Gum.....	1,733 feet
Hickory.....	631 "

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Quartered Ash.....	21,855 feet
Plain Ash.....	874,705 "
Quartered White Oak.....	13,938 "
Plain White Oak.....	34,559 "
Quartered Red Oak.....	119,406 "
Plain Red Oak.....	4,790 "
Cottonwood.....	495,610 "
Cypress.....	791,505 "
Poplar.....	509,723 "
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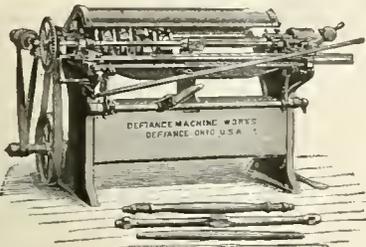
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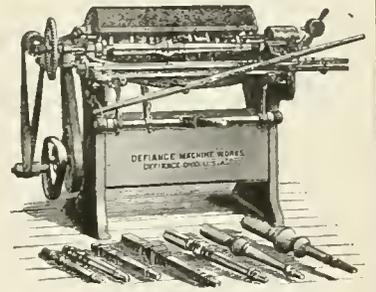
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1 1/2 "	100,000 "	1 1/2 "	60,000 "	1 1/2 "	100,000 "
1 3/4 "	100,000 "	2 "	60,000 "	1 in. Cull	200,000 "
2 "	500,000 "	2 1/2 "	30,000 "	Dry BASSWOOD	
2 1/2 "	100,000 "	ROCK ELM		8x4	1st and 2nds.
3 "	100,000 "	2 in.	15,000 ft.		50,000 ft.
3 1/2 "	100,000 "	BEECH		6x4	1st. and 2nds.
4 "	100,000 "	WHITE MAPLE			78,000 ft.
		1 in.	200,000 ft.	GRAY ELM	
		1 1/2 "	100,000 "	1 in.	100,000 ft.
		2 "	100,000 "	1 1/2 "	50,000 "
		2 1/2 "	200,000 "		

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Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring,
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HENRY H. GIBSON President
FRANK W. TUTTLE Sec-Treas.

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General Market Conditions.

The demand for hardwoods through the manufacturing and yarding centers has materially improved during the past fortnight. Orders have actually begun to materialize, as the answers to inquiries, still more frequent than earlier in the season, are bringing many orders. Hardwood salesmen are also beginning to earn their salt. Orders are generally still coming in for quick shipment, although quite a number of contracts have recently been placed running through the season, notably for wagon and agricultural machinery stock.

Buyers who have recently canvassed the large producing hardwood sections of Michigan find that the big operators are pretty well sold out for the season. This is especially true of maple. Basswood, which has been ranging very low in price, has recovered materially and has been fairly well picked up. There is some little birch unsold in the North, but no great quantity. Rock elm and black ash are remarkably short. There is some gray elm unsold, but no excess quantity. There is quite a stock of end-piled-under-shed white maple remaining in first hands in Michigan, but not so much that it will not be entirely taken care of by the furniture trade, owing to the renaissance in the taste for fancy maple furniture.

In the middle West and South the paucity of plain sawed oak, both white and red, is still a notable feature of the market situation. Buyers from the North and East have returned from the oak producing sections during the last fortnight with the story that while they went forth to buy fifty or more cars of plain oak, they came back with from one to a half dozen, and had to beg for those.

Poplar still continues to improve; especially is the demand for firsts and seconds strong, at improving values. It has but just been discovered that a large portion of the poplar logs that came out on the recent Kentucky and Tennessee tides were timber that had been held over one to three years in the upper streams, with

the result that the proportion of good end poplar will be materially reduced from this season's cut. There will be plenty of No. 2 and No. 3 common, but less than half of the usual proportion of firsts and seconds. This fact is having a stimulating effect on the good end of both basswood and cottonwood.

White ash and hickory still remain scarce and high. The trade in red gum is broadening in every direction. At the opening of the season there was a good deal of this stock in shipping shape, and it is about the only hardwood of the low priced variety that it has been possible to obtain in large blocks. Consumers are getting acquainted with gum and the more they use it the better they seem to like it.

The high price which is commanded by walnut and cherry is tending to put considerable of both these woods in evidence, but not in sufficient quantity to bear the market in the slightest.

In New York and the East generally the hardwood business is showing signs of improvement. However, poplar is not doing as well in the East as it is in the middle West, as the substitution which has been taking place there for the last two years almost seems to be of a permanent character, its place having been taken by chestnut, basswood and cypress. The East has not taken kindly to red gum, and the consumers who experimented with it as a substitute for poplar are now utilizing other woods.

Quartered oak is far from active in New York, whereas plain oak is practically out of the market. Ash enjoys its usual good steady demand, and the limited call for cherry and walnut seems to be not quite up to the supply.

The hardwood flooring situation is somewhat peculiar. In the middle West and West maple flooring is selling strictly at the list, while in the Atlantic coast cities it is being offered from some source at quite a little less than list price, and some stock is actually coming forward at cut prices. Oak flooring, on the contrary, is firm, at good prices, and it is thought that this material will shortly advance considerable in price, in sympathy with the current value of oak.

On the whole the hardwood situation throughout the country looks well, and there is nothing in the commercial horizon that should make any manufacturer, jobber or consumer otherwise than optimistic on the outlook for the coming season. Undeniably the year will show a call for nearly every item of hardwoods fully equal if not in excess of the possible output. The demand certainly will continue good, and prices generally have a somewhat higher range.

An Analysis of Timber Values.

It may be assumed as an indefensible proposition that the aggregate of the money of the world, the commerce of the world and the consuming demand of the world are on the two sides of the Atlantic. In these respects the Pacific coast of the United States, the countries of the Orient and of the southern Pacific may be said to be "coming" sections of the world. However, there is no gainsaying the fact that for today, and for some generations to come, the great consuming demand of the world, the demand that arbitrates and fixes values, is on the two sides of the Atlantic ocean.

Relative timber values, therefore, can be analyzed with absolute safety, as follows:

As a broad proposition, timber located anywhere within the confines of the United States is worth just what the lumber is worth in Kansas City or St. Louis, in Chicago or Pittsburg, in Philadelphia or in New York, less the cost of production and the cost of the freight. In this analysis the value of the local demand and of possible export requirements are not taken into consideration. Either or both may possess value, but in the aggregate they do not contribute materially to any change in the basic condition.

Standing timber in the state of Michigan, of a corresponding value as a physical proposition to timber in the state of Washington, in a general way, is worth just as much more as the dissimilitude in the difference of freight between the two named localities and the great consuming markets enumerated. If the freight rate from a Washington timber tract to Chicago be 60 cents a hundred pounds and the freight from a Michigan timber tract be 10 cents a hundred pounds the Michigan timber possesses a financial value above the Washington timber of 50 cents a hundred pounds, or approximately \$15. per thousand feet. In estimating the value of a timber property, there are other things to be considered.

First, the quantity of merchantable timber within a prescribed area.

Second, the relative value of the timber when manufactured into lumber.

Third, the items entering into the cost of lumber production, i. e., availability and cost of labor; water supply; climatic conditions, etc.

Fourth, the immunity of a timber property from destruction by fire, and depositions by timber thieves.

Fifth, the topography of the land on which the timber grows.

Sixth, transportation facilities for both logs and lumber.

In brief, the foregoing is a basis for the analysis of timber values within the United States, and many of the points enumerated have undeniably been overlooked in many timber purchases made within the past few years, notably on the Pacific slope.

As an investment proposition, purchases made during the last few years in Washington, Oregon, California and neighboring states, represent money well placed for investment purposes, but as operating propositions, they promise very little profit for a decade to come. The big lumber operators of the past two or three decades, the men who have achieved large fortunes, have been operators in the soft woods—in the building wood trade. The education of this class of lumbermen has all been along the line of soft woods, and it has been difficult for them to recognize the prospective values of hardwoods, and especially of what is known as the commoner varieties of hardwoods. Hundreds of successful white pine operators in the states of Maine, Michigan and Wisconsin have abandoned the sections with which they were familiar since, forsooth, they said that the timber of their country was exhausted, and have migrated to the South and West, seeking more timber worlds to conquer, in yellow pine, fir, cedar, the yellow-white pine, and the sugar pine of the Pacific coast. By the generation of smaller and more astute lumbermen, who have followed the lumber business in these old lumber states, there has been carved out from smaller investment and even from lesser talent generally, relative profits in hardwoods never dreamed of in the palmy days of white pine production.

There has come a time when even the so-called inferior hardwoods of this country have a relatively high commercial value, and there is more prospective profit within the comparatively narrow range of hardwood growth remaining in the United States than ever came out of the white pine industry.

White pine operators are awakening, with the result that within the past few years there is a scramble for hardwood stumpage by people who a few years ago would scarcely have taken it as a gift. These active purchases prevail not only in the North, but in the South as well, and a large portion of the hardwood area of

the United States is fast being grouped into large and comprehensive bodies, and will soon stand on a parity in gross ownership with the big yellow pine holdings of today, and with the white pine holdings of the past.

Reforestry Problems of Michigan.

Hon. Charles W. Garfield, chairman of the Michigan Forestry Commission, delivered an address before a lumbermen's association at Grand Rapids a few evenings ago, in which he made sundry statements that should be of vital interest to the citizens of that great commonwealth. He stated that approximately 6,000,000 acres of land, equal to one-sixth the total area of Michigan, had been abandoned to the state on account of non-payment of taxes. These lands were originally timber areas which had been denuded of their forest wealth and abandoned by their owners as worthless. By reason of deficient legislation the title in these lands has never been absolutely revested in the state, and therefore only tax titles are obtainable. Much of this land has been repurchased under tax title claims and the subsequent purchasers being more familiar with the land than the original owners or the state, the cleaning-up process has been continued until practically the larger portion of this area is now a howling, fire-devastated waste, and non-productive in every way, being only a menace to adjoining properties that are in cultivation, or which individuals are attempting to rehabilitate into forest areas.

These tax lands of Michigan are handled through the auditor general's office, and about 150 subordinates are employed in taking care of the records of them. A passably accurate record of these great properties is about all that is accomplished in the auditor general's office, save building up an expense account against the state treasurer of about \$150,000 a year. All these employees of the auditor general's office hold their jobs by reason of political preferment, and represent henchmen of local politicians in various parts of the state. Then there is a gang of hangers-on about the office, who keep thoroughly posted on any possible value that may exist in lands reverting to the state, and this crew buys up these tax titles, skins off the remaining timber, and again lets them lapse to the state. The country newspapers throughout a good many sections of Michigan also are beneficiaries of this scandalous system of handling state property, inasmuch as they receive forty cents a description for advertising these lapsed taxes every year.

People like Mr. Garfield, and other eminent students of political and business economy, have urged upon the state of Michigan for years that it was perfectly practical to rehabilitate these state lands into timber areas that should become a source of great and increasing revenue to the commonwealth. These men have given much of their time and energy to making practical object lessons that it was not only possible but practical to regrow white pine for timber purposes, poplar for pulp wood and other woods on the pine barrens and other abandoned areas of the state. In fact Mr. Garfield makes the broad statement that under decent business methods the state of Michigan owns enough land on which it might grow timber of sufficient value to pay the entire running expenses of the state from the sale of the timber alone, leaving the land forever state property.

Right here these public-spirited philanthropists run afoul of the iniquitous selfishness of the politicians and their henchmen, the state grafters and the country newspapers, with the result that the combined power is so strong that it has thus far been impossible to awaken enough state pride and backbone in the Michigan legislature to make any laws that shall look toward rehabilitating the state with forests.

Out of the vast area of timber land under control of the state the Forestry Commission has succeeded in obtaining four of the most barren townships in the entire state for experimental purposes. An object lesson is there presented of what it is possible to do with practically desert land in the way of tree growing, and is sufficient to put a lasting shame and disgrace upon the legislature of the state of Michigan if it does not speedily enact laws so that the reforestation of the state may be made possible.

Pert, Pertinent and Impertinent.

Very Improper.

A Sunday school maid of Oshkosh,
Astonished, cried out, "Oh, by Gosh!"
For up on the roof
There was ocular proof
That some one had stolen the wash.

Weight and Size.

You may gauge a man's weight
By the girth of his vest;
But the size of his heart
Seldom's told by his chest.
—LONGFELLOW'S PARTNER.

O Fudge!

There was a young girl in Mt. Morris
Who said to her sweetheart, "O Horace,
You may kiss me of course,
But you've got to use force—
Aud, God knows, you are stronger than I am."

In the Lap of Spring.

Nowhere does winter do the "linger" act in the lap of spring more persistently than in the north woods. It's spring somewhere in the open south of Lake Superior, but the woods of the North are still deep in soft snow.

Those Big Things.

Memphis is the greatest hardwood manufacturing market; St. Louis is the greatest hardwood distributing market; Chicago is the greatest hardwood consuming market; and Buffalo is about to show the world that it is the greatest hardwood hospitable market. Now are you all satisfied?

The Long Way.

"No man goes further than the man who doesn't know where he is going."—Cromwell.

Quite True.

A woman's supplement—the powder rag.

What's the Use?

Why keep your word? Are there not plenty others to be found in the dictionary?

He Lost the Bet.

"I've a trunk that you cannot lift," said he.
"Ha! Ha!" smiled the baggage man.
"Lead on," he cried, "or stand aside—
I'll bet you a dollar I can!"

He followed fast, till they stopped at last;
"Now lift that trunk," said he;
But he lost his bet, for it stands there yet—
The trunk of a poplar tree!

—HARTSHORN'S ROLLER.

The Forest.

The forest is like unto a spell woven in shadow. As a black pearl is the shadow, the forest its shell. The shadow is the soul. Its ephemeral abode destroyed, it remounts to the heavens from whence it came.

Ineffable mystery of sunshine and shadow, who among men is worthy to solve thee?

and, e'en the clothing of the trees returned to leaf-mold—is it so pure that it may view the passage of the soul from the shadow to the light? and pure enough to recognize it?

The forest is like unto a spell woven in shadow.

—FROM THE FRENCH.

"Put me off at Buffalo" will he again in fashion May 18 and 19.

AS SEEN IN OGLE COUNTY.

[The Illinois Federation of Women's Clubs, comprising 268 clubs, with a membership of over 25,000, has taken up as a paramount question of economics, of general welfare to the community, to agriculture, to climate, health and continued prosperity and advancement of our State, the matter of scientific forestry work and has had introduced in the Legislature a bill which provides for the purchase of a pine tract in Ogle County.]



One of the Delegates—This would be a lovely location for a pine forest.

The Farmer's Wife—My old man says that he don't know nuthin' 'bout this sile raisin' pine trees, but he does know it will grow good corn and lots of it, and when he kin git fifty cents a bushal for corn, he ain't goin' to take no chances on rotatin' crops.

A Good Way Off.

Money talks all right enough, but when it deigns to address the most of us it is located at the other end of a long-distance telephone.

Not in the Hoo-Hoo Ritual.

Gossip gives many a good name the far and feather degree.

A Figurehead.

A bookkeeper.

They Like It.

Many a consumer refused for years to have anything to do with gum. The fact is reminiscent of the tenderfoot who asked the Arizona barkeep for a cocktail. A tin cup and a jug were promptly set out on the bar, with the observation: "Out here you'll drink whiskey; and you'll drink whiskey out of a tin cup—and you'll like it!"

The stranger accepted the suggestion, and if he didn't like it he didn't say so.

The consuming trade has learned to like gum.

Learn the Fact Early.

He who imagines he can do without the world deceives himself much; but he who fancies the world cannot do without him is still more mistaken.—ROCHEFOUCAULT.

AMERICAN FOREST TREES.

SEVENTH PAPER.

Black Ash.*

Fraxinus nigra—Marsh.

Ash of various kinds is widely distributed over the temperate regions of the northern hemisphere. The tree has occupied a position second only to that of oak. The ancient Teutons relied upon this wood for material for their boats and weapons. The ancient Teutonic faith connected ash with the creation of the original man, and it is often associated with oak in bucolic proverbs. A tradition, old in Pliny's time, is that serpents avoid ash trees; and another is that ash is particularly liable to be struck by lightning. While in America ash is valued chiefly for its utilitarian purposes, throughout all Europe it is highly esteemed for ornamental purposes.

Ash and oak resemble each other in that there are bands of open pores in both woods, but the pith rays of ash are thinner and scarcely discernible. Ash is coarser, less attractive, easier to work, tough, elastic, and somewhat lighter than oak; it seasons well but does not last when exposed to the weather. Ash is separated into two general classes, white ash and black ash, although there are upwards of thirty distinct varieties of the two woods. This commercial distinction is also generally a botanical one in the northern part of this country, where the only species of any note are the white ash and the black ash—the *Fraxinus Americana* and the *Fraxinus nigra*. It is of this latter and perhaps less highly esteemed variety that this chapter will treat.

The range of growth of black ash is from the northern shores of the Gulf of St. Lawrence and Newfoundland, to Manitoba, and from there southward to Delaware, the mountains of Virginia, southern Illinois, central Missouri, and northwestern Arkansas. It is generally known as black ash, but in Vermont, New York, Delaware, Ohio, Illinois and Indiana, it is often referred to as hoop ash; in New Hampshire and Tennessee as brown ash; in Vermont, Rhode Island and New York as swamp ash; in West Virginia, Tennessee and Indiana as water ash.

The black ash is of the olive family. In shape the head is narrow, slender, and the branches are upright. In height it ranges from thirty to ninety feet or even higher. Its time of bloom is in April and May, and it fruits in July and August.

The bark of the black ash is dark, tinged with gray; rough and broken into irregular

plates, becoming smooth; the branches are marked with white, wart-like dots. The leaf buds are bluish black. The leaves are twelve to sixteen inches long, compound, opposite, odd pinnate; have grooved stalks with from seven to eleven broadly lanceolate, sessile leaflets, taper pointed at the apex, and narrow or rounded at the base; sharply and irregularly serrate; deep green and glabrous



TYPICAL BLACK ASH, FOREST GROWTH, NORTHERN MICHIGAN.

on the upper side; paler below and slightly pubescent along the whitish ribs. The flowers are dioecious, growing in long panicles, appearing before the leaves; the samaras are oblong, blunt at both ends and winged all around.

As early as March one may begin to find the blue-black buds of the black ash tree. The cold of early spring does not seem to

hinder their development. The tree is found further northward than any other of the American ashes. It is essentially a swamp growth, as it thrives best on wet soil. The tree does not ordinarily withstand transplanting. As soon as the frost touches the leaves in the early autumn, they turn a rusty brown and begin to fall, emitting an odor similar to that of elder.

The light brownish wood has a beautiful grain and is heavy, although not very strong. It was a favorite with the Indians, who knew it well, and utilized the pliant young saplings for making baskets.

The dark brown color of the heart wood is changed to a light brown to nearly white in the sap wood. The grain is coarse and the structure is compact. The medullary rays are numerous and thin. In structural qualities the wood separates easily into layers and is rather soft and heavy, tough and elastic.

The representative uses of the wood may be defined as general in the furniture trade, interior finish, barrel hoops, splint baskets and chair bottoms. The weight of the seasoned wood is estimated at thirty-nine pounds per cubic foot. One feature of black ash quite frequently encountered, is excrescences known as burls. The distorted and involved grain in these burls causes them to be prized for veneers.

In grade of hardness black ash compares with beech and chestnut. It has neither odor nor taste. It burns well and quietly. Its embers glow in still air, and heat expels from the wood an orange-red juice.

Even in the ranges of growth known as black ash sections, this tree rarely constitutes ten per cent of the forest, and usually the distribution is very scattering. Black ash is becoming very scarce, and its complete extinction as an original forest growth in the United States is fast approaching.

There is some truth in the legends of the ancients concerning black ash. To many other varieties of trees of the forest it is a veritable pariah. The writer has

seen a black ash and a white pine struggling for existence side by side, and while the ash thrived, the entire foliage of the white pine nearest its neighbor was blasted as though

*Authorities quoted in the foregoing article are "The Timbers of Commerce," "Guide to the Trees," "Principal Species of Wood," and "Check List of the Forest Trees of the United States."

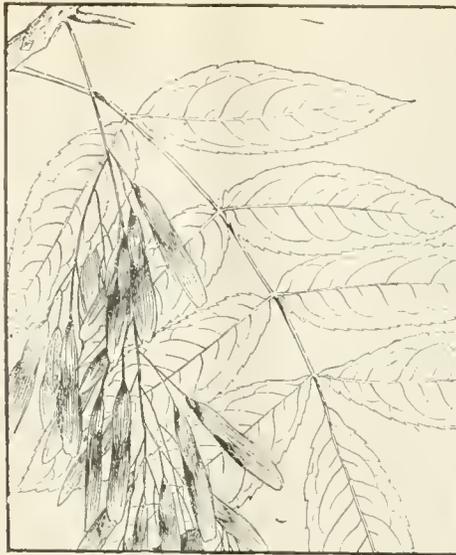
it had been stricken with fire. The pine, apparently in an effort to escape from its neighbor, had leaned away from it to an



TWIN BLACK ASH BURLS.

angle of fully fifteen degrees, but still it had suffered from proximity to the manifest poison exhaled by the ash.

The chief sources of the commercial supply of black ash are Canada, Michigan and Wisconsin, although in more scattering growth it can be found 200 to 400 miles further south.



FOLIAGE OF BLACK ASH.

Strode's Stuff.

I was told to go down into Indiana and travel as I saw fit, and wherever I saw a pile of hardwood boards, I was to get off the train and get acquainted and look around. I was told to take such business as was absolutely thrust upon me, but not to look for it. I was told to jolly the fellows along and write up the state.

Now if I had my own way; if I were a perfectly free agent; if that threatened prosperity should materialize and I wanted a rest for a week or so—I would take exactly that kind of a trip; and I'd have it written up if I had to start a paper of my own to do it in. As for business, of course the people down there in Indiana would have insisted upon giving me enough—would, in fact, have absolutely forced it on me—but there, we won't talk about that. That will follow, as a matter of course.

It is a pleasaut assignment.

The first thing that strikes one is that spring has come. Spring in Indiana! Gosh! but it's fine! Orange blossoms and magnolias are mighty fine, no doubt, but give me a spring in Indiana with cherry trees and wild crab apples in blossom. After you have been cooped up for three months of winter, or have been feeding stock in the mud and rain and snow, you are delighted when finally the "old man" comes in and says, "I believe it is dry enough to sow oats today." The oats are hauled to the field in a wagon, a sack is filled and flung on your back, and you go forth to sow.

"Behold!" the Bible says, "the reaper goes forth to sow," or something of that kind. I never feel so like a biblical character in my life as when sowing oats. After you have gone a round, you lay aside your coat and vest because they burden you; and your muscles swell and you feel you can throw the oats a mile.

You laugh and shout from the sheer joy of living.

But things have changed in Indiana since the days of Uncle John. Indiana is now a literary center. Indiana now makes a speciality of poetry and oratory, and the like. We have fought our way up into the charmed circle. They objected to us at first because our feet were too large and our hands were coarse and red; but we got there just the same.

I used to write poetry myself. I flatter myself that you wouldn't think it to look at me, but in the days of my callow youth I started on the downward path, and but for the stern necessity which compelled me to work for a living, who knows but I might have developed into a poet.

I was introduced to a young man the other day by a mutual friend, and the mutual friend said: "He is a poet." I declare, he was as intelligent looking as you or I. It was too bad. I felt sorry for the young man. And to think, I might have been no better myself! I had all the symptoms of the disease in its incipency, but I had to go to work and that saved me. I would go around with knitted brows, apparently in deep thought, but in reality some such rhyme as "Beautiful, dntiful," was running through my mind. Or, something like "Ham, ram, sham and damn," was surging in my soul.

When it comes to thinking the fine thoughts which go to make up poetry, any one who was born in Indiana can think them all right. It is clothing them in beautiful and appropriate language that sticks most people.

In going over some old papers recently, I came across a poem, or what I suppose was intended for one. Yes, it was undoubtedly intended for a poem, and I will give it to you in two spasms and an epileptic fit. If I should give it all to you at once—if I should have the two spasms and the epileptic fit all combined, it would be too hard on you.

You see, a young man is supposed to have the spring fever, and to be driving a team of horses along the country road, and communing with himself. Strikingly beautiful thoughts and fine poetic sentiments are running through the poem, if you can dig them out:

The Spring Fever.

I am so gosh darned orful sleepy
I dunno what to do—
Keep in the road, old creepy,
Whur you a-gittiu' to?
Durndest boss I ever saw—
Can't keep in the road.
If he would walk like t'other boss
Could lay down on the load.

That isn't so bad when you get used to it. Do you catch the meaning? One horse, you know, always has the spring fever, and the other, more energetic, pushes ahead and drags the wagon to the side of the road. He does not seem to have a bit of sense. Consequently the young man is prevented from catching a good little nap. He must stay awake to keep that one horse in the road. It's too bad. Now, we will go ahead with the second spasm:

Went to church last Sunday
Like a gosh darned fool.
Might as well a been asleep—
Even went to Sunday school.
If I could just lay down and sleep
I'd give a dollar bill.
Bet I sleep next Sunday some;
Bet yer life I will.

Now we are getting along. I am getting this poetry into you, and you hardly notice it. Breaking the poem up in this way is a happy thought of mine. We have only two more stanzas, and then it will all be over. Let us go ahead and be done with it.

Et too darned much dinner,
Cornbread 'nd pork.
Somehow, it don't agree with me;
Wish't I didn't have to work.
I am so gosh darned, orful sleepy,
Can't hold my head up near.
If ever I get rich 'nuff
Bet—I—sleep—a—year.

But enough of foolishness. The people of Indiana are facing a serious condition; the people who are engaged in the lumber business, I mean. The timber resources of Indiana comprised at one time 28,000 square miles of the finest hardwood forests that ever grew out of the ground. Now, the forests have shrunken until they represent less than two per cent of the total area of the state; and with all cutting away, it won't last long. For a long time Indiana has been a very large factor in the consuming trade. Furniture factories, agricultural implement factories, and the like, have naturally sprung up all over the state; but now, they can only be kept going by purchasing eighty-five per cent of the lumber used outside of the state. The state has nothing to regret, for if the forests are gone, they have been supplanted by beautiful farms, the finest in the world; but the business of the hardwood lumberman is about gone in the state of Indiana.

La me! How we do sit around and tell

tales of the olden times, when fields were enclosed with walnut rails, and of log heaps built of the finest kind of white oak logs, all burned or rotted. And these old tales have some foundation in fact. The logs were actually burned, and we used to cuss because they were so solid it took so long to burn them. Now, the sawmill man has to fight with the veneer man over every log he gets. It's too bad!

The Indiana hardwood lumbermen have to move, and there is scarcely any place for them to go. Most of the good timber is already taken in the south. Of course, a man may still get a few thousand acres, enough for ten or twelve years' run—and then what?

The finish of the hardwood lumber business in Indiana is not difficult to discern. A dozen more years will wind it up. You want to get ready — for the jumping off place. You want to begin to reform so that you will not be arrested when you go into some other business. If we are going to get together, we must attend to it before long, or it won't be worth while attending to it at all. I don't know that it is anyhow. We started in to fight it out on these lines, and we had as well finish it as we began it. There is but little use trying to establish rules and regulations to govern a business so nearly done. Let us join in a merry scramble for what is left.

CHARLES D. STRODE.

St. Louis as a Lumber Market.

