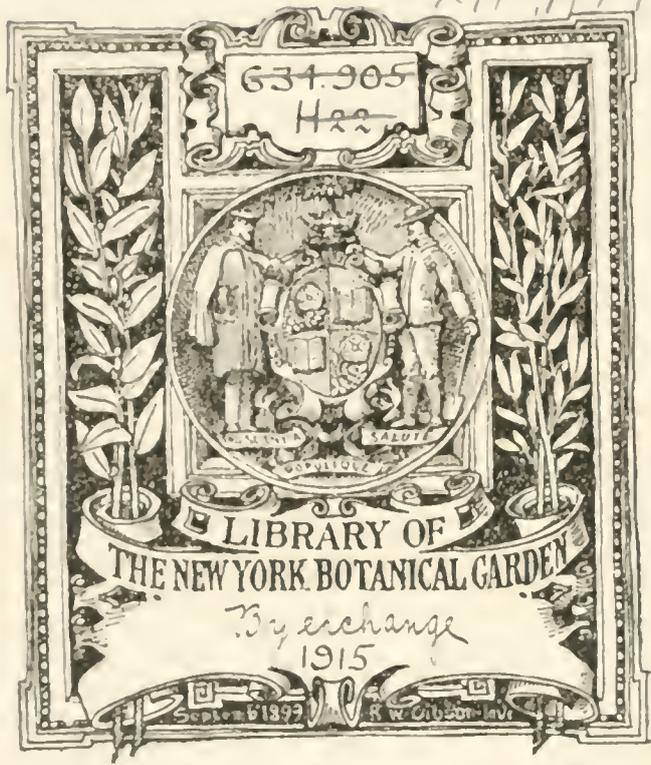




XH A79



XH
A79
v. 40
1915

Aardwood Record

Twentieth Year,
Semi-Monthly.

CHICAGO, APRIL 25, 1915

Subscription \$2.
Single Copies, 10 Cents.



ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

J. Gibson McIlvain & Company

1420 Chestnut Street

PHILADELPHIA, PA.

Everything in Lumber

We Offer the Following in Dry Stock:

- 4 4 No. 1 Common Birch 200,000 ft.
- 5 8 No. 1 & 2 Soft Yellow Poplar . . . 90,000 ft.
- 1 car 4 4 No. 1 & 2 Basswood, 10" & over.
- 7x24 No. 1 Heart Split Cypress
Shingles 160,000

QUICK SHIPMENT

RIGHT PRICES

PENROD Walnut & Veneer Co.

Manufacturers

EXCLUSIVELY
WALNUT LUMBER AND VENEERS

KANSAS CITY, MO.

PENROD-JURDEN & McCOWEN

Manufacturers of

**HARDWOOD LUMBER
AND VENEERS**

Announce the Opening of
GENERAL OFFICES in

MEMPHIS, TENN.

Veneer Mills,
HELENA, ARK.

Band Mills,
BRASFIELD, ARK.

M I C H I G A N
FAMOUS FOR HARD MAPLE AND GREY ELM

MICHIGAN HARDWOODS, OUR OWN MANUFACTURE

Sales Department

COBBS & MITCHELL, Inc.

CADILLAC, MICH.

APRIL 2, 1915.

DRY STOCK LIST

4/4 Basswood 1's & 2's.....	100 M
1x7 & 8 Basswood 1's & 2's.....	16
1x9 & 11 Basswood 1's & 2's.....	21
1x10 Basswood 1's & 2's.....	12
4/4 Basswood No. 1 Common.....	200
4/4 Basswood No. 2 Common.....	500
4/4 Basswood No. 3 Common.....	50
4/4 Basswood No. 2 Common and Better.....	200
4/4 Birch 1's & 2's Sap.....	17
4/4 Red Curly Birch 1's & 2's.....	1/2
4/4 Cadillac Gray Elm 1's & 2's.....	25
4/4 Cadillac Gray Elm No. 1 Common.....	100
4/4 Cadillac Gray Elm No. 2 Common.....	300
4/4 Cadillac Gray Elm No. 2 Com. and Bet.....	100
8/4 Rock Elm No. 2 Common and Better.....	25
8/4 Rock Elm No. 3 Common.....	24
4/4 White Maple End Dried (Clear).....	9
4/4 Birdseye Maple End Dried.....	2 1/2
5/4 Maple Step 1's & 2's.....	15
4/4 Maple No. 3 Common.....	45
4/4 Maple No. 4.....	7
4/4 Elm and Basswood No. 4 Common.....	70

"It is not what lumber costs you, so much as what you can get out of it, that decides its value for your work."

DRY 5-4 CADILLAC GRAY ELM

WE HAVE THREE CARLOADS OF CHOICE 5/4 CADILLAC GRAY ELM WHICH RUNS FROM 80 TO 90 PER CENT TWELVE INCHES AND WIDER AND LARGELY 14 INCHES AND WIDER. IF YOU CAN USE IT, MAY WE QUOTE PRICES FOR PROMPT SHIPMENT?

MITCHELL BROTHERS CO.
CADILLAC, MICH.
SALES DEPARTMENT

**Do
You
Know**

that there are many good reasons why you should use Figured Red Gum? Let us tell you why.

Figured Red Gum has "made good" strictly on its merits, and is now recognized as

America's finest cabinet wood.

The furniture business needs stimulating. The "something different" character of Figured Red Gum is creating new interest.

Clip the Coupon and return now

THE LOUISVILLE VENEER MILLS,

Louisville, Ky.

MAKERS OF

GOOD VENEERS AND PANELS FOR A QUARTER OF A CENTURY

THE LOUISVILLE VENEER MILL, LOUISVILLE, KY.

You may advise how Figured Red Gum can be utilized in our work.

We manufacture.....

It is understood that no obligation whatever is incurred.

American Black Walnut for Furniture and Interior Finish

One of the most interesting conditions in the lumber-consuming industry is the reciprocal effect exercised by furniture and interior trim. The furnishings of a home largely determine the sort of trim the owner specifies, and on the other hand the finish which has been installed influences directly the character of furniture which is bought. The answer to the proposition that dozens of big buildings are being finished with American Black Walnut, and over 100 leading furniture manufacturers are offering goods made of the material, ought to be easy.

For stocks of walnut ready to ship, see the appended lists:

Sanders & Egbert Co.

Goshen, Ind.

1ST and 2ND		NO. 1 COMMON	
3 8-in.	4,000-ft.	1 2-in.	18,000-ft.
4 4-in.	36,000-ft.	2 8-in.	11,000-ft.
5 8-in.	47,000-ft.	3 4-in.	12,000-ft.
6 4-in.	74,000-ft.	4 0-in.	40,000-ft.
1 in.	92,000-ft.	4 4-in.	24,000-ft.
1 1/2 to 9-in. wide		4 8-in.	2,500-ft.
Clear Shirts	9,000-ft.	2 in.	5,000-ft.
1x10 in. and up		NO. 2 COMMON	
Clear Shirts	13,300-ft.	1 2-in.	3,000-ft.
14 8-in.	7,500-ft.	3 4-in.	2,500-ft.
2 1/2-in. and up	2,500-ft.	1 1/2 in.	4,500-ft.
2 1/2-in.	4,000-ft.	1 in.	1,000-ft.
1-in. Clear Face	42,000-ft.	2 1/2 in.	1,000-ft.
		NO. 3 COMMON	
		3 4-in.	10,500-ft.

Geo. W. Hartzell

Piqua, O.

1ST and 2ND		NO. 1 COMMON	
3 4-in.	21,000-ft.	3 8-in.	37,000-ft.
4 4-in.	17,000-ft.	4 4-in.	11,500-ft.
5 4-in.	13,000-ft.	4 4-in.	27,000-ft.
6 4-in.	16,000-ft.	7 4-in.	12,000-ft.
8 4-in.	40,000-ft.	6 4-in.	13,000-ft.
9 4-in.	13,000-ft.	8 4-in.	90,000-ft.
10 4-in.	8,000-ft.	10 4-in.	3,000-ft.
12 4-in.	3,000-ft.	12 4-in.	2,000-ft.
16 4-in.	1,500-ft.	16 4-in.	1,000-ft.
4 4-in. Clear Face 6 in. and up wide			33,000-ft.
4 4-in. to 16 4-in. No. 2 Common			40,000-ft.
Special Heavy Black 4 in. to 6 in. Thick			5,000-ft.

VENEERS

Good assortment of long figured wood, figured butts and long plain wood, ready for immediate shipment.

Penrod Walnut & Veneer Company

Kansas City, Mo.

1st and 2nds		No. 1 Common	
5 8-in.	20,000-ft.	5 8-in.	40,000-ft.
3 4-in.	43,000-ft.	3 4-in.	50,000-ft.
4 4-in.	65,000-ft.	4 4-in.	330,000-ft.
5 4-in.	17,000-ft.	5 4-in.	30,000-ft.
6 4-in.	19,000-ft.	6 4-in.	14,000-ft.
10 4-in.	2,000-ft.	8 4-in.	3,000-ft.
12 4-in.	4,000-ft.	10 4-in.	3,000-ft.

Kraetzer Cured Lumber in Stock Ready for Shipment.
Three Million Feet of Figured Walnut Butt Veneer and Two Million Feet of Figured Walnut Log Veneers Rotary Cut and Sliced Stock.
We Furnish Plain Walnut Veneer any Thickness, cut to size.

Theodor Francke Erben, G. m. b. H.

Cincinnati, O.

1st and 2nds		No. 1 Common	
3 8-in.	31,000-ft.	3 8-in.	37,000-ft.
1 2-in.	170,000-ft.	1 2-in.	60,500-ft.
5 8-in.	187,000-ft.	5 8-in.	14,000-ft.
3 4-in.	125,000-ft.	3 4-in.	63,000-ft.
4 4-in.	54,000-ft.	4 4-in.	94,500-ft.
5 4-in.	5,000-ft.	5 4-in.	11,700-ft.
6 4-in.	14,000-ft.	6 4-in.	36,000-ft.
8 4-in.	2,300-ft.	8 4-in.	2,000-ft.
10 and 12 4-in.	1,500-ft.	10 4-in.	1,000-ft.

SELECTS

SELECTS		No. 2 Common	
4 4-in.	30,000-ft.	4 4-in.	20,000-ft.
5 4-in.	14,000-ft.	5 4-in.	14,000-ft.
6 4-in.	25,000-ft.	6 4-in.	25,000-ft.

East St. Louis Walnut Company

East St. Louis, Ill.

1st and 2nds		No. 1 Common	
3 8-in.	50,000-ft.	3 8-in.	50,000-ft.
1 2-in.	105,000-ft.	1 2-in.	27,000-ft.
5 8-in.	160,000-ft.	5 8-in.	25,000-ft.
3 4-in.	117,000-ft.	3 4-in.	135,000-ft.
4 4-in.	80,000-ft.	4 4-in.	165,000-ft.
5 4-in.	25,000-ft.	5 4-in.	45,000-ft.
6 4-in.	9,000-ft.	6 4-in.	25,000-ft.
12 4-in.	12,000-ft.	8 4-in.	3,000-ft.
16 4-in.	4,000-ft.	10 4-in.	3,500-ft.
		12 4-in.	9,000-ft.
		16 4-in.	1,200-ft.

Pickrel Walnut Company

St. Louis, Mo.

1st and 2nds		No. 1 Common	
3 4-in.	25,000-ft.	3 4-in.	46,000-ft.
4 4-in.	32,000-ft.	4 4-in.	52,000-ft.
5 4-in.	8,000-ft.	5 4-in.	12,000-ft.
6 4-in.	12,000-ft.	6 4-in.	14,000-ft.
		8 4-in.	8,000-ft.

Any Quantity, Any Thickness, No. 2 Common.
Bohanized Dry Lumber Always in Stock.

VENEERS

Any Quantity, Both in Longwood and Butts.

H. A. McCowen & Co.

Louisville, Ky.

1st and 2nds		No. 1 Common	
4 4-in.	220,000-ft.	4 4-in.	206,000-ft.
5 4-in.	50,000-ft.	5 4-in.	100,000-ft.
6 4-in.	10,000-ft.	6 4-in.	40,000-ft.
8 4-in.	8,000-ft.	8 4-in.	30,000-ft.
10 4-in.	5,000-ft.	10 4-in.	10,000-ft.
12 4-in.	15,000-ft.	12 4-in.	10,000-ft.
16 4-in.	7,000-ft.	16 4-in.	4,000-ft.

All Thicknesses in No. 2 Common.

Long-Knight Lumber Company

Indianapolis, Ind.

1st and 2nds		No. 2 Common	
4 4-in.	20,350-ft.	4 4-in.	43,600-ft.
8 4-in.	770-ft.	5 4-in.	9,700-ft.
		6 4-in.	3,000-ft.
		8 4-in.	8,300-ft.

Frank Purcell

Kansas City, Mo.

PRIME WALNUT LOGS FOR EXPORT

Figured Walnut Logs
Figured Walnut Butts

SAVE YOUR MONEY BY USING THE

RED BOOK

Published Semi-annually
in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

Lumbermen's Credit Assn., Established 1878

608 So. Dearborn St. CHICAGO Mention This Paper 55 John St. NEW YORK CITY

Clarence Boyle, Inc., 312 Portland Block
Chicago

WHOLESALE LUMBER

Always in the market for OAK, GUM and POPLAR

Q For items of Hardwood Stock or Hardwood Machinery, you will find it advantageous to write our advertisers. Get in touch!