It is undoubtedly primarily due to its location that St. Louis can lay the credit for its importance in the various fields of enterprise, but in no line of business has this item of location worked a greater influence than in lumber. Back in the old days prior to 1870 the lumber consumed in the lower Mississippi valley, and it might also be claimed in the lower Ohio valley, was brought from the forests of Wisconsin and Minnesota to St. Louis which, because of its central situation with reference to navigable rivers, was the natural point of distribution for all products destined for consumption in the middle southern country. In those days millions of feet were annually floated down the river and there were also two large sawmills located at St. Louis which drew their log supply from the upper rivers. In those days, also, white pine was the wood almost exclusively used for all purposes and

used northern woods have turned to the southern woods and St. Louis, because of its location, is again the natural gateway



W. A. BONSAK,
President Bonsack Lumber Co.

through which these southern woods are distributed. During the reign of the northern lumber products St. Louis was regarded as one of the important markets, but now that the southern woods are all-important, there is no lumber market that can claim to be a greater market so far as the southern lumber products are concerned.

With reference to hardwoods in particular it can truthfully be claimed by Memphis and perhaps by some other cities that these markets excel St. Louis in that they are greater producing markets, but in the volume of business handled, whether passing through St. Louis or controlled by St. Louis dealers in the way of direct shipments from points of production to points of consumption, St. Louis is not inclined to take a back seat.

To return to the effect upon the growth of St. Louis of its location, credit must be given the Mississippi river. It has long been evident that St. Louis would be great

in many things and in none greater than in the handling of lumber. A glance at the map will show an intelligent man the reason for this. The location of the city



A. J. LANG,
St. Louis.

gives access to 18,000 miles of navigable water-way, a net-work of streams draining the Mississippi valley, the richest and most fertile in the world. For all the products of this valley which go abroad, New Orleans is the southern extremity and the natural distributing point. For all which is sold at home (by far the greater portion) St. Louis is the logical center.

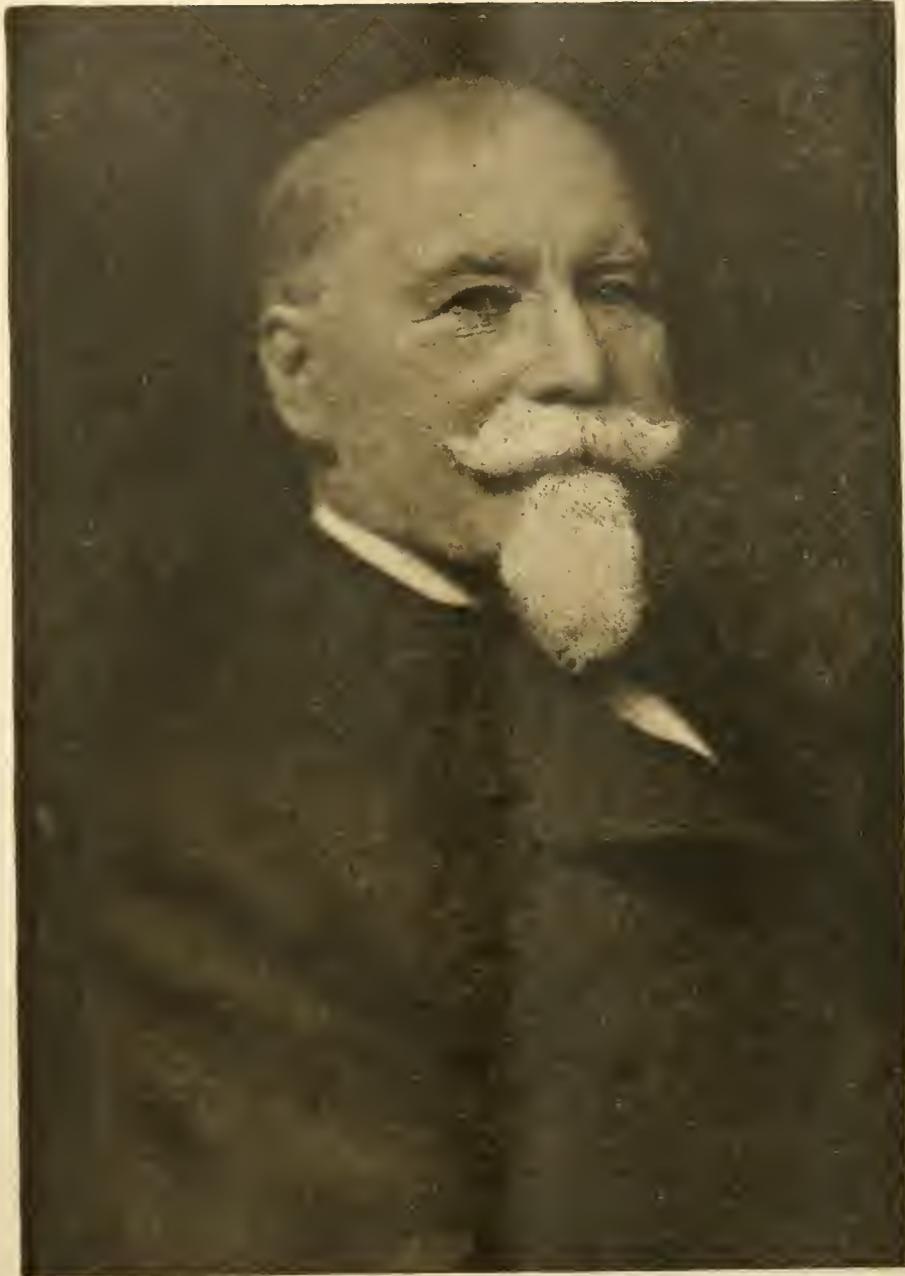
In the gradual change from the old method of transporting lumber by water to the more modern method of rail transportation, the river has been of inestimable advantage to St. Louis in that it was always a menace to the railroads and caused them to hold their freight rates within reasonable bounds. While the river is no longer of importance to the lumber interests of St. Louis, the receipts from this source having dwindled to less than 25,000,000 feet annually, it still exerts its influence upon the railroads and insures for all time competitive rates from southern points of supply which cannot be raised above a certain limit. Another influence of the river has been the centering of many trunk line railroads at St. Louis, it being important in the old days for railroads to bring various commodities to St. Louis for distribution by water and to gather up the other commodities which had been brought to St. Louis by water. This centralization of railroads has given the city direct connection with the whole country and has made it a logical center for rail transportation as it was in the old days of the river transportation.

It is probable that the hardwood business of St. Louis cannot be dated back further than thirty years ago. At that time some of those lumbermen who were primarily engaged in the handling of white pine began to take on side lines of walnut and



GEORGE E. HIBBARD,
Steele & Hibbard.

such a thing as utilizing the southern forests was unthought of except by those who were considered dreamers. Since then there has been a metamorphosis and many sections of the country which formerly



CAPT. C. F. LIEBKE
ST. LOUIS, MO.

poplar and gradually the other hardwood commodities, but it was not until several years later that the first distinctively hardwood yard was opened in St. Louis, this



J. P. RICHARDSON.
J. P. & W. H. Richardson.

being opened by Wm. Druhe who had, prior to that time, been a dealer in white pine. Since then the growth of the hardwood industry in St. Louis has been wonderfully rapid and the stocks carried have reached tremendous proportions.

Along during the latter part of the eighties the business had grown to such proportions and was handled in such a haphazard way that the need of some sort of an organization became apparent. This talk gradually took definite form and in 1890 there was a mass meeting of all St. Louis lumbermen, including those in the various branches of the business, and the Lumbermen's Exchange of St. Louis was organized, with R. M. Fry president, Wm. Druhe vice president and W. E. Barns secretary. The hardwood members of the organization predominated and it can undoubtedly be claimed that this Exchange was the first hardwood association ever organized. After a year of its existence the matter of uniform hardwood inspection became a leading issue in St. Louis and the Lumbermen's Exchange, after many meetings and much discussion, formulated a set of inspection rules and put in operation its inspection system, the date of the adoption of these rules being January 27, 1891. At that time nearly all of the hardwood lumber markets had inspection rules of one kind or another, but not one of the markets had an inspection system under the control of an organization which could issue inspection certificates which would hold good as legal documents in any court. This inspection system is still in force and has been the model from which has been copied the other inspection systems, including that of the National Hardwood Lumber Association.

The same can be claimed of the old St. Louis inspection rules, as a glance at the rules in force in various markets will show whole paragraphs taken bodily from the St. Louis rules.

The Exchange has worked a wonderful influence upon the St. Louis market in the way of eliminating and preventing rascality and the putting of all dealers on an equal basis and it is still of great importance in this respect, although as much lumber does not pass through the hands of its inspectors as during the first years of its existence. It is a last court of refuge, however, in cases of dispute regarding grades and probably will remain so for some time.

As no organization can exist without occasional differences of opinions, so the Lumbermen's Exchange of St. Louis has had its ruptures, the most serious of which occurred some five or six years ago when some radical changes in the methods pursued by the Exchange were contemplated. Almost



R. M. FRY.
President R. M. Fry Lumber Co.

exactly one-half of the members withdrew and organized the St. Louis Hardwood & Lumber Manufacturers' Exchange, which existed for something more than two years with an inspection system of its own, following the old ideas. With a rival organization in the field, the old Exchange did not promulgate the new ideas, which left the two organizations following identical paths and, to quote the expression of one of the lumbermen, "Nothing but bullheadedness keeping them apart." A reconciliation was finally brought about, however, and the two organizations merged under the name of the older Exchange, it being decided that the age of the older organization might give it weight.

Those who have been presidents of the two Exchanges include R. M. Fry, of the R. M. Fry Lumber Company, Loyd G. Harris, of the Loyd G. Harris Manufacturing Company, F. H. Smith, of the F. H. Smith Company, Howard Watson, Geo. E. Hib-

bard, of Steele & Hibbard, W. A. Bonsack, of the Bonsack Lumber Company, A. J. Lang, N. Waldstein, of the Waldstein Lumber Company, and C. F. Liebke, of the C. F. Liebke Hardwood Mill & Lumber Company. The organization started in with W. E. Barns, editor of the St. Louis Lumberman, as its first secretary, he serving without pay and he was followed by Geo. E. Watson, now of the Geo. E. Watson Lumber Company, who served about ten years, and he in turn by L. M. Borgess, the present incumbent.

The St. Louis inspection system has by no means been abandoned, as it seems best adapted to the needs of the market. It has received the careful attention of many fair-minded men and has today been brought as near perfection as possible. It has been managed with a singleness of purpose and a unity of interest impossible for any other hardwood organizations representing, as they say, many conflicting interests. Any inspection system to be successful must be kept clean and honest and that is what has been accomplished in St. Louis.

The inspection record of the present secretary for the year 1904 is as follows:

	Feet.
Yellow pine	865,177
Plain sawed oak.....	11,080,611
Quartered oak.....	4,184,810
Ash	1,594,168
Poplar	2,355,828
Cypress	4,106,882
Gum	2,322,118
Cottonwood	2,444,830
Walnut	124,531
Cherry	20,350
Plain sycamore	186,685
Quartered sycamore	7,807
Hickory	182,328
Pecan	56,326
Maple (soft)	275,754
Butternut	59,057
Hackberry	15,593
Basswood	104,000
Elm	276,724
Cedar	14,201
Birch	11,655
Locust	5,120
Beech	11,560



F. WALDSTEIN,
President Waldstein Lumber Co.

In speaking of the last year's business, his ideas being expressive of the entire lumber business of St. Louis, L. M. Borgess, secretary of the Exchange, says:



GEORGE E. W. LUEHRMANN.
Pres. and Tr. Charles F. Luehrmann Lumber Co.

EDWARD H. LUEHRMANN.
Vice President Charles F. Luehrmann Lumber Co.

THOMAS W. FRY,
Secretary Charles F. Luehrmann Lumber Co.

The lumber business of the city for the year 1904 has been most prosperous. During the past year many lumber manufacturers who in former years operated in the northern states have transferred their interests to the South.

It is impossible to arrive at any estimate of the tremendous business transacted by the lumbermen of this city which did not touch St. Louis, but was shipped direct from points of manufacture to that of consumption. While this vastly increased the volume of business done by St. Louis firms, such business does not show nor is it considered in the following tabulated record of receipts and shipments for St. Louis. The receipts for the past four years over each railroad were as follows:

Name of Road.	Cars. 1904.	Cars. 1903.	Cars. 1902.	Cars. 1901.
Chicago & Alton (Mo. Div.)	25	12	116	62
Missouri Pacific	4,985	5,403	3,552	2,638
Frisco System	10,517	4,625	1,734	924
Wabash (West)	256	264	212	374
Chicago, Rock Island & Pacific	49	58	26	6
Missouri, Kansas & Texas	1,057	678	311	187
St. Louis Southwestern	10,160	9,246	10,933	7,785
St. Louis, Iron Mountain & Southern	43,619	59,935	65,199	58,414
St. Louis, Iron Mountain & Southern (Ill. Div.)	15,036	1,953	5	.....
Illinois Central	12,322	13,197	16,706	13,345
Louisville, Henderson & St. Louis	126	65	75	32
Louisville & Nashville	1,047	1,944	2,300	2,020
Mobile & Ohio	20,754	23,272	24,574	18,924
Southern Railway	473	687	776	1,088
Baltimore & Ohio Southwestern	182	2	20	105
Chicago & Alton	239	326	629	383
Cleveland, Cincinnati, Chicago & St. Louis	11	26	79	159
Vandalia	149	204	152	225
Wabash (East)	880	1,072	1,284	1,294
Toledo, St. Louis & Western	145	508	359	324
Chicago, Peoria & St. Louis	518	669	1,021	1,154
Chicago, Burlington & Quincy	296	363	403	501
St. Louis, Keokuk & Northwestern	1,747	1,335	1,119	2,050
Chicago & Eastern Illinois	52	.....	.....	.....
Total	124,045	125,847	131,576	111,897

In addition to this rail movement of lumber the report of the harbor master shows the following receipts by river:

	1904.	1903.	1902.	1901.
Lumber	21,663,800	33,083,600	51,957,800	62,602,966
Shingles, pieces	658,000	3,271,400	6,455,000	11,198,250
Lath, pieces	.....	428,800	7,067,000	12,385,350
Pickets, pieces	.....	.....	216,000	147,960
Logs, superficial feet	3,747,360	4,426,000	1,561,830	9,331,800

To reduce this amount of lumber to feet is a problem which cannot be solved with any degree of accuracy. For this reason the same basis of

St. Louis Personals.

Capt. C. F. Liebke, president of the Lumbermen's Exchange of St. Louis and president of the C. F. Liebke Hardwood Mill & Lumber Company, dates his earliest connection with the hardwood lumber trade of St. Louis back to practically the starting point of the trade. In the old days he was a steamboat man and one part of the work undertaken by him was the transportation of barges of timber for the government. In this way he became familiar with the method and the cost of transporting logs in this manner and finally determined to put in

a hardwood sawmill at St. Louis and supply it with logs by barge from the lower rivers. There were many who predicted disastrous results, but Capt. Liebke has for fifteen years or more successfully operated the only hardwood sawmill in St. Louis, and his business is to-day one of the strongest in the city, proving that his ideas, however radical, were correct. His operations are mostly in oak, ash and walnut and he has made a specialty of long timbers cut to special dimensions. That he is popular and is held in the highest esteem in St. Louis is proved by the fact that he has been elected to the

highest office in the gift of the hardwood lumbermen of that city, that of president of the Lumbermen's Exchange, and this organization cannot but thrive under his management. Capt. Liebke's portrait appears as the supplement to the HARDWOOD RECORD this issue.

Steele & Hibbard rank in the topmost class among the St. Louis wholesalers and the territory to which they cater is as large as the country itself. The concern started in the business back in the eighties, George E. Hibbard, the junior partner, having had considerable previous experience. Practically all

12,000 feet to the car is taken. This gives the following as the total receipts of the St. Louis market:

	Feet—1904.	Feet—1903.	Feet—1902.
By rail	1,488,540,000	1,510,164,000	1,578,912,000
By river	21,663,800	33,083,600	551,957,800
Logs by river	3,747,360	4,426,000	15,618,300
Total	1,513,951,160	1,547,673,600	1,646,488,100

The shipments for the three years over each of the railroads were as follows:

Name of Road.	Cars. 1904.	Cars. 1903.	Cars. 1902.
Chicago & Alton (Mo. Div.)	577	326	372
Missouri Pacific	8,597	12,392	12,506
Frisco System	2,837	2,347	786
Wabash (West)	4,001	4,054	5,007
Chicago, Rock Island & Pacific	711	331	683
Missouri, Kansas & Texas	454	987	1,175
St. Louis Southwestern	17	1	25
St. Louis Iron Mountain & Southern	254	267	208
St. Louis, Iron Mountain & Southern (Ill. Div.)	851	96	21
Illinois Central	2,230	2,384	1,933
Louisville, Henderson & St. Louis	70	46	24
Louisville & Nashville	141	130	83
Mobile & Ohio	75	46	68
Southern Railway	1,124	606	971
Baltimore & Ohio Southwestern	1,889	1,531	1,387
Cleveland, Cincinnati, Chicago & St. Louis	5,259	3,716	3,052
Chicago & Alton	7,076	3,504	4,554
Vandalia	7,893	6,163	6,380
Wabash (East)	11,902	17,746	12,018
Toledo, St. Louis & Western	2,592	2,583	4,072
Chicago, Peoria & St. Louis	5,284	9,755	4,051
Chicago, Burlington & Quincy	4,903	3,852	4,397
St. Louis, Keokuk & Northwestern	6,241	8,400	7,954
Chicago & Eastern Illinois	623	.....	.....
Total	76,101	81,572	71,727

On a basis of 12,000 feet to the car this gives the following as the total shipments:

	Feet—1904.	Feet—1903.	Feet—1902.
By rail	913,212,000	978,864,000	860,724,000
By river	1,465,000	1,836,000	2,086,000

Totals 914,677,000 980,700,000 862,810,000
A very interesting deduction from the figures here given is to arrive at the local consumption, which can be done by subtracting the shipments from the receipts:

	Feet—1904.	Feet—1903.
Receipts	1,513,951,160	1,547,673,600
Shipments	914,665,000	980,700,000
Local consumption	599,286,160	566,973,600



WILLIAM DRUHE,
President Druhe Hardwood Lumber Co.



FRANK H. SMITH,
President The F. H. Smith Company.



THEODORE PLUMMER,
President Plummer Lumber Co.

the hardwoods, including the fancy woods, are handled, and large storage yards are operated in St. Louis. Poplar and cypress are probably given more attention than the other woods, but the immense business of the concern requires the carrying of a large and well-assorted stock. Much lumber is also carried by this concern at points of production, and, where possible, shipments are made direct to points of consumption. Mr. Hibbard has served three consecutive terms as president of the Lumbermen's Exchange.

Concerning W. A. Bonsack of the Bonsack Lumber Company it can be stated that he is a lumberman by heredity, his business being really a continuation along different lines of that of his father, which was established a number of years ago. This company makes more or less of a specialty of the various oak items, but also carries a large assortment of other woods. The St. Louis yards are capacious and always well stocked with dry lumber.

R. M. Fry of the R. M. Fry Lumber Company was the first president of the Lumbermen's Exchange and has served twice during the intermediate stages of its existence. A number of years ago his business was conducted under the name of the Clarkson-Christopher Lumber Company, and he has always been more or less identified with the hardwood lumber interests of St. Louis. Way back in the early days of railroad development in this section of the country Mr. Fry was general freight and passenger agent of the Iron Mountain, which road it can be imagined was not of the importance that it is to-day. The business of this concern is more especially of a local character, but some attention is paid to country shipments.

A. J. Lang has always had three specialties, these being wagon material, gum and cottonwood. Mr. Lang's first employment in a business way was with the Paddock-Hawley Iron Store Company, Mr. Lang being especially connected with the wagon material end of the business, and his duties being to sell ma-

terial to the wagon makers. Later he was of the concern of Johanning & Lang and some five or six years ago sold out to establish his own business. He is also connected with the Consolidated Lumber & Storage Company and makes his office at the yards of this company.

Since the death of Nathan Waldstein, than whom no one was better known among St. Louis lumbermen, the Waldstein Lumber Company has been headed by Franz Waldstein, his only son, who is at present vice-president of the Lumbermen's Exchange. Mr. Waldstein has continued to develop the business established by his father until it is now one of the foremost concerns of St. Louis, handling everything on the hardwood list and doing a business which embraces this country and Canada.

Col. Jack P. Richardson is probably as well known as any lumberman in St. Louis, having been identified with the trade of this city for a great many years. From the later eighties until 1892, when the hardwood business of St. Louis was largely done on a commission basis, Col. Richardson probably handled a larger business than any one in St. Louis, and has since that time managed to retain the full confidence of manufacturers, so that he is still the representative in St. Louis of many mills throughout the southern country. He has always been a staunch association member and has been one of the strongest members of the Lumbermen's Exchange.

Some years ago Theo. Plummer of the Plummer Lumber Company came to St. Louis from Nashville, Tenn., and became identified with the Arkansas & Missouri Yellow Pine Company as manager of the sales department. When that company went out of existence Mr. Plummer returned to his early love, the wholesaling of hardwoods, of which he has made a most pronounced success. His concern has grown with wonderful rapidity and now operates several sawmills in the cypress and poplar districts of Mississippi and Louis-

iana. These two woods are something of a specialty with Mr. Plummer and in selling this stock he caters to a wide territory.

The Charles F. Luehrmann Hardwood Lumber Company was established during the early eighties and upon the death of Charles E. Luehrmann some five or six years ago his sons, George E. W. Luehrmann and Edward H. Luehrmann became president and vice-president, respectively, and T. W. Fry, secretary. During recent years this concern has shown evidences of the push and energy of its managers and is to-day doing a tremendous wholesale business in all hardwoods. This company has established several sawmill enterprises, the leading one of which is at Marianna, Ark., where is located one of the best equipped hardwood mills in the southern country. This mill is cutting oak and gum almost exclusively and the sales are made through the St. Louis office.

Some Strode St. Louis Notes.

I know a story about George P. Massengale, who has since died and been mourned by his large circle of friends. St. Louis was his home and there was no man of whom I thought better than I did of him. Every time I went to St. Louis I used to call on him, and we were very good friends. One time I started to broach the subject of advertising to him. I am very slow and deliberate in conversation, having a hesitancy which almost amounts to an impediment in my speech. Mr. Massengale, on the contrary, was a very quick and nervous man, and if he had anything to do, he wanted to do it at once, and get it off his mind. Then I always suspected that he was busy that morning and wanted to get rid of me.

"Now, Mr. Massengale," I drawled out, "I thought you would like to take—"

"Right you are, young man," said Mr. Massengale briskly, reaching for his hat. "I was just going to suggest something of the kind myself, come along; I know a good place!"

I hadn't the nerve to stop him and explain that it was an advertisement I had reference to, so we went down and had one.

You might guess a dozen times at Mr. J. T. O'Reilly's nationality and not get it right. But I put this and that together and guessed it the first time. I am pretty shrewd.

In the first place, in looking up his name I found it to be neither a Germanic or Slavonic nor yet a Latin name, but it is of Celtic origin—that is, Irish. Translated freely, it means "the son of Reilly," so his name is literally "J. T. the-son-o'Reilly."

Then, too, he was the toastmaster at the Irish-American banquet on St. Patrick's day, which looks suspicious, and he has the warm-hearted, true-blue way of "stacking up" for a friend in the time of need, a distinctively Celtic trait. So I put this and that together and deduce that he is an Irishman. I've got Sherlock Holmes skinned to a frazzle. I am usually accused of being part Irish myself. People say that among other things I have kissed the Blarney stone. I don't know how it is myself, but I am proud of the Irish blood which people say I have in my veins. Under one pretext or another I like to claim kinship with all the world.

But this item is about O'Reilly and not about myself. I do not want it to partake of the epitaph on the tomb-stone erected to "Mary Ann, beloved wife of James P. Bowler, who was twice elected town-clerk and served three times on the School Board and is one of our most prominent citizens. He was a kind husband and a good father. "Peace to her ashes!"

No, Mr. O'Reilly is worthy of better treatment than that. He has been engaged for fifteen years in the lumber business, but for ten years he was in the employ of somebody else. Mr. Mossberger, who is the other member of the firm, was also in the employ of P. B. Littleland when they concluded they had as well start in business for themselves. They have been at it for five years and have prospered exceedingly.

* * *

I was out at the office of the W. A. Bonsack Lumber Company. The office is decorated with prints, woodcuts and steel engravings of the old masters, and we had been discussing them.

We started down town to lunch together. "Have you seen Parsifal?" he said, skipping gracefully across a mud hole.

"Pereival?" I asked. "Where is he? Does he handle any hardwoods?"

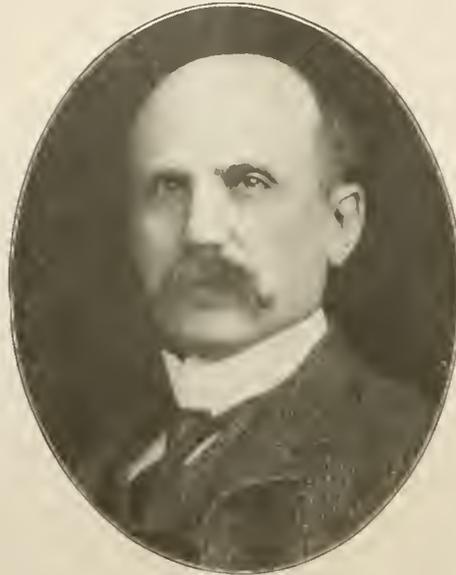
Then Bonsack laughed and I saw the point and I laughed. You see he meant Parsifal, the opera, which was running in St. Louis at the time, and I thought he meant something else.

Then Bonsack told a story apropos of what had happened, and it was nearly the funniest story I ever heard. I laughed un-

til a freight train nearly ran over me. It was a perfectly proper story, too, I remember. Not one in which the point depends on vulgarity rather than wit, but a nice, clean story that you needn't be afraid to repeat anywhere. It was something about a girl and—well, I can't remember what it was now, but it was very funny.

I know that when we got down to the club W. E. Barns and J. E. Desebaugh were there and George K. Smith and a young fellow—I have forgotten his name—who is the head squeezer for the W. T. Ferguson Lumber Company, and we were all seated at the same table. Bonsack told that story again and they all laughed till they like to have split. I am sorry I forgot the story. It was all about something, but I am blest if I can remember what it was.

But it was awful funny.



W. E. BARNES.

First Secretary Lumbermen's Exchange of St. Louis.

Mr. F. H. Smith and I were in the lobby of the Commercial Building buying some cigars.

"Let me pay for them," I said, not very strong.

"All right," said Smith, "if you would be so kind. I am a poor man now."

And I paid for the cigars, the only cigars I have paid for in Smith's company in all the six or seven years of my acquaintance with him.

Talk about the theory of Dr. Osler that a man should be chloroformed and shot after he is sixty! There are men in St. Louis who are living refutations of Osler's theory. Captain Liebke, at the age of sixty-eight, is in the prime of life, exercising a vigilant oversight of his business. The same is true of J. P. Richardson, William Druhe and others. These men go about their business daily and are as good business men as there ever were in the world. If you don't believe it, try to out-trade them or get any advantage of them in a business way.

The pioneer of the St. Louis hardwood

fraternity is William Druhe, president of the Druhe Hardwood Lumber Company. Mr. Druhe started business in St. Louis in 1875, handling white pine. On Jan. 1, 1881, he reformed, closed out his white pine business and established the first hardwood yard in St. Louis. Since that time he has done a large wholesale and retail business, besides having a good export trade, in the continuance of which he has shipped hardwoods to all parts of Europe, South America, Mexico and Australia. He served as the first vice-president of the first established lumber exchange of St. Louis, and the presidency was repeatedly tendered him, which he was obliged to decline on account of the exigencies of his business. He has served as a director of the exchange ever since it was established. Mr. Druhe has also been president of the German Literary Society since 1876. This society publishes a German newspaper called "Amerika." While Mr. Druhe's concern has handled a general line of hardwoods for a good many years, its specialty has been walnut, in which line Mr. Druhe is an expert.