J. RAYNER VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELDON ST.
CHICAGO

A floor to adore



For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

THE POWELL MYERS LBR. CO.
of SOUTH BEND, IND.

Anything and Everything in Dimension Hardwoods

Cut to Order

WE SPECIALIZE IN

*Chair Posts and Rockers Band Sawed to Pattern.
Timbers, Plank, Wagon, Implement, Chair and
Furniture Stock.*

"STEARNS" LUDINGTON

Hardwood Specialists

5,000,000 feet

4-4 to 8-4

BEECH

A complete stock of thoroughly
dry Beech in all grades

We specialize in Kiln Dried Stock

The **STEARNS**
SALT & LUMBER CO.
LUDINGTON, MICH.

Our FLOORING PLANT is now complete. We are prepared to furnish promptly

Made **(MR)** Right

OAK FLOORING

in carload or less than carload shipments, scientifically cured, perfectly worked, uniform in color and texture

THE MOWBRAY & ROBINSON CO., Cincinnati, O.

FACTORY—QUICKSAND, KENTUCKY

YARDS—Detroit, Mich.; Rochester, N. Y.; Brooklyn, N. Y.; Cincinnati, O.
BRANCH OFFICES—Indianapolis, Ind.; Grand Rapids, Mich.; Cleveland, O.;
Buffalo, N. Y.; Boston, Mass.

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS



- | | |
|---|--|
| 5 cars 4 4" 1s & 2s Plain White Oak. | 1 car 4/4" No. 2 Common Quartered White Oak. |
| 10 cars 4/4" No. 1 Common Plain White Oak. | 1 car 4 4" 1s & 2s Plain Red Oak. |
| 5 cars 4 4" No. 2 Common Plain White Oak. | 5 cars 4 4" No. 1 Common Plain Red Oak. |
| 1 car 3/8" 1s & 2s Plain White Oak. | 5 cars Com. & Better Sound Wormy, Red & White Oak. |
| 1 car 3/8" No. 1 Common Plain White Oak. | 5 cars No. 3 Common, Plain Red & White. |
| 2 cars 4/4" 1s & 2s Quartered White Oak. | 1 car 4/4" 1s & 2s Red Gum. |
| 5 cars 4/4" No. 1 Common Quartered White Oak. | 2 cars 4/4" No. 1 Com. Red Gum. |

Band Sawed Stock. Dry and Ready for Immediate Shipment. Your Inquiries Solicited

Carnahan-Allport Lumber Company
 SUCCESSORS:
 VARNER LAND & LUMBER COMPANY
 Geridge, Lonoke Co., Ark.

COTTONWOOD

OAK

PLAIN AND QUARTERED RED AND WHITE

RED AND SAP GUM

High Grades

Band Sawn Lumber

We Make a Specialty of Thin Stock

COTTONWOOD
 AND GUM VENEERS
 THREE-PLY GUM PANELS
 BOX SHOOKS—EGG CASES

Write Us for Prices

Anderson-Tully Company
 MEMPHIS, TENN.

EVERYTHING'S NEW Starting new mill, new yards, new piles, new everything — *but* with experienced men behind it we decided to begin right—with a definite policy. Our location gives us the chance to purchase standing timber wherever we want to—hence we select the best.

OUR POLICY

We figure the time is right for a stock of soft textured oak and our aim in selecting timber has been to provide just that asset. We now announce that this policy enables us to offer you positively selected soft textured stock in plain and quartered red and white oak. You are positive of getting what you want.

Also manufacture ash and aim to give you what you want, when you want it. Instance, our 1sts and 2nds are all piled to widths. Really, we have a novel plan all the way through. We are sure you would be interested in further details.

Little Rock Lumber & Manufacturing Co., Little Rock, Ark.

VESTAL LUMBER AND MANUFACTURING COMPANY

Manufacturers

PLAIN OAK

QUARTERED WHITE OAK

Tennessee Red Cedar

BLACK WALNUT

POPLAR

MILL ON LOUISVILLE & NASHVILLE AND SOUTHERN RAILROAD, AT VESTAL, TENNESSEE. A SUBURB OF KNOXVILLE

BAY CITY MICH.

THE LARGEST PRODUCING CENTER OF MICHIGAN HARDWOOD
 LOWER PENINSULA HARD MAPLE

When You Think This, Think Bay City

500M 4/4 No. 2 Common & Better Hard Maple
 500M 4/4 No. 3 Common Hard Maple
 100M 4/4 No. 2 Common & Better Soft Maple
 100M 4/4 Birch, Mill Run
 200M 4/4 Basswood, L. R.
 110M 4/4 1st & 2nd Basswood
 75M 4/4 No. 1 Common Basswood
 90M 4/4 No. 2 Common Basswood
 40M 5/4 1st & 2nd Basswood
 90M 5/4 No. 1 Common Basswood
 60M 5/4 No. 3 Common Basswood
 125M 5/4 No. 2 Common & Better Beech
 160M 6/4 No. 3 Common Beech

Richardson Lumber Company

15,000 ft. 1x6 1st & 2nds Maple.
 200,000 ft. 4/4 No. 1 Common & Better Maple.
 200,000 ft. 5/4 No. 1 Common & Better Maple.
 100,000 ft. 8/4 No. 1 Common & Better Maple.
 100M ft. 4/4 1st & 2nd Maple
 40M ft. 5/4 1st & 2nd Maple
 100M ft. 4/4 No. 3 Common Maple
 500M ft. 5/4 No. 8 Common Maple
 20M ft. 6/4 No. 3 Common Maple
 100,000 ft. 4/4 No. 1 & No. 2 Common Birch.
 75,000 ft. 4/4 No. 8 Common Birch.
 40M ft. 4/4 No. 8 Common Birch
 10M ft. 6/4 No. 3 Common Birch
 50M ft. 5/4 1st & 2nds Basswood
 500,000 ft. 5/4 No. 3 Common Beech.
 400M ft. 5/4 No. 2 Common & Better Beech
 500M ft. 8/4 No. 2 Common & Better Beech
 40M ft. 8/4 No. 2 Common & Better Beech
 150M ft. 6/4 No. 3 Common Beech
 50M ft. 6/4 No. 3 Common Elm
 50M ft. 4/4 No. 3 Common & Better White Pine

The Kneeland-Bigelow Company

HARD MAPLE		BEECH	
16/4 1s & 2s, 8" and up.....	124,300 ft.	6/4 No. 2 C. & B.....	35,000 ft.
16/4 No. 1 Com.....	34,700 ft.	6/4 No. 3 Com.....	63,000 ft.
16/4 No. 2 C. & B., 4 to 7" wide.....	9,000 ft.	5/4 No. 2 C. & B.....	408,000 ft.
12/4 1s & 2s, 8" and up.....	203,800 ft.	5/4 No. 3 Com.....	31,000 ft.
12/4 No. 1 Com.....	26,000 ft.	4/4 No. 1 C. & B.....	53,000 ft.
10/4 1s & 2s, 8" and up.....	163,200 ft.	4/4 No. 2 & 3 Com.....	659,000 ft.
8/4 1s & 2s, 8" and up.....	180,200 ft.	4/4 No. 3 Com.....	57,000 ft.
8/4 No. 1 Com., 8" and up.....	8,200 ft.		
8/4 heart culls.....	72,000 ft.	BASSWOOD	
6/4 1s & 2s, 8" and up.....	286,000 ft.	4/4 No. 2 C. & B.....	445,000 ft.
5/4 1s & 2s, 8" and up.....	166,800 ft.	4/4 No. 3 Com.....	30,000 ft.
5/4 Bird's Eye.....	920 ft.		
4/4 Bird's Eye.....	480 ft.	ELM	
4/4 White's Eye.....	97,500 ft.	4/4 Full cut.....	25,000 ft.
4/4 1s & 2s, 8" and up.....	650,000 ft.		
4/4 Heart culls.....	61,200 ft.	ASH	
4/4 Plank trim.....	37,000 ft.	4/4 Full cut.....	18,000 ft.
BIRCH		CHERRY	
5/4 No. 2 C. & B.....	6,200 ft.	4/4 Full cut.....	1,500 ft.
5/4 No. 3 Com.....	3,000 ft.		
4/4 No. 1 Com.....	62,000 ft.	OAK	
4/4 No. 2 C. & B.....	180,200 ft.	4/4 Full cut.....	8,000 ft.
4/4 No. 2 Com.....	28,000 ft.		
4/4 No. 3 Com.....	93,500 ft.		

W. D. Young & Company

800,000 ft. 4/4 No. 1 and No. 2 Common Hard Maple.
 250,000 ft. 5/4 No. 1 and No. 2 Common Hard Maple.
 40,000 ft. 5/4 No. 1 Common and Better Hard Maple.
 9,000 ft. 5/4x11 1/2" and wider 1st and 2ds Hard Maple.
 5,000 ft. 9/4x12" and wider 1st and 2ds Hard Maple.

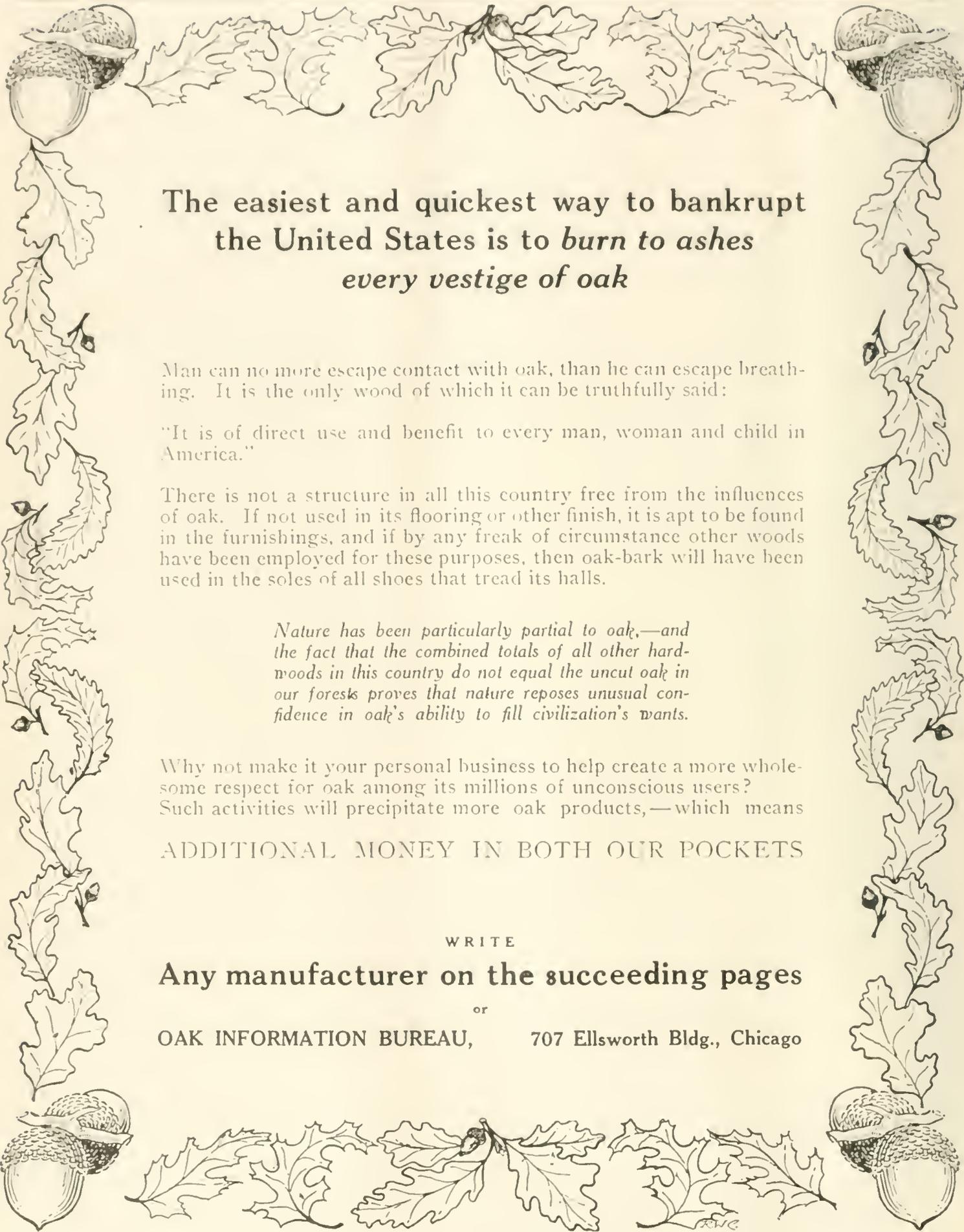
4,000 ft. 4/4 1st and 2nds Hard Maple.
 700 ft. 5/4 1st and 2nds Birds Eyo Hard Maple.
 300,000 ft. 4/4, 5/4 and 6/4 No. 3 Common Hard Maple.
 150,000 ft. 4/4 No. 3 Common Birch.
 15,000 ft. 5/4 No. 3 Common and Better Balm.
 50,000 ft. 4/4 Wormy Pine Mill Culla for boxlog.
 500,000 ft. 4/4 and 8/4 No. 2 and No. 3 Hemlock for boxlog.

Ross & Wentworth

Let the following manufacturers know your needs:

KNEELAND-BIGELOW CO.
RICHARDSON LUMBER CO.

ROSS & WENTWORTH
W. D. YOUNG & CO.



**The easiest and quickest way to bankrupt
the United States is to *burn to ashes*
*every vestige of oak***

Man can no more escape contact with oak, than he can escape breathing. It is the only wood of which it can be truthfully said:

"It is of direct use and benefit to every man, woman and child in America."