Great Hardwood Combination.

A great industrial deal was consummated at New Orleans on March 31, whereby the hardwood lumber interests of Frank E. Creelman of Chicago, located in the South, were consolidated with other hardwood interests, and embrace not less than thirty sawmills and about 250,000 acres of timber land, most of which is hardwoods.

F. E. Creelman is one of the best known hardwood lumbermen in the United States, with operations ranging from Chicago to the Gulf of Mexico, but in the past he has been best known by the breadth of his work at Cairo. Mr. Creelman has been in New Orleans for some time, perfecting plans for a new organization, and he proposes to make that city the general headquarters of his new company. The constituent companies in the new enterprise are the

Evergreen Veneer Works of Evergreen, Ala., located on the Louisville & Nashville railroad, sixty miles south of Montgomery, Ala.

The Florida Lumber Company of Montgomery, Ala.

F. E. Creelman Lumber Company of Cairo, Ill.

W. R. Tucker Lumber Company of Chicago.

F. H. Smith Lumber Company of St. Louis.

George E. O'Hara Cypress Company, Cairo, Ill.

The consolidated company, which will be known as the Creelman Lumber Company, plans to operate a wholesale yard, planing mill and veneer works at New Orleans, and the veneer house at Evergreen, Ala., heretofore belonging to the Florida Lumber Company, will also be moved to New Orleans.

Another allied industry is the C. W. Krotz Manufacturing Company of Melville, La., which is under contract with the F. E. Creelman Lumber Company for its entire output, which will amount to about 20,000,000 feet a year.

The officers of the new Creelman Lumber Company are:

F. E. Creelman, Chicago, president.

F. H. Smith, St. Louis, secretary.

C. S. Creelman, vice-president and New Orleans manager.

C. S. Creelman is a son of the president and is now manager of the Florida Lumber Company.

F. E. Creelman's enterprises have always been crowned with success and this great one will doubtless add new laurels to his commercial career. New Orleans was selected for a general headquarters of the new alliance on account of its proximity to the various sawmill enterprises, its availability as a general distributing point for domestic trade and its pre-eminence as a port of export.

Grand Rapids Lumbermen's Asso.

One of the important hardwood markets of the United States is that of Grand Rapids, Mich. The score or more of manufacturers and dealers of that city have learned the value of co-operative endeavor and have a very active association known as the Lumbermen's Association of Grand Rapids, Mich. Numbered in this organization are not only hardwood men but concerns who deal in building woods as well.

The president of the Grand Rapids Lumbermen's Association is W. O. Hughard, Jr., who has long been prominently identified in lumber enterprises of Michigan and other states. Unfortunately Mr. Hughard has been ill the greater portion of the winter and spring, and has been unable to give any attention to Association matters.

The vice-president is C. F. Perkins, secretary of the Thompson Lumber Company, one of the best known houses of Grand Rapids dealing in both northern and southern hardwoods.

The secretary is L. L. Skillman of the Longfellow & Skillman Lumber Company, one of the live and active concerns of the Michigan furniture city.

The treasurer is Harry C. Angell of Wagner & Angell. This house is well known throughout the country as a handler of Michigan and Pacific Coast shingles and white pine lumber, but more recently has taken on hardwoods.

These gentlemen with J. W. Ferdon, C. A. Phelps, A. L. Dennis, C. F. Sweet and W. E. Cox constitute the board of directors of the Lumbermen's Association of Grand Rapids.

It is the custom of this Association to hold regular weekly business meetings and semi-occasionally to serve a dinner to its members and invited guests. One of these functions took place at the Cody Hotel, Grand Rapids, Friday evening, March 31, at which were present:

C. F. Perkins, Thompson Lumber Company.
 Chas. W. Garfield, Chairman Michigan Forestry Commission.
 C. S. Morley.
 C. C. Follmer, C. C. Follmer & Co.
 H. C. Angell, Wagner & Angell.
 L. L. Skillman, Longfellow & Skillman Lumber Company.
 N. J. G. Van Keulen, Van Keulen & Wilkinson Lumber Company.
 Henry Schneider, Dudley Lumber Company.
 Frank Chickerling.
 W. R. Kussel, Longfellow & Skillman Lumber Company.
 M. E. Stockwell.
 Almond Griffen, HARDWOOD RECORD, Chicago.
 Wm. E. Cox, Nichols & Cox Lumber Company.
 Geo. Engel, Engel Lumber Company.
 Orin A. Ward.
 H. P. Newton, G. N. Wagner Shingle Company.
 Geo. B. Daniels, Winchester & Daniels.
 B. R. Thompson, Thompson Lumber Company.
 H. J. Dudley, Dudley Lumber Company.
 S. W. McKee, Wagner & Angell.
 G. W. Perkins, Jr., Thompson Lbr. Company.
 H. G. Tracy, F. Tracy & Son.
 Henry H. Gibson, Editor HARDWOOD RECORD, Chicago.

Owing to the illness of the president the

meeting was presided over by Vice-President C. F. Perkins. The dinner was a very enjoyable one and notable in the particulars that there were present Chas. W. Garfield, chairman of the Michigan State Forestry Commission and Mrs. C. S. Morley, a "lumberman" of repute of Grand Rapids. More than half of the members of the exchange were represented, and both the dinner and the meeting following were most thoroughly enjoyed.

Following the banquet in the main dining hall of the hotel, the visitors retired to the spacious parlor, and upon Mrs. Morley's announcement that she was perfectly willing that the gentlemen should indulge in cigars as they were in no wise offensive to her, a smoker was indulged in.



L. L. SKILLMAN,
 Secretary Lumbermen's Association of Grand Rapids.

The principal entertainment arranged for by the association was an address by Chas. W. Garfield, who has for more than a quarter of a century devoted a good deal of his time to the exploitation of the possibilities of Michigan reforestry. Mr. Garfield is a farmer-banker of Grand Rapids and has taken up the forestry problem from the standpoint of practicability probably equaled by no professional in the United States.

Mr. Garfield stated that the state of Michigan owns 6,000,000 acres of abandoned lands within the state which were formerly forest-clad, having come back into the possession of the state by reason of their forfeiture for taxes. He stated that this extent of lands equaled approximately one-sixth of the total area of the state, and that practically every acre of it was susceptible of reforestation. This fact he and his associates of the Michigan Forestry Commission have amply demonstrated by experiments made under the sanction of the state authorities in four of the least fertile townships of sand

barrens in Rosecommon county. Here the commission had planted pine trees in the desert and had succeeded in securing a fine type of growth, with a loss of less than ten per cent of the number of trees planted.

It was the opinion of Mr. Garfield that could the abandoned acreage of Michigan be taken out of political channels and handled by a competent commission, and that if the state would legislate for ranging the property and protecting it from fire, within a very few years the state would have a revenue from the sale of timber off its lands that would more than pay the entire cost of state government. He analyzed the iniquitous political conditions that surrounded the control of state lands, from which it would seem that it was a herculean task to attempt to dislodge the grafters on the state treasury, to perfect a business method by means of which the vast abandoned acreage might be handled on a business basis, and be made a source of great profit rather than one of cost to the commonwealth.

Mr. Garfield's exposition of what had been accomplished as an object lesson in reforestation in the state of Michigan, and of what the possibilities in the state were, comprised one of the most interesting expositions from a practical standpoint that has ever been delivered. At the conclusion of Mr. Garfield's remarks he was most heartily applauded.

The editor of the HARDWOOD RECORD was also a guest of the Grand Rapids Lumbermen's Association and delivered a brief address supplementary to that of Mr. Garfield, telling of the success of forestry and reforestry endeavors in various parts of the United States. He also told something of the history of lumber association work, especially of the hardwood lumber associations, and urged upon the Grand Rapids Lumbermen's Association the importance of its attendance in a body upon the forthcoming annual meeting of the National Hardwood Lumber Association at Buffalo on May 18 and 19 next.

The full roster of the Lumbermen's Association of Grand Rapids comprises practically every lumber institution of any importance in that market, and is as follows:—Wagner & Angell, Engel Lumber Company, C. C. Follmer & Co., Van Keulen & Wilkinson Lumber Company, Mercer-Ferdon Lumber Company, The Stearns Company, Winchester & Daniels, Thompson Lumber Company, Ltd., Longfellow & Skillman Lumber Company, G. N. Wagner Shingle Company, A. H. David Lumber Company, Arthur J. Zipp Lumber Company, J. F. Quigley Land and Lumber Company, Gibbs & Hall, The Acme Lumber Company, Ltd., H. G. Dykhouse, Wolf Brothers, F. I. Nichols Lumber Company, Hackley-Phelps-Bonnell Company, F. M. Sprague, Dennis Brothers, Foster, Winchester Lumber Company, C. S. Morley & Son, Fuller & Rice Lumber Manufacturing Company, Chas. McQuewan, R. M. Schornstein, Orin A. Ward, J. W. Travis & Son, Dudley Lumber Company, W. O. Hughart, Jr.

Wisconsin Hardwood Lumbermen.

The spring meeting, the regular semi-annual gathering of the Wisconsin Hardwood Lumbermen's Association, took place at Marshfield, Wis., on Thursday, April 6, at 2:30 p. m. at the Elks' hall. Presiding over the meeting was H. C. Humphrey, president, with M. J. Colby, as secretary. There were present:

Agler, O. O., Upham & Agler, Chicago.
 Boyington, J. N., J. N. Boyington & Co., Stevens Point.
 Bundy, W. H., Rice Lake Lumber Co., Rice Lake.
 Beebe, A. A., B. F. McMillan & Bro., McMillan.
 Crosby, C. P., Rhineland.
 Carter, Harry N., Daniel Shaw Lumber Co., Eau Claire.
 Chapman, George H., Northwestern Lumber Co., Stanley.
 Colby, M. J., Curtis & Yale Co. and Fenwood Lumber Co., Wausau.
 Cone, Albert, American Lumberman, Chicago.
 Donaldson, C. H., Mason-Donaldson Lumber Co., Rhineland.
 Davis, B. W., John R. Davis Lumber Co., Phillips.
 Davis, J. L., John R. Davis Lumber Co., Phillips.
 Ellingson, C. P., Ellingson Lumber Co., Stetsonville.
 Edwards, L. W., Edwards Lumber Co., Antigo.
 Foster, George E., Foster-Latimer Lumber Co., Mellen.
 Finney, E. E., Marshfield Land & Lumber Co., Marshfield.
 Gamble, W. H., Wausau Lumber Co., Edgar.
 Gibson, H. H., Editor HARDWOOD RECORD, Chicago.
 Humphrey, H. C., G. W. Jones Lumber Co., Appleton.
 Hughes, J. F., John Owen Lumber Co., Owen.
 Heineman, W. B., B. Heineman Lumber Co., Wausau.
 Hayden, H. L., Mississippi Valley Lumberman, Minneapolis.
 Johnson, C. A., G. W. Jones Lumber Co., Appleton.
 Kautsky, E. V., Colby.
 Krueger, J. H., Chicago Lumber & Coal Co., Bibon.
 Katz, Moses, E. Sondheimer Company, Wausau.
 Lusk, Geo. H., Nye, Lusk & Hudson Co., Thorp.
 Landeck, G. J., Page-Landeck Lumber Co., Milwaukee.
 McMillan, B. F., B. F. McMillan & Bro., McMillan.
 Owen, A. R., John Owen Lumber Co., Owen.
 Pollard, F. R., Marshfield Land & Lumber Co., Marshfield.
 Quaw, S. M., Quaw Lumber Co., Wausau.
 Roddis, W. H., Roddis Lumber & Veneer Co., Marshfield.
 Ringle Gus., Quaw Lumber Co., Edgar.
 Sanford, J. N., C. Wunderlich Lumber & Mfg. Co., Antigo.
 Steven, J. D. R., W. J. Starr, Eau Claire.
 Sanborn, Dwight A., Curtis & Yale Co., Wausau.
 Smith, George K., Secretary National Lumber Mfrs.' Assn., St. Louis.
 Thompson, W. G., Sliummer & Thompson, Wausau.
 Upham, W. H., Marshfield Land & Lumber Co., Marshfield.
 Van Doren, J. H., Van Doren & Andrews, Birnamwood.

Wollenberg, H. J., Medford Manufacturing Co., Medford.

Wall, T. R., Wall-Spalding Lumber Co., Oshkosh.

Wagstaff, Wm. J., Oshkosh.

Young, Edward J., Brittingham & Young Co., Madison, Wis.

The Wisconsin Hardwood Lumber Association was organized by the hardwood manufacturers of Wisconsin on Sept. 17, 1895, and has gradually grown in numbers and influence. Today it has a membership of fifty-five houses, and therefore the very large representation at the meeting indicates the great interest taken in the organization.

The present officers, directors and standing committee of the association are as follows: President, H. C. Humphrey, of the G. W. Jones Lumber Company, Appleton; vice president, D. J. Arpin, of the D. J. Arpin Lumber Company, Grand Rapids; secretary



HOWELL C. HUMPHREY.

President Wisconsin Hardwood Lumbermen's Association.

and treasurer, M. J. Colby, of the Curtis & Yale Lumber Company and the Fenwood Lumber Company, Wausau. The board of directors includes the officers, also B. F. McMillan of McMillan, Eugene Shaw of Eau Claire, T. R. Wall of Oshkosh, F. H. Pardoe of Wausau, B. W. Davis of Phillips, George E. Foster of Mellen, George H. Chapman of Eau Claire, and a price list committee consisting of Ed. J. Young, chairman, Madison, A. R. Owen and H. C. Humphrey, Appleton.

The meeting was called to order by President Humphrey, who after the reading and approval of the minutes of the last meeting delivered the following address:

Since our annual meeting at Oshkosh last September, we have passed through a long and trying winter. While the demand for lumber remains normal and prices, in a measure, firm (with the exception of basswood), owing to the complete demoralization of the railways, caused

by severe cold weather and storms during December, January, and February, there was a large falling off in the movement. This is now causing more or less inconvenience to those who were anxious to turn their lumber into money, enabling them to more easily handle their logging operations. Conditions during the past thirty days have greatly improved. Cars are plentiful and shippers are easily taking care of old orders, as well as the new ones coming in. We can see nothing in the future to cause hardwood lumber interests any uneasiness. Demand is active, and prices are not going down.

In response to a call issued by J. E. Rhodes, secretary of the Mississippi Valley Lumbermen's Association, the president attended a conference of representatives from various lumber associations at Chicago, December 7, to discuss the arbitrary methods of Paul Rainer, chairman joint weighing and inspection bureau, in the disposition of claims. The result of the meeting was that the matter be referred to the committee on transportation of the National Lumber Manufacturers' Association, of which C. I. Millard is chairman. He is to call a meeting of the committee and extend invitations to other associations to select representatives to meet with this committee.

We were requested to appoint five delegates to the forestry congress which met at Washington, D. C., January 2, and did so. So far as notified, only one of the delegates appointed was able to attend, viz., Eugene Shaw of Eau Claire.

The question of cost of equipping flat and coal cars with stakes to secure safety of lumber while in transit should be taken up and investigated by this association. Several of the southern lumber associations have been after this for years, and have induced some of the roads operating in their territory to allow 500 pounds per car when same is equipped with stakes by the shipper. This concession, though small, should apply on roads operating in this territory, and it is our business to help bring it about.

Mutual insurance should be taken up by this association. We feel that the hardwood lumber interests of this state can be benefited greatly by the organization of such a company to carry a part of the lumber risks. Several such companies are being successfully operated by kindred associations all over the country, and there is no reason why it cannot be done by us. We call your attention to the Retail Lumber Association of this state, which has had an insurance department in successful operation for several years. It has been the means of saving thousands of dollars in premiums to its members. The National Wholesalers' Association has fathered several mutual companies which are a success. I would suggest that a committee be appointed to investigate this question and report at the annual meeting next September.

Applications for membership were received from E. V. Kautsky of Colby, and C. Wunderlich Lumber & Manufacturing Company of Antigo. Both applications were favorably acted upon, and the concerns elected to membership.

The report of the secretary showed that there was dry hardwood stock on hand, based on accurate reports from ninety per cent of its members, of 56,545,000 feet, being a marked decrease from the estimated stock of a year ago.

Edw. J. Young, chairman, reported on behalf of the price list committee suggestions of official values necessary to be established at the present time to represent earload prices of Wisconsin hardwoods, which save in oak

were only amended in a slight degree, and were approved as follows:

amounts; but a large percentage of them lacked evidence to prove overcharges. The grievances of our members were largely with the Chicago

OFFICIAL CARLOAD PRICE LIST.

Effective April 6, 1905, f. o. b. Wausau, Wis., freight rate.

ASH.

	1st and 2nd.	No. 1 Com.	No. 2 Com.	No. 3 Com.
1 in. log run (No. 3 Common out).....	\$22.00			
1 in.	\$34.00	\$22.00	\$11.00	\$8.00
1 1/4 and 1 1/2 in.	36.00	24.00	13.00	8.00
2 in.	37.00	25.00	13.00	8.00
2 1/2 in. and thicker.....	42.00	27.00	13.00	8.00

BIRCH.

1 in. log run (mixed color, No. 3 Common out).....	19.00			
1 in. (red out).....	31.00	18.00	10.00	7.00
1 1/4 in. and 1 1/2 in.	33.00	20.00	11.00	7.00
1 in. red.....	34.00	22.00	13.00	7.00
1 1/4 in. and 1 1/2 in.	40.00	28.00	15.00	.....
2 in.	42.00	30.00	15.00	.....
2 1/2 in. and thicker.....	44.00	32.00	15.00	.....
Curly birch, red and white mixed.....	75.00	50.00	25.00	.....

BUTTERNUT.

1 in. log run (No. 3 Common out).....	25.00			
1 in.	35.00	25.00	15.00	12.00
1 1/4 in. and 1 1/2 in.	40.00	30.00	20.00	13.00
2 in.	42.00	32.00	22.00	12.00

BASSWOOD.

Log run (No. 3 out).....	20.00			
1 in., 5 in. to 11 in., 8 ft. to 16 ft.	29.00	19.00	13.50	11.00
12 in. and wider.....	34.00	.....	.....	.....
1 1/4 and 1 1/2 in.	33.00	23.00	14.00	12.00
2 in.	35.00	24.00	14.00	12.00
1 in. Box Common (Nos. 2 and 3 Common mixed).....	13.00	.....	.....	.....
For sorting basswood to lengths of 10 and 12 ft., add \$2 per M ft.				

SOFT ELM.

1 in. log run (No. 3 Common out).....	20.00			
1 1/4, 1 1/2 and 2 in. log run (No. 3 Common out).....	21.00			
1 in.	29.00	19.00	13.00	10.00
1 1/4, 1 1/2 and 2 in.	32.00	21.00	13.00	10.00
2 1/2 in. and thicker.....	35.00	24.00	13.00	10.00

ROCK ELM.

1 in. log run (No. 3 Common out).....	18.00			
1 1/4, 1 1/2 and 2 in. log run (No. 3 Common out).....	21.00			
1 in.	30.00	18.00	12.00	8.00
1 1/4, 1 1/2 and 2 in.	34.00	20.00	14.00	8.00
2 1/2 in. and thicker.....	38.00	26.00	14.00	8.00
Bridge Plank 3 in. and thicker, all lengths.....	13.00	.....	.....	.....
Bridge Plank 2 in., all lengths.....	15.00	.....	.....	.....
Of one length add \$2.				

RED OAK.

1 in.	45.00	31.00	20.00	9.00
1 1/4 and 1 1/2 in.	46.00	34.00	23.00	10.00
2 in.	48.00	36.00	25.00	10.00
2 1/2 in. and thicker.....	53.00	41.00	30.00	10.00
1 in. wormy common and better.....	15.00	.....	.....	.....
1 1/4, 1 1/2 and 2 in. wormy common and better.....	17.00	.....	.....	.....

WHITE OAK.

1 in.	38.00	28.00	16.00	9.00
1 1/4 and 1 1/2 in.	42.00	32.00	20.00	10.00
2 in.	44.00	34.00	22.00	10.00
2 1/2 in. and thicker.....	48.00	38.00	.....	.....
Bridge Plank 2 in., all lengths.....	16.00	.....	.....	.....
Bridge Plank 2 1/2 and 3 in., all lengths.....	20.00	.....	.....	.....
Of one length add \$2.				

HARD MAPLE.

1 in. to 2 in. Log Run (No. 3 Com. out).....	14.00			
1 in.	24.00	14.00	10.00	7.00
1 1/4 in. and 1 1/2 in.	26.00	16.00	10.00	7.00
2 in.	26.00	16.00	10.00	7.00
2 1/2 in. and thicker.....	30.00	20.00	15.00	10.00

SOFT MAPLE.

1 to 2 in. Log Run (No. 3 Com. out).....	16.00			
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OFFICIAL WEIGHTS.

Pounds.		Pounds.		Pounds.	
Asb	3,500	Soft Maple	3,500	Hard Maple	4,000
Birch	4,000	Basswood	2,500	Soft Elm	3,000
Butternut	2,500	Rock Elm	4,000	Oak	4,000

A resolution presented by A. R. Owen, was adopted, which authorized members of the Association to consider hardwood lumber as dry when it does not exceed the estimated weights attached to the official price list of the association.

G. J. Landeck, chairman of the railroad committee, reported as follows:

As one of the committee of five, appointed at the annual meeting at Oshkosh in September, to work in harmony with similar committees from the Northwestern Hemlock Association and the Wisconsin Valley Lumbermen's Association, I have the following report to make: The matter of having a conference with the committees of those associations was taken up promptly, but both associations discouraged the plan. The pine association had no special grievances, and the hemlock association felt that their troubles would be remedied in a short time. The conference was therefore dropped. Sept. 28 Secretary Colby issued a circular to members, requesting them to send in claims that had been declined. He received a number of answers, containing claims, all for small

& Northwestern railway, which had been arbitrary in dealing with them, but when made aware of the dissatisfaction existing, that road immediately took steps to remedy the trouble, and have since paid many claims which had been previously declined, and have been treating new claims with more consideration than before. Recently, however, claims have again been declined, of a character that was allowed by them for some time.

The report was accepted and the committee discharged.

The president then introduced George K. Smith, secretary of the National Lumber Manufacturers' Association, of St. Louis, who delivered an address on the subject of the new rating book about to be issued by the credit bureau of the National Association. Mr. Smith said that the new rating book, covering forty-three states and practically all the states of the Union save the Gulf states, would be ready for delivery within a few days, and that he

had arranged for the delivery of the book to such members of the Wisconsin Hardwood Lumbermen's Association as chose to subscribe for it through the secretary of the association. He stated that the cost of the book would be \$30.00 a year or \$2.50 a month which would include furnishing twenty-five special reports free of charge. Mr. Smith invited the association to appoint delegates to attend the annual meeting of the National Lumber Manufacturers' Association, which is to be held at the Auditorium Annex, Chicago, May 9 and 10.

On motion of William J. Wagstaff, the chair was authorized to appoint such a committee, and thereupon named William J. Wagstaff, B. W. Davis and O. O. Agler.

Messrs. McMillan, Wagstaff, Chapman and Colby made brief commendatory speeches concerning the credit rating book and system of the credit bureau of the National Lumber Manufacturers' Association, suggesting that every member of the Wisconsin Hardwood Lumbermen's Association should be subscribers to the bureau. Thereupon quite a number of the members present authorized a subscription to the book.

On motion of A. R. Owen, the official weights of the association were authorized to become a part of the official price list.

On motion of B. F. McMillan a change was made in the association grading of No. 2 common rock elm, authorizing that it should run fifty percent "sound cutting" in place of fifty percent "clear cutting" and thus conform with the rules of the National Hardwood Lumber Association.

On motion of William J. Wagstaff the chair was authorized to appoint a committee of three to attend the annual meeting of the National Hardwood Lumber Association at Buffalo on May 18 and 19.

On motion of S. W. Quaw the chair was authorized to appoint a committee of three to investigate the subject of mutual insurance, and if deemed advisable to suggest a plan for the organization of a mutual insurance company to carry a part of the insurance risks of members of the association, and to report at the next annual meeting. The chair appointed as such committee Eugene Shaw, W. J. Wagstaff and J. T. Barber.

Henry H. Gibson, editor of the HARDWOOD RECORD, Chicago, was introduced and suggested to the convention the sending of a larger representation to the annual meeting of the National Hardwood Lumber Association at Buffalo than contemplated in the original motion that had prevailed, which provided for a committee of three. Mr. Gibson stated that he had heard sundry comments during the day that indicated to him that the hardwood manufacturers of Wisconsin felt that they had been slighted by the National Association in not having a just representation on its board of trustees, and said that he believed that the fault lay more with the Wisconsin Association, than it did with the National Association, inasmuch as Wisconsin had in the past been represented at

the National Association meetings by only a very small delegation; that he felt if the Wisconsin Association would send a large and enterprising representation to the annual meeting at Buffalo, to place before the national organization the importance of the hardwood industry of Wisconsin, it would receive at the hands of the parent organization treatment which it would regard as entirely just.

Mr. Gibson further stated he was advised that the state of Michigan proposed to be represented at this forthcoming meeting by a large number of delegates, who were making practically the same complaints as are Wisconsin manufacturers. He said further that the time was now ripe for a policy of getting together and making plans for a unification of all hardwood grading rules prevailing in various parts of the United States, with a view to the establishment of a base of universal hardwood inspection. He alleged that he thought the subject was en-

tirely worthy the earnest attention of the Wisconsin Association, and that a result might be accomplished that would be of manifest benefit to the hardwood industry of the country as a whole, and incidentally redound to the benefit of the Wisconsin trade.

William J. Wagstaff and B. F. McMillan made brief addresses endorsing the suggestion of Mr. Gibson, and on motion of Mr. Wagstaff, the chair was authorized to increase the delegates authorized, from three to five members, including the president and secretary, and also of five alternates, making a total of ten in number.

The chair appointed as such committee B. F. McMillan, alternate Edw. J. Young; C. S. Curtis, alternate George E. Foster; Ed. Landeck, alternate T. R. Wall; H. C. Humphrey, alternate A. R. Owen; M. J. Colby, alternate G. H. Chapman.

A motion prevailed, thanking the Elks of Marshfield for the use of their hall for the meeting, whereupon the convention adjourned.

Chicago Hardwood Exchange Lunch

The Chicago Hardwood Exchange were the guests of the HARDWOOD RECORD at a lunch served in the Moorish room of the Great Northern Hotel at 1 o'clock on Saturday, May 8. The lunch was served in the best style of the famous lumbermen's hostelry; the table was set in the form of a T and was decorated with flowers and ferns. At the head of the table with the host, the editor of the HARDWOOD RECORD, were grouped the present and past officers of the exchange. The affair was distinguished by the presence of several old-time Chicago lumbermen, including Harvey S. Hayden, the first president of the exchange; C. A. Barker, formerly a large Chicago white pine operator, but now interested in hardwood production in Petoskey, Mich.; and W. O. King, last year's president of the exchange.

The menu was as follows:

	Blue Points	Olives
Celery	Consomme en Tasse	
	Fillet of Bass Menniere	
Pattie of Sweetbreads with Green Peas	Great Northern Punch	
	Lettuce and Tomato Salad	
	Bisquit Glace	
	Cafe Noir	
	Cigars	

At the conclusion of the lunch, Henry H. Gibson, editor of the HARDWOOD RECORD, addressed the guests as follows:

Gentlemen of the Chicago Hardwood Lumber Exchange: In meeting with me in this way today I wish you to know that I appreciate that you are rendering both the HARDWOOD RECORD and myself a distinct compliment.

On the first of January last I came among you practically a stranger to the majority of your members and took over the conduct of the HARDWOOD RECORD, which was practically recognized as the organ of the Chicago Hardwood Lumber Exchange and of your parent organization, the National Hardwood Lumber Association. On January 7, when I first had the pleasure of meeting you as a body, I explained to you that it was my purpose to conduct the HARDWOOD RECORD to the best of my ability in a fair and impartial way. In the interests of the totality of the hardwood industry of this country, rather

than to continue it as a distinct and therefore *ex parte* representative of any branch or interest of the trade, I told you that I would treat your interests justly and impartially, and I believe up to this time you will concede that I have kept my word. I propose to continue the paper on these lines, deeming that whatever good can be accomplished to the whole of this great hardwood trade will redound to the benefit not only of the locality but of the individual.

In addressing you today I wish that you might consider me as a brother lumberman rather than as manager of a lumber trade newspaper. I served an apprenticeship of many years on the top of a lumber pile, with a board rule in one hand and a marking stick in the other, and without any egotism I believe that I am competent to pass judgment on a good many features of the lumber trade. I have no wish to appear pedantic or to force any opinions upon you that will not contribute to your best interests, but I do most firmly believe that by reflecting a consensus of the best opinions of the best men in this trade the HARDWOOD RECORD can be made to be of great value to you in your pursuit.

With all due respect to you and to the two organizations with which you are identified, I think that generally the viewpoint from which you have looked upon the hardwood industry in the past has been rather narrow. This hardwood lumber business is a great and widely distributed commercial pursuit. Geographically, in production, it extends from the Atlantic to the Missouri river and a little beyond. In distribution it embraces not only every state in the Union, the Dominion of Canada, Mexico and the great consuming markets of Great Britain and the Continent, but shipments of hardwood are even made to Africa and the Orient. With this breadth of production and distribution there are many divergent interests which cannot be justly appreciated from the comparatively small viewpoint enjoyed by the Chicago Hardwood Exchange, or even by the wider views of the National Hardwood Lumber Association.

In this great hardwood business the thing that lies nearest my heart is the establishment of a base of universal inspection that shall be just alike to manufacturer, jobber, retailer and consumer, and an impartial method of applying rules of inspection that shall be disinterested, impartial and equally just. I have been associated in the lumber business for so many years that I know so-called uniform inspection of all hardwood is a chimerical proposition. Uniform inspection is impossible until such a time as all trees grow alike; all hardwood men are equally honest and just; all inspectors are free from guile, and all board rules are of the same length. Timber of a given botany, growing under different conditions of latitude or corresponding latitude, of soil or rain fall, possesses different physical characteristics. Take for example old-fashioned Indiana white oak, sawed to a given size, and let the most competent inspector that you have inspect it; then put this same inspector, applying the same rules, on a lot of swamp growth oak of the South, and when those two lots of lumber are laid down side by side in your Chicago yard there is an absolute difference in the value of the two lots,

ranging from five to ten dollars a thousand feet. This is no new fact to you. To a greater or lesser degree, the same result obtains in every kind of American hardwood. You know that the maple growing in the northern portion of the southern peninsula of Michigan is infinitely better than that growing in certain sections of Wisconsin. You know that the birch of Wisconsin and of the northern peninsula of Michigan is better than that growing in other sections. You know the basswood of Wisconsin is better than the basswood growing in other ranges. You know that the poplar of the Big Sandy and Guyandotte, for example, is better than the hickory poplar of higher altitudes or the low ground poplar of eastern North Carolina and of the extreme South.

Therefore, I say uniform inspection is chimerical. However, a base of universal inspection by means of rules and competent inspectors can be established so that not only the grading of the lumber but also a description of its physical characteristics shall go forward with your inspection certificate and with your invoice, and thus establish a base of comparative values. With this plan in logical enforcement it will enable you hardwood lumbermen of Chicago to buy hardwoods anywhere and to ship them to the most remote sections of the world with the assurance that the lumber will be received and paid for in accordance with invoice and inspection certificate.

There is nothing particularly the matter with the rules of the National Hardwood Lumber Association. They are recognized in a great many localities as being standard, and with some exceptions are generally suitable. The entire trouble lies in the application of these rules. This association had now taken steps to hire competent inspectors on a salary basis, and to rotate these inspectors on east and west lines, to inspect woods with which they can become familiar, which looks as though it might tend to assist materially in uniformity and fairness toward all concerned. But you as a part of that association should go further than can be accomplished by any one of the great hardwood associations. The good elements of all systems of lumber inspection, whether it be National, Hardwood Manufacturers', St. Louis, Wisconsin Hardwood Association, New York Lumber Trade Association, Boston Survey or Philadelphia custom, should be considered in a congress of all these interests, unified and systematized into a base of universal inspection; then the entire subject should be placed in the hands of an impartial inspection bureau, that shall be not only national but universal in its character, to the end that every man interested in American hardwoods shall be given a fair deal and shall be in a position to do business on the level.

In this universal agreement, of course, the jobber has to look out for his interests. However, the interests of the wholesale merchant in lumber are so safeguarded, and will continue to be so, that he is in a very safe position, not only for the perpetuity of his business but for its perpetuity on lines of profit. He is safeguarded in the first place by his superior knowledge of the demands of the consuming trade, his acquaintance with it and the fact that it prefers to do business with him; the capital in his business protects him; his geographical position protects him, and if he can be assured that he can do business with an avoidance of deductions and without being obliged to spend a large portion of his time in the manipulation of grades and the settling of kicks, there is infinitely more money in the merchandising of hardwoods under such conditions than there ever has been.

The forthcoming meeting of the National Hardwood Lumber Association at Buffalo, May 18 and 19 next, it seems to me, should be a most important one. Hardwood lumbermen of all classes the country over have reached a point where they have become advocates of a universal base of inspection. The president of the National association has so gone on record above his signature. So has the president of the Hardwood Manufacturers' Association; and I think every officer of both associations is of the same mind. That great and important organization, the National Wholesale Lumber Dealers' Association, which has now become more a hardwood association than a building wood organization, has fifteen out of its twenty-one trustees who are hardwood production and sale; and it is vastly interested in universal inspection. I believe that it is possible to get together all these manufacturing and jobbing interests, and that they will agree in convention to a base of universal inspection.

I believe that the large consumers of hardwood lumber should have a hearing in the establishment of these rules and their application. I believe it would be no more than just to invite to a hardwood congress a representative of the car-building interests, of the harvester people, of the wagonmakers, of the coffin trade, of the furniture trade and perhaps others. They should have something to say about the way in which lumber should be sawed and graded to best suit their purposes. Those people pay the bills, and

they certainly should have a voice in the matter of inspection. It is then "np" to you gentlemen and to the manufacturers to name the price.

The Wisconsin Hardwood Lumbermen's Association is going to send a large delegation to the Buffalo meeting; Michigan has promised a large one; and it now looks as though there would be a great number of delegates from Memphis, St. Louis, Cincinnati, Louisville and many other manufacturing and distributing points. I trust that you Chicago hardwood lumbermen will go there in a body and that you will give especial attention to the interests of northern hardwoods, which enter so largely into the consuming demand of Chicago and vicinity, and see that a just representation of this interest is placed on the board of trustees of the National Hardwood Lumber Association.

Furthermore, I trust that you will go to that meeting in a spirit of conciliation and attempt to broaden out the lines of the National association so that all parties in interest may have just and conservative treatment. Let the olive branch be held out in all directions. Give what you must and take what you can; do not be insistent upon any personal or selfish hobby in connection with hardwood inspection, but impress upon your minds the fact that whatever good you can contribute to the general welfare of the industry will surely redound to your benefit as individuals.

Even at the risk of boring you on personal matters I would like to say a word about the HARDWOOD RECORD. The publishers are making an earnest attempt to produce a paper that shall be just and intelligent. They are attempting to cover the news of the entire hardwood field fully, to reflect market conditions intelligently and honestly, and to collate and publish the mature opinions of the best people in the trade, with the idea of educating every man up to a higher standard—to the highest standards possessed by the best element; with the idea in view of eliminating as far as possible that menace to any industry—unintelligent competition. The history of the publication during the first three months, under the present management, has been extremely flattering to its owners. The paid circulation has been more than doubled, and compliments are reaching them from many sources; the subscription list is being added to at a rate never before known in the history of a lumber trade paper. Of course all this is costing money and the paper is not yet on a paying basis, but eventually it is hoped that the property will show a fair margin of profit.

I want to thank you gentlemen here particularly for the very generous support, indicative of your confidence, that you have given the HARDWOOD RECORD; for I do not want to be the publisher of a newspaper that "is not without honor save in its own country." If the HARDWOOD RECORD cannot make good in Chicago it cannot make good anywhere. If you do not and cannot speak kindly of it, I cannot expect that it will carry much influence outside of Chicago, and I therefore bespeak for it not your charity; not your support on the ground of local pride; not your support for it on the

ground of good fellowship, but such support as you can consistently give it on the ground that it is a justly conducted business proposition, whose support means that its expense to you will result in adding profit to your business, rather than being an item to be charged to profit and loss.

A vote of thanks was tendered the HARDWOOD RECORD for the lunch, following which it was decided to hold a special meeting of the exchange on Tuesday, April 11, to perfect the details of arrangements to attend the convention of the National Hardwood Lumber Association at Buffalo, May 18 and 19.

The following were present:

Clarence Boyle of the Clarence Boyle Lumber Company.

John S. Benedict.

C. A. Barker, Petoskey, Mich.

James F. Cleland, Clarence Boyle Lumber Company.

W. A. Davis.

J. J. Fink, Fink-Heidler Company.

J. S. Trainer, Trainer Brothers Lumber Company.

H. M. Gardner, Parker, Aleshire & Gardner.

M. Glauber, E. Sondheimer Company.

H. H. Gibson, editor HARDWOOD RECORD.

Harvey T. Hayden, Hayden & Lombard.

W. O. King, W. O. King & Co.

C. V. Kimball, A. R. Vinnedge Lumber Company.

E. B. Lombard, Hayden & Lombard.

Milton Miller, Miller Brothers.

W. F. Morris, E. Sondheimer Company.

A. J. McCausland, W. E. Kelley & Co.

E. J. Petty, Crandall & Richardson.

B. F. Richardson, Crandall & Richardson.

Frank B. Stone.

J. D. Spauling, Southern Oak Lumber Company.

G. W. Stoneman, Stoneman & Zearing Lumber Company.

John Schoen, Columbia Hardwood Lumber Company.

C. D. Strode, HARDWOOD RECORD.

A. J. Shotts, Messinger Hardwood Lumber Company.

G. R. Thamer, Empire Lumber Company.

S. J. Vinnedge, S. J. Vinnedge & Co.

would it not be fair to give the inspector some leeway—such as suggested by Mr. Kunert?

In my trade I find a great disposition to "kick" on sap stain. That stain on lumber of any kind is, in the main, a serious defect, I do not dispute. There should, however, be reason in all things. A little discolored sap that will work off when dressed should not be sufficient to drop a piece that would otherwise be a first or second clear, down to a No. 2 common.

At the present time I am not in the manufacturing business, further than to see that the stocks that I contract for are put up according to specification. Would, however, be very much pleased if the mill man and wholesaler could get together on the matters referred to. Would like to hear further from Mr. Kunert and others along this line.—CHARLES ROOS.

Undeniably there are two sides to the question of the correct method of manufacture and of inspecting clear maple. While the HARDWOOD RECORD is in entire sympathy with Mr. Kubert's belief in what is right in these particulars, and also with Mr. Roos in his commendation of them, yet the editor believes that the bars should not be let down too far in the manufacturing and inspection of thick hardwoods. While it may best serve the purpose of the manufacturer to leave a proportion of his extremely thick stock essentially one side plank and show wane on one or two corners in the interest of economy of raw material, yet the consumer of this class of lumber must needs be taken into account, and his requirements justly considered, that his waste may not amount to more than the manufacturer's saving.—EDITOR.

Seeks Lumber Literature.

The HARDWOOD RECORD has received the following letter from a young man employed by a leading Indiana hardwood manufacturing house:

EDINBURG, IND., March 30.—Editor HARDWOOD RECORD: Will you kindly inform me as to whether or not there are any books that take up the hardwood lumber subject, and, if so, what they are and where I would be able to purchase same? I am a beginner in the business and want to get some matter of this kind.—K. C.

The literature of this country is absolutely barren of any works in bound form pertaining to the hardwood lumber industry per se. I can suggest, if you so desire, a series of volumes on the subject of the botany of woods, physical characteristics, range of growth, etc., but the essential features of these works are now being published under the title of American Forest Trees, in regular order, in the HARDWOOD RECORD, and beyond the matter contained in them is other and more complete matter with which I am amplifying them.

To assist a beginner in the hardwood lumber business, about the only advice I can offer is to stick to the school of experience with a competent concern like the one with which you are at present identified. The hardwood lumber business is not one that can be learned out of books. Keep up with the editorial matter, the news notes, markets and technique of the trade that you find in the HARDWOOD RECORD, and supplement it with the practical experience which you will encounter every day with men who know the trade, and you will get on.—EDITOR.

Hardwood Record Mail Bag.

[In this department it is proposed to reply to such inquiries as reach this office from the HARDWOOD RECORD clientele as will be of enough general interest to warrant publication. Every patron of the paper is invited to use this department to the fullest extent, and an attempt will be made to answer queries pertaining to all matters of interest to the hardwood trade, in a succinct and intelligent manner.]

Small Articles in Hardwood.

NEW YORK CITY, March 27.—Editor HARDWOOD RECORD: Can you give us the addresses of concerns who make a specialty of turning small articles in hardwood, such as maple, birch, etc.?—HENRY HAAS & SON.

We think you will find among the following concerns, the one you are looking for, as they all turn out small articles in hardwoods, manufactured from maple, birch and other woods: South Bend Wood Turning Company, Attica, Ind.; Piqua Handle & Manufacturing Company, Piqua, O.; L. Prosser & Sons, Scottsburg, Ind.—EDITOR.

Shuttle Blocks and Hickory Billets.

BEECH HILL, GA., March 24.—Editor HARDWOOD RECORD: Will you please give me the addresses of several of the largest dealers in shuttle blocks and hickory billets, who are reliable, both in this country and in Hamburg and London E. C.—H. J. I.

Will anyone interested in this line of manufacture communicate with the HARDWOOD RECORD, that we may supply our correspondent with the information he seeks?—EDITOR.

More About Maple Inspection.

WILLIAMSPORT, PA., March 4.—Editor HARDWOOD RECORD: In your issue of March 10 last I noted particularly the article on thick maple inspection, by Herman Kunert. At that time I came to the conclusion that the writer of the article knew what he was talking about, and since reading what his employer, Mr. White, has to say in a subsequent number of your paper, I am doubly convinced. The gentleman in question is certainly blessed with a whole lot of "good common sense."

In this connection I might add that some years ago I was in the manufacturing business exclusively. Some of the points raised by Mr. Kunert frequently came up. It still looks to me, as it did then, that in sawing thick stock the mill man gets the "short end of the stick" nine times out of ten. It seems to me that the rules of inspection on thick lumber are too arbitrary. It is a very easy matter for a lot of office men to get together and lay down rules, but it is a very different proposition for the mill man to make the goods fit the rule. Why

National Wholesalers' Association.

There was a meeting of the Executive Committee of the National Wholesale Lumber Dealers' Association held in New York on Thursday, April 6, at which there were present Lewis Dill, president; J. M. Hastings, first vice president; C. H. Prescott, Jr., second vice president; C. H. Bond and George F. Craig.

Many important matters were considered. The reports indicated a healthy growth in the general work of the association. A number of new applications for membership were received.

President Dill has announced his various committees for the ensuing year, and has exercised rare judgment in the selection of the best men in the organization to carry out the work that will be entrusted to them.

The Executive Committee is named in the first paragraph of this article. F. E. Parker, Saginaw, Mich., is made chairman of the Board of Managers of the Bureau of Information; W. G. Frost, New York City, of the Arbitration Committee; R. W. Highie, New York City, of the Legislation Committee; F. R. Baheock, Pittsburg, of the Railroad and Transportation Committee; G. M. Stevens, Jr., New York City, of the Fire Insurance Committee; Horton Corwin, Jr., Edenton, N. C., of the Marine Insurance Committee; E. M. Wiley, New York City, of the Audit and Finance Committee; F. S. Morse, Springfield, Mass., of the Trade Relations Committee; George F. Craig, Philadelphia, of the Forestry Committee; W. W. Knight, Indianapolis, of the Terms of Sale Committee, and M. S. Tremaine, Buffalo, of the Special Membership Committee. R. C. Lippincott, Philadelphia, chairman; George P. Sawyer, Buffalo, and Lewis Dill, Baltimore, constitute members of the Advisory Board of the

American Forestry Association. These gentlemen were selected by the American Forest Congress at its Washington meeting on Jan. 2-5, 1905.

One of the most important committees appointed is the Hardwood Inspection Committee, which consists of the following:

M. M. Wall, Buffalo Hardwood Lumber Company, Buffalo, N. Y., chairman.

W. L. Sykes, Emporium Lumber Company, Keating Summit, Pa.

J. V. Stimson, Huntingburg, Ind.

J. L. Alcock, Baltimore, Md.

N. H. Walcott, Gage Lumber Company, Providence, R. I.

M. E. Farrin, M. E. Farrin Lumber Company, Cincinnati, O.

W. E. Litchfield, W. E. Litchfield & Brother, Boston, Mass.

This is the strongest committee on hardwood inspection that the National Wholesale Lumber Dealers' Association has ever had, and it goes without saying that it will accomplish much in its recommendations to the National Wholesale Lumber Dealers' Association toward the unification of hardwood inspection methods. Every man on the committee has a reputation for sterling integrity, broadmindedness and a thorough knowledge of hardwood lumber affairs. Inasmuch as the National Wholesale Lumber Dealers' Association in its organization of its Board of Trustees, which contains fifteen members out of twenty-one who are either exclusively hardwood men or largely interested in hardwood affairs, it would seem that the association ought to take a very prominent part in straightening out the irregularities and inconsistencies of hardwood manufacturing, dealing, selling and inspection during the next year.

Hardwood Flooring.

Hardwood flooring of a high-class type has only been produced in commercial quantities within the last ten or twelve years. Before that time small amounts of oak and black walnut were made into fairly acceptable flooring by very slow and laborious processes, and then after the flooring was laid, as much more work was expended in smoothing it up properly, so that anything like a good and even surface could be made.

It has cost vast sums of money and the expenditure of a great deal of thought and ability to make hardwood flooring. It is rare indeed that the layman, lumber dealer, contractor, carpenter or user appreciated the infinite pains that is taken in the making of modern hardwood flooring. The result of years of experience has shown how the lumber can be dried to a nicety; years of patient endeavor and experiment have shown the woodworking machinery men how to construct machines of sufficient weight, nicety of adjustment and length and strength of bearing that would produce accurately the proper surfacing, tonguing and grooving. Other expert machinery men have evolved scraping machines that have removed from the surface of the flooring the tool marks left by the revolving bits of the four side machines. Still other machinery makers have built accurately adjusted tools for end matching and for boring the flooring for blind nailing.

These tools have all been evolved within

the last twelve years, and to their just handling and improvement from time to time no little credit is due to the flooring maker himself. He has recognized the weak points of the old tools, and has interested machinery makers into a gradual strengthening of parts, adding weight where weight was needed, lengthening bearings, increasing the width of pulleys, and providing every means whereby flooring could be accurately produced from very hard and refractory lumber.

These results have all been accomplished, and today hardwoods of the most notoriously bad milling qualities are being converted into kiln dried, accurately matched, polished, end matched bored flooring, that will lay upon an evenly matched sub-floor or accurately lined-up joists with an accuracy that renders but very little finishing process necessary. A properly laid modern floor of white oak, red oak, maple, birch or beech is now laid with accuracy and finished with beauty that approximates the sheen of a piece of mahogany furniture or of a rosewood piano. Users are gradually being taught how to keep floors properly finished, so that they will remain an article of beauty within the house for an almost endless period of time.

At this time the principal product of the hardwood flooring factories is made from hard maple, and the principal seats of these operations are within the states of Michigan and Wisconsin and in Chicago and Buffalo.

The best quality of maple floor produced is that manufactured from Michigan maple lumber, whose physical characteristics are the best for flooring purposes. For resisting wear this material is unequaled.

Oak flooring made from both white and red oak and from both plain and quarter-sawn stock is next in volume of production, and even of a higher type for fancy and high-class purposes. The centers of production of oak flooring are at Nashville, Tenn.; Sardis, Miss.; Cincinnati, O.; Chicago, Ill., and Detroit, Mich.

Considerable quantities of birch and beech flooring of a very acceptable quality are made within the state of Michigan, and the South is also producing considerable beech flooring.

The average flooring maker has grown to be very proud of his product, and thus one will note branded on various makes the trademark of the manufacturer. One concern at Cadillac, Mich., brands its floor "Electric"; a house at Hermansville brands its flooring "IXL"; concerns at Saginaw brand theirs "Wolverine" and "Saginaw"; a big Nashville house stamps its flooring "Acorn" brand; a Milwaukee concern's output is known as "Perfection," while other factories have various brands, all well known in both the home and foreign markets.

This trade-marking a man's goods is a good idea. A maker's trade-mark stands for quality. A product of any kind that has become well known and that has gained recognition because of its merit is frequently imitated and offered to the trade as "just as good" as a superior article. A trade-mark is an assurance that the quality and grade of the goods are backed by the maker's reputation and, ordinarily, they stand head and shoulders above the other class that bears no identification mark of its origin. Buyers of flooring throughout all the country have learned to appreciate trade-marked flooring, and now orders most frequently are placed with the indorsement that flooring of a certain make is wanted—a flooring with which the buyers have become familiar through the trade-mark.

The large and small plants now producing hardwood flooring throughout the United States probably make in the aggregate fully 500,000,000 feet annually. The making of hardwood flooring in miscellaneous lengths, both long and short, has rendered economical practices in lumber manufacture very prevalent. It is no longer the custom to have hardwood flooring made in straight twelve, fourteen and sixteen-foot lengths, but it goes to the buyer bundled in varying lengths, from two to sixteen feet, but no two pieces may be of exact length. The contents in feet of the bundle are marked upon it rather than the contents on each piece; and as every piece of flooring is end-matched, it works into a floor with very little waste, and affords just as strong, durable and perfect a floor as though it were actually manufactured entirely out of long length and clear lumber.

This method of manufacture renders it possible to make a considerable quantity of flooring out of common and cull lumber, and when the defects are eliminated the resultant product is just as valuable as though it had been made out of the best quality of stock.

Again, flooring makers are now very carefully assorting their flooring for color, for grain and for surface defects. Thus a man wishing to obtain a perfect floor of an even tone of color, whether it be clear white red oak or white oak, can readily secure it, maple, red beech, quartered or plain sawed and can purchase it at a price very much lower than as though these modern methods and ideas had not been put into force and become acceptable to the trade.

The hardwood flooring industry is still in its infancy, although today but few people who build a good house, who construct an office structure or who specify the material entering into a public building, would think of completing their plans without specifying that the floors be laid of some variety of hardwood flooring.

New Memphis Company.

The American Hardwood Manufacturing Company, recently organized, will erect its plant in North Memphis as soon as a location can be decided upon. The officers and directors of the company are Memphis people whose names will afford a guarantee of its stability; they are: Dr. E. A. Neely, president; S. Willner, vice-president, and the following board of directors: P. E. Stonebreaker, J. Applewhite, W. R. Barksdale, J. W. Thompson, George Brasfield, G. T. Fitzhugh and Dr. A. R. Porter.

At present the company expects to have its Memphis plant in operation in three or four months. The company also contemplates operating subsidiary plants in other states.

Mention has already been made regarding this concern's proposition to fill wood while in the rough with some chemical preparation which will render the wood solid by filling up the natural pores of the fiber and at the same time color the grain of the wood.

New House at Johnson City.

The Pinnacle Lumber Company is the name of a new wholesale hardwood concern at Johnson City, Tenn., made up of W. P. Perry and R. R. Piper. Mr. Perry for the past eighteen years has been identified with the buying and shipping of lumber in Michigan, Canada, Tennessee and North Carolina, and more recently has been associated with the Galloway-Pease Company of Johnson City. He takes charge of the purchases in the vicinity of Johnson City. R. R. Piper, who has been employed by the Galloway-Pease Company as accountant for the past three years, has charge of the Johnson City office. It is not the purpose of the firm to run a yard, but to do a general car lot buying and selling business in hardwoods, white pine and hemlock.

Out of Proportion.

The owner of a single band sawmill, in showing me through his plant recently, called particular attention to his filing room and the various tools and machinery therein. He said to me, "Do you know, I think in common with a good many other lumber manufacturers, I have gone daffy on my expenditure in saw fitting tools. The cost of this outfit represents more money than did the first saw mill I owned twelve years ago. This mill is cutting no more lumber and no better lumber than I then manufactured, and my total filing room equipment

at that time consisted of a gummer and a Hanchett swage. I think the gummer cost me about \$100 and the swage \$25 or \$30. Of course, this kit of elaborate tools for a filer to tinker with makes it all very pleasant for him and renders his work easier, but I believe that when I build another mill I will reduce the expenditure I make in saw fitting tools about 90 per cent."

The gentleman's remark called up to my mind reminiscences of the Hanchett Brothers, who some fourteen years ago invented a little, unique, adjustable saw swage, and started to manufacture them in a small shop at Big Rapids, Mich. The tool immediately found favor in the eyes of saw mill men; gradually it was improved and perfected; and the sales of the tool went on multiplying, and it has so continued ever since until up to this time more than 6,500 are in use. The little shop has grown to be a big factory, known as the Hanchett Swage Works, which makes not only the original swage for circular, gang and band saws, but another small and effective tool for shaping the swage of teeth and side dressing, which has grown to be almost as popular as the original saw swage.

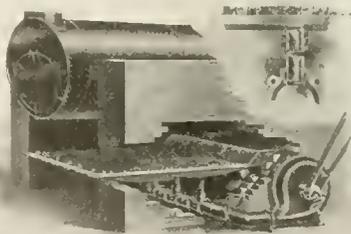
The Hanchett Swage Works have an absolute faith in the utility and economy of their tools, and advertise in the HARDWOOD RECORD and elsewhere that any one who is not familiar with them can have them sent on thirty days' free trial. The experience of the makers is that very few are ever returned, but that almost invariably a letter of commendation speedily arrives, accompanied by a check. H. H. G.

A Celebrated Blast Grate.

This is the time of year when millmen whose boilers are not generating all the steam they should or who have difficulty in disposing of their refuse begin seriously to consider how best to solve the problems thus presented.

The majority of RECORD readers need not be informed that an excellent solution consists in the installation of the well-known Gordon hollow blast grate, which passed its experimental stage so many years ago that there is and can be no doubt as to its efficiency and durability.

Occasionally a person is found who appears to



GORDON HOLLOW BLAST GRATE.

think that a forced draft, while admittedly producing the desired results, is for some mysterious reason objectionable. There is no reason why natural draft should be superior to forced draft in any particular.

Inasmuch as the Gordon Hollow Blast Grate Company of Greenville, Mich., one of the leading manufacturers of blast grates, edgers and trimmers in the world, is usually taxed to its utmost capacity, especially at this season of the year, it would be well for those contemplating the installation of a system of this character to investigate without delay.

As noted in these columns heretofore, the Gordon Hollow Blast Grate Company has added to its facilities for the production of its machinery during the past year, but, on the other hand, its always large business is rapidly and steadily increasing, and so it would be well for all intending customers to anticipate their requirements as much as possible that they may not be disappointed by delay in shipment when they place their orders.

On Circular Saws.