There is not a structure in all this country free from the influences of oak. If not used in its flooring or other finish, it is apt to be found in the furnishings, and if by any freak of circumstance other woods have been employed for these purposes, then oak-bark will have been used in the soles of all shoes that tread its halls.

Nature has been particularly partial to oak,—and the fact that the combined totals of all other hardwoods in this country do not equal the uncut oak in our forests proves that nature reposes unusual confidence in oak's ability to fill civilization's wants.

Why not make it your personal business to help create a more wholesome respect for oak among its millions of unconscious users? Such activities will precipitate more oak products,—which means

ADDITIONAL MONEY IN BOTH OUR POCKETS

WRITE

Any manufacturer on the succeeding pages

or

OAK INFORMATION BUREAU, 707 Ellsworth Bldg., Chicago

Oak can be made more profitable to you and to the Members of this Association

Provided, each interests himself in making 100,000,000 Americans realize what they owe to oak and its products.

On the following pages our members are reminding you in detail of oak's importance from the standpoint of production. Its great range of utility demonstrates beyond question our assertion that to totally destroy everything oak, would be to bankrupt this country.

We are counting on you to evolve some plan to boost your sales of oak products. They can be greatly increased, if you will but correctly point the way.

Use Annually in Principal Consuming States

Illinois	258,009,000	Minnesota	25,270,000
New York	190,326,000	Massachusetts	24,698,000
Pennsylvania	182,027,630	Alabama	19,563,000
Ohio	163,013,000	Iowa	19,408,000
North Carolina	145,059,000	Texas	13,232,000
Tennessee	112,602,550	Louisiana	10,139,000
Arkansas	105,393,000	Mississippi	10,102,000
Kentucky	88,828,000	New Hampshire	8,682,000
Michigan	78,249,000	Maine	6,335,000
Virginia	55,460,000	Vermont	5,423,000
Wisconsin	55,349,000	South Carolina	4,131,000
Missouri	48,435,000	Washington	1,806,000
Maryland	27,860,000	Oregon	1,676,000
Florida	740,000		

WRITE

Any manufacturer on the succeeding pages

or

OAK INFORMATION BUREAU, 707 Ellsworth Bldg., Chicago

Oak occupies its place as King of American Hardwoods through merit. Its worth has shown through 300 years of service in this country, to say nothing of 2,000 years of service in England.

The following manufacturers have made a study of oak production. In sending them your requirements you will be insuring yourself the best in stock and service.

OAK MANUFACTURERS

ALABAMA

H. H. Hitt Lumber Company, Decatur.
Crawford Hardwood Lumber Company, Montgomery.

ARKANSAS

Carrollan Albert Lumber Company, Allport.
Flann Lumber Company, Arkansas City.
Bliss Oak Lumber Company, Blissville.
Paepeke Licht Lbr. Co., Blytheville and Helena.
Barrod Jurden & McCowen, Brasfield and Helena.
Brinkley Car Works & Manufacturing Company, Brinkley.
Crittenden Lumber Company, Crittenden.
Crossett Lumber Company, Crossett.
Derriott Land & Lumber Company, Dermott.
Fee-Crayton Hardwood Lumber Co., Dermott.
Archer Lumber Company, Helena.
Arkansas Oak Company, Helena.
J. H. Bonner & Sons, Heth, Ark.
Little Rock Lumber & Manufacturing Company, Little Rock.
Miller Lumber Company, Marianna.
Buchanan & Cornelius, McKamie.
Mark H. Brown Lumber Company, Mounds.
Lansing Company, Parkin.
Sallae River Hardwood Company, Pine Bluff.
J. F. McIntyre & Sons, Inc., Pine Bluff.
Geo. C. Brown & Co., Proctor.
Multhead Lumber Company, Weldon.
Lee Wilson & Co., Wilson.

GEORGIA

Case Fowler Lumber Company, Macon.

ILLINOIS

H. B. Blanks Lumber Company, Cairo.
Thomas McFarland Lumber Company, Cairo.
Chicago
Mississippi Lumber Company, Chicago.
Viley-Holloway Lumber Company, Great Northern Bldg., Chicago.
Ward Lumber Company, Chicago.

INDIANA

S. Burkholder Lumber Co., Crawfordsville.
Evansville
F. M. Cutsinger, Evansville.
John A. Rollz & Sons, Evansville.
Maley & Wertz, Evansville.
Clemons Reltz & Sons Company, Evansville.
Hoffman Brothers Company, Fort Wayne.
Ferrine-Armstrong Company, Fort Wayne.
S. P. Coppock & Sons Lumber Company, Fort Wayne.
Bedna Young Lumber Company, Greensburg.
Chas. H. Barnaby, Greencastle.
Sanders & Egbert Company, Gosben.
J. V. Stinson, Huttlingburg.
Long-Kalght Lumber Company, Indianapolis.
Walant Lumber Company, Indianapolis.
Coppes Bros. & Zook, Nappanee.
Wood-Mosaic Company, New Albany.
North Vernon Lumber Company, North Vernon.
C. & W. Kramer Company, Richmond.
Reynolds & Clifford, Rusville.

Swain-Roch Lumber Company, Seymour.
Fullerton-Powell Hardwood Lumber Company, South Bend.
Cyrus C. Shafer Lumber Company, South Bend.

KENTUCKY

Arlington Lumber Company, Arlington.
J. W. Klitcher Lumber Company, Ashland.
Vansant, Klitcher & Co., Ashland.
Wright Klitcher Lumber Company, Ashland.
Clearfield Lumber Company, Inc., Clearfield.
Bond Brothers, Elizabethtown.
J. D. Hughes Lumber Company, High Bridge.
Day Lumber & Coal Company, Jackson.
Bassett Hardwood Manufacturing Company, Monticello.
S. M. Bradley, Morehead.
J. H. Faust & Co., Paducah.
Ferguson & Palmer Co., Paducah.
A. B. Smith & Co., Paducah.
Salt Lick Lumber Company, Salt Lick.

Louisville.

W. P. Brown & Sons Lumber Co., Louisville.
Churchill-Milton Lumber Company, Louisville.
Edward L. Davis Lumber Company, Louisville.
Kentucky-Indiana Hardwood Company, Louisville.
Louisville Pelut Lumber Company, Louisville.
Norman Lumber Company, Louisville.
Ohio River Sawmill Company, Louisville.
Stemmelen Bros. & Fullenlove Company, Louisville.

Lexington

Buskirk-Rutledge Lumber Company, Lexington.
Kentucky Lumber Company, Lexington.
E. R. Spotswood & Sons, Lexington.
Turkey Foot Lumber Company, Inc., Lexington.

LOUISIANA

The Ferd Bremer Lumber Company, Alexandria.
Collfax Hardwood Lumber Company, Collfax.
D. K. Jeffris & Co., Jeffris.
Bocuf River Ld. & Lbr. Company, Logstown.
The Hyde Lumber Company, Lake Providence.
Climax Lumber Company, St. Landry.
Mansfield Hardwood Lumber Company, Shreveport.
Thistlethwaite Lumber Company, Ltd., Washington.

MARYLAND

R. E. Wood Lumber Company, Baltimore.

MASSACHUSETTS

The Atlantic Lumber Company, Boston.

MICHIGAN

Thomas Forman Company, Detroit.

MISSISSIPPI

Alexander Bros., Belzoni.
Lamb-Fish Lumber Company, Charleston.
Paepeke-Licht Lumber Company, Greenville.
Issaquena Lumber Company, Issaquena.
Faust Brothers Lumber Company, Jackson.
Mississippi Hardwood Company, Jackson.
D. H. Hall Lumber Company, New Albany.
Tallahatchie Lumber Company, Philipp.
Carrier Lumber & Manufacturing Company, Sardis.

The durability, strength, standing ability and beauty of oak are proof against all comers for all time. It is more firmly entrenched today than ever before.

Oak occupies its place as King of American Hardwoods through merit. Its worth has shown through 300 years of service in this country, to say nothing of 2,000 years of service in England.

The following manufacturers have made a study of oak production. In sending them your requirements you will be insuring yourself the best in stock and service.

OAK MANUFACTURERS

MISSOURI

Tschudy Lumber Company, Kansas City.
Long Bell Lumber Company, Kansas City.
Galloway-Pease Company, Poplar Bluff.
Baker-Matthews Manufacturing Co., Sikeston.

St. Louis

Garetson-Grason Lumber Company, St. Louis.
Gideon-Anderson Lumber & Mercantile Company, St. Louis.
Thos. E. Powe Lumber Company, St. Louis.
C. F. Liebke Hardwood Mill & Lumber Co., St. Louis.
Waldstein Lumber Company, St. Louis.

NEW JERSEY

Hadentine Lumber Company, Camden.

NORTH CAROLINA

Asheville Lumber Company, Asheville.
Hutton & Bourbonnais, Hickory.
Carr Lumber Company, Pisgah Forest.

OHIO

Yellow Poplar Lumber Company, Coal Grove.
W. M. Ritter Lumber Company, Columbus.
Barr-Holiday Lumber Company, Greenfield.
Ironton Lumber Company, Ironton.
S. H. Nigh & Bro., Ironton.
Nigh Lumber Company, Ironton.
Whistler & Searcy Company, Ironton.
Winchester Lumber Company, Winchester.

Cincinnati

Anchor Lumber Company, Cincinnati.
Atlas Lumber & Manufacturing Company, Cincinnati.
Hay Lumber Company, Cincinnati.
W. E. Heyser Lumber Company, Cincinnati.
Mowbray & Robinson Company, Cincinnati.
Bayou Land & Lumber Company, Cincinnati.
C. Crane & Co., Cincinnati.
The John Dulweber Company, Cincinnati.
The New River Lumber Company, Cincinnati.

PENNSYLVANIA

Milboro Lumber Company, Johnstown.
Aberdeen Lumber Company, Pittsburgh.
Babcock Lumber Company, Pittsburgh.
Moore & Keppel Company, Garland.
Highland Lumber Company, Philadelphia.
American Lumber & Manufacturing Company, Pittsburgh.
Kendall Lumber Company, Pittsburgh.
Cherry River Boom & Lumber Company, Scranton.

TENNESSEE

J. M. Card Lumber Company, Chattanooga.
G. H. Evans Lumber Company, Chattanooga.
Conasauga Lumber Company, Conasauga.
Williams Lumber Company, Fayetteville.
Little Lumber Company, Harriman.
Bedna-Young Lumber Company, Jackson.
Kimball & Kopcke, Knoxville.
J. M. Logan Lumber Company, Knoxville.
Vestal Lumber & Manufacturing Co., Knoxville.
Little River Lumber Company, Townsend.

Memphis

Anderson-Tully Company, Memphis.
Chapman & Dewey Lumber Company, Memphis.
Coulson Lumber Company, Memphis.

I. M. Darnell Son Company, Memphis.
R. J. Darnell, Inc., Memphis.
Dugger & Goshorn Company, Memphis.
General Lumber Company, Memphis.
Goodlander-Robertson Lumber Company, Memphis.

Green River Lumber Company, Memphis.

May Bros., Memphis.
Memphis Band Mill Company, Memphis.
Memphis Veneer & Lumber Company, Memphis.
Moffett, Bowman & Rush, Memphis.
Mossman Lumber Company, Memphis.
Nickey & Sons Company, Inc., Memphis.
Paepcke-Leicht Lumber Company, Memphis.
Penrod-Jurden & McCowen, Memphis.
Russe & Burgess, Inc., Memphis.
E. Sondheimer Company, Memphis.
James E. Stark & Co., Memphis.
Albert N. Thompson & Co., Memphis.
Three States Lumber Company, Memphis.
VandenBoom-Stimson Lumber Co., Memphis.
Welsh Lumber Company, Memphis.
J. W. Wheeler & Co., Memphis.
John M. Woods Lumber Company, Memphis.

Nashville

Davidson, Hicks & Greene Company Nashville.
Farris Hardwood Lumber Company, Nashville.
Lieberman, Loveman & O'Brien, Nashville.
Morford Lumber Company, Nashville.
John B. Ransom & Co., Nashville.
Southern Lumber & Manufacturing Company, Nashville.

TEXAS

Sabine River Lumber & Logging Company, San Antonio.

VIRGINIA

U. S. Spruce Lumber Company, Marion.
Honaker Lumber Company, Honaker.
Boice Lumber Company, Inc., Richmond.
Keys-Walker Lumber Company, Roanoke.

WEST VIRGINIA

Lewis Lumber Company, Albright.
Leatherwood Lumber Company, Altman.
Blue Jay Lumber Company, Blue Jay.
The McClellan-West Lumber Company, Bluefield.
West Virginia Timber Company, Charleston.
Courtney Company, Charleston.
Porter Lumber Company, Charleston.
Pardee & Curtin Lumber Company, Clarksburg.
Maryland Lumber Company, Duncan.
Fenwick Lumber Company, Fenwick.
Lawson Lumber Company, Henlawson.
Lilly Lumber Company, Hinton.
Clay Lumber Company, Middle Fork.
Nicolette Lumber Company, Nicolette.
The Parkersburg Mill Company, Parkersburg.
The Meadow River Lumber Company, Rainelle.
Warn Lumber Corporation, Raywood.
American Column & Lumber Co., St. Albans.
Bowman Lumber Company, St. Albans.