An interesting bit of trade literature has been received at this office especially deserving of mention. While each manufacturer of hardwood has more or less of a predilection as to the style of saw to be used, all will appreciate the points brought forward by J. H. Miner, Lumberton, Miss., in his brief article on circular saws. Mr. Miner, as an expert, practical filer, is in position to speak with the authority gained by long experience. This makes the more forceful his claim that the large, thin saws manufactured by him are fully warranted not only in construction but to make perfect lumber, cutting but little more kerf than the band saw. The HARDWOOD RECORD commends to its readers this little pamphlet, entitled "Investigate First."

Miscellaneous Notes.

The Lake Superior Corporation's veneer mill, located at Sault Ste. Marie, will start up April 15. Between now and that date a number of improvements will be made, including a number of new and up-to-date machines.

The Virginia Hardwood Company of Fort Smith, Ark., has been reorganized. Secretary Hadder says there will be no difficulty in carrying on the plant, and paying off all indebtedness. A number of Fort Smith capitalists, including W. J. Echols and J. T. Nelson, have secured interests in the plant.

John M. Shank of Beech Valley, Pa., has the contract for stocking the logs from the Kelly tract in Cascade township for Mansel & Metzger of Williamsport, Pa. The cut is over 2,000,000 feet, mostly hardwood.

The Chandlerville Hardwood Lumber Company of Chandlerville, Ill., has been incorporated with a capital of \$15,000 by Albert Aman, D. Frederick, N. E. Mann.

The Fearon Lumber & Veneer Company of Ironton, O., has a large contract for sawing and expects to run its mill night and day from now on.

A news paragraph has it that the Chicago-Texas Lumber Company, which owns 16,000 acres of hardwood in the eastern part of the parish of Lake Charles, Louisiana, is preparing to put in a new hardwood mill on the Santa Fe, on its new line from Jasper, Tex., to Ridder. A town site has been platted around the mill, to be called Hall City, and will be a prototype of the present settlement of Merryville. Thus the Rev. Hall will further perpetuate his name and fame, in adding the name of a city and real estate promotion to his hitherto variegated career of preacher-lumberman.

The annual meeting of the Jamestown (N. Y.) Panel & Veneer Company was held on March 4. The old board of directors were re-elected. The president of the company is George Noble and the superintendent is Albert P. Lowell. Mr. Lowell is also manager of the plant of the company at Asheville, N. C. This company manufactures veneer panels and table tops, and has just closed a very prosperous year.

D. A. Stratton will soon build a new handle factory at Alpena, Mich. Mr. Stratton has hitherto been connected with the Lobdell-Bailey Manufacturing Company at Onaway, Mich. The new plant will manufacture handles and all kinds of turned articles.

The Kentucky Lumber & Veneer Company of Jackson, Ky., recently had a wreck on one of its logging railroads, resulting in the severe injury of Hiram Hays, a woods foreman.

The Fort Smith, Ark., Hardwood Company has selected a site for a new sawmill plant at that place.

There is considerable white oak still owned by farmers in the southern portion of the lower peninsula of Michigan. Leonard Spaulding recently sold the white oak timber on eighty acres of land near Battle Creek for \$7,500 cash, and

retains the ownership of the land and of all trees under ten inches in diameter.

Meridian, Miss., thinks it should have local furniture factories and other woodworking establishments in which to utilize its native hardwoods, rather than shipping its lumber products to the north to be converted into finished products and then returned to it for sale.

T. P. Bowers of Petersburg, W. Va., has bought of the U. S. Leather Company the chestnut oak timber peeled on the Landes tract of land and will have it sawed into lumber.

Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

Chicago.

Frank F. Woods, general manager of the S. A. Woods Machine Company of Boston, was in Chicago for a few days recently in consultation with R. B. Dunsmore, western manager of the great woodworking machinery house. The company has just transferred its Chicago headquarters from the Merchants' Loan & Trust building to 811 Railway Exchange, where Mr. Dunsmore has very handsome and convenient offices.

Henry Ballou, manager of Cobbs & Mitchell, Inc., Cadillac, Mich., was in the city on Tuesday last en route to Memphis and Kansas City on a business trip.

On March 25 petitions in insolvency were filed against the W. & B. Lumber Company of this city, and William H. Heurer was appointed receiver. Internal dissensions among the stockholders have caused this misfortune, although it is alleged that the debts of the company amount to about \$45,000 with assets that will not exceed \$30,000.

Theodore Fathauer, president of the Theodore Fathauer Company and of the Chicago Hardwood Exchange, has been on a Michigan buying trip during the past few days.

W. O. King of W. O. King & Co. was up along the Michigan shore last week, arranging for the forwarding of his large purchases of maple and other Michigan hardwoods, for which he contracted in the early part of the season. It is understood that fully 75 percent of his purchases have been sold and will go forward direct to his trade.

Representatives of nearly all the maple flooring producing houses in the country were in the city on March 30 in attendance upon a meeting of the Maple Flooring Association. Reports generally were very favorable on prevailing conditions, and it was thought that the present demand warrants a maintenance of the list price. The headquarters of this association is now located at 159 La Salle street, Chicago, and W. R. Keane is its secretary.

Among recent visitors in Chicago who were callers at the HARDWOOD RECORD office were J. W. McClure of Thompson & McClure, Memphis, Tenn.; E. C. Groesbeck, secretary of the Stearns Company, Grand Rapids, Mich.; Frank W. Vetter, manager of the Empire Lumber Company, Buffalo, N. Y.; George Shriver of Shriver Bros., Massillon, O., and J. H. Garrison of Paducah, Ky.

The Southern Oak Lumber Company is the name of a new Chicago hardwood concern capitalized at \$50,000. The incorporators are Elmer H. Adams, A. E. Fiper and N. Rosenbom. The office of this company is at 707 Chamber of Commerce building.

It has been practically decided by Secretary A. R. Vinnege of the National Hardwood Lumber Association and by the Chicago Hardwood Exchange that the Illinois delegation to the Buffalo convention, to be held May 18 and 19, will go over the Michigan Central Railroad, leaving Chicago on the 5 p. m. flyer on May 17. It is expected that the Wisconsin and Minnesota delegates will join the Chicago crowd here, and that the West Michigan visitors will have their sleeper from Grand Rapids attached to the same train at Jackson.

A recent sale of walnut logs at \$90 a thousand feet is reported as having taken place at Filppin, Ark.

David Goshaw of Ean Claire, Wis., who recently purchased the McKay sawmill at Cobban, on the Holcomb line, bought 75,000 feet of hardwood from the Circle Manufacturing Company. The timber is located near Cobban and will be hauled to the mill and manufactured into table leg stock.

L. B. Lesh of the Lesh & Matthews Lumber Company is in Memphis on a business trip.

Boston.

The Lumber Trade Club, Inc., of Boston will hold its next regular meeting at the Exchange Club on Thursday, April 13. E. D. Walker of John M. Woods & Co., who is first vice president of the club, will deliver an address on the cost of doing a hardwood business, with special reference to the expense of handling and loading. Other well-known hardwood dealers members of the club are Holt & Bugbee, Clark & Smith, Palmer, Parker & Co., Parker & Page and Lawrence & Wiggin. John R. Bugoe of Holt & Bugbee, with E. D. Walker of John M. Woods & Co., represent the hardwood interests as members of the executive committee.

A. T. Stearns of the A. T. Stearns Lumber Company, who has been spending the past two months in Florida, returned to Boston on Thursday last after a most enjoyable trip.

The hardwood dealers are evidently getting better prices outside of New England, as a number have been or are now in New York and other outside markets. Among the Boston dealers who are now in the New York market are F. W. Lawrence of Lawrence & Wiggin and M. Walter Hart.

William E. Litchfield, who owns and operates a hardwood mill in Indiana, states that his volume of business is decidedly greater than that of last year and that the demand appeared to be "before hand." The business which dealers are now receiving is to a considerable extent identical in quantity and kind with what is usually obtained from April 1 to May 15 of each year.

Lawrence & Wiggin, the Tabasco mahogany specialists and dealers in general hardwoods, have not yet moved into their new offices in the Mason building, owing to a delay in finishing the interior. When completed the offices will be among the finest in the city.

Palmer, Parker & Co., mahogany and veneer manufacturers, whose mill and docks are located in Charlestown, were visited by river pirates one night recently in the shape of the crew of a Philadelphia coal barge, who stole a quantity of valuable rough lumber, hiding it in their barge, which was due to sail the next morning. The loss of the lumber was promptly discovered. The barge was searched and the stolen material found. The crew at last accounts was in jail.

Reports from Canada, especially from the eastern part of that country, are to the effect that the English market is a heavy purchaser of lumber this year. W. C. B. Robbins of the Suncook Valley Lumber Company, who has just returned from the maritime provinces, stated that English buyers are purchasing even live edge log run (mill culls out) beech, birch and maple cut mostly 3 inches thick for \$12 f. o. b. vessel at Nova Scotia shipping points.

The committee appointed to investigate the affairs of Shepard, Farmer & Co. report that the company's convertible assets are worth approximately 45 percent and recommend that Mr. Shepard make a cash offer in composition of 37½ percent, pledging the assets to secure the cash. Mr. Shepard has already offered 30 percent cash in settlement.

Frederick M. Stearns of the Cypress Lumber Company returned recently from a two weeks' stay at that company's plant in Appalachicola, Fla. There is now an abundance of water in the streams in that section and the supply of logs is ample at the mill, insuring a full cut for the season. In addition to the usual amount of cypress manufactured by the company there is this year an exceptionally fine run of ash and gum.

The Massachusetts Wholesale Lumber Association held its regular meeting at Young's Hotel on April 7. Dinner was served at six, after which a short business meeting was held, followed by an entertainment.

New York.

The International Mahogany Company of this city, organized sixteen years ago with an alleged capital of \$3,500,000 to exploit large tracts of mahogany timber in Cuba and Mexico, is in financial difficulties. A petition in bankruptcy was filed against the company April 4 by Thomas & Oppenheimer. The company was incorporated under the laws of West Virginia. The directors were principally Pittsburg and Cincinnati men, and Robert Laidlaw of Cincinnati was the first president, but recently he was succeeded by George F. Montgomery. On April 4, 1904, the company gave a total mortgage on its lands, plant and stock for \$1,000,000 to the Knickerbocker Trust Company of New York, to secure an issue of bonds for that amount, of which \$225,000 cash is said to have been received. The failure is not much of a surprise in local trade circles, owing to persistent rumors current for several months that the company was short of working capital. As a matter of fact the deal was too big a one for either the money or brains back of it.

The action of the board of managers of the National Hardwood Lumber Association, appointing salaried inspectors in the leading consuming markets, is received here with approbation. It is believed that the system will make both buying and selling conditions more satisfactory to those who do business under these rules.

George H. Storm & Co. have purchased the business heretofore conducted by Fowler & Silberhorn at Seventy-second street and East River, Manhattan. The firm will move to its new location soon, and expects to improve the property very materially by the building of a larger shed, which will enable it to carry three times as much stock as formerly. A modern office building will also be constructed, as well as a saw and planing mill.

Ogden & Co., Manhattan, one of the oldest hardwood and woodworking concerns of that district, will retire from business about May 1.

Dunat & Pell, a retail domestic and foreign woods firm at the foot of Broom street, have decided to close out their Brooklyn yard.

John Lanzer, who has conducted a hardwood trim and molding plant in the Bronx, has made a general assignment, following an involuntary petition in bankruptcy. The assets are estimated at \$30,000.

James Taylor & Sons, hardwood retailers, have purchased a plat of ground running through from Twenty-seventh to Twenty-eighth streets, near Eleventh avenue, for a new yard site.

Charles A. Christman, a New York hardwood retailer, has purchased a plat of twelve city lots on West Thirty-eighth street between Tenth and Eleventh avenue, running through to Thirtieth street, to which point he will remove his business within a few weeks.

Willson Brothers of Pittsburg have opened a local office at No. 1 Madison avenue under the management of J. B. Hatch.

W. W. White of Pittsburg has been added to the selling corps of the Barr & Mills Company in the metropolitan district.

F. A. Nicola of Nicola Brothers Company, Pittsburg, was a visitor in this market last week.

Frank F. Fee, the well-known quartered oak

manufacturer of Newark, O., was a caller on the local trade recently.

F. W. McCullough, the hardwood exporter of Norfolk, Va., made a flying trip to New York last week.

S. L. Eastman of the S. L. Eastman Flooring Company, Saginaw, Mich., spent several days in town last week looking after his maple flooring business.

Nelson H. Walcott, president of the L. H. Gage Lumber Company, Providence, R. I., who enjoys a large business in the metropolitan district, visited the trade on March 22.

T. H. Wall of the Buffalo Hardwood Lumber Company, Buffalo, was another New York visitor last week.

R. C. Scatcherd of the Batavia & New York Woodworking Company, manufacturers of interior finish, was here last week, looking after his company's business.

F. J. Cronin, the genial individual who looks after the interests of the Yellow Poplar Lumber Company, Coal Grove, O., was a visitor during the past fortnight.

The coffin factory of J. & J. W. Stolts Coffin & Casket Company, East One Hundred and Sixth street, Manhattan, was gutted by fire on March 22, entailing a loss of \$100,000. The loss was fully covered by insurance.

Felix A. Mulgrew, senior member of F. A. Mulgrew & Sons, mahogany importers and manufacturers of East Eighth street, Manhattan, died on March 20 in the seventy-second year of his age. He had been associated in the mahogany and veneer business for the past fifty years.

The Louisiana Stave & Tie Company has been incorporated in this city with a capital of \$200,000. The directors are Henry and F. L. Beckerle and C. R. Woolthan, all of Richmond Hill, L. I.

C. O. Shepard, New York sales manager of the Emporium Lumber Company, reports the hardwood business as showing a steady improvement.

Hixon & Hewey, hardwood manufacturers and wholesalers in the Flatiron building, report themselves as well satisfied with present trade conditions. This firm is getting out a very attractive stock list entitled "Everymonth."

Among other hardwood lumbermen visiting the metropolitan district during the last fortnight were J. M. Hastings, Pittsburg; G. H. Northrup, Walcott, N. Y.; E. C. Brainerd of the Nicola Brothers Company, Pittsburg; J. H. Diferderfer, Philadelphia; R. B. Currier, Springfield, Mass., and L. H. Briggs, Saginaw, Mich.

M. A. Hull, who has been associated with William E. Fptegrove & Brother, has engaged in the hardwood business on his own account, at Avenue D and Eighteenth street. Mr. Hull is well and favorably known in both the foreign and domestic lumber and veneer business.

F. E. Longwell, vicegerent snark of eastern New York, will hold a concatenation at the Vendome Hotel, New York City, next Wednesday evening, April 12. Mr. Longwell is the lumber buyer of the great National Casket Company and has his principal office in Hoboken, N. J. He is a most loyal Hoo-Hoo and is doing good work for the order in the East.

Philadelphia.

Weather conditions are now suitable to outdoor work and building operations of every description are under way in almost every section of the city. That Philadelphia can claim the name of "City of Homes" is evident by the number of two and three-story dwellings for which permits have been issued. During the first quarter of the year 1,609 permits were issued for operations, at an estimated cost of \$8,514,780, a gain of \$3,089,150 over a corresponding period of 1904. The cost of the construction of dwellings has increased nearly 40 percent in the last ten years. This is due to the advance in the cost of building material, and also to the fact that the workers in the building trades are receiving more pay.

The business session of the eighteenth annual meeting of the Lumbermen's Exchange will be held in its rooms at the Bourse on Thursday, April 13. President A. J. Cadwallader will be urged to accept a renomination, as the association has been most successful under his administration. In case he declines to serve again, which is probable owing to pressure of other business, Vice President E. B. Malone will be elected. A change from the usual form of entertainment will be made this year. The business session will be followed by a banquet at the Union League in the evening, the theater party which has been the custom for several years past being dispensed with.

Forest fires are destroying much valuable cedar timber at and near the town of Waterford, N. J. Several hundred acres have been burned over and the loss, as reported by the owner of only one tract, is \$25,000.

Robert W. Schofield of Schofield Bros. and George W. Lance, a salesman, are making a trip through West Virginia, Kentucky and Tennessee to purchase hardwoods. Mr. Schofield writes that they have been successful in making several good contracts, although not as many logs have been cut this year as formerly.

Wilson H. Lear has returned from an extended trip to California, where he has been resting for the past six weeks. Business at the yards was brisker during March than for several years past.

The Rumbarger Lumber Company has been busy right along and reports that the various mills in which it is interested are filled up with orders. The company anticipated a large amount of business from the beginning of the year and prepared for it. The concern, like all other lumbermen, has suffered to some extent by a poor supply of cars. Men on the road report everything in a very satisfactory condition. The business developed so far has been entirely as expected. John J. Rumbarger was in Pittsburg for a few days last week.

The J. G. Brill Company, car builder of this city, has an order for a large number of cars for the Manila electric tramways and made their first shipment of part of the order the latter part of March. The woodwork is East Indian teak. This variety of wood is necessary because the ants that infest the Philippines destroy the kinds of wood commonly used.

Charles K. Parry of the Parry-Richter Lumber Company is back after a trip down East calling on the trade. He has been away about five weeks, having spent some time in North Carolina, where the company is interested in a mill. Business is running along nicely with the company and considerable has been done in hemlock.

Samuel H. Shearer & Son are very busy and say business has gotten down to the warm weather standard. The demand for maple flooring because of the extensive building going on has kept this line active with them and they are sanguine of a good year's business.

The spruce and hemlock business of Robert C. Lippincott is reported by Salesmanager Perry as being heavier than this time last year, with prospects of large increase as the season advances.

Eli B. Hallowell of Eli B. Hallowell & Co., who was elected by the Twenty-fourth ward on the Republican ticket in February, took his seat in Select Councils on April 3. His chair was banked on every side with floral offerings from his constituents. This is Mr. Hallowell's first time in the select body, although he served two terms in the lower branch and has been placed on several committees of prominence, where his well-known capabilities found an outlet.

Salesmanager Clem E. Lloyd, Jr., of the Cherry River Boom & Lumber Company says March was a big month in the point of shipments, considerable new business coming in to both the Philadelphia and Pittsburg offices. Not only was the main mill of the company kept

running steadily to its full capacity but outside stocks were drawn upon as well.

A good steady demand has been the rule at the big yard of J. Gibson McIlvain & Co. all season, not only in the hardwoods but in building lumber as well. There is quite a call right along for oak, both quartered and plain, and the heavy stocks of the company are well drawn upon.

Justin Peters, manager of the Pennsylvania Lumbermen's Mutual Fire Insurance Company, reports a remarkably prosperous condition of that organization. The new offices of the company on the ninth floor of the Drexel building are being handsomely fitted up. The increasing business of the company necessitated the move to larger quarters.

Joseph P. Dunwoody of Joseph P. Dunwoody & Co. is home after a brief trip up the state. He says the hardwood business for interior finishing can be depended upon to keep the dealers busy for a long time.

W. J. Betts, a prominent Clearfield lumber producer, was a visitor in this city last week for several days, as was also John E. DuBois of DuBois, Pa., and Robert R. Rumbarger from Elkins, W. Va.

The Tomb Lumber Company of Philadelphia has been incorporated with a capital of \$50,000. The incorporators were: Cnrtis T. Baker, Herbert Harris and William E. Zellis.

John Airey, formerly a well-known lumberman of this city, died March 27. Mr. Airey was 51 years of age. He was president and general manager of Stokes Brothers Company, Inc., since its organization. Mr. Airey gained his knowledge of the lumber business in the yard of Hugh McIlvain & Son (now J. Gibson McIlvain & Co.). Starting as a boy of 15, he soon showed the ability to sell lumber and rapidly pushed himself to the front. His sterling qualities won him many friends while on the road. A widow and one child, a boy, survive him.

Theophilus W. Smaltz, a retired lumber merchant and builder, died March 25 at his home, 1724 North Sixth street, aged 57. Mr. Smaltz at one time had a yard at Ninth and Oxford streets and other places. He was a Knight Templar and also a member of St. Luke's Evangelical Lutheran Church. He is survived by a widow, a daughter and two sons.

It may seem strange when such a scarcity of oak exists that oak logs are being cut in the city, but nevertheless it is true. A tract of land heavily timbered in the western section of the city has until recently withstood the encroaching population, but is now being cut into building lots. The trees are being felled by Charles W. Ash, who purchased the timber rights and is shipping them to West Chester to be sawed.

Baltimore.

Mottu & Buckingham, the new hardwood firm with offices in the Builders' Exchange building, which some time ago purchased a tract of about 6,000 acres of hardwood timber in Augusta and Rockbridge counties, Va., and is erecting a mill on the tract, will be ready shortly to make shipments. The machinery is being installed and the mill is expected to be in running order by the first of next week. Mr. Rudolphe Mottu, the senior member of the firm, left last Sunday to be present when the plant is put into operation. A little later he will visit the various lumber centers of Great Britain and the continent and establish connections for his firm, which will give much attention to the export trade. Mr. Mottu is thoroughly familiar with conditions abroad and speaks a number of European languages.

The managing committee of the Lumber Exchange held its monthly meeting last Monday afternoon, with President Norman James in the chair. It was stated after the meeting that only routine matters had been taken up, such

as the settlement of controversies as to grading and other business affecting the relations between members.

James H. Cranwell, president of the J. C. Cranwell Lumber Company, which is developing a tract of timber land near Pikeville, Tenn., having erected a mill there, has gone on one of his periodical trips to the place to confer with other members of the company on various matters. He will then go to Pennsylvania and New York on business, and will be away from his office on St. Paul street, this city, for about one month.

The R. E. Wood Lumber Company is moving into its handsome and comfortable new offices on the sixth floor of the Continental Trust building. The interior woodwork is mahogany, and the office furniture will be in keeping with it. Among the other lumbermen in the building are E. E. Price and W. O. Fricke. The latter has been away a considerable part of the time of late. After returning from a trip to North Carolina and other states last week he left again Tuesday for West Virginia, looking up stocks and observing inspection. He is keeping a close watch on trade developments.

Price & Heald have received word from Thomas H. Griffin of Price & Pierce, London brokers, that he will very shortly visit the United States and spend a few days in Baltimore. Mr. Griffin will cover a large part of the United States on his trip, visiting hardwood sections and carefully studying the conditions that now prevail in the trade.

There is a movement on foot among some of the hardwood firms here to form an organization exclusively for hardwood men, which shall act as an auxiliary to the Lumber Exchange and co-operate with it. Active in pushing the movement are G. W. Eisenhauer of Eisenhauer, MacLea & Co., David T. Carter of Carter, Hughes & Co. and Richard P. Baer of R. P. Baer & Co. The new body would of course be closely affiliated with the Exchange and work in harmony with it, as the Retail Lumber Dealers' Association does at the present time. It is felt that in this way matters of special interest to hardwood men will receive more thorough consideration and that the entire trade will be benefited by the division of work.

G. W. Eisenhauer of Eisenhauer, MacLea & Co. has gone to Asheville, N. C., on business for the firm. He will be gone about two weeks. Norman James, president of the Lumber Exchange, accompanied him. In about two weeks the firm Eisenhauer, MacLea & Co. will begin the work of demolishing the buildings on the property purchased by them fronting on Eastern, Canton and Central avenues and Eden street. A large lumber shed of the latest design is to be one of the structures to occupy the lot, and to make way for it the present houses must be removed. The firm will remain in its old location on West Falls avenue until the dock improvement work necessitates a change of base.

George M. Speigle, chairman of the special Association, which has charge of the movement to secure clean through bills of lading, if necessary prosecuting those transportation companies that refuse to comply with the Harter act, is expected here today to meet other members of the committee and discuss the latest developments of the National Hardwood Exporters' committee.

Pittsburg.

John H. McCord and J. M. Shively of East Liverpool, Ohio, have bought 9,320 acres of timber land on the Greenbrier river in West Virginia for \$300,000. The land is sixty miles below Huntington and is heavily wooded with oak, hemlock, poplar and ash.

Bids are now being taken for a large amount of hemlock and oak—chiefly ties and two-inch stuff—for immediate lumber use on the filtration plant at Asplwall. The contractors, T. A. Gillespie Company, will have the schedule for

frames, etc., ready in about a month, when an enormous amount of heavy construction timber will be needed.

The Forest Lumber Company has moved from the Phipps-Power building to the Diamond National Bank building, which was opened April 1. The J. H. Lindsay Lumber Company has also moved to the Diamond building from the Farmers' Bank building.

There is a general complaint among firms whose mills are in West Virginia and along the Ohio river about the difficulty of getting cars on the Baltimore & Ohio, the Chesapeake & Ohio, and the West Virginia Central railroads. This shortage coming so early forecasts a very serious impediment to business later on, when all kinds of freight are in full swing.

The American Lumber and Manufacturing Company has the contract for 2,000,000 feet of white oak near Burgettstown, Washington county, Pa. Two mills with a capacity of 15,000 feet each daily will start at once to cut off the tract, which is intended for the Pittsburg market.

J. N. Woollett, hardwood man of the American Lumber and Manufacturing Company, has been making extensive trips through Western Pennsylvania and West Virginia, buying stock. The company now has some big deals on hand and is in the market for 150,000 feet of brown ash—firsts and seconds—for interior finish. Mr. Woollett also reports the supply of poplar box board lumber very scarce.

The American Lumber and Manufacturing Company last week sold 500,000 feet of white oak in two orders. Most of it was for mill purposes.

The R. J. Munhall Lumber Company is doing a fine business in hardwood flooring and fine cabinet woods at its South Side yards on Twenty-second street.

Fred R. Babcock of the Babcock Lumber Company last week bought a two-acre site on Woodland road, Squirrel Hill, for \$50,000. The place is one of the most beautiful residence sites in Greater Pittsburg, and Mr. Babcock will improve it at once with a \$60,000 residence and a \$10,000 stable.

F. F., O. P. and A. G. Nicola of the Nicola Lumber Company are very busy with plans and prospects for the Scenley farm, which they lately bought for \$3,000,000. They will spend \$400,000 this summer on streets and a large amount of building is to be done later on.

The Clay-Schoppe Lumber Company has been organized with W. A. Clay, president; Julius Schoppe, vice president, and Albert Breitwieser, secretary and treasurer.

The Pittsburg Lumber Company, which secured a charter some time ago, has a very comfortable suite of offices in the Ferguson building on Fourth avenue.

The Ohio Pyle Company has been incorporated with a capital of \$150,000. James McKelvey of Somerset, Pa., is president; D. H. Horton of Confluence, Pa., is secretary, and J. A. Guiler of Connellsville, Pa., is treasurer. The company lately bought 27,000 acres of land at Ohio Pyle for \$125,000, and estimates that it has on the tract at least 20,000,000 feet of oak and other hardwoods. J. L. and S. A. Kendall are the controlling members of the company. The tract is located on the Baltimore & Ohio railroad, and the company will at once put in two large mills.

The Yough-Manor Lumber Company is running its mills at Kendall, Md., to their full capacity, handling about 75,000 feet a day. The company now has between 2,000,000 and 3,000,000 feet of oak and hemlock in stock at its mills and reports business as excellent.

The Meadow Mountain Lumber Company, with offices at Wilmington, Del., has sold its property at Friendsville, Md., to a syndicate. The tract is located on the Baltimore & Ohio railroad, and has on it one mill cutting spruce, hemlock and oak. It is reported that the

buyers will finish cutting off the timber at once.

At the last meeting of the Pittsburg Wholesale Lumber Dealers' Association a report from all the large firms represented showed that business in the Pittsburg district is picking up very rapidly. The gist of opinion was that the present year will surpass any previous season in the sale of hardwoods.

The West Virginia Lumber Company, House building, Pittsburg, is cutting a large amount of oak, poplar and chestnut in Eastern Tennessee. It has a branch office at Johnson City, Tenn.

Buffalo.

The settlement of the various bankruptcy cases that have come up in the hardwood trade during the winter goes on rather slowly. In the case of the Queen City Lumber Company President George W. Shepard has been released from further liability on the payment of \$700. The claim on the company made by Fail & Company, another of the bankrupt concerns, is still pending.

J. N. Scatterd has spent considerable time at his Memphis mills of late, as he is not only anxious to keep them running actively but has an oak timber tract in view, which he hopes to secure.

Horace F. Taylor, president of Taylor & Crate, is the hardwood member of the Stavedore committee of the Lumber Exchange, as the company is one of the leading receivers of hardwood lumber by lake.

A full line of cherry is still reported by I. N. Stewart & Bro., just as if it was the easiest thing in the world to go out and pick up that sort of lumber. It sells, too, as well as the other hardwoods on the firm's list.

F. W. Vetter is off again to the Arkansas mills of the Empire Lumber Company and when the Buffalo yard is closed out next year he will be a resident of the Southwest most of the time.

Oak, ash and cypress are on the list of good things that are coming into the yard of the Buffalo Hardwood Lumber Company, the movement being hastened by barge loads coming from Mississippi points.

A. Miller mentions maple as one of the strong points of the stock in his Buffalo yard, with plenty of other hardwoods coming in from the South. His large stock of last fall has sold well, but the assortment is good yet.

The Hugh McLean Lumber Company is taxing all its sawmills in the West and South for oak, making that the leader in all its operations, though all other hardwoods are kept in assortment.

The Standard Hardwood Lumber Company had a big list of cars in from the South last month, mostly loaded with oak, and will repeat the operation this month. However, it goes out about as fast as it comes in.

The hardwood dealers are making some preliminary preparations for the entertainment of the convention of the National Hardwood Association. It is expected that the banquet will be held on the 19th of May, the second day of the meeting, although there is still some effort to set it down for the first evening. Everything seems to be in line for a good time and it is certain that the local committee under C. E. Yeager will do its duty.

The Buffalo hardwood lumber fraternity are laying out a great program for the entertainment of the National Hardwood Lumber Association, whose annual meeting takes place in this city on Thursday and Friday, May 18 and 19. The Buffalo hardwood dealers are to be the hosts of the occasion, and it is fully intended that the hospitality of the Queen City of the Lakes shall in no wise be found wanting. The headquarters of the visitors will be at the Iroquois Hotel, where the banquet will also be served on the evening of May 19. The meetings will be held in the auditorium of this hostelry.

Saginaw Valley.

Small operators in the woods have finished the winter work, the ice is out of the streams, navigation is practically open and the business of the season is on. A larger quantity of hardwood stock was put in last winter than was calculated on when the work opened in the fall. This is due to the exceptionally good conditions for logging during the winter. The mills that cut hardwood on this river will be pretty well stocked, as will those along the lines of railroad north and at interior points. The Michigan Central is hauling over its Mackinaw division several train loads of hardwood logs a day, which come to this river to be manufactured.

The high water caused Bliss & Van Auken, at Saginaw, to shut down their saw mill and flooring mill about two weeks, but operations were resumed again this week, and the season with this firm will be a busy one.

The Briggs & Cooper Lumber Company is doing a very good business, having secured a large stock of hardwood lumber cut at interior mills, which will be handled through the Saginaw yard or direct from the mills to the purchaser.

W. D. Young & Co. report the maple flooring market improving, as well as the demand, and their plant is running full force. They look forward to an exceptionally good season in their line. Besides the flooring business, they convert a lot of hardwood timber refuse from the lumber cut into wood alcohol.

The Campbell-Brown Lumber Company's mill at Bay City is in operation. This mill cut 3,066,000 feet of hardwood lumber last season and has a partial stock this season, with the probability of a full stock, as it cut for other parties.

John J. Flood is this week cutting out a quantity of mahogany logs imported from Africa by Ed. Germain of Saginaw. The logs are of different lengths, and the lumber is used in the manufacture of pianos. Mr. Germain began the manufacture of pianos a few years ago, after having investigated the subject exhaustively. He says that he engaged in the business for the reason that he realized the passing of the pine industry in this state, and that there were plenty of Michigan hardwoods that could be utilized in piano manufacture. Every year he imports a few hundred thousand feet of mahogany, usually from Africa, the product of that continent being peculiarly adapted to his uses. His ambition has always been to make the highest priced instrument in the country, and he says that he makes the best in the world. The cost of the mahogany lumber, when manufactured, including freight, purchase price of logs, and saw bill, is less than \$200 a thousand feet.

C. H. Prescott & Sons of Tawas City manufactured 1,400,000 feet of hardwood lumber last season and the mill burned in September. They purchased the old Miller & Stevens mill, three miles from Rose City, which is contiguous to a body of timber they own, and will construct six miles of road this summer to connect the mill with the timber.

Reinelt & Son's hardwood saw mill at Deckerville was destroyed by fire March 30. The fire is believed to have been of incendiary origin. The loss is estimated at \$4,000. Two years ago another mill burned on the same site.

The Churchill Lumber Company manufactured 2,000,000 feet of hardwood at Alpena last year, and will cut a larger quantity this year. The mill is expected to start about April 10.

The Gilchrist mill at Alpena has about 9,000,000 feet of hardwood to manufacture this season, and the plant has been overhauled and put in condition for business.

Cook, Curtis & Miller, who are to build a hardwood saw mill at Grand Marais, expect to begin the work of construction the first of

May, and the plant will be pushed along vigorously. The machinery has already been contracted for.

S. F. Derry & Co. have secured a stock of 4,300,000 feet of hardwood logs which will be manufactured in Millersburg and vicinity. The firm has also purchased 2,000,000 feet of hardwood lumber which was manufactured in that vicinity.

Bousfield & Co. of Bay City, who operate the largest woodenwood plant in the United States, put in 3,500,000 feet of logs last winter, mostly ash and basswood. This stock is railed from Gladwin county to the mill at the rate of a trainload a day.

Grand Rapids.

John H. Bonnell of the Hackley-Phelps-Bonnell Company has some mining interests in Colorado and has just returned from a trip to Denver.

The Louis Sands lumber and salt business at Manistee has been merged into a stock company under the name of the Louis Sands Salt & Lumber Company. Capital stock of \$1,000,000 has been subscribed, \$50,000 being paid in cash and the balance represented in property.

Henry Anderson has succeeded the late David Holmes as manager of the general store of the Mitchell Brothers Company at Jennings. He is a capable business man.

The Cleveland Cliffs Iron Company will extend its railroad north from Marquette to Big Bay, and a corporation with \$300,000 capital is being organized to put in a double band mill near Sauk's Head. One-half of the stock in the company will be held by Rush Culver of Marquette and W. F. McKnight of Grand Rapids, the remainder being held by Waldo W. Miller, a banker of Wellsboro, Pa., and other capitalists of that state. The company has acquired 20,000 acres of mixed timber and will install a mill with a capacity of not less than 100,000 feet. The tract is estimated to cut 300,000,000 feet of hemlock, birch, maple, basswood, pine and ash, and in addition there is a large stumpage of cedar poles, ties and posts.

The Hudson Lumber Company, capital \$80,000, was recently organized at Manistee. Headquarters will be at Garnet, fifty miles east, on the Soo line, where the mills are located. The company has purchased the interests of the Donaldson & Hudson Lumber Company, Mr. Donaldson retiring, and pine, hemlock and hardwood lumber will be manufactured. Officers are as follows: William Hudson, president; C. R. Orr, vice president; Martin H. Quick, treasurer; W. R. Hudson, secretary.

G. B. Daniels, formerly of the Dudley & Daniels Lumber Company and one of the old-time and successful hardwood lumber dealers of the city, is back in the harness again after a temporary respite pending the adjustment of affairs of the old company. The old offices in the Houseman building have been secured and the G. B. Daniels Lumber Company starts out with a bright outlook for the future. Mr. Daniels has returned from a stock purchasing trip south.

The Engel Lumber Company of this city is engaged in building a double band and resaw mill at Engelwood, Madison parish, La. This is a new sawmill town, located on the M. H. & L. and V. S. & P. railways. The company is building a logging railroad, known as the Alexander & Southwestern, which will connect the plant with the trunk lines and afford fine shipping facilities. The company has purchased as a basis for these investments 15,354 acres of virgin timber land, which comprises in large part a very handsome stand of white and red oak, gum, cane ash, hickory, soft elm and cypress. It is thought that the plant will be in operation by August 1. Herman Engel of the company is in charge of the operation. The name of the allied company operating the Louisiana enterprise is the Engel Land & Lumber Company. The Engel Lumber Company will

continue its Grand Rapids wholesale operations.

The Engel Lumber Company of this city has recently had a little experience with a lumber thief at one of its Louisiana plants. The fellow's name is Shores, and he had the nerve to order in a car and load out a car of lumber and get away with it. He disposed of the stock for \$100, but was very promptly caught and jailed at El Dorado, La., with good prospect of serving the state for some time to come.

The J. F. Quigley Lumber Company has been reorganized as the J. F. Quigley Lumber & Land Company, and the capital stock has been increased to \$100,000. This company carries one of the largest stocks of northern and southern hardwoods in the country, and maintains a well equipped yard at Grand Rapids, Mich. It makes a specialty of lumber for the furniture and kindred trades.

Cleveland.

Cleveland is building. Monday, March 28, was the busiest day in the history of the building permit department, forty-eight permits being issued, while on the corresponding day of last year only fourteen were granted.

T. J. Carmack, representing the Charleston Hardwood Finish Works, Charleston, W. Va.; H. L. Stemple of Forest Lumber Company, Pittsburg, Pa., and J. S. Sand of R. E. Wood Lumber Company, Baltimore, Md., were in the city last week. All report the demand for hardwood good and the supply of dry stock small.

B. L. Jenks of the Robert H. Jenks Lumber Company has returned from a trip to West Virginia and Tennessee mills.

Ralph Gilchrist of Alpena Mich., was in the city last week.

J. W. Wagner, manager of the yellow pine department of the Robert H. Jenks Lumber Company, has returned from a trip to Cincinnati, Louisville and Indianapolis and reports that the outlook for business never was better.

Cleveland is rapidly acquiring a reputation as a hardwood center. Buyers from both east and west are frequent visitors. Several of them, among whom were K. W. Hobart of Hobart & Company, Boston, Mass., and E. T. Moss of the Rockwell Manufacturing Company, Milwaukee, Wis. report the demand in their lines good.

Indianapolis.

The Walnut Lumber Company of this city is getting in considerable black walnut, for which there seems to be a steady demand. A new departure for this firm is red birch, a carload of which they received this week.

The Henderson Lumber Company of Bloomfield, Ind., has just been incorporated with a capital stock of \$20,000. The directors, eight in number, are: William Vaumeter, Charles E. Henderson, Harvey L. Doney, Fleming R. Vaumeter, Bruce F. Loughton, Charles G. Stalcup, James Hasler and Otto Herald.

J. M. Pritchard of the Long-Knight Lumber Company is out of the city on a business trip.

Edward Abbott and Thomas Thompson will establish a saw mill and planing mill at Milan, Ind., with a veneer mill attached. They will employ fifty persons.

The Dye & Thompson Lumber Company of Francisville, Ind., has been incorporated with a capital stock of \$15,000. The directors are Edward R. Dye, George D. Dye and Bert H. Thompson.

The Eaglesfield Company of Indianapolis has been incorporated with a capital stock of \$60,000 to manufacture and sell raw wood and other materials for building purposes. The directors of the company are Alonzo E. Robbins, James J. Eaglesfield and C. B. C. Eaglesfield.

The Foster Lumber Company of Indianapolis recently brought suit, in the superior court at Indianapolis, against the National Surety Company of New York City to secure payment of \$2,000. In the complaint it is alleged that, a

year ago, the National Surety Company furnished bond for Harrison Walter, who was then erecting a building for the Indiana State Normal at Torre Haute, Ind. Walter purchased his material of the Foster Lumber Company. The company alleges that he refused to pay and that his bondsmen also refused to pay; hence the suit. Mr. Walter and also the board of directors of the Indiana State Normal are made parties to the suit.

Bristol, Va.-Tenn.

Lumber market conditions in this section are very good and there is a heavy demand for all grades of stock. Dealers and manufacturers are from thirty to sixty days behind with orders, and many are compelled to turn down business for immediate shipment. The greatest trouble encountered is the car shortage. For the past several weeks it has been almost impossible to get cars, and the extremely serious situation is financially disastrous to lumbermen. The officials of the railroads have been appealed to in a futile effort to get relief from the situation, but they cannot make any promises as to early alleviation. Many dealers and manufacturers who depend upon shipping stock from a certain section have had their business entirely blocked and will not be able to do anything until cars for shipment can be secured.

The R. E. Wood Lumber Company of Baltimore, Md., has purchased a large double band mill at Knoxville, Tenn., and are having the same transported to the scene of their newly acquired operations in Carter county, Tennessee, where it will be put into operation within the next few weeks. The company has begun the construction of about five miles of road from the main line of the Virginia & Southwestern Railway. Attorney W. E. Taylor representing the company has returned to Baltimore, after spending several days in this section on legal business of the company. E. L. Warren, who has been with the company for several years, is in charge of the local offices of the company, which are being moved to Bristol from Johnson City, Tenn. The company recently purchased 1,960 acres of timber lands in Carter county from the Boston Iron & Timber Company, and contemplates purchasing adjacent land.

J. H. Bryan, president of the Bryan Lumber Company, has returned from Cincinnati, where his company recently opened a branch office and a lumber yard. Mr. Bryan reports that business in the Queen City is very encouraging.

Sam G. Owen, who has been connected with the Norfolk & Western Railway Company in important capacities for the past few years, has resigned his position with that company and entered the lumber business with the Stone-Isling Lumber Company.

It is rumored in this section that negotiations are being made with a view to leasing the large double band mill of the James Strong Lumber Company in this city for a period of several years. The mill has a capacity of 150,000 feet daily and is one of the best equipped mills in this section. It has been idle for some time.

John T. Dixon of the John T. Dixon Lumber Company of Elizabethton, Tenn., was a visitor in Bristol last week.

Paul W. Fleck, president of the Paul W. Fleck Lumber Company, has returned from Butler, Tenn., where he made arrangements to handle practically the entire output of the mill of the Luppert Lumber Company at that place. Modern improvements have been made on the mill, and it is large and capacious.

J. E. Broce and J. W. Broce are preparing to enter the lumber manufacturing business at Slady, Tenn. They will begin operation at once.

Paul W. Hayter of Abingdon, Va., has just closed a deal for a good sized tract of timber land on Walker's Mountain about six miles from Bristol. The property consists chiefly of

poplar, oak and white pine. The purchase was made from Daniel Rust. Mr. Hayter will manufacture the timber, and side tracks will be put in and mills erected at once.

Benjamin Jenks, prominently connected with the Robert H. Jenks Lumber Company of Cleveland, Ohio, was in Bristol as the guest of Paul W. Fleck during the past week. Mr. Jenks stated that his company was buying considerable stock in this section and that business was good.

C. Boice, president of the Tug River Lumber Company and of the Boice, Burns & Offett Lumber Company, was a visitor in Bristol last week.

John Hurt of Mendota, Va., was in Bristol this week on business in connection with his lumber interest at that place.

Calvin Decker of J. Gibson McHvain & Co. of Philadelphia was in Bristol last week in the interests of his company.

William S. Whiting of the Whiting Manufacturing Company of Vaughtsville, Tenn., was in Bristol last week.

E. E. Bradley, president of the Whiting Lumber Company of Elizabethton, Tenn., was a visitor in Bristol last week.

James D. Tate, a wholesale lumberman of Chilhowie, Va., was a visitor in Bristol last week.

Litigation has resulted from the recent assignment made by the Boyd & Alderson Lumber Company of Mitchell county, N. C., at Mountain City, Tenn., in which J. Walter Wright, president of the Merchants' and Traders' Bank of that city was named assignee. T. K. Garland of Shady, Tenn., and O. H. Vial of Mountain City have filed a bill in chancery seeking to set aside the assignment as fraudulent, inasmuch as it failed to provide for their sharing the assets. The bill prayed for an injunction, attaching a large amount of lumber of the insolvent company at Shady, Tenn., which was being sold to the Janney-Whiting Lumber Company of Philadelphia, and the same was granted. The firm owed the Merchants' and Traders' Bank at Mountain City several thousand dollars, and it is said that their liabilities will be considerably in excess of the assets.

Chattanooga.

The Consignees Favorite Box Company, whose head office is in Cincinnati, has recently made very extensive improvements on its veneering and box manufacturing plant here. A large brick office and storeroom has been erected and a tract of about six acres has recently been added to the site. Some new machinery has been installed and the output has been doubled within the past two months.

The Arnold Lumber Company, one of the new lumber concerns of this city, whose plant is located at East Lake, has recently erected several new sheds for the reception of new planers and the capacity of the new planing mill is now about 10,000 feet of lumber per day. The concern has recently shipped several cars of poplar siding to London.

The S. A. Williams Lumber Company has a stock of about 1,500,000 feet of quartered oak and poplar in its yards at East Lake.

The Fowler-Personett Lumber Company, recently incorporated in Birmingham with J. W. Fowler of the Case Lumber Company of this city as one of its officers, will begin operations about April 15.

The Hawkinsville Lumber Company has recently been incorporated at Hawkinsville, Ga., with \$25,000 capital stock. The company is arranging to install a band sawmill plant at Hawkinsville which was purchased from the Sinker-Davis company of Indianapolis. The new mill will be almost a duplicate of the S. A. Williams Lumber Company's plant in this city.

The Baxter-King Lumber Company is one of the local concerns which is rapidly forging to the front. The capacity of the mill has been doubled within the past few months.

J. H. Keyser, formerly secretary and treasurer of the Keyser Manufacturing Company, has sold his interest to Savannah parties and will travel in Europe for some time.

Capt. A. J. Gahagan, treasurer of the Loomis & Hart Manufacturing Company, has returned from the first creditors' meeting of Saxton & Company, which recently went into bankruptcy in Knoxville with about \$250,000 liabilities. Referee Caldwell appointed Alex McMillin of Knoxville as trustee. The company has a valuable planing mill plant in Knoxville, which the trustee is authorized to sell for the benefit of the creditors. The bankrupt firm also has some valuable assets in Europe, but it will be some time before their value can be learned.

E. J. Mason, a prominent lumberman of Portia, Ark., accompanied by his wife, is visiting in this city.

F. W. Blair of the F. W. Blair sawmill is on a business trip in Cincinnati.

It has been learned here that Indiana capitalists have purchased a site in Knoxville for a veneering plant and that they will organize a new company and erect the proposed plant in the near future.

J. C. Cowan, manager of the hardwood department of Schultiz Bros. & Benedict of Chicago, was in the city last week.

J. H. Owensby of J. M. English & Co., Asheville, N. C., purchased about fifteen cars of high grade poplar and oak for the export trade here this week.

Nashville.

During the latter part of March a number of disastrous forest fires occurred, causing great loss. Most of the conflagrations have taken place in Humphreys, Dickson and Stewart counties, west of Nashville, although Montgomery county has suffered some. In Dickson county the fire, on March 27, extended a distance of thirty miles, covering the territory from Tidwell, a small town near Dickson, Tenn., to the Cumberland river. The fires first broke out about March 27, and they burned more or less until April 3. There has been a frightful destruction of valuable forest timber and much damage has also been done to fences, crops, etc. Much of the young timber was killed, a lot of cross ties were burned, and even dwelling houses in some instances were destroyed. Dickson, Waverly, Tennessee City, Dover and their contiguous territory suffered most. The farmers of these sections have been kept busy fighting the flames. Investigations as to the origin of the conflagrations showed that in most instances some heedless individuals, with a few head of cattle, burned away the dead grass and leaves in order that the cattle might have earlier spring grazing. The high winds did the rest.

The Nashville Transportation Company, which brings most of the lumber down the river to Nashville, suffered a severe loss on the afternoon of March 30. Sparks from a passing engine ignited a lot of hay at the Ryman elevator. The Linchan, one of the company's best towboats, was tied up at the elevator at the time. The elevator and the Linchan as well were burned. The vessel was valued at about \$21,000 and had recently undergone extensive improvements. She was equipped with engines of immense horse power and could bring down the river seven and eight barges of lumber and cross ties, enough to fill two hundred cars. The Linchan will be replaced by another boat.

An interesting visitor to Nashville this week was Garrett Gordon, a lumberman of New York. He has extensive hardwood interests in Central America and is at the head of veneering plants in New York. He has just made extensive purchases in the West. A few years ago he took several tons of Tennessee mules with him to the Guatemalan line and some Tennessee negroes to manage the mules. He buys mahogany princ-

pally in Central America and states that railroad rates there are almost prohibitory. Old-fashioned ox carts are used for handling the timber.

The Tennessee-Louisiana Lumber Company has just been incorporated here with a capital stock of \$50,000. The company has purchased about 4,500 acres of virgin timber about 150 miles from New Orleans. It will establish a large saw mill on the property. The timber is practically all hardwood. The incorporators are Charles T. Cates, Jr., who is attorney general of the state of Tennessee; Dr. J. C. Franklin, former president of the City Savings bank of this place; W. S. Morgan, ex-secretary of state; W. G. Simmons, a lumberman and contractor, and D. Cliffe Stone, a local insurance agent.

The Curtis-Coleman Lumber Company of Hohenwald, Tenn., has been incorporated with a capital stock of \$35,000. The company owns several hundred acres of valuable timber lands and will run saw mills and conduct a manufacturing business. Hohenwald will be headquarters. The incorporators are: E. B. Curtis, E. H. Curtis, J. D. Coleman, H. Van West and W. L. Pinkerton.

The Standard Lumber & Box Company of this city is erecting a saw and planing mill which will be in operation inside of sixty days. The plant will cost about \$7,500 and will have a daily capacity of 25,000 feet.

M. P. Green of the Davidson-Benedict Lumber Company is in Knoxville, where he went as the representative of Nashville lumbermen to attend a meeting of the creditors of Saxton & Company, Ltd.

A scarcity of lumber is reported in Bedford county. This was formerly one of the richest timber sections in Tennessee, but its forests have well nigh been denuded.

Cumberland river at this time is lower than it has been for years. There are still about four or five million feet of timber up the river and lumbermen are worried as to when and how they will get it down. The boating season, which should be at its height now, is at a standstill and it is reported as one of the most unprofitable in the history of the river. The rises have been frequent, but they have been of no duration.

The Nashville Hardwood Flooring Company is enlarging its dry kilns.

The National Casket Company has just completed a \$10,000 dry kiln.

Lew Wentworth of Omaha, Neb., has been in the city for the past few days buying cedar piling and poplar lumber.

R. J. Munhall of Pittsburg, Pa., is also one of the visiting lumbermen and purchasers.

W. V. Whitson, Jr., of McMinnville, Tenn., has been appointed southern representative of Wilborg, Hanna & Co. of Cincinnati. He will do their purchasing and will have headquarters at McMinnville, Tenn.

Hugh Kyle of Celina, Tenn., has just brought down from Obed river the finest raft of poplar lumber seen on the river in years. The timber was consigned to John B. Ransom & Co. The raft was worth between \$7,000 and \$8,000.

Mr. Este of Philadelphia, a representative of the firm of Charles Este & Son, has been in Nashville this week buying lumber.

S. H. Flippen's hoop factory at Liberty, Tenn., was destroyed by fire on March 30.

Adams & Allen have built a sawmill at Sharon, Tenn. They will make a specialty of table top material.

The steamer Wash Honsell has just carried down the Tennessee river from Sheffield, Ala., a tow of six barges loaded with 60,000 cross ties consigned to the Lloyds Tie Company of Cairo, Ill., and St. Louis.

W. E. Cathey & Co. of Burus, Tenn., have bought a large tract of timber land near that place and will erect a sawmill and ax-handle factory.

The plant of the Harriman Hoe & Tool Com-

pany of Harriman, Tenn., is making extensive improvements.

A permanent boat line has been established on the Cumberland river, connecting exclusively with the Tennessee Central railway at Carthage. Heretofore transportation on the river has been very uncertain and investors have been chary about going into that market on account of the difficulty of getting out their product. It is the purpose of the boat line referred to to provide a first class service for handling lumber and other traffic when the stage of the river is high enough to afford navigation. Carthage will naturally become quite an important lumber market. In addition to the sawmill and hoop factory recently referred to in the HARDWOOD RECORD, the Chess-Wymond Company is now building extensive works at that point, and the Hume Cooperage Company of Richmond, Ky., will also build a plant there. The supply of hardwoods of all kinds to be had along the upper Cumberland river is very large and the field is an attractive one to persons seeking investment.

St. Louis.

A. W. Thompson of Thompson & McClure was recently at the company's mill at Itta Bena, Miss. J. W. McClure chatted quite pleasantly regarding conditions generally as found by the firm. He reported a good demand for oak, which they handle almost exclusively, and especially for plain and quarter sawed. The company has recently increased both its office and outside force by the addition of Mr. Heuer as stenographer and Mr. Louis Cline as road man.

W. H. Martz, manager Hoyt & Woodin Manufacturing Company, Hoyt & Woodin Cypress Company and Goodland Cypress Company, three corporations with the same backing, reports an excellent demand for cypress. He says he has sold all his shipping dry stock for the next three months. The lower grades, which were slow a short time ago, have begun to move more freely and he expects a better business in this class of stock.

F. P. Abbott of Lesh, Prouty & Abbott, East Chicago, Ind., and J. F. Penrod of the American Walnut Company were in the city this week. They are both interested in the J. W. Thompson Lumber Company.

George Hibbard of Steele & Hibbard, St. Louis, was here yesterday. He is interested in the S. C. Major Lumber Company, recently incorporated here with a capital stock of \$25,000, with offices in the Randolph building and yards in North Memphis.

Mr. Blanton of the Blanton-Thurman Lumber Company says the mills of the firm in Mississippi are now running steadily and that from his standpoint healthy conditions prevail. The company is engaged largely in the handling of cypress.

The Fred Hartweg left Cairo on March 28 with three barges of lumber for the C. E. Strider Lumber Company of St. Louis, and the steamer Birmingham left on March 29 with two barges of lumber for the same company. The combined tow of both boats consisted of 2,225,000 feet, and is regarded as the largest shipment of hardwood lumber ever made to one firm at one time during many years.

Memphis.

The rapid development of the lumber business of this city and the exceptional facilities offered for manufacturing and for handling the output of the mills have attracted one of the large Chicago firms here, and the E. Sondheimer Company will remove its general offices to Memphis very shortly.

James Applewhite, vice president and general manager of the Chickasaw Cooperage Company, which consumes large quantities of hardwood lumber in the manufacture of heading and staves, mostly of white oak, announces that the big heading plant being put in at McGehee, in

southeastern Arkansas, will be in readiness for operation within the next thirty to sixty days. The company recently bought a fine tract of timber land near that point and the timber is now being cut. Only the rough material will be manufactured there, the finished product being turned out at Memphis and New Orleans.

The Tennessee legislature dealt rather harshly with the demurrage and delayage bill drawn by the Memphis Freight Bureau and endorsed by the Lumbermen's Club of Memphis and the other lumber bodies here. The senate committee refused to take the matter up and recommend it either for passage or rejection, declaring it to be against the rules of that body to consider two similar measures during the same session. The first two bills, of which the latter was a modification, it will be recalled by readers of the HARDWOOD RECORD, were recommended for rejection by the senate committee. The loss of the measure is a serious disappointment to the lumber interests here. They have more trouble about demurrage and delayage than almost any other class of shippers and the bill would have afforded a considerable measure of relief to them.