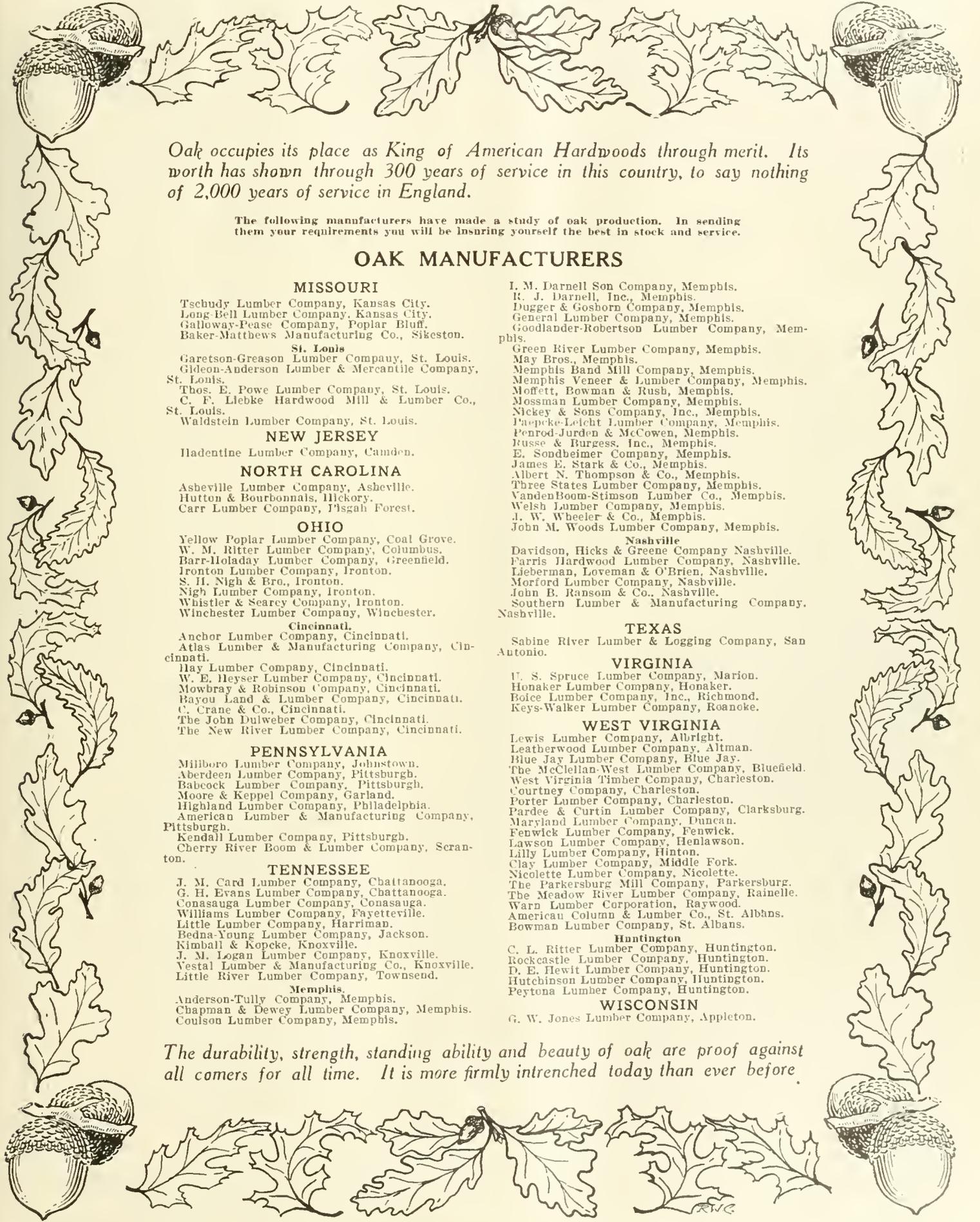
Huntington

C. L. Ritter Lumber Company, Huntington.
Rockcastle Lumber Company, Huntington.
D. E. Hewit Lumber Company, Huntington.
Hutchinson Lumber Company, Huntington.
Peytona Lumber Company, Huntington.

WISCONSIN

G. W. Jones Lumber Company, Appleton.

The durability, strength, standing ability and beauty of oak are proof against all comers for all time. It is more firmly intrenched today than ever before.



Doesn't It Look Good To You?

2 4 7 10 11 13 14 15 17 19 20

MICHIGAN, GRAND RAPIDS. Stow & Davis Furniture Company; tables: George A. Davis, buyer; 40,000 feet 4 4 basswood; 15,000 feet 4 4 red birch; 30,000 feet 4 4 sound wormy chestnut; 30,000 feet 4 4 cull gray elm; 30,000 feet 4 4 and 8 4 mahogany; 15,000 feet 4 4 plain red oak; maple; 20,000 feet 5 4 and 6 4 soft maple; 25,000 feet 4 4 plain red oak; 75,000 feet 4 4 plain white oak; 200,000 feet 4 4 quartered white oak; 20,000 feet 4 4 poplar; 50,000 feet red gum, all thicknesses. Dimension stock—Buyers of 3x3—30 oak squares. Panel stock—Buyers of 5-ply quartered oak and mahogany table tops.

HARDWOOD RECORD CHICAGO

Specimen of one of the thousands of patented tabbed index cards involved in Hardwood Record's copyrighted Information Service, showing annual requirements for Lumber, Dimension Stock, Veneers and Panels employed by wholesalers and hardwood manufacturing consumers throughout the United States and Canada.



Illustration of Oak Cabinet in which this Information Service is filed.

ILLINOIS

Key

- | | | | |
|----|------------|----|--|
| 1 | Ash | 12 | Hickory |
| 2 | Basswood | 13 | Mahogany |
| 3 | Beech | 14 | Maple |
| 4 | Birch | 15 | Oak |
| 5 | Butternut | 16 | Walnut |
| 6 | Cherry | 17 | Poplar |
| 7 | Chestnut | 18 | Miscellaneous including Dogwood, Holly, Locust, Persimmon, Sycamore. |
| 8 | Cottonwood | 19 | Dimension stock |
| 9 | Cypress | 20 | Veneers and panel stock |
| 10 | Elm | | |
| 11 | Gum | | |

Fac-simile of state key card between which the tabbed information cards are filed alphabetically by towns, by means of which instant reference can be made to the buyers of any kind of wood, in any locality in the United States and Canada.

THIS service is comprised in more than sixty bulletins, and additional bulletins of corrections and additions are printed frequently.

This service is kept positively up-to-date, and is indispensable to lumber and veneer sales departments.

It is an exclusive service disposed of only to HARDWOOD RECORD advertisers.

LET US TELL YOU ABOUT THE MODERATE COST

Hardwood Record, 537 South Dearborn Street, Chicago

THE EAST

LEADING MANUFACTURERS AND JOBBERS

WM. WHITMER & SONS
INCORPORATED

Manufacturers and Wholesalers of All Kinds of

"If Anybody Can,
We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Franklin Bank Bldg. PHILADELPHIA

Willson Bros. Lumber Co.

MANUFACTURERS

**WEST VIRGINIA
HARDWOODS**

Oliver Building

PITTSBURG, PA.

WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.

Specialist in Hardwoods

Manufacturers are requested to supply lists of stock for sale

WISTAR, UNDERHILL & NIXON

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

QUARTERED WHITE OAK

NICE FLAKY STUFF

PALMER & PARKER CO.

TEAK MAHOGANY EBONY
ENGLISH OAK VENEERS DOMESTIC
CIRCASSIAN WALNUT HARDWOODS

103 Medford Street, Charlestown Dist.
BOSTON, MASS.

SPECIALS

OAK POPLAR CHESTNUT

All Kinds Band-Sawn Hardwoods

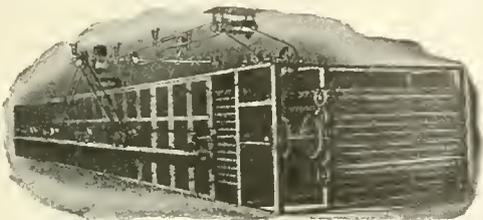
JACKSON-WYATT LUMBER CO.

Franklin Bank Bldg.

Philadelphia, Pa.

PROCTOR **VENEER DRYER** FIREPROOF
—AN—
UNPARALLELED SUCCESS

No
Splitting
Nor
Checking
No
Clogging
Nor
Adjusting



Recommended by
all those
who
have tried
it

THE PHILADELPHIA TEXTILE MACHINERY COMPANY
DEPT. L, HANCOCK & SOMERSET STS. PHILADELPHIA, PA.

Carolina Spruce Company

OFFERS FOR SALE

Two cars 8/4 common and better Basswood
One car 4/4 1st and 2nd Basswood
Three cars 4/4 No. 2 common Basswood
Two cars 4/4 No. 3 common Basswood
Two cars 5/4 common and better Chestnut
Three cars 8/4 common and better Chestnut
Three cars 8/4 common and better Red Oak
Four cars 4/4 common and better Red Oak
Two cars 4/4 No. 2 common Red Oak

BAND SAWN STOCK

Mills: Pensacola, N. C.

Capacity, 90,000 ft. per day

Charles K. Parry & Co. Sole Selling Agents Philadelphia
Land Title Building

IF YOU HAVEN'T SEEN THE GIBSON TALLY BOOK

Let us send you one on approval, with samples of Tally Tickets for triplicate, duplicate or single tallies—a score of forms to choose from. They are the latest and best. Endorsed by hundreds of lumber manufacturers and buyers.

HARDWOOD RECORD

CHICAGO



The veneer sawmills that have enabled us to maintain our reputation for



Honest Inspection
Intelligent Selection



Pat. Off. Reg. U. S. Specialty Quartered White Oak Veneers Reg. U. S. Pat. Off.

Hoffman Bros. Company, Fort Wayne, Ind.
ESTABLISHED 1867 INCORPORATED 1904

We manufacture our own stock. Will quote low prices on the following items:

- | | |
|----------------------------------|-------------------------------------|
| 1 car 1 1/2" 1st and 2nd Poplar | 1 car 2" 1st. and 2nd Plain Red Oak |
| 5 cars 2 1/2" 1st and 2nd Poplar | 10 cars 1" No. 1 Com. Plain Red Oak |
| 3 cars 1" Saps. Poplar | 3 cars 2" No. 1 Com. Plain Red Oak |
| 1 car 1 1/4" Saps. Poplar | 10 cars 1" No. 2 Com. Plain Red Oak |
| 2 cars 1 1/2" Saps. Poplar | 3 cars 2" No. 2 Com. Plain Red Oak |
| 1 car 2" Saps. Poplar | |
| 15 cars 1" No. 1 Com. Poplar | |
| 5 cars 2 1/4" No. 1 Com. Poplar | |
| 3 cars 1" No. 1 Com. Red Gum | |

Faust Bros. Lumber Co.
JACKSON, MISS.

Salt Lick Lumber Co.
SALT LICK KENTUCKY

MANUFACTURERS OF

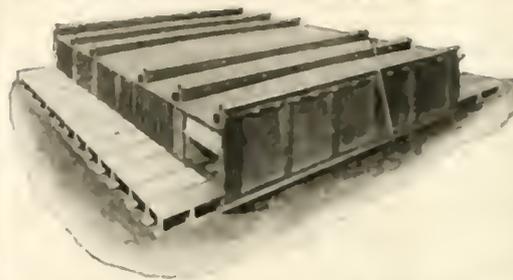
Eureka **Oak Flooring**

Complete stock of 3/8" and 13/16" in all standard widths

Morton Humidity System

Progressive Kilns Compartment Kilns

Pocket Kilns



We build kilns to suit every requirement in the lumber industry. Lumber properly kiln dried sells quicker and brings better prices.
The Morton Kiln Produces Quality Lumber

Write for our 3 Complete Catalogs and Specialty Folder 00-G
MORTON DRY KILN CO., 351-357 W. 59th St., Chicago, Ill.



Table of Contents



COVER PICTURE—Largest White Oak in Pennsylvania.
REVIEW AND OUTLOOK:

General Market Conditions	15
The Cover Picture	16
The Tendency of Business	16
Careless Shipping Not Good Judgment	16
Refining the Product	17
Harmony Meeting in Retrospect	17
Give Your Salesmen Authority	17
Erroneous Belief Regarding Lumber	17

SPECIAL ARTICLES:

Vehicle Making in the United States	18
Lumbermen's Round Table	19
The United Kingdom's Use of Wood	20
Baltimore Exports Gain	20
Making Sure of the Profit	21
Lumber Exports for February	21
The Cost of Lumber Manufacture	22
Lower Michigan Rates	22
Experience Talks on Woodworking	23
Pertinent Legal Findings	24
Interesting Traffic Developments	25
Railroads Consider Harmony Meeting	25

THE MAIL BAG	26
CLUBS AND ASSOCIATIONS	26-27
WITH THE TRADE	27-28
PERTINENT INFORMATION	28-32
HARDWOOD NEWS	32-37
HARDWOOD MARKET	37-42
CLASSIFIED ADVERTISEMENTS	45

SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, \$2.00 the year; in foreign countries, \$1.00 extra postage.

In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

Both display and classified advertising rates furnished upon application. Advertising copy must be received five days in advance of publication dates.

Entered as second-class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.

Wanted

Fifteen thousand 6x8x8 No. 1 sawn, White or Chestnut Oak ties, for which we will pay 70c each delivered Pennsboro, W. Va. Terms, cash less 2% on arrival of cars.

JOHN B. YATES LUMBER COMPANY
PENNSBORO, WEST VIRGINIA

HARDWOOD RECORD'S

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East.

IT'S the BEST SALES MEDIUM for HARDWOOD LUMBER



Hardwood Record

Copyright, THE HARDWOOD COMPANY, 1915

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Edgar H. Defebaugh, President
Edwin W. Meeker, Managing Editor
Hu Maxwell, Technical Editor

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO
Telephones: Harrison 8086-8087-8088



Vol. XL

CHICAGO, APRIL 25, 1915.

No. 1



Review and Outlook



General Market Conditions

AN ATTEMPTED REPORT on general conditions as prevailing in the hardwood industry in its various branches hardly serves any especially valuable purpose these days as conditions change so slowly and there has been so little in the way of actual developments in the last few weeks that there is not much more to be said than has been said before.

Unfortunately lumber always responds very slowly to acceleration in general business. If this were not so it would surely be possible to offer a much more satisfactory resumé of what has been transpiring in the last couple of weeks. As a matter of fact there have been a good many indications of brightening up in the general business world, these indications showing in various ways that have a bearing on the economic developments in this country. In short, the period of readjustment seems to have advanced to a point where the nation's business men know about "where they are at" and pretty nearly what to expect.

The country seems to be pretty well committed to a policy of conservative development, but at the same time a good deal of expansion and new industrial life appears on all sides. However, as a general thing it seems probable that with the people as a whole proceeding economically and conservatively in their personal purchases, the same policy will be followed by the business houses in whatever line they might be. However, the important thing is that as a whole those lines of business which are directly in touch with the people themselves know more definitely what to expect and are viewing the possibilities and the actualities with a more stable condition of mind, and with a confident belief in the future.

There cannot but be a good moral effect from the constantly repeated suggestions of peace, for while these have apparently been only rumors in the past, there must be some grounds for them or they would not be so persistent or apparently so definite. The best authorities seem to agree that the conflict cannot last for an indefinite period and that it will positively not go through another winter. The prospect offered of the rushing opening of markets, which will follow the end of the war, seems to be a stimulus that gives everybody a feeling of hope even in spite of the laxity that now prevails.

Lumber always will be among the last commodities to be favorably affected by bettering business conditions, but the tendency in this direction seems to be felt already, although in a spotty way. The best evidence that is seen is the apparently increasing size of orders placed, which continues to be apparent in more sections than one, and is the most promising sign of any, as it shows that those concerns placing orders for greater value than they have in the past not

only have confidence in the future of their own business, but are convinced that lumber will not reach a lower ebb, generally speaking, and are buying now to protect their future interests. This condition is by no means general, but is noted more frequently almost from week to week. It is not a mere creature of the imagination, but is an actual fact that is easily proven by the records of some of the more substantial hardwood concerns.

That there is definite reason for this belief on the part of the buying trade is shown by the continued policy that is in effect among the more stable hardwood sawmills, under which they are consistently insisting upon a fair return upon their stock. Of course, the level of prices is not even approaching what it should be, but orders placed on the basis of quality and service are more frequently noted than they have been, and it would appear that the more sane element, the element which prefers to sacrifice its present business for the sake of strengthening its future position, will eventually win out.

There is nothing really noteworthy in the relations of different hardwoods, with the possible exception of a more animated interest in poplar. This seems to have come back more or less of late and at this writing seems to be a fairly good property.

The Cover Picture

THE FORM OF THE TREE which illustrates the front cover of this issue of **HARDWOOD RECORD** is proof that a long period of its life has been spent in the open ground. Its wide-spreading branches and short trunk furnish the evidence. The tree that grows under forest conditions is much taller in proportion to its trunk diameter, and the limbs are not so near the ground. It is not improbable that the tree forming the subject of the picture has occupied open ground for two hundred years; though it must be considerably older than that, judging by its size. Therefore, it may be presumed that the first century or two of its existence were spent in the forest, and that when the land was cleared for agriculture, this tree was spared. White oaks of anything near that size are seldom less than three hundred or four hundred years old, and may be considerably more. This one having stood in the open, however, it is probably a tree of more than average rate of growth.

HARDWOOD RECORD is under obligations for this picture to J. T. Rothrock, formerly Commissioner of Forestry of Pennsylvania. His recent bulletin of forestry conditions in that state was mentioned in this paper.

The tree is believed to be the largest white oak in Pennsylvania. It stands near Kutztown, Berks county, about fifty miles from Philadelphia. The farm land in that part of the state was cleared of its forests very early, some of it more than two hundred years ago. The reported circumference of the trunk is thirty-one feet, which gives a

erately slightly over ten feet, but apparently that measure was taken quite near the ground. The usual point of measurement of a tree's trunk is four and a half feet from the ground. At that point this trunk has a diameter about equal to the height of the man standing by, six feet perhaps. There is record of an oak tree in Howard county, Mo., that was nine feet in diameter, two feet from the ground, and of one in western New York of equal size.

The Pennsylvania oak is seventy-four feet high, and has a horizontal spread of branches of one hundred and four feet. The height is moderate, but the spread of branches is about the limit for white oak, though the southern live oak and the valley oak of California have wider spreads.

A tree like that in the illustration is practically worthless for lumber, and so rough are the branches and trunk that the cost of cutting them into cordwood leaves little profit. In England oak trunks of that form are converted into short lumber. The tree is cut even with the ground, or beneath the surface, and a log from six to twelve feet is obtained. The wood of such trees is often finely figured. Its value makes up, in part, for the small output.

The Tendency of Business

FORTUNATELY THE TIME HAS COME when the tendency of business may be observed from signs more substantial than the proverbial straws that drift with the wind. The complete figures on our exports for last February have now been compiled, and the remarkable fact appears that we sold to foreign markets during the month commodities valued \$100,000,000 higher in any other February in this country's history.

That means a great deal. Much of it was war material. Some persons have conscientious scruples against selling munitions of war to belligerents; but no voice has yet been raised against the tide of gold which is coming to us from Europe. The balance of trade for February was in our favor to the extent of \$173,604,366. Some of this balance has been covered by European and other foreign loans placed in this country; but, in the long run, the balance of trade must be paid in gold. This inflow of gold has already stimulated business in this country. We are not buying as much from foreign markets as usual; and the money which ordinarily would have been spent abroad is being spent in this country. The balance has been largely in our favor for three months and is steadily increasing.

To that fact more than to any other is due the business improvement along many lines. The large profits in grain are well known. The cotton situation in the South has so greatly improved that the people there have recovered their confidence and are showing it in a substantial way by purchasing largely from the North. Orders have increased largely for shoes, and the effect is already felt in New England. The copper mines, which were in a bad way, are now barely able to meet the demand. The furniture trade is responding to the improved situation. Tourists who have been spending \$250,000,000 a year in Europe are already turning their attention to their own country. This money will be spent in travel in the United States, or will be invested. Tourist travel is already heavy, especially in the direction of the Pacific coast.

The grain crop of last year has been practically sold out, and in expectation of another year of high prices, an unprecedented acreage will be harvested this year. The money markets of New York are said to be "swimming in gold." England, France, Russia, Germany, and Argentina have all recently floated large loans in New York. The abundance of money there is the most important sign of increase in all lines of business; for the foreign countries that borrow from us do not take the actual cash away, but leave it on deposit here to pay for purchases made in this country. This money, therefore, quickly finds its way to manufacturing centers where it is spent for labor and material, and this contributes to general prosperity.

American business men have been patient and conservative during a period of depression which was not due to the European war. The tide has now turned; and, though the sailing is still far from good in most lines, the improvement is so marked in many important particulars that general prosperity is believed to be at hand.

It is unfortunate that lumber is one of the slowest lines to move under the influence of the business revival, but its turn is coming.

It is one of the articles which the war hurt in many ways, and helped in none. It is bound to respond to the general revival, and a little later, when the war ends, there will unquestionably come the best lumber export trade in the history of this country.

Carless Shipping Not Good Judgment

A LARGE MANUFACTURER OF WAGONS and farm equipment recently submitted to a man who is an authority in connection with hardwood matters and closely in touch with hardwood operators in various parts of the country, some samples of lumber received for use in the construction of wagons, which were in exceedingly poor condition in that they were checked, stained, warped and generally so reduced in quality as to be practically useless. Accompanying these samples was a detailed letter in which it suggested that while the tendency to ship stock of this kind was in no way general and in fact was really an exception, it would hardly seem a matter of good judgment on the part of the shippers to adopt such a policy in view of present conditions when the average buyer is more than ever particular in his inspection of receipts.

In fact, the letter suggested that were the tendency to become at all general it would seem almost necessary to make some further arrangement making specifications for stock going into wagon manufacture more rigid in order that requirements might be met specifically and without the necessity of going into argument and protest.

It is scarcely conceivable that any intelligent manufacturer would today exercise anything but the greatest of care in making shipments as to hold a customer today is equivalent to a great deal of effort in lining up new trade. Today a price market governs largely and no man can tell when he is going to be underbid by a competitor, or when his choice, pet customers will take wings and fly to parts unknown. Hence it would seem the part of ordinary good judgment to exercise every reasonable care in seeing that instructions are adhered to to the dot in order that unfortunate instances of this character might not arise.

It is not the purpose of HARDWOOD RECORD to suggest in any way or in any sense that the condition is anything but occasional, as the complaint as above stated specifically says that it is but occasional, but it is to be regretted that there is even one manufacturer who would be willing to jeopardize his best interests in this way. Perhaps the rest should not worry particularly about what some other man with less business judgment than they might be doing to lose his trade but at the same time it is rather a reflection upon the trade as a whole and should not be countenanced by the more conscientious and progressive shippers.

Refining the Product

THE ULTIMATE OBJECT of every lumber manufacturer is to get as much actual money out of each log as he possibly can. A lot of logs will make an average percentage of each grade of lumber in the rough, these grades being described by certain rules generally in effect. It very frequently happens that the actual value of the clear lumber in a board which is off-grade on account of knots in extreme ends or edges, will be greater, multiplying the price of the clear stock by the footage in clear stock, than the board as it comes from the sawmill.

This condition has led to a desired movement among hardwood manufacturers of recent years tending toward refining grades of lumber on the loading docks, in order that the fullest possible worth may be gotten out in actual money. This can be accomplished with an ordinary rip saw of the self-feeding type, and a good swing cut-off saw. These are very easily connected up when properly located so that a minimum amount of power will be necessary to drive them.

There are various reasons why the fullest manufacture is not practical in the sawmill itself. No sawmill operator has time to complete the study of all boards as they must be kept constantly on the move and give way to the others. Also the entire board can ordinarily not be seen as in putting it through the edger or trimmer the operator of these machines is usually constantly on one end, and as the boards are on a level with his hips, he cannot see the worm holes or other imperfections in the middle or the farther ends.

Therefore, this process of working up the board to the finest point on the refining mill with a minimum of cost is proving to be the salvation of those who are using it. Possibly it is not exactly the salvation, but at any rate, it is making a good many dollars where dollars were not available before. It is a suggestion that could very well be taken under consideration by progressive hardwood men wherever they are located.

The Harmony Meeting in Retrospect

THE RAILROADS INVOLVED in the harmony meeting held at Memphis a couple of weeks ago have not yet taken definite action toward the appointment of their committee to meet with the committee of lumbermen, but communications from their offices indicate that they have been making proper efforts toward this end, and that they will be in position to make an announcement in the near future.

With this committee definitely decided upon the possibility opened by the harmony meeting will be given prominence, and the more one thinks of the proceedings during that memorable session and the spirit which seemed to prompt everyone, the more apparent it becomes that some positive and portentous result will come. Surely it is more logical to endeavor to work out the problems confronting the shippers jointly with the carriers than it is to submit every slight controversy to litigation. If the average business man permitted every dispute, regardless of what it involved, to go to the courts or some tribunal that is analogous to the courts, it would soon become impossible to conduct his business.

The tendency has been in that direction in connection with traffic matters, and this move, representing the suggestions of some of the most prominent and successful operators in the South, is the most advanced thought that has been put into effect for a long while. Not only will the shippers be given intelligent consideration and a consideration based on the actual facts which they have endeavored to advance as representing their side of their respective cases, but they will also be saved tremendous amounts in litigation of all kinds in which southern roads and southern shippers are involved.

The lumber trade in taking the initiative in this instance shows itself as among the most intelligent and progressive element in the American business world. It cannot be hoped that results will come immediately, but as soon as proper committees have been selected and duly appointed, it will not be long before the full possibilities of the now famous harmony meeting will be apparent.

Give Your Salesmen Authority

THE BIG QUESTION before our business houses in these strenuous days is that of saving unnecessary expense. There is probably no one item that amounts to more in expense account than do sales, involving the salaries of competent men and constantly increasing traveling cost. In the face of this condition there still are concerns who send out salesmen in whom they do not have sufficient confidence to repose complete authority to consummate a deal, and hence orders for lumber as sent in are subject to the approval or revision of the head office.

In the first place this is poor business from the viewpoint of selling, as it weakens that salesman's position in the mind of the buyer whose order has been revised or not accepted by the general sales head, and in the second place it means that the expense of making that sale has been practically wasted.

It seems there are sufficient live salesmen available to make possible a proper selection of men sufficiently well-versed in the details and problems of the hardwood business to make it feasible to give them entire authority to complete a transaction in a way that would make it binding not only upon the buyer, but upon the head office, or, if it is possible, to try out a man in the home territory where the sales manager is always easily reached, in order that it may be seen whether or not he is worthy of being given complete authority in this direction. If it is found that he is not fully competent, he should not be assigned a territory where he will not be able to keep in close touch with the head office. If he does demonstrate that he has good judgment and discretion, he should be given the trust in full and should not be sent to work feeling that he hasn't the complete

confidence of his own office, and under a handicap that will necessarily arise when it becomes known by the buyers that they are not dealing with a man who will consummate the deal, but with an order taker, who in their eyes appears to be but a minor employe of the company.

In all transactions it is certainly the part of best business to make the intermediary, who represents the organization in his transactions with his customers, appear in the very best light. To limit his authority does not give the right impression among the buying trade. This suggestion should fit in certain cases and is particularly pertinent under existing conditions. Not only would a policy shaped along these lines actually save money, but in the end it would create a more stable relation between the manufacturer and the purchaser of lumber or veneer products, whichever might be involved.

Erroneous Belief Regarding Lumber

A BELIEF PREVAILS quite generally that grades of lumber and sawed timber, equal to the best of former years, are no longer obtainable. At the recent Forest Products Federation meeting in Chicago, direct reference was made to that belief prevailing in some quarters. As a case to the point the statement was made that some of the architects in eastern cities no longer specify wooden frame timbers because they do not believe that first-class timbers are now procurable.

All well-informed lumbermen know better. The most that can be truthfully asserted is that high-grade lumber is proportionately less plentiful than formerly. In a given lot of mill run stock, there is usually more of low and medium grades and less of high grades than in the days when timber was so plentiful that saw mills cut the best trees and left the poorer ones in the woods.

Grades as high as ever can still be had of every commercial American wood. The falling off in highest grades has been as marked in the case of white pine as in any other; yet much of the very best of this wood is still in the market. At the Forest Products Exposition in Chicago a year ago some white pine as perfect as was ever lumbered in New England or on the Lower Peninsula of Michigan was on exhibition.

A little reasoning should convince anyone that it is impossible that all the highest grades of any wood should be exhausted in advance of the lower grades, so long as natural forests are lumbered. The operators do not go about the woods picking out all the trees which make first class lumber, and leave the others. They did that, to some extent, formerly, but they do it no longer. There are still as fine trees in the forest as were ever there, and when these go to mills they produce as fine lumber as was cut in any past period. That holds for both hardwoods and softwoods. The places where it does not hold true are the second growth forests which have not yet attained the age which is essential to the production of the best lumber. But in primeval forests there are old trees and young in mixture, and the large, perfect trunks will continue to be cut until long after the day of any man now living. Of course, in cutting the best, under present lumbering methods, the poorer qualities are taken also, and if a builder insists on paying low prices, the chances are that he will not be able to get much of the best stock, and may be led to believe that the best is not procurable.

The belief that the highest grades are gone forever is encouraged by dealers in substitutes. It is to their interest to spread the erroneous information that places formerly filled by the best lumber must now be filled by something else. The situation referred to in eastern cities is to the point. The steel interests first convinced architects and contractors that suitable beams of timber for heavy frames were not to be had, and then sold the steel beams as substitutes; yet, there is not now and never has been any scarcity of timber suitable for the heaviest mill construction work.

The lumbermen owe it to themselves to expose the false pretenses under which substitutes are being foisted on markets which of right belong to lumber. The dealers have been much concerned with the problem of selling their low grades, but in their eagerness to push that part of their stock, they have overlooked the fact that the best stock likewise needs pushing in certain quarters.

❁ Vehicle Making in the United States ❁

The manufacturers of vehicles for horse and motor in the United States use 7,300,000 feet of wood a year and more than fifty kinds are reported. Hickory leads all others and is closely followed by oak. These two woods constitute more than sixty per cent of all the wood consumed by the vehicle industry in the whole country.

Though hickory leads all others in quantity and in total cost, several others cost more by the thousand feet. Ash and maple, which are common woods in this industry, are more expensive than hickory. So is birch. As might be expected, some of the foreign woods are quite expensive, but they are demanded in comparatively small quantities. Among these are mahogany, vermillion, Spanish cedar, dougill and Circassian walnut. They are used chiefly as trim for fire carriages and automobiles. The most expensive American wood consumed by this industry is black walnut.

The table which follows gives the various vehicle woods, the quantity used annually, and the average cost of each per thousand feet delivered at the factories:

VEHICLE WOODS CONSUMED ANNUALLY

Kind of Wood	U. S. M.	Average Cost
Hickory	239,494,910	\$ 38.22
Oak	212,918,361	34.92
Yellow Poplar	48,667,960	56.95
Ash	13,974,068	42.77
Maple	37,863,267	39.86
Cottonwood	33,278,658	38.44
Elm	31,296,922	26.71
Yellow Pine	31,205,478	24.59
Red Gum	26,659,314	22.51
Birch	14,227,125	44.39
Basswood	6,448,308	33.44
Beech	5,197,743	19.62
White Pine	4,675,277	34.74
Cypress	4,329,954	38.98
Poplar	4,067,600	24.67
Chestnut	3,972,809	26.46
Douglas Fir	3,930,610	38.20
Spruce	3,835,650	37.24
Mahogany	1,966,399	137.63
Hambok	1,186,678	28.40
Osage Orange	1,139,926	80.64
Black Walnut	590,450	91.44
Redwood	359,000	38.49
Western Yellow Pine	182,300	33.72
Hornbeam	126,000	27.14
Locust	116,350	28.12
Hackberry	100,000	14.50
Buckeye	63,449	22.30
Sycamore	49,690	21.63
Eucalyptus	49,950	36.43
Cherry	39,650	53.96
Circassian Walnut	16,820	273.72
Batterout	11,500	45.22
Magnolia	9,500	19.79
Lodgepole Pine	8,000	65.00
Sugar Pine	6,000	59.00
Blue Beech	5,000	42.00
Cucumber	3,800	25.00
White Fir	3,000	30.00
Cedar	2,500	32.00
Pecan	2,000	59.00
Rosewood	1,100	205.45
Applewood	1,000	20.00
Balsam Fir	1,000	30.00
Padouk	1,000	160.00
Catalpa	500	26.00
China Tree	500	25.00
Spanish Cedar	500	120.00
Donella	300	203.03
Total	739,124,483	\$ 36.74

The foregoing table has particular value because it shows the kinds of woods used and the average cost of each. The total cost of all is \$27,155,336 a year.

The woods listed differ greatly in properties. Some are remarkable for strength, others for toughness; some are selected because they take excellent finish, among such being the foreign woods previously mentioned. To these might be added yellow poplar which is unexcelled as material for fine panels and carriage and buggy bodies. It ranks among the best also as beds or boxes for farm and road wagons. It wears well, takes a smooth finish and possesses extraordinary painting qualities. Owing to the high cost of poplar it has been replaced as wagon box boards to some extent by cottonwood, red gum, basswood, and buckeye.

USE OF VEHICLE WOODS BY STATES

Though some vehicles are made in every state, some greatly ex-

ceed others in the quantity of output. That is shown in the following table:

State	Quantity Used Annually U. S. M.	Average Cost per 1,000 Ft.
Indiana	90,629,787	\$ 43.84
Ohio	87,691,775	39.62
Arkansas	81,337,000	20.31
Michigan	66,248,876	16.62
Kentucky	59,445,000	50.31
Illinois	57,940,830	41.49
Wisconsin	45,890,000	40.62
Missouri	44,701,626	34.92
Tennessee	43,492,500	24.99
Pennsylvania	34,891,500	42.63
N. Y.	30,633,100	43.95
Virginia	17,487,150	27.76
Iowa	17,049,500	42.70
North Carolina	15,626,000	26.94
Mississippi	10,277,900	26.85
Alabama	7,585,000	24.62
Minnesota	6,940,700	34.27
Louisiana	6,504,050	19.16
West Virginia	5,599,000	28.37
Massachusetts	4,974,500	59.58
Georgia	4,845,250	31.44
Connecticut	4,392,000	48.55
California	3,178,495	85.29
New Hampshire	2,985,330	27.73
New Jersey	2,740,750	62.91
Maryland	1,956,300	26.60
Kansas	1,261,100	29.82
Vermont	1,112,500	20.72
Maine	1,054,500	24.31
Washington	885,000	79.82
Oklahoma	787,900	24.05
South Carolina	784,300	27.14
Texas	721,694	43.99
Rhode Island	392,800	42.48
Nebraska	289,500	36.40
Colorado	220,550	79.73
Oregon	198,300	104.74
Delaware	171,550	48.66
Florida	167,095	56.02
District of Columbia	109,180	67.50
Utah	57,500	79.91
Montana	10,000	34.75
Idaho	5,000	114.40
All others	1,038,166	38.15
Total	739,124,483	\$ 36.74

There is a remarkable difference in the cost of woods purchased by vehicle manufacturers in different states, as the preceding table shows. The average cost in Louisiana is \$19.16 a thousand feet, and in Idaho \$114.40, or nearly five times as much as in Louisiana. Even in Oregon, which grows thirty-seven per cent of its own vehicle wood, the average cost, delivered at the factory, is \$104.74.

Measured by the quantity of wood used, the vehicle industry is fifth in this country, the industries above it being planing mill products, boxes, railway cars and furniture.

Big Foreign Order for Gum

The Lamb-Fish Lumber Company, Charleston, Miss., has advised the correspondent of the HARDWOOD RECORDER of the sale of sixty cars of red gum which were shipped April 21, via Gulfport, Miss. This is the largest foreign order ever received for red gum and is accepted as a quite encouraging indication of the expansion in the call for this particular lumber. Photographs have been made of this lumber after it was loaded on cars at Charleston and these will be available for use in the next few days. There is a vast amount of red gum in the Mississippi valley and every manufacturer is making an effort to create new markets for this material. The Lamb-Fish Lumber Company has received numerous compliments from the trade on the landing of this splendid order.

This company reports a somewhat broadening inquiry for hardwood lumber as a whole and believes that the outlook is more favorable now than at any time this season.

The fewer sins the saws commit the lighter the burden for the planer to carry.



The Lumbermen's Round Table



Boosting the Cause of Oak

Considering the intrinsic value and general utility of oak, it is really surprising to note the weakness of its position in many consuming lines. In furniture, instead of crowding mahogany for leading position, it has allowed the latter to take command of the situation. This has been due largely to the lack of beauty of the "golden" and other oak finishes which have been popular. The dark finishes, which are seen more frequently now than period designs have taken the lead, ought to stimulate the demand for oak. It is too bad, however, that the furniture trade still permits "American quartered oak" to be made and sold, for, no matter how the people who handle it may declare their honesty of purpose, it is still true that a lot of people who buy it think they are getting the genuine. A big stock of this furniture was recently seen on the floor of one of the largest jobbers in the country. This man insisted that no one was deceived, and that all knew that they were getting an imitation.

The oak people can well afford to cultivate the contractor and builder who puts in oak finish. A planing-mill concern which installed the oak panels and other interior trim in a big courtroom in a southern city some time ago had a photograph made of this, and reproduced it on postcards which were sent broadcast. This was not only good publicity for the contractor, but helped the cause of oak. The public only needs to have its attention properly directed to oak in order to insure its getting a better reception.

Too Many Price Buyers

An experienced hardwood manufacturer, who has been through the lumber business from one end to the other, was commenting on the suggestion made in this department recently, in which it was stated that the manufacturer who makes nothing but inch, say, has a better run of lumber than the concern which is taking the best part of the log and converting it into thick stock.

"This is true enough," he conceded, "but does it follow that he can get enough more money to pay for this added quality? I believe not. The average buyer of inch No. 1 common plain oak, for instance, is a price buyer. He is going to appreciate the quality that is handed him in this way, perhaps, but not to the point of paying more for it.

"The lumberman has to take the conditions as he finds them. Whenever consumers reach the point where they will adjust price to quality, and will not simply buy the lumber that is offered at the lowest price, there may be some opportunity for the manufacturer who puts his best stock into the staple, inch, to get more money for it than if he had been making thick stock when the character of his log made this advisable."

All of which would seem to indicate that the consumer who has educated himself on this point will not only get better lumber for his money, but will be a better customer for the lumberman who can supply it. Education benefits both parties to the transaction.

Consumers in the Lumber Business

There is a certain large concern in the furniture manufacturing business which operates its own sawmill and veneer mill and lays its own veneers. In other words, it makes the furniture in the sense that it takes the tree and converts it into the finished product.

This company is reputed to be successful, and yet it is hard to see how a policy of this kind can make for the greatest possible success. Even admitting that the consumer is "saving" the profit which would go to the lumber and veneer manufacturers who would supply the material otherwise, there are obvious handicaps. The factory which is able to select just the grades it needs to manufacture its product to the best advantage has the edge on the concern which is trying to use up all of the output of the log in its own plant. It is certainly going to have its troubles doing this without loss of efficiency.

Or it may be compelled, as the Singer Sewing Machine Company has been, to operate a lumber business on the side, as a means of disposing of the surplus stock which it cannot use to advantage. This means more organization, more effort, more troubles, which are avoided by the simple plan of concentrating on the main issue.

It is fair to assume that one can make the most money out of the business he knows best. If one is in the furniture business, giving that trade complete attention would seem to be a good way to succeed in it. To divide one's effort and energy between lumber and furniture does not seem the best way to "get there."

A large farm wagon concern in the Ohio valley operated its own sawmill for a good many years. There was some excuse for this, because it used a lot of dimension stock, which could be cut to best advantage right out of the log, and having a mill enabled it to work up this dimension stock nicely. But after an experience extending over a long period the concern closed the mill and sold the equipment. It had found the game not to be worth the candle.

The tendency is all in the direction of cutting down manufacturing scope, for the sake of increasing manufacturing efficiency. Panel manufacturing and dimension business of other kinds is growing in favor. One concern in a thousand may find it profitable to make all of its material and handle lumber manufacturing as well as the furniture manufacturing business, but the other 999 will agree that their best interests demand better concentration of their capital and personal resources.

Protect Motors from Dust

Though few mills are electrically operated, many lumber plants have one or more motors for special work, such as resawing. The motor is an uncomplaining, steady worker, as a rule, and doesn't require much attention. That is one reason why it gets so little. If it were a little more troublesome, and got out of order more easily, it would probably be studied more closely and kept in better shape. Among the things that should be watched are oiling and cleaning. The latter is somewhat difficult in the ordinary lumber or woodworking plant, unless the motor is housed. A wooden housing, enclosing it almost completely, will protect the parts from dust and will keep it in good condition, whereas an exposed motor will be subject to this condition and will probably cause trouble on this account.

Don't Overload the Customer

When there is an opportunity to do so, the salesman who can get an order for the immediate delivery of a big block of stock usually seizes it, without stopping to consider whether the amount is greater than the customer really ought to buy, or not. He figures that this is the customer's look-out, so he loads him up with as much as he will take.

A proposition of this kind always carries a kick-back, however. If the customer has been persuaded to buy more than he ought to have, he will either regret it, and make trouble by hard grading and unreasonable rejections, or he will not be inclined to pay up promptly, so that the business will not be so satisfactory as it should have been.

The salesman who thinks of the consumer's interest, and advises him accordingly, will be rendering his house and his customer service, and will be making it easier to get the next order.

Cutting Down the Premium

One of the best ways to save money in the lumber business is to save it in the overhead, which, despite opinion to the contrary, is more elastic than nearly any other single element of cost. Take for instance the item of fire insurance. That appears to be rigid, but as a matter of fact it isn't. The lumberman who had a real underwriter go over his proposition, be it a sawmill, factory or yard, and advise him how to improve his risk so as to reduce the rate, would find numerous opportunities to do so, and without going to great expense.

The reason every insurance agent does not make recommendations of this kind is because the agent gets paid a commission on the gross premium, and a reduction in premium means a reduction in income for him. The live agent, of course, gives service of this kind to hold his business. If you haven't had any suggestions along this line, pay somebody for them, or ask the inspection bureau of the companies to advise you.



The United Kingdom's Use of Wood



The amount of lumber used in Great Britain, Scotland, Wales, and Ireland is the subject of a recent report by Colonel Carl G. Loop, who is stationed in London. The report shows the reported lumber only, and other forest products from other countries, and not the home grown woods. The items in the lists which follow give the imports of wood into the United Kingdom, with the countries of origin. The home grown woods which go to market do not amount to a great deal; consequently, the figures below show within a fair approximation the actual use of wood in those countries. The statistics are for 1913:

Item	Board feet
Staves	199,276,800
Furniture material, etc.	234,727,200
House timber	557,714,800
Pierces, etc.	2,070,796,800
Sawed lumber	3,981,964,200

Total 6,954,506,800

Railroad ties added to this raises the total to 7,083,832,600 board feet.

The population of the United Kingdom is less than half that of the United States, while its use of wood of all kinds is not one-eighth as much as that of this country.

The most important matter, from the standpoint of the lumber dealer in the United States, is the source of supply for the British Isles. We have lumber to sell, and that is a large market, well worth seeking. The United Kingdom's supplies in 1913 came chiefly from the following countries:

Country	Board feet
Russia	2,256,150,000
Sweden	815,025,000

Canada	6,077,000
United States	152,974,800
Norway	194,000,400
Germany	67,754,200
East India	22,255,200

Various countries make up the balance. While the United States makes a very respectable showing, it is only fourth in the list. Russia leads all other countries as a source of supply of timber for the United Kingdom.

The war cut off ninety per cent of the timber from Russia to Great Britain. Not a stick came from the Baltic after the declaration of war, but supplies were shipped from the White sea, by way of the Arctic ocean during most of the winter. As soon as the ice breaks in the White sea, that trade will begin again; but under the most favorable circumstances the quantity leaving Russia by that route will be comparatively small.

During the continuance of the war no supplies are expected from Germany. The shipments from Sweden have fallen in quantity, owing to interference by German war vessels with the trade. It is evident that the United Kingdom cannot procure adequate supplies from the usual sources open before the war. It must look elsewhere for much of its timber imports.

A fair portion of the trade ought to fall to the United States. In fact, it is coming to us, and with proper pushing more of it should come. The chief obstacle in the way at present is the excessive freight charged.

There is less timber on hand at the London docks than at any other time in recent years. Stocks are so low that increased buying must soon take place.



Baltimore Exports Gain



The report of exports for March is out and tends to give further encouragement to the members of the hardwood trade in that it shows a gain in the amount of business done. While for a time the value of the exports from Baltimore was only about one-third of that for the corresponding months of last year, the proportion has now gone up to more than two-thirds, which encourages expectations that the difference may disappear altogether before long. The fact is not to be lost sight of, to be sure, that the first months of 1914 were far from active, the congestion which then prevailed in the markets of the United Kingdom and elsewhere serving to depress prices greatly and check shipments. Shipments, attracted by remunerative returns, had been so active in 1913 as to result in extensive accumulations of lumber and logs at many points, and these accumulations naturally caused a reaction in prices, with the consequence that the returns ceased to be profitable, serious losses being inflicted upon a number of the shippers. The totals for the first months of 1914 reflect the quiet which then prevailed, and can hardly be called normal. Comparison between these months and the current year, therefore, is more favorable than it would otherwise be, but the fact that an actual gain in the movement has taken place remains, and affords much satisfaction. Some of the items represent a positive increase over the same month last year, and the statement as a whole is distinctly encouraging. It is as follows:

	March, 1913		March, 1914	
	Quantity	Value	Quantity	Value
Logs, Hickory	81,000	\$ 2,900	174,000	\$ 5,975
Logs, Walnut	10,000	500	218,000	12,940
Logs, Oak			8,000	350
Logs, All others			128,000	5,388
Lumber, Gum	25,000	655		
Lumber, Oak	880,000	33,527	1,147,000	37,156
Lumber, Short Leaf Pine	235,000	7,720	348,000	11,071
Lumber, Poplar	66,000	2,420	92,000	4,667

Lumber, Spruce	70,000	2,100	50,000	1,875
Lumber, Pitch Pine			36,000	1,910
Lumber, All others	195,000	7,950	408,000	21,100
Staves	15,097	1,100	41,750	1,728
Headings				380
All other kinds of lumber		14,570		7,440
Furniture		18		2,228
Trimmings				50
All other manufactures of wood		28,077		33,949

Total \$102,116 \$143,207

A subject which is occupying the attention of the exporters is that of war risk insurance, the London and Liverpool timber brokers having advised the exporters through their respective associations at the beginning of the war that "owing to the existing conditions we, the undersigned, have decided to accept only drafts for shipments of lumber against ocean bills of lading with English or American marine policy including war risks attached." The National Lumber Exporters' Association instructed its foreign representative, Frank Tiffany, to advise the London and Liverpool brokers that the former could not assume the payment of the war risk insurance, the letter of Mr. Tiffany on the subject stating among other things:

The board of managers considered this at its meeting in August (of last year), and the signers of the London cablegram were advised to the effect that the contents of the cable had been transmitted to our membership, and "it is deemed advisable to call your attention to the fact that the demand which you make in your cable that ocean bills of lading and war risk insurance be supplied on all shipments would not legally apply on contract shipments where there is no stipulation to this effect in the contract. However, it is to be presumed that our shippers will supply war risk insurance, when requested, at the expense of the broker or buyer. Such expense, you are, no doubt, aware, the shippers could not properly be asked to assume.

The question was further considered at the annual meeting of the National Lumber Exporters' Association in Memphis last January, when the following resolutions were passed:

WHEREAS, the National Lumber Exporters' Association has under consideration the circular letter adopted by the London and Liverpool timber brokers and issued by their respective associations, regarding through bills of lading a negotiable document, this association cannot agree to or be governed by the aforementioned circular letter, as the conditions would result in a restriction of trade, and create an adverse view of the validity of through bills of lading.

WHEREAS, the export trade depends upon the conditions of transportation as one of the most important accessories to the satisfactory result of their business, therefore be it

RESOLVED, that we view with regret the action of the above associations, and, inasmuch as the United States courts have declared the through bill of lading a negotiable document, this association cannot agree to or be governed by the aforementioned circular letter, as the conditions would result in a restriction of trade, and create an adverse view of the validity of through bills of lading.

Further, the following resolution was adopted at the annual meeting:

RESOLVED, that in the opinion of the National Lumber Exporters' Association, in annual convention assembled at Memphis, January, 21, 22, 1915, that on shipments made against c. i. f. contracts consummated prior to the outbreak of the war there is absolutely no moral or legal obligation on the part of the shipper to pay war risk insurance premiums; that such premiums are, and can be only, for the account of the buyers or brokers; that this also applies to shipments against the so-called London "qualified" c. i. f. sales.

These resolutions were embodied in the letter of Mr. Tiffany, which bears the date of March 15, and was mailed from Leamington. The reply of the London and Liverpool brokers is now being awaited.

Making Sure of the Profit

In a recent issue of System there was an article by Edward P. Leeds under the above title. He outlined and explained a method of keeping cost in a factory in such a way as to check the items against the original estimate, and thus determine whether the profit is really being earned.

Inasmuch as payment on the order is usually made on the basis of eighty per cent of the amount of actual labor performed and paid for by the man who does the work, and the material used, it is vital that these costs be accurate and arranged in such a form as to embrace every detail. In some cases payment is made on the report of a firm of certified public accountants, who examine the books monthly and sometimes find it necessary to trace the actual work for which payment is made.

Progressive firms keep track of a job by dividing it into parts, each of which is separately followed. For instance, if it is millwork for a large building, the items may be numbered: Doors—1, windows—2, sills—3, mantels—4, moldings—5, sash—6, trim—7. The whole job is given a number, and each part a sub-number. At the beginning of the work a copy of the original estimate is given to the cost clerk.

Labor costs are collected in the factory on a series of job tickets, punched for time by the individual workman and containing all the essential information. At the end of the day these cards are gathered and arranged in series, according to the numbers of employes. A single employe may have worked on several jobs during the day and the time spent on each is shown, and the total time on the cards must equal the hours of the day during which the workman was employed. At the end of the week a trial payroll is made up from these miscellaneous cards, and, so far as the individuals are the same, this payroll must agree with the shop payroll.

After the payroll is finally corrected, the cards are assorted by job numbers by departments, and costs are entered under respective headings. The costs are totaled and must again agree with the payroll figures.

The cards are next sorted by operations, and the total expended under each operation is entered, and the details making up the total are always at hand. The means are always available for checking up the progress to determine how far the job has progressed toward completion.

THE MATERIALS USED

Jobs require materials as well as labor. When material is ordered the cost clerk is furnished with a copy of the purchase order, from which he can tell the kind of material ordered, the quantity, price and the job number for which it is ordered. He enters this on the cost sheet under the proper job number. When this material is actually received and paid for, the account again passes through his hands and he immediately takes it from the column where it was previously entered and places it in its proper place as a paid account against the job.

The reason for making entries in this manner is that, in the first place, there may be a thorough and concise account of the job in the cost book; secondly, it frequently occurs when establishing the cost of a partially completed job that material which has been ordered

and checked off the estimate of material required is not included in the cost book because no bill has been passed through for it.

Materials used from stock, such as small hardware, lumber, paints, and so forth, are drawn out on a regular requisition which specifies the job number. When filled, these requisitions are sent to the cost clerk who extends cost and enters it in the proper place.

As to overhead, all employes turn in daily time cards showing the length of time they worked on each particular class of work. These cards are extended, sorted as per classification of work and entered in the proper maintenance account, such as "machinists," "carpenters," "millwrights," "electricians," "clerks," "sweepers," and so on. The percentage of burden is then determined on the basis of the proportion of direct to indirect labor, computed in terms of dollars and cents. Expense accounts of men traveling on jobs erected on outside orders, are kept separate.

Lumber Exports for February

The Bureau of Foreign and Domestic Commerce has published the February figures showing the export of lumber and other forest products during that month, together with corresponding statistics of exports for the corresponding month of 1914. In every item, except cooperage and box shooks, there was a decline in the 1915 shipments compared with those of the preceding year. In some instances the decline amounted almost to elimination. The most important items are shown in the following list:

	Feet, 1914	Feet, 1915
Hickory round logs.....	1,282,000	93,000
Black walnut round logs.....	644,000	14,000
All other round logs.....	6,874,000	1,036,000
Hewed timber	1,467,000	69,000
Sawed timber	14,979,000	3,544,000
Cypress lumber	1,080,000	478,000
Douglas fir lumber.....	36,306,000	13,956,000
Gum lumber	2,494,000	482,000
Oak lumber	13,311,000	5,788,000
White pine	5,089,000	1,206,000
Longleaf pine	63,704,000	17,205,000
Shortleaf pine	1,118,000	435,000
All other pine.....	6,076,000	3,279,000
Yellow poplar	2,063,000	1,268,000
Redwood	7,364,000	1,514,000
Spruce	1,710,000	1,079,000
All other lumber.....	7,617,000	3,600,000
Joists and scantling.....	1,117,000	31,000
Railroad ties (pieces).....	444,917	237,129
Shingles (number)	2,746,000	692,000
Box shooks (number)	789,486	781,004
Barrel shooks (number).....	49,866	39,536
Staves (number)	4,062,284	2,423,231
Heading (value)	\$24,741	\$18,474
All other cooperage (value).....	\$189,636	\$100,875

The total value of wood exports of all kinds in February was \$6,497,662 in 1914, and \$2,893,432 in 1915.

According to the returns, not one dollar's worth of lumber went to Belgium, France or Germany in February 1915, though all took large shipments in the corresponding month of 1914; but twice as much went to Italy last February as during the same month in 1914.



The Cost of Lumber Manufacture



There is a widespread movement among lumbermen throughout the country to get at the cost of producing lumber. It is well understood that too little of that has been done in the past. The manufacturer of lumber has too often based his selling price on guesswork. If that has happened to him, no harm has resulted, but many times it has mislead, and lumber has been sold too near the cost price for safety.

An investigation has been in progress for some time, by the Forest Service in co-operation with lumber associations, to determine the cost of producing lumber. An address by Austin Cary before a meeting of the West Coast Lumber Manufacturers' Association at Seattle, February 26, 1915, gave some results of the work in that region.

Along that line, the association has sent out a cost sheet, embodying the figures of twenty large mills in Washington and Oregon for the year 1913. The itemized sheet follows:

Total cut	691,320,211 feet
Average cut per mill	34,564,010 "
Total days run (including night shifts)	5,830.3
Average days run per mill	291.5
Average cut per day per mill	118,575 feet
Total number of men employed (day shift only)	3,248
Average number men per mill (day shift only)	162
Average wages per day	\$2.71
Percentage of output surfaced	56%

COST

Room labor	\$0.068
Room repairs and supplies	.013
Mill labor	1.448
Mill repairs and supplies	.576
Total boom and mill	\$2.105
Planer labor	.488
Planer repairs and supplies	.121
Kiln labor	.181
Kiln repairs and supplies	.016
Total planers and kilns	.806
Yard labor	1.208
Yard repairs and supplies	.175
Total yard	1.383
Total direct operation	\$4.294
Salaries	.341
Sundry expenses	.147
Industrial insurance	.081
Fire insurance	.140
Taxes	.101
Total general expense	.810
Depreciation	.430
Total manufacturing cost	\$5.524
Interest on plant at 6 per cent	.451
Interest on lumber stock	.153
Interest on log stock	.069
Interest on accounts receivable	.081
Interest on current cash	.017
Total interest on working capital at 6 per cent	.728
Total cost with interest	\$6.305

It should be observed that the cost of stumpage and logging is not included in the foregoing figures. They simply show what would be the cost of producing lumber, if the logs were laid down free. Since logs do not come that way, the expense of stumpage and work in the woods must be added. That will vary greatly. The figures show that when all cost of timber and logging is left out of account, the expense of producing one thousand feet of lumber at those large West coast mills is \$6.304.

It is questionable whether the work can be done more cheaply anywhere in this country than on the West coast. The timber is large and of good form. Every region presents a different problem, and an average cost of manufacture at one point cannot be safely accepted as an average at another; neither could the price of stumpage and logging in one region be taken as the cost in another.

The West Coast Lumber Manufacturers' Association plans to fol-

low this first investigation of cost by others dealing with logging operations, selling, and stumpage. This will show the complete cost of the lumber at the time it passes out of the manufacturers' hands into those of the buyer. A circular issued by the association, and dealing with the subject of cost, says:

"That this selling value will be found below the average cost of production is no surprise to us, but will be news to the consuming public. It is not a far fetched conclusion that the public, once rightly informed, will not permit an industry of this magnitude to continue without adequate returns to labor and capital, and Mr. Cary's study will be an authoritative source of information."

Lower Michigan Lumber Rates

The lower peninsula of Michigan, being surrounded on three sides by water, is peculiarly situated so far as rates, both class and commodity, are concerned, and this situation has had much to do in the naming of low lumber rates on account of water competition.

The lumber rates applying between points in the lower peninsula of Michigan have been unsettled for more than a year. For the last ten or fifteen years these rates were on what is called a checked-in basis and were generally agreeable to the lumber shippers of the state. In some cases low rates were made on account of water competition, in order to hold the traffic to the railroads and in most cases the railroads made low log rates to the milling point in order that they might obtain the manufactured product out. When the general advance in class and commodity rates were asked for a year ago last October, the railroads in the lower peninsula of Michigan cancelled their commodity tariffs on lumber and endeavored to apply the full official classification basis of the sixth class. This was strenuously objected to by the shippers and a hearing was held before the Michigan Railroad Commission, where both lumber shippers and the railroads were represented, date of hearing, April 23, 1914. All parts of the lower peninsula of Michigan were represented and arguments were presented.

The Michigan Railroad Commission having given the matter consideration, issued an order to the effect that the rates on lumber and forest products in carloads should be based on 95 per cent of the new advanced sixth class basis, and on October 26, 1914, this basis of rates became effective in the lower peninsula of Michigan and a joint tariff participated in by all of the railroads of lower Michigan was issued by Eugene Morris, agent—Central Freight Association, Chicago. These rates were not generally satisfactory because of the extreme high basis on which the rates were made. Complaint was therefore made against the tariff and another hearing was held before the Michigan Railroad Commission in Lansing, April 7, 1915, for the purpose of reviewing these rates. At this hearing there were present representatives from Saginaw, Bay City, Cadillac, Ludington, Manistee, Petoskey, Pellston, Alpena, Cheboygan, Grayling, Johannesburg and other points. There were also present representatives of the Michigan Central Railroad, Pere Marquette Railway, Grand Trunk Railway, Detroit & Mackinac Railway, Grand Rapids & Indiana Railway, Ann Arbor Railroad, Bay City, Gaylord & Alpena Railway and others. Commissioners Glasgow and Cunningham represented the railroad commission; Attorney Hal H. Smith of Detroit represented the Saginaw valley and other shippers on the east side of the state. R. R. Darwin of Lansing represented the Cadillac shippers; F. H. Cogswell, the Alpena shipper and Attorney McPherson represented the Ludington and Pellston shippers. Witnesses from all parts of the state were examined by both attorneys for the shippers and for the railroads and were in turn questioned by the railroad commissioners.

After a three days' hearing the case was adjourned, to be recalled in Lansing April 29 at 9:30 a. m., when shippers from Ludington, Pellston and Grand Rapids will be heard. After that time the railroad commission will render a decision. All of the shippers are asking for a reduced basis of rates from those in effect.



Experience Talks on Woodworking



As belting is one of the most expensive items that the mill owner has to contend with, it naturally comes in for considerable thought. The following points have been found valuable and may be of interest to some readers of *HARDWOOD RECORD*:

If possible use an endless belt. It runs better, is easier on the machine and saves a great deal of time over the laced belt. A good cabinet glue is as good to use on the joint as almost any belt cement, and is easier to pry open when the belt needs tightening.

Don't run the flesh side of the belt next to the pulley. If the flesh side gives as good service as the tanned side, the tanner would have no need of devoting so much time and care to getting a good face on the belt. Don't use old varnish (and, one might say, some belt dressings that are now on the market) to get your belt to pull. After a few applications the belt will become hard and slick on the face, and there is nothing to do but dope it up again, and before long it will begin to crack. Experience has shown that an occasional application of either neatsfoot oil or a cheap grade of castor oil will make the belt pull better and keep more life in the leather, which, of course, will make the belt last longer. Always be sure to remove any dust or shavings from the face of the belt before using the oil.

Usually the man who uses temperature recording instruments in his drykiln, and looks after them closely, knows more about lumber drying than the man who does not, and he gets better results out of his work.

Certainly oak is oak, but wood workers would frequently get better results if they kept in mind the fact that quarter-sawed oak and plain oak should not be dried on the same truck, or on the same pile, because it requires more time for the quarter-sawed stock to thoroughly dry.

Gravity conveyors are replacing some of the truck and wagon hauling done from cars to yards and from yards into factories. This is a modification of the well-known roller system of the sawmill. Here light rollers are used in sectional frames with ball bearings, and the entire equipment made light enough to handle and set up readily. With the ball bearings, just a little incline will carry lumber by gravity, and even on a level a slight push will send a board a hundred feet or more.

Trucks are important items in dry-kiln work as well as heat, moisture and ventilation, and these items often deserve more attention than they get.

The right kind of lumber drying for cabinet work calls for time, patience and steam, as well as good design in kilns, and with plenty of these almost any kiln can be made to give fairly satisfactory service.

Sometimes we hear of difficulties with lumber because it is too dry. It is, however, a rare occurrence to have cabinet work, or any other work, go bad because of excessive dryness in lumber, and it is perhaps safe to say that ninety-nine per cent of the trouble in this respect comes from lumber that is not thoroughly dry.

An inquiry recently requested information on air seasoning, saying: "Many small woodworking plants have no dry-kilns and would appreciate something along this line."

Seasoning is ordinarily understood to mean drying, but in addition to the evaporation of water it implies other changes, such as the drying out or partial decomposition of the albuminous substances in the wood, rendering it more permeable and less fermentable. The strength of many woods is nearly doubled by seasoning. The longitudinal fibers of the wood, being bound together by the radiating

pith rays, as the wood shrinks, finds relief by splitting radially from the center along the pith rays.

When a log is sawed into four quarters by passing the saw twice through the center at right angles, the outer annual rings shrink the most, so that the two flat surfaces of each quarter of the log cease to be strictly at right angles to one another. In tangent-sawed timber, however, the same shrinkage causes the center plank to contract in thickness at its edge, while planks cut from the outside will shrink in breadth, their edges curving away from the center of the tree.

In some of the small woodworking plants having no dry-kilns, one may frequently observe pieces that have been blocked out and in this way given a chance to season before finishing. A few months ago there was seen quite a pile of chair arms, roughed from 3-inch green oak planks. The room was quite warm and within twenty-four hours nearly every piece was so badly checked that it was impossible to use them, and they were taken to the fire box.

The lumber should be squared as soon as cut, and even halved or quartered, for the rate of drying depends much upon the shape and size of the piece. The lumber should then be piled between sticks in the seasoning yard, so as to be protected as much as possible from the sun and rain, but with air circulating freely on all sides of the pile. Bad ventilation is sure to cause rot. At the same time exposure to high winds is likely to cause unequal drying. One of the most fertile causes of decay at the lumber camp is the leaving of logs to sink into soft ground where they are felled, often in the immediate neighborhood of rotting stumpage or dead twigs.

Lumber should be stacked, or at least skidded a foot off the ground, as soon as possible, and be protected by a roof. Experience is against the stacking of planks vertically, or at any angle as this only produces unequal drying, but planks may be stacked flat or on edge.

Authorities give the following on the question of time required for seasoning oak in a shed. Pieces 24-inches square, 26 months; 20-inches square, 22 months; 16-inches square, 18 months; 12-inches square, 14 months; 8-inches square, 10 months; 4-inches square, 6 months. Many will not agree to these figures for time, but prefer air-drying oak to cover a period of from one to three years, depending on the thickness of the lumber.

Air-seasoning is ideal, but expensive for the reason that the manufacturer is compelled to carry an enormous stock of lumber ahead all the time. Modern kilns will dry green lumber, right from the log, within a surprisingly short time. Any one can purchase all the lumber needed for ordinary requirements ready kiln-dried, and in so doing solve many of the perplexing problems which arise where air-dried or green lumber is used.

Better have a poor plant under a good foreman than a good plant under a poor foreman.

A place for everything, and everything back to its place after using, should be the rule in every planing mill plant. More time is lost in the average mill hunting up tools that have been mislaid or dropped into the shavings than the value of the tool. Who has not seen an hour spent and several machines stopped because a wrench had not been kept where it belonged? Often shavings have to be cleared away, and a topsy-turvy time results. Then by accident a man may put his hand up on a girl and at the same time upon the lost wrench. This misplacement cost one company no less than \$10.00, and the mechanic knows the price of a wrench.

Some managers don't get on well because they take up something else before the thing in hand is finished.

"Make a profit" is easy advice, but to get right down to bed rock knowledge as to exactly what profit the mill or factory makes requires systematic methods and ceaseless vigilance.



Pertinent Legal Findings



When a Contract to Sell Lumber Must Be in Writing

In most of the states there is in force a law which provides, in effect, that a contract to sell personal property at a price of \$50 or more shall be valid only if the buyer accepts and actually receives part of the goods, or makes a payment on the price, or unless the contract in some note or memorandum thereof be reduced to writing. This law has been enacted to minimize opportunity for fraud and thus constituting an important commercial transaction. We understand that such an act is not in force in Louisiana, and one or two other states may have exceptions to it, but, otherwise, it is uniformly operative throughout the country. In a few states, however, oral contracts of sale involving \$50 or more are governed by this law, which constitutes a part of what is technically known as the Statute of Frauds.

To meet the requirements of the statute, it is not necessary that a formal contract be entered into; a memorandum, however informally written, is sufficient if it discloses the essential terms of sale. Thus a letter, telegram or receipt may be an adequate memorandum, and a signed offer binds the person who makes it.

To satisfy the requirement of the Statutes of Frauds, a contract to sell lumber must afford means of definitely ascertaining the quantity to be delivered and the price to be paid.

Applying the requirements of the Virginia Statute of Frauds that the writing must be signed, the United States circuit court of appeals has declared that a purported contract to which was subscribed the selling company's name in typewriting, with an unfilled blank under it for the signature of the officer of the company who was to sign the agreement, was insufficiently signed, although the company retained the paper after its delivery by the buyer, and although partial deliveries were made according to the terms of the writing. The court decided, however, that