There is considerable disappointment expressed among lumbermen in Memphis and vicinity over the very small amount of timber that came out on the recent rise. The culmination of high water and the recession came about so quickly that there was very little done. There was less cottonwood brought out than for a number of years at this season, while the amount of other wood was somewhat limited. It is regarded now as doubtful if there will be a spring rise sufficient to bring out the timber ready to come, and, should this prove true, the supply of logs for the mills which depend largely on the river will be more limited than usual.

John Semones and Joe Prieto, according to dispatches received by the Memphis News-Semitar, have purchased the spoke mills and timber lands controlled by the Semones at Union City and Dyersburg, Tenn., paying therefor \$15,600.

J. R. Newport, a traveling lumber salesman, has instituted proceedings in the First Circuit Court for damages in the sum of \$5,000 against the Luehrmann Hotel Company and Henry Luehrmann individually, on the ground of alleged false arrest. It appears that Mr. Newport, on failing to receive a meal he had ordered in reasonable time, left the table and refused the following day to pay the bill, whereupon he was ordered arrested by the defendants.

John Huston, a young man in the employ of Hoytin & Woodin Cypress Company, manufacturer and handlers of cypress lumber here, with headquarters in the Randolph Building, was drowned on Buford Lake, Miss., while riding on a raft of logs. It is stated by his employers that he had been repeatedly warned against riding on the rafts, but paid no attention to them. He was 22 years old and his remains have been shipped to Three Springs, Pa.

Russe & Burgess, of North Memphis, have just completed the erection of one of the largest derricks in the South. The mast is about 80 feet high, while the boom is slightly more than 70 feet high. The company has likewise installed a Ledgerwood hoisting engine, and when the derrick is ready for operation it is estimated that it will be possible to unload in a single day at least fifty cars of logs into the yards of the company. This has heretofore been one of the most difficult and tedious pieces of work connected with the business and has caused a considerable amount of money to be paid out for labor and demurrage. It is anticipated, however, that this derrick will do the work effectually and rapidly.

"It was like pulling eye-teeth last year to get either orders or inquiries for more than three or four cars of lumber at a time," said James E. Starke of James E. Starke & Company. "Now,

however, we are receiving inquiries and securing orders for very large quantities of lumber. This is the best proof of what is being done here and of what the temper of the trade is just now. There is a scarcity of dry stock in every direction and there is little or no trouble about making sales."

Mr. George D. Burgess of Russe & Burgess, together with other members of the trade here, reports some improvement in export conditions, though they say there is not any disposition on the part of foreign buyers to pay higher prices. They further state that they do not expect this phase of the situation to change until all the stock on the other side is pretty well cleaned up, because of the slowness of the foreigners about meeting any advance in the market. Regarding domestic conditions Mr. Burgess takes quite a cheerful view, declaring that the demand is good, that stocks in the hands of consumers are generally small and that the amount of timber in the hands of manufacturers and wholesalers is not large enough to be burdensome.

J. W. Thompson of the J. W. Thompson Lumber Company is also cheerful over present conditions. He reports a good demand and a prevalence of healthy conditions in the entire hardwood list with one or two exceptions. One of the latter is low grade poplar, for which there does not appear to be any big demand at current prices.

New Orleans.

The export business for March was the greatest in the history of this port. There were 179 ships cleared during the month and 182 arrivals. While the bulk of the exports were cotton and grain, lumber also made a big showing. Among the lumber shipments were two carloads of cypress, a wood that is seldom exported. Yellow pine heads the list in volume, with oak, red gum, cottonwood, bay poplar or tupelo gum and poplar following in the order named, with an occasional car of walnut and mahogany. In the shipment of logs, poplar seems to be the heaviest, next ash, and then white oak. There is also quite a quantity of persimmon logs exported, which is used in the manufacture of shuttles for looms.

Mr. J. D. Allen, Jr., secretary of the J. W. Thompson Lumber Company, spent a day in town recently looking after some shipments. He is living at Selma, Ala., and has charge of the business of his firm in that section. He is of the opinion life would be pleasanter if there were no reclamations on through bills of lading.

Mr. C. E. Cowen of Schultz Bros. & Benedict, Chicago, was a recent visitor in this city. While here he arranged for the shipment of quite a block of poplar and cottonwood.

A new lumber firm is the Springfield Lumber Company, Ltd., with offices at 1021 Hennen building. The mill is at Springfield, La., and has a capacity of 30,000 feet. They will saw yellow pine, cypress, poplar and ash. E. T. Cullum is president, Charles S. Elms vice president and W. J. Setton secretary and treasurer.

Kansas City.

A. H. Connelly returned home on the 2d, after a thirty days' trip, during which time he visited a number of the hardwood mills in Arkansas, Tennessee, Kentucky and Mississippi. He also spent some time among the hardwood people of Memphis, Nashville, Cincinnati and Chicago. He states that the crop of oak logs is very scarce this season, and that at only one or two mills he visited have they enough logs on hand to run them through the year. He found a steady demand for stock at all points, and states that the hardwood men are confident that firm prices will prevail through the year, and that plain oak will be particularly firm for some time to come. While away Mr. Connelly succeeded in making some excel-

lent contracts, and is well pleased with the results of his trip.

J. H. Tschudy returned from his trip to Arizona on the 3d. While away he caught a cold and is now confined to his home with an attack of grip, which is liable to keep him away from business for a few days. Mr. Tschudy says that his company is enjoying a good trade and that the demand thus far this season is rather better than normal.

F. C. Merrill of Merrill & Co. has just returned home from a six weeks' trip to California, where he has been for his health. He had not been well for some time prior to his California trip, and returns home much improved and in pretty good shape to attend to business.

J. N. Penrod of the American Walnut Company is spending a few days at Memphis. The headquarters of the American Walnut Company have been removed from Chicago to Kansas City and the company is nicely quartered in the Dwight building.

Minneapolis.

F. H. Lewis, the well-known wholesale dealer of this city, has sold out his interest in the Lewis-Stevens Cooperage Company of Dent, Minn., which has begun the manufacture of basswood heading, and the company has been reincorporated under the name of the Stevens Cooperage Company, with other partners. Mr. Lewis reports the hardwood trade about the same in volume, with prices strong, and a good demand for oak, birch and elm, all of which are scarce. Basswood of good quality is not plentiful, but the demand is rather slow.

W. H. Sill of the Minneapolis Lumber Company has returned from a flying trip into Wisconsin, where he spent some time on business the last two weeks. F. R. Hamilton of the same company says that they are having more inquiries than at any previous time this year, and they consider the outlook for business excellent. Stocks of good lumber are light, and while they will be sufficient to supply the demand until winter sawed lumber is ready for use, there is not going to be any surplus, and at the present rate of consumption they will be taken up clean. There is a good building movement under way, which will take large quantities of hardwood for finish and flooring.

P. W. Strickland of Barnard & Strickland is visiting Wisconsin points on business errands this week. A. H. Barnard of the same firm says there is a good outlook for steady business in the hardwood line this season. The sash and door factories are busy as they never have been before, with orders for supplying new buildings, and a larger percent of their work is calling for hardwood stock than formerly. While they are not buying heavily now on account of stiff prices, they must have the stock eventually.

C. F. Osborne of Osborne & Clark has returned from Erie, Ill., where the company has a retail lumber yard and where he has been making one of his occasional inspection trips. D. F. Clark of the same firm says they are enjoying an excellent trade, the retail yards all apparently wanting some hardwood stock shipped with their pine, so the mixed ear business is good. They have dry stock enough on hand to supply the trade, and do not expect prices to change for the present. The firm bought 1,500,000 feet of green white oak this week, and last week bought another Wisconsin stock of 1,000,000 feet mixed basswood and birch.

Louisville.

A forest fire on the north bank of the Cumberland river in Livingston county, caused by sparks from burning brush, has entailed the loss of considerable hardwood timber. However, in view of the moist condition of the ground, the spread of the fire to dangerous proportions was prevented. The damage is estimated at several thousand dollars.

The Millers Creek Lumber Company, with a capital of \$8,000, has been incorporated in Mt. Sterling, Ky., by J. W. Clay, M. C. Clay of Mt. Sterling and Judge William Taylor and Bruce Taylor of Frenchburg, Ky. The company owns 2,500 acres of fine coal and timber lands, the timber consisting chiefly of oak, poplar, lynn and beech. The lands were a part of the Beattyville timber tract and were recently purchased at \$13.50 an acre. The company will build a line to connect with the L. A. & L. E. railroad.

The break in Lock No. 10 in the Kentucky river at Winchester is widening daily, and large tracts of timber lands formerly protected by the dam are being washed away.

A project has been set on foot by the citizens of Mt. Olivet, Ky., for a railroad from Brookville, which will open vast tracts of coal and timber lands in eastern Kentucky.

Tentative arrangements were made at a meeting here on April 4 of 90 percent of the hickory handle manufacturers of the United States to form a combine. A committee was appointed to draft plans of organization. Charles D. Gates, president of the Hickory Handle Manu-

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facturers' Association, is chairman of the committee. An effort to form a combine made several years ago failed.

Williamsport, Pa.

This spring will see more extensive rafting on the Susquehanna river than for several seasons past. It is stated that sixty-six rafts will come down the river from the West Branch tributaries which surpasses the number of last year, only fifty-seven being sent through to the lower markets last season.

The Billmyer & Small Company of York, Pa., has purchased the majority of the rafts, several of which measure over 300 feet in length. The timber in these rafts is the finest that Clearfield county ever produced, among them are white pine logs 104 feet long and 24 inches square in the middle and at the butt ends perhaps 30 inches. Some of these rafts are of gigantic oak sticks, 60 feet in length and very thick.

Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

Chicago.

The local hardwood market conditions have improved materially within the last two weeks. Maple is looking decidedly better and increased sales are reported. Basswood is still a long item in both the local and northern markets, but the trade is waking up to the fact that the season's demand is going to absorb not only all the old cut but the new cut in sight. This is especially true of the good end of basswood. Plain oak is still in much more demand than the supply and prices are ranging high, both in red and white. Quarter sawed oak is having some call, but the price is considerably lower than former quotations. The good end of birch is doing well, but No. 1, No. 2 and No. 3 seem to be dragging. The demand for gray elm, black ash and rock elm is increasing.

Local dealers generally report a very good condition of the market, with orders on the increase in every direction. Every individual operator is optimistic over the situation and a good season's business is confidently expected.

Boston.

The New England hardwood market, especially in Boston and vicinity, while in better than normal condition, with respect to demand, evidently fails to equal conditions in other large eastern centers such as New York, Pittsburg and Buffalo, and the difference is even more marked when comparison is made with the middle west. Contracts for interior finish and other woodwork are very unevenly distributed among the woodworking plants. The fine modern plant of the C. W. Leatherbee Lumber Company is being taxed to its fullest capacity by orders, the largest of which is for the Siegel department store, on which over 1,000 men are now engaged in various lines of trade. Other plants like the G. W. Gale Lumber Company, A. T. Stearns Lumber Company, George W. Macauley and the Perkins Woodworking Company are having more than average amount of business, while some of the smaller mills are hunting for business. Boston wholesale hardwood dealers are paying more than ordinary attention to trade outside of New England, to such points as Buffalo, for instance, where price and demand, they say, is more attractive than "at home." Whitewood is not especially active with prices at \$48.50 to \$50 for good to choice inch ones and twos. Demand for inch clear bright saps exceeds supply at \$39 to \$40.50.

Plain oak and brown ash are much sought after, the former at \$49 to \$51 and the latter at \$49 to \$50 for inch ones and twos. An advance in price is anticipated, especially on plain oak.

The timber this year is of an unusually fine quality, the rafts being made up of pine, hemlock and oak. The demand is much greater this year than last and the supply will not nearly meet this demand for timber, which is rapidly becoming more scarce.

Most of the rafts will be shipped from Currensville, Clearfield, Clearfield creek, Deer creek and Chest falls. The square timber rafts will average from 45,000 to 70,000 feet per raft and there will be nearly 4,000,000 feet in the sixty-six rafts.

Log drives are coming out of Kettle creek and Sinnemahoning. The quantity seems small compared with former years. Formerly the river was covered with them at this season of the year.

Jacob Meeks of Washington, Pa., recently sent a large quantity of walnut logs, which he purchased from the farmers in his section of the country, to New York, whence it will be shipped to England.

Quartered white oak is in good supply with a fair demand at prices varying from \$75 to \$81 for inch ones and twos in accordance with degree of manufacture and relative choiceness of figure. White ash boards sell in moderate way for \$47. Rough maple boards are holding well at \$33, while 2½-inch face and 3¼-inch face clear face maple flooring are maintaining their place in the market at \$38 and \$35 respectively. Mahogany is active at prices based on \$165 for a desirably figured run of boards, that is, of the Honduras variety. There has been a revival in the demand for elm; sales made recently ran as follows: 3-inch and 4-inch thick common and better, \$41; ones and twos 3-inch and 4-inch, \$45; 2-inch ones and twos, \$38 and \$40. The volume of hardwood demand is on the whole quietly and steadily increasing.

New York.

The local hardwood market has continued to show a marked improvement during the fortnight. An increasing activity is found in all the sales offices and yards. The past winter has been a very severe one, and has so greatly curtailed the selling of hardwoods that there has been very little depletion of last fall's stock. The average New York yard is fairly well stocked, and it will probably take two or three weeks of pretty active demand before the retail buyers will place many orders. Notwithstanding this condition the wholesale trade reports a decided improvement in demand. Prices throughout the list are firm, but no material advances in price have been made recently except on plain oak, which inclines steadily upward. Birch is having a large call among the furniture and trim trade. There seems to be plenty of chestnut for current wants, although the demand is fair and prices firm. Thick maple is moving a little sluggishly, but one and two-inch stock is in fair demand at firm prices. There are some offerings of dry white ash, but prices are held firm. There is plenty of quartered oak, but the demand is not as great as was anticipated, and it is moving very slowly. Basswood is in good demand, more especially one-inch.

The maple flooring business is not in a very satisfactory shape. The agreed price among the larger producers is being cut considerable by smaller concerns that are not allied with the Maple Flooring Association. Oak flooring is firm in price, with a very good demand.

Taken all in all the local hardwood market situation looks very promising and the trade almost to a man is united in the opinion that there is going to be a large consumption of hardwoods at advancing prices in the metropolitan district this year.

Philadelphia.

Without exception the hardwood dealers report more business for them at this time of year than ever before, and no cessation in sight. The building now going on is unprecedented in the history of Philadelphia and with the labor organizations at peace between themselves the outlook from the lumbermen's standpoint is most satisfactory. The inquiry is heavy for large lots of interior finish and prices are firm at every point. Factories report that they are overrun with orders.

Both red and white oak are reported extremely scarce, as has been the condition for some time. The market for spruce is growing stronger, as much of it is used at the summer resorts along the Atlantic coast. There is considerable activity in cypress and it is held firm to the lists. The dealers report the market as being barren of one-inch stock, with the price at \$2, and 5/4 and 6/4 a little under \$2. Flooring is particularly active owing to the large number of dwellings in the course of erection. White ash is scarce and good prices are reported. There is very little birch at the mills, but basswood is reported plentiful.

A fair amount of business is being done in poplar, and stock is scarce at the factories. There is no accumulation of stock at the yards. Prices obtained are entirely satisfactory. Red cedar is having considerable call among the dealers through the country districts. The yardmen are gradually replenishing their broken lines and all say business is in a most satisfactory condition with prices firm and much buying being done.

Baltimore.

Hardwood dealers and manufacturers here are almost unanimous in representing the lumber trade conditions as very satisfactory. A brisk demand for the woods in general use prevails and stocks are hardly large enough to meet the wants of customers. Information from the mills is that all the lumber on hand and all that can be turned out within the next few weeks has been sold, and that every plant is running whenever the weather and other conditions make operations possible. Supplies are firm as to prices, with the tendency upward, and though some dealers assert that quotations for oak and poplar cannot be maintained at the present figures, no weakness has so far developed. The recent high water has enabled the various manufacturers to get a plentiful supply of logs into booms and the output is likely to attain extensive proportions during the next few months. But the demand, too, may be expected to expand for the reason that the stocks available recently have not sufficed to meet the wants of the trade. This accounts for the present advanced prices, particularly on oak. Even at present rates planks are none too plentiful and more or less delay is experienced in filling orders. Ash is in urgent demand, and the mill men are getting very satisfactory returns, while chestnut is moving with comparative freedom at values that encourage production. Rather uncertain is the poplar situation. At the present time stocks are relatively small and the inquiry is fairly active, but prices hardly comport with these conditions, being proportionately lower than those for other hardwoods. The supply of logs is large, though until the recent freshets they could not be gotten to the mills. Now, however, no obstacle in the way of a maximum production seems to present itself, and the output of lumber is likely to be large. Whether this will make an appreciable difference in prices remains to be seen. Some dealers believe that such will be the case, while others take the view that values will continue to rule high, as the trade is in a condition to absorb much larger stocks than have entered into distribution of late. The export situation is slowly but steadily improving. Foreign buyers seem to show a

more marked disposition to meet the terms of American shippers, which are of course fixed by the ruling quotations here; and as freight rates are favorable the movement this summer may attain fairly extensive proportions. Oak stocks are said to be reduced on the other side of the Atlantic, while the requirements of consumers are gradually expanding.

Pittsburg.

There is a general scrambling among hardwood firms just now to get hold of more good stock. "Sold up to the green lumber" is a very common complaint heard. All varieties of hardwood are rather scarce at the mills in this vicinity, and local firms are looking about for new sources of supply. The fine weather of the last two weeks has relieved matters somewhat, for it has dried the ground and enabled lumbermen to get heavy skidding done and start the mills. The output of the latter by April 15 will be very materially increased, but there is good prospect that it will not be enough to supply the demand even when it is dry several months hence.

The only feature of the price situation is that quotations are holding very firm, with a stiff upward tendency. This is very likely to result in higher prices in some woods as soon as the building season is fairly open. Although there is a large amount of house building in prospect, very little of it has been started, and the local yards are slow to buy heavily on this account. The big firms are "stabbing" at higher prices even now, but on big orders are glad to get down to a competitive figure. Oak is the strong leader in the market.

The most encouraging feature of the situation is the broadening inquiry. In all lines and on all sides requests are pouring in for figures which indicate big business in the immediate future to most lumber forecasters. Road men are doing exceedingly well and collections are no longer a matter of uncertainty.

Memphis.

Healthy conditions prevail in lumber circles here and the trade, generally speaking, is quite cheerful over the volume of business being put through, as well as over the amount in prospect. Close questioning does not reveal any large amount of dry lumber either in Memphis or vicinity and the demand is large enough to absorb practically everything offered. Prices are slightly higher than they were a month ago and generally firm. The foreign markets are improving and more lumber will go into that channel as the season advances. The strong feature is still plain oak, which is much wanted and which is offered in relatively limited quantities. All the efforts made to increase production have proven unavailing, and there is considerable difficulty encountered in securing enough to fill orders. Quarter-sawed oak is in good demand, with the tone steady. There is good movement in gum, with prices well maintained. Ash is excellent property, finding ready sale at full prices.

Buffalo.

There is all of the former rush for plain-sawed oak, white or red, and all of the old scarcity of it, with no prospect of any change of conditions right away. The mills all over the country are doing what they can to meet the deficiency, but the demand is increasing fast enough to carry off all they can do in that line. There is a fair demand for quartered oak, but the price seems to be considered high and there is no other wood quite good enough to take the place of plain oak, though chestnut sells moderately in that line.

All other hardwoods are in good demand but basswood, which somehow refuses to join the rest in the general activity. It is looked upon as a good wood to hold, as it will certainly

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be needed before the end of the season. Thick maple is moving well and those with a stock of ash are finding a ready market for it. There is, in fact, nothing really plentiful, good as the stocks were last fall, and with the increased amount found by the January inventories over the previous January. So it looks as though the sales are heavy enough to tell upon the stocks in spite of all effort to keep them up.

In southern woods the report is favorable to a good season. Cypress is much stronger than it was. Poplar has been slack for some time, but there is something of a revival of the demand.

Saginaw Valley.

Hardwood dealers report a moderately fair business. The price of maple flooring has advanced, the retail price being \$3 higher than it was last season, and this branch of the business looks better. The manufacturers say there is a better demand and prices having picked up the conditions are satisfactory. There is a good inquiry for basswood and considerable quantities are being moved. A number of manufacturers are cutting special bills of hardwood for manufacturing purposes, and speak of the situation as to prices and demand as seasonably good. Conditions appear to be in every way more satisfactory than they were a year ago. There has been built up here a good trade in finishing material, and a number of plants manufacture house and business building material of various kinds of hardwood, for which a good many contracts are taken. The trend of prices tends to firmness in nearly all kinds of hardwood material.

Grand Rapids.

The hardwood lumber situation remains in statu quo. The freight situation is clearing up and as spring advances dealers feel that values will harden in maple and some other products that are now quiet. Furniture manufacturers complain of dull trade in the East, which is due in part to bad weather conditions. While it has been the happy experience of dealers in recent times that they could not buy except on a rising market, that condition has changed and they now do some figuring and ascertain where they can place the stuff before buying. It is stated that a big furniture concern at Holland that used to put in elm at \$28 is now substituting gum from the South at \$22. Conditions are changing and the jobbers are forced to keep their weather eye out and be prepared to tack their courses at short notice.

Indianapolis.

There has been no change in the hardwood lumber situation in Indianapolis during the past two weeks. Dealers all seem to be busy, but there is no particular rush of business. During the closing week of March the weather man was especially good to Indianapolis. Prices are being maintained and the business outlook remains good.

As an indication of what lumber dealers may expect in the way of business right here in Indianapolis, it may prove of interest to state that, according to the quarterly report of Building Inspector Stanley, Indianapolis enjoyed the greatest increase in building values in the history of the city during the first quarter of the present year. In all 743 building permits were issued, representing a total value of \$1,468,909. During the same period last year but 458 permits were issued, representing \$579,565. This was an increase of 285 permits and a valuation of \$889,344. The permits issued for business blocks, churches, flats, apartment houses and factories surpassed the records of any other similar period in the history of Indianapolis. Certainly it can be said that the city is enjoying a building boom, and it goes almost without saying that the prediction made some time ago, that 1905 would be the best building year

in the city's history, will be fulfilled. Lumber dealers may well hold optimistic views for future business.

Chattanooga.

Lumbermen throughout this section are very well pleased with the conditions at the present time. They are all very optimistic over the prospects for an upward tendency in the market. The demand for high grade oak and poplar continues very strong, but there is a marked dullness in the low grades of poplar. The local mills are experiencing a great deal of trouble in buying country-sawed stocks. They say there seems to be no stock of this character, and they can discover no cause for such a condition except that they cannot compete with the best mills which manufacture a higher grade of lumber and also for the reason that the larger mills, located in the centers of population, are offering better prices to log men than the country mills can afford to pay.

Foreign buyers are very busy in this section and the export trade is showing a very strong upward tendency. Several cars of poplar and oak have been sold to the export trade here within the past week.

There is no very marked improvement among the local lumber or woodworking plants, but stocks are being increased from time to time. The local mills probably have a supply of over 20,000,000 feet, consisting principally of oak, pine and poplar.

Nashville.

The lumber business in Nashville during the month just ended has been as good as could have been expected. April business opened up brisk and, although there has been a slight dropping off the past few days, dealers are not complaining, as a good business is expected. The building boom which is on in Nashville is expected to keep the retail market booming. There is still a scarcity of plain oak, and it is in big demand. Good grades are quoted a little more freely. Common stock is more plentiful, but there is nothing that could be called a surplus. The Cumberland river is low again and lumbermen are worried over the poor prospect of getting timber down to the mills and yards. There will be little doing in the way of getting in more timber until another rise comes. There is not much reported in the cross-tie market. Staves are reported quiet.

St. Louis.

Wholesalers in this market are almost a unit in reporting a banner month for March. The books are now closed for that month, and, both in country business and in that of a strictly local nature, a greater amount of hardwood lumber has changed ownership than during the same month of last year. Further than this, the month has shown a steady hardening of values so far as some of the items are concerned, and it can therefore be claimed that the month has been one of advancement in almost every particular. There has been more or less complaint at the light receipts, as there has been no great amount of lumber coming in and much more has been needed than has arrived. Practically all of this is green, of this season's cut, whereas it is dry lumber that is absolutely needed in order to take care of the business already booked. There is really something of a shortage of dry lumber in St. Louis, and so long as the shipments are in excess of the receipts conditions are not bettering.

From a strictly local point of view there appears to be an abundance of trade with all consumers except the box factories and these are willing buyers of cottonwood, but are well supplied with gum for their immediate requirements. All of these factories, however, are running on full time and it is believed that an

other thirty days will bring them into the market for gum as well. The planing mills are beginning to be fairly heavy consumers of hardwoods, especially oak and poplar, as the building situation is booming, all the planing mills running extra hours with as many men as can be conveniently worked. As a matter of course plain oak is the strong item in St. Louis as well as in other markets, and inch is very hard to find in a shipping dry condition in any of the local yards. Quartered oak, both red and white, is in excellent demand, but has not advanced to any extent during the past few weeks. Wholesalers are willing buyers of it, however, but prefer dry stock. All other woods are in excellent condition, gum being the one weak spot in this market and this particular weakness being regarded as only a temporary derangement.

New Orleans.

There is practically no change in prices. An increased foreign inquiry has made the exporter more willing to pay the prices asked by the manufacturers, while the newly sawed stock has operated against any advance.

Kansas City.

General conditions pertaining to the hardwood trade in this section have not changed materially since the last report. The Missouri and Arkansas mills contended against much wet weather during March and made poor headway in getting out stock. This, together with a car shortage more or less pronounced, has made shipments slower than desirable. The mills have had hard luck all this year, as the weather has been generally unfavorable, and they have thus far made a poor start toward increasing their stocks on hand. It is expected that from now on the weather in the south will be better, and the hardwood people here look for heavier shipments this month than they have had heretofore.

The demand continues active all along the line, and the volume of business done to date is noticeably in excess of that for the same period in 1904. The increase in the demand is not as noticeable on upper grades for local consumption as the local demand here last spring, due to active building operations at Kansas City. However, good building is active here now and the hardwood people are expecting a steady and brisk home trade for the balance of the season, and, in fact, through the entire year. The call for uppers from outside points is better than a year ago, and the call for dry stock is in excess of the present supply, and it will be some time before the mills will be able to supply the demand in a satisfactory manner. The call for railroad material and car stock has been active for the past sixty days or more and the mills that cater to this class of trade are having all the business they can take care of, while the inquiry indicates much more trade in sight. Wagon stock and factory stock of all kinds is in strong demand and at good prices. The general demand for highway bridge oak is not as strong as in past years. This is due to the fact that the oak mills have been slow in getting out stock of this kind, and the dealers have to quite an extent switched to fir, as they find this lumber answers the purpose and they can get it more promptly than they can oak.

In the better grades of lumber, plain oak is by far the best seller in this market. It is being used for interior finish to a large extent where until recently the demand was for quartered oak. The result is that plain oak is higher than it was a year ago and much firmer than quartered oak. The supply is generally scarce at this time, but the mills are this year cutting their stock to plain sawed rather than to quartered oak, and the hardwood men here are of the opinion that before many months quartered oak will not be as plentiful as at present, and

that the plain sawed stock will be in good supply. Southern red gum is making rapid strides in favor of architects and builders for interior finish, and is cutting into the sale of birch to a noticeable degree. It is expected that the demand for gum for mill work and finishing purposes will be materially heavier this year than ever in the past. While oak prices are firmer than anything else in the hardwood line, the market is satisfactorily firm on everything, and the hardwood people at Kansas City express themselves as well pleased both as to demand and price conditions.

Minneapolis.

The most encouraging feature of the situation for the hardwood trade is the activity of the sash and door factories, which are busy to their full capacity filling orders, having the finest run of business in their history. Owing to the improvement in the class of business buildings and residences going up each year, there is a larger per cent of special work calling for hardwood stock. The factories have already bought heavily and are not disposed to stock up to any extent just at this time, but the trade is bound to come later. They hope for somewhat easier prices when winter sawed stock comes on the market, but the mills do not hold out much encouragement along this line.

The factories are calling mainly for oak, birch and elm and are taking some basswood and maple. There is quite a demand for stock to make up into parquet flooring this spring. Stocks of oak are extremely scarce, and birch is also rather hard to supply. Basswood is not offered in large quantities, but the slow demand prevents it from acquiring strength in price.

The strongest demand is still coming from the retail yard trade, which is taking hardwood of every description in mixed cars, especially wagon stock, which is growing harder and harder to supply. They are taking quite a little maple flooring also, and on the whole seem inclined to carry larger and better assorted stocks of hardwood than they have in past years.

Dealers here continue to get reports of small log stocks put in last winter, and the advance estimates of the Wisconsin mills seem to promise a small cut this year.

Louisville.

With the continuation of the fine weather has come to the lumber dealers in Louisville a heavy spring trade, and from all indications a record will be made. The demand has been unusually good and appears better by reason of a contrast with the conditions which prevailed during the fall and winter, when the demand was unusually light and the movement of lumber very small. The chief demand is for oak and all classes of oaks are in good demand, particularly the plain variety. Poplar is a little quiet, but the demand gives promise of improvement. The mills throughout this section are running full time and the shipments of lumber are very large. One thing which retards the business at present is the shortage of railroad facilities on certain lines in this section.

Liverpool.

Farnworth & Jardine's wood circular of March 27 states that the mahogany auction sales held March 23 and 24 were well attended and a large quantity of African wood changed hands at fair prices. Honduras wood is in request and first arrivals should come to a good market. There is no Guatemalan stock in first hands. A cargo of Laguna is shortly expected. The market is generally barren of Mexican stock.

Small and medium size walnut logs have arrived freely of late, and values are easier. The imports of boards and planks have been light, but quite sufficient for present requirements.

Tully wood is quoted at £7 10s to £10, although no transactions are quoted.

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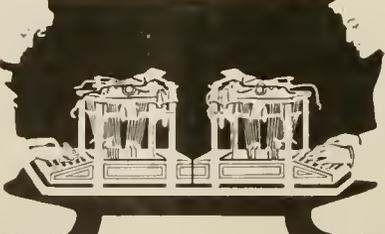
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Shipping Point

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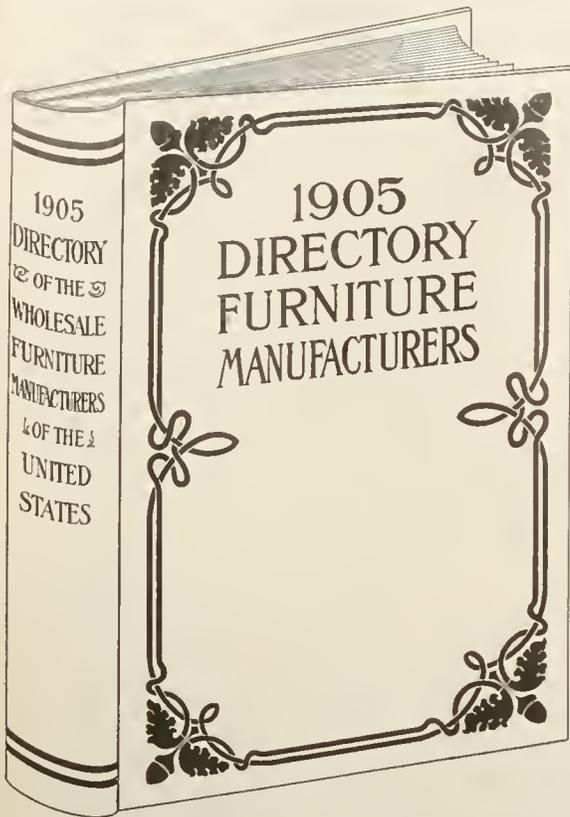
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but detailed information as to exactly what each one manufactures, so that you can determine from their entry whether or not they are probable customers of yours.
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ADJUSTABLE
For all sizes and kinds of Circular, Band, Band Resaw and Gang Saws.

Ask us for Circular "N"

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HANCHETT CIRCULAR SAW SWAGE. WITH BENCH ATTACHMENT and JOINTER

Ten per cent Less Power

The hand mill here shown has wheels 6 feet in diameter, uses saws 8 inches wide, cuts a kerf one-eighth of an inch in width, and requires ten per cent less power to run it than a rotary doing the same work.

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THE BEST LINE
BETWEEN
Chicago
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MONON ROUTE

Consult Your Local Ticket Agent

THE NEW BUCKEYE IMPROVED SAW MILL

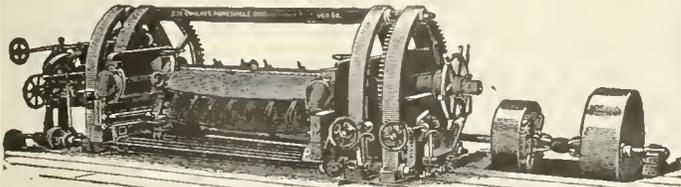
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They are the finest on earth in Material, Temper, Grinding, Workmanship and Finish. You take no chances on an Atkins saw because our warranty backs it up. A trial is convincing proof. We also have that "knack" of turning 'em out when they are promised.



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Quality Is the Thing.



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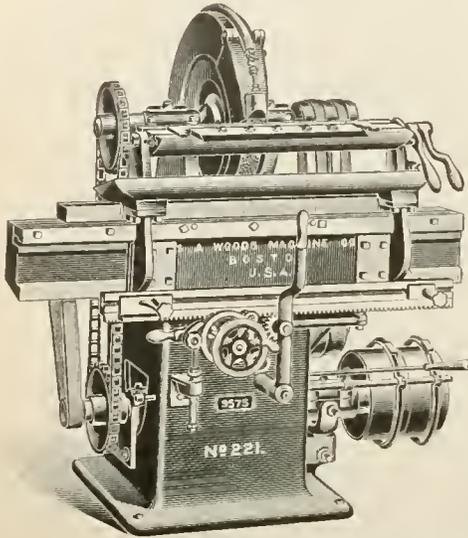
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- THE HYDRO-PNEUMATIC PUMP contributes a water-cooled machine.



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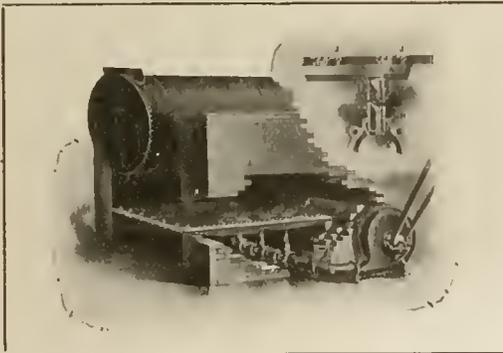
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will cause your boilers to develop from 25 to 50 per cent more steam. It will burn wet, green or frozen sawdust, etc., readily. **Sold on approval.**



In writing for prices, give number of boilers, width of furnaces or ovens and length of grates. We also manufacture

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The Following is a Partial April List of Dry Lumber Piled in Our Chicago Yards

<p>BLACK ASH. 19000 feet 2 inch first and second.</p> <p>BASSWOOD 90000 feet 1 inch first and second. 35,000 feet 1 inch first and second, 10 in. and up wide. 6000 feet 1x4 inch first and second. 24000 feet 1x6 inch first and second. 36000 feet 1 1/2 inch first and second. 160000 feet 1 inch No. 1 common. 30000 feet 1 1/4 inch No. 1 common. 70,000 feet 1 inch No. 2 common. 16000 feet 1 1/4 inch No. 2 common. 3000 feet 1 1/2 inch No. 2 common. 33000 feet 2 inch No. 2 common. 3000 feet 2 1/2 inch No. 2 common. 23,000 feet 1 inch No. 3 common.</p> <p>BEECH 40,000 feet 1 inch log run. 170000 feet 1 1/4 inch log run. 130000 feet 1 1/2 inch log run. 3,000 feet 1 inch No. 2 common. 7,000 feet 1 1/4 inch No. 2 common. 16,000 feet 1 1/2 inch No. 2 common. 66,000 feet 1 inch No. 1 com. and bet. 22,000 feet 1 1/2 inch No. 1 com. and bet.</p> <p>BIRCH 18000 feet 1 1/4 inch first and second. 10,000 feet 1 1/2 inch first and second. 23,000 feet 2 inch first and second. 25,000 feet 2 1/2 inch first and second. 16,000 feet 3 inch first and second. 9,000 feet 4 inch first and second. 13,000 feet 4 inch common and better.</p>	<p>35,000 feet 1 inch No. 1 common. 18000 feet 1 1/4 inch No. 1 common. 12000 feet 1 1/2 inch No. 1 common. 15,000 feet 2 inch No. 1 common. 6400 feet 2 1/2 inch No. 1 common. 90,000 feet 1 inch No. 2 common. 16,000 feet 1 1/4 inch No. 2 common.</p> <p>RED BIRCH 6,500 feet 1 inch first and second. 4,000 feet 1 1/4 inch first and second. 15,000 feet 1 1/2 inch first and second.</p> <p>CHERRY 1,000 feet 1 inch common.</p> <p>CYPRESS 14,000 feet 1 1/2 inch select.</p> <p>MICHIGAN SOFT GREY ELM 30,000 feet 1 inch No. 1 com. and bet. 90000 feet 1 1/2 inch No. 1 com. and bet. 16,000 feet 2 inch No. 1 com. and bet. 66,000 feet 3 inch No. 1 com. and bet. 33,000 feet 1 inch No. 2 common. 13000 feet 1 1/2 inch No. 2 common. 120,000 feet 2 inch No. 2 common. 5,000 feet 3 inch No. 2 common.</p> <p>ROCK ELM 20000 feet 2 inch No. 2 common.</p> <p>MAPLE 3,000 feet 1x4 inch first and second. 3,400 feet 1x6 inch first and second. 19,000 feet 1 inch first and second. 95,000 feet 1 1/4 inch first and second. 15,000 feet 1 1/2 inch first and second. 170000 feet 2 inch first and second. 97,000 feet 2 1/2 inch first and second. 145000 feet 3 inch first and second.</p>	<p>25000 feet 3 1/2 inch first and second. 42,000 feet 4 inch first and second. 3000 feet 1x6 inch No. 1 common. 190000 feet 1 1/4 inch No. 1 common. 100000 feet 1 1/2 inch No. 1 common. 75,000 feet 1 3/4 inch No. 1 common. 50,000 feet 2 inch No. 1 common. 40000 feet 2 1/2 inch No. 1 common. 45,000 feet 1 inch No. 2 common. 200000 feet 1 1/4 inch No. 2 common. 70000 feet 1 1/2 inch No. 2 common. 140,000 feet 2 inch No. 2 common. 100000 feet 2 inch No. 2 com. planking. 35,000 feet 3 inch No. 2 com. planking. 5,000 feet 2 1/4 and 3 inch No. 2 com. planking.</p> <p>QUARTER-SAWED MAPLE 25000 feet 1 1/4 inch No. 1 com. and bet. 43,000 feet 1 1/2 inch No. 1 com. and bet.</p> <p>MAPLE STEPS 25,000 feet 1 1/4 inch first and second. 10000 feet 1 1/2 inch first and second. 2,000 feet 1 1/2 inch No. 2 common. 13,000 feet 2 inch 11 inch and up wide. 6,700 feet 2 inch 14 inch and up wide.</p> <p>POPLAR 8,000 feet 1 inch No. 1 common. 2,880 feet 1 1/4 inch No. 1 common. 7,800 feet 1 1/2 inch No. 1 common. 4,500 feet 2 inch No. 1 common. 1,900 feet 2 1/2 inch common and better. 750 feet 3 inch common and better. 8,700 feet 4 inch first and second.</p>
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Attractive prices to large and responsible buyers of Hardwoods.
Direct car shipments from Southern mill points a specialty.

APRIL

Below is partial list of stock on hand ready for shipment

1905

<p>QUARTERED WHITE OAK 100,000' 1" 1s and 2s. 40,000' 1 1/2" 2s. 35,000' 1 1/2" 2s. 20,000' 2" 2s. 75,000' 1" common. 35,000' 1 1/4" common. 30,000' 1 1/2" common. 15,000' 2" common. 3,000' 1 1/4" cull. 20,000' 1" strips. 10,000' 1" common strips.</p> <p>QUARTERED RED OAK 35,000' 1" common. 9,000' 1" 1s and 2s. 2,000' 1 1/2" 2s. 8,000' 1" strips. 5,000' 1" cull.</p> <p>PLAIN WHITE OAK 20,000' 1" common. 8,000' 1 1/4" common. 25,000' 1 1/2" common. 15,000' 2" common. 2,000' 2 1/2" 1s and 2s. 3,000' 3" 1s and 2s.</p> <p>WALNUT 3,000' 1" 1s and 2s. 3,000' 1 1/4" 2s. 7,000' 1 1/2" 2s. 25,000' 1 1/4" and 1 1/2" common. 15,000' 1" sap and mill cull.</p>	<p>WHITE ASH 7,000' 1" 1s and 2s. 20,000' 1 1/2" 2s. 5,000' 2" 2s. 2,000' 4" 2s. 20,000' 1" common. 15,000' 1 1/2" common. 20,000' 2" common. 8,000' 1" cull.</p> <p>QUARTERED ASH 20,000' 1" common and better.</p> <p>HICKORY 6,000' 1 1/2" 1s and 2s. 9,000' 2" 1s and 2s. 7,000' 2" common. 2,500' 2 1/2" 1s and 2s. 3,000' 3" 1s and 2s.</p> <p>CHERRY 6,000' 1" and 1 1/2" 1s and 2s. 20,000' 1" common. 10,000' 1" cull.</p> <p>POPLAR 20,000' 5/8" 1s and 2s.</p>	<p>QUARTERED SYCAMORE 15,000' 1" 1s and 2s 6" and up. 4,000' 5/4, 6/4 and 2" 1s and 2s 12" and up. 3,500' 1" common.</p> <p>BUTTERNUT 13,000' 1" common and better.</p> <p>ELM 60,000' 2" common and better.</p> <p>LINN 30,000' 1" common and better.</p> <p>Piled at EVANSVILLE, IND.</p> <p>PLAIN RED OAK 150,000' 1" common.</p> <p>QUARTERED RED OAK 5,000' 1" 1s and 2s. 4,000' 1 1/4" 2s. 3,000' 2" 2s. 20,000' 1" common. 2,500' 1 1/2" common. 2,000' 2" common.</p>	<p>QUARTERED WHITE OAK 20,000' 1" 1s and 2s. 15,000' 1" common. 8,000' 1" strips.</p> <p>PLAIN WHITE OAK 12,000' 1" 1s and 2s. 12,000' 1" common.</p> <p>GUM 50,000' 1" common and better. 12,000' 2" common and better.</p> <p>Piled at TALLEGA, KY.</p> <p>QUARTERED WHITE AND RED OAK 15,000' 1" 1s and 2s, white. 8,000' 1" common, white. 5,000' 1" 1s and 2s, red. 3,500' 1" common, red.</p> <p>PLAIN WHITE OAK 20,000' 1" cull.</p> <p>ASH 12,000' 1 1/2" 1s and 2s.</p> <p>OAK TIES 10,000 7x8-8' 6". 8,000 6x8 8'.</p>
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ALL KINDS HARDWOOD LUMBER HUNTINGBURG,
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Manufacturers and Wholesalers of

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Specialties: Pure Indiana Quartered White Oak, all Thicknesses. Send us your inquiries

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Hardwoods**Buyers of all kinds of
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Our firm is well known throughout the trade, because of the high grade lumber turned out, and the uniformly careful treatment extended to patrons during the many years of our business experience. We solicit a share of YOUR patronage. Once a customer, you will wish to continue with us.

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WHOLESALEERS**513, 514, 515 KELLER BUILDING
LOUISVILLE, KENTUCKY

In Charge of

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Vice-President

We make a Specialty of Quartered-Sawed White and Red Oak. All Thicknesses. We also handle all Kinds of Plain Oak, Poplar and Other Hardwoods.
 All Shipments Made Direct From Mill. **WRITE FOR PRICES**

Now sawing at our Crandon, Wis., mill a fine lot of

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Will cut about 5,000,000 ft. this winter.
Stock runs exceptionally fine

WHITE COLOR

Have in pile a well-assorted stock of dry lumber in both Northern and Southern Hardwoods.

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Let us give you the benefit of the best methods of manufacture and treatment which a seasoned experience has taught us.

ALL GRADES AND THICKNESSES, AIR AND KILN DRIED, ROUGH, DRESSED OR WORKED-TO-ORDER.

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SHIPPING DRY STOCK.
300 M. ft. 4 4 Gum. 250 M. ft. 4 4 Common Cypress.
490 M. ft. 4 4 Cottonwood. 250 M. ft. 4 4 to 12 4 Shops, Selects and 18 and 28 Cypress.

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OUR SPECIALTIES:

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Dry Stock Piled
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ready for immediate
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Ash,
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Gum, Red and Tupelo
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The St. Louis whole-
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Specialty: WAGON STOCK

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ASH—ALL THICKNESSES AND GRADES.

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Can avail themselves of the stock we are cutting from large virgin timber in West Virginia, eastern Kentucky, eastern Tennessee and western North Carolina. We have a full list of Hardwoods on hand and shall be glad to have your inquiries.

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We want to move some 1", 1½" and 2" Birch.
We have a nice, dry stock of Winter-sawn Northern Basswood.
We have a good assortment of Soft Yellow Poplar and want to move particularly some 4¼", 5¼" and 8¼" 1sts and 2nds, bone dry stock, good widths and lengths. Send us your inquiries.

WE WANT TO BUY
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Cypress, Poplar and Hardwoods
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WE MAKE A SPECIALTY OF
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MILL MEN! Send us a list of what you have in all kinds of Hardwoods. Quote lowest cash price and freight rate to Indianapolis.

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We run six Band Mills with a daily capacity of 150,000 ft.

SPECIALTIES: QUARTERED AND PLAIN OAK
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Indiana Quartered Oak and Sycamore Our Specialty.

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Always in the market for choice lots of hardwoods.

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FINE FIGURED QUARTERED OAK
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PLAIN and QUARTERED OAK
POPLAR and CHESTNUT

ALL GRADES READY FOR SHIPMENT.
ALWAYS IN THE MARKET FOR ALL KINDS
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One million feet 4-4 Bay Poplar.
Can be shipped log run, or sold
on grade. Bone dry; band
sawed. Send your inquiries.

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LIST each month with reasonable prices ex-
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BUILDING AND

HARDWOOD
LUMBER

Babcock Lumber Co.

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PENNSYLVANIA
HARDWOODS
19,000,000 FEET ANNUALLY

LONG ON 6-4
HARD MAPLE

MILLS AND OFFICE
ASHTOLA, PA.

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HARDWOODS A SPECIALTY

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WE HAVE CHOICE DRY STOCK READY FOR PROMPT SHIPMENT AS FOLLOWS:

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- 1 car 12/4 1st and 2nd Basswood.
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- 3 cars 8/4 C. and B. Beech.
- 3 cars 10/4 C. and B. Beech.
- 4 cars 12/4 C. and B. Beech.



- 4 cars 4/4 1st and 2nd Rock Maple.
- 5 cars 8/4 C. and B. Rock Maple.
- 1 car 10/4 C. and B. Rock Maple.
- 2 cars 12/4 C. and B. Rock Maple.
- 4 cars 16/4 C. and B. Rock Maple.
- 1/2 car 12/4 C. and B. Birch.
- 1/2 car 16/4 C. and B. Birch.

MANUFACTURERS AND WHOLESALEERS OF ALL KINDS OF

HARDWOOD LUMBER—FLOORING

4,000,000 FEET OF OTHER CHOICE HARDWOODS IN STOCK READY FOR SHIPMENT.

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LET US HAVE YOUR INQUIRIES.

DENNIS & SMITH LUMBER CO.

Wholesale Hardwood Lumber

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MILLS AT: Heaters, W. Va. Valley Bend, W. Va. Diana, W. Va. Parkersburg,
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Office and Yards: 520 to 530 FRANKLIN STREET
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Saw Mills EUTAW, ALA. Correspondence invited on all hardwoods.

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—BOYNE CITY—

MICHIGAN ROCK MAPLE
and other HARDWOODS

LARGE CAPACITY PROMPT SHIPMENTS RAIL OR CARGO

A. F. ANDERSON

Manufacturer and Wholesaler of

MICHIGAN HARDWOODS

Thick Maple (lengths piled separately), and White Maple, end-piled under
sheds, our specialties.

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WANTED

300,000 Feet 2 in., 2 1/4 in., 2 1/2 in., and 3 in. Green Oak. 6 to 14 Feet Long. 500,000 Feet Oak Car Stock. 100,000 Ft. 1 in. Red Oak Common and Better

FOR SALE BY

The R.G. Peters Salt & Lumber Co.

SOFT ELM AND ROCK ELM

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REPRESENTATIVE MANUFACTURERS OF
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Northern and Southern **Hardwood Lumber**

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206 TO 209 HOUSEMAN BUILDING.

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WANTED

Oak, Elm, Ash, Birch, Bass, Hemlock and Pine Lumber and Lath.

FOR SALE

All of the above items and Red Cedar, Redwood and White Cedar, Shingles and Posts.

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NORTHERN
AND
SOUTHERN

Hardwoods

MILLS: Ludington, Mich. Stearns, Ky. SALES OFFICES: Houseman Bldg., Grand Rapids Union Trust Bldg., Cincinnati, O.

VAN KEULEN & WILKINSON LUMBER COMPANY

Manufacturers and Wholesalers of

HARDWOOD LUMBER AND CRATING STOCK

Dry Stock For Sale

1, 1½, 2 and 3 inch Basswood. 1, 1½, 2, 2½ and 3 inch Beech.
1, 1¼ and 1½ inch Birch. 1¼ and 1½ inch No. 2 com. Black Ash.
1, 1¼, 1½ and 2 inch Hard Maple. 3 cars 2 inch Rock Elm.

WE ARE IN THE MARKET FOR

QUARTERED WHITE OAK AND PLAIN
RED AND WHITE OAK, COTTONWOOD
GUM AND POPLAR.

Our Motto: "Prompt Shipments."
Correspondence Solicited.

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Manufacturers of Michigan and Southern

HARDWOODS

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Prompt shipments from our own mills by rail or water.
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Michigan Hardwoods

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We carry Complete Stock, all Kinds, Grades
and Thicknesses in our Grand Rapids yards.

MIXED CARS AND PROMPT SHIPMENTS SPECIALTIES

Thompson Lumber Co.

LIMITED

WE WANT PLAIN RED OAK
AND QUARTERED WHITE OAK

FOR SALE

Complete Stocks of

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ALONG THE LINE OF THE

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Grows the Finest of the Celebrated

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There Are Still Opportunities for Profitable Investment.

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In tracts of from five hundred to fifty thousand acres, also pine and cypress. All original growth, convenient to transportation facilities. Sold either in fee or on stumpage basis, at from \$1.00 to \$10.00 per acre, depending upon cut, etc. Write for list of specific tracts, stating acreage and kind of timber preferred.

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Hardwood Lumber

PLAIN RED
AND WHITE OAK.
QUARTERED RED
AND WHITE OAK.
POPLAR.
Always in Stock.

Our Specialty.
OAK TIMBER
AND
FLITCHES
up to 60 feet long
CUT TO ORDER.

STONEMAN-ZEARING LUMBER COMPANY

HARDWOOD LUMBER

76 West Erie Street, CHICAGO

MILLS: DEVALL BLUFF, ARKANSAS

<p>QUARTERED WHITE OAK. 40,000 ft. 1 in. 1st and 2nd. 60,000 ft. 1 in. com.</p> <p>PLAIN WHITE OAK. 80,000 ft. 5/8 in. com. 85,000 ft. 1 in. com.</p> <p>PLAIN RED OAK. 2 cars 5/8 in. 1st and 2nd. 5 cars 1 in. 1st and 2nd. 1 car 1 1/2 in. 1st and 2nd. 2 cars 3/4 in. com. 10 cars 1 in. com. 2 cars 1 1/2 in. com.</p>	<p>GUM. 8 cars 1x13 to 17 Box Boards. 7 cars 1x13 and up 1st and 2nd Saps. 8 cars 1x6 to 12 1st and 2nd Saps. 15 cars 2 in. Log Run (will sell on grades.) 15 cars 1 in. cull. 10 cars 1 in. com. red.</p> <p>COTTONWOOD. 1 car 5/8 in. com. and cull. 10 cars 1 in. com. and cull.</p> <p>ELM. 2 cars 1 1/2 in. log run. 5 cars 2 in. log run.</p>
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We have two million feet selected Gum logs, also 300,000 feet White Ash logs. Our Gum logs were all cut when the sap was down. All our logs are rafted. Gum handled in this way is much better than any other. We should be pleased to have your inquiries. : : :

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YELLOW PINE
and CYPRESS**

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We Carry a General Line of Hardwoods.
Kiln Dried Lumber Constantly in Stock.

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SHIPMENTS DIRECT FROM THE MILLS

WE ARE IN THE MARKET AT ALL TIMES FOR STOCKS OF HARDWOOD.
WRITE US

BALTIMORE, MARYLAND **E. E. PRICE** BUYER AND EXPORTER OF

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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.

DO YOU WISH TO REACH
HARDWOOD MANUFACTURERS

GREAT AND SMALL?

THE HARDWOOD RECORD

WILL DO IT FOR YOU

J. S. GOLDIE
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SPECIAL OFFERINGS FOR APRIL

500 M feet 2", 3" and 4" dry maple lumber. 40 M feet 4 x 5 and 4", 5" and 6" green maple squares for rail shipment. 120 M feet 1" to 3", dry maple lumber, largely thick, on dock at Cheboygan.

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CAR LOTS, BARGE LOTS, CARGO LOTS OR MILL CUTS FOR FUTURE SHIPMENTS, ANNUAL CONTRACTS OR IMMEDIATE REQUIREMENTS.

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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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In the market for Cherry, Oak and Chestnut

Send Us Your Stock List

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ALWAYS IN THE MARKET FOR

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WRITE US BEFORE SELLING.

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Make me prices F. O. B. your shipping points.
Will send inspector to receive lumber.

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Solicit correspondence with mill men. 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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Write us before selling. If in the market to buy we can interest you.

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Can handle the cul of one or two good mills on a cash basis. Send me your stock list

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Wholesale Southern Hardwoods,
Cottonwood, Gum, Oak, and Ash,

Always ready to contract for cuts of Southern Mills.

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OUR SPECIALTIES ARE
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For which we will pay the highest market price in cash. Correspondence solicited.

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ALWAYS IN THE MARKET FOR
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WILL PAY CASH FOR DESIRABLE LOTS OF

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Finely Figured Quarter Sawn Oak VENEERS A Specialty

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WRITE US BEFORE SELLING. IF IN THE MARKET TO BUY WE CAN INTEREST YOU

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Wanted for cash—desirable blocks of 1 inch to 4 inch Poplar, all grades, especially 1½-inch stock, for immediate shipment.

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Poplar, Oak,
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YEARLY CAPACITY
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Cherry

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Maple, Hard and Soft

Red Oak, Plain and
Quartered

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Buy and Carry Large Quantities of All Kinds of Hardwoods.

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Stock All Band Sawed,
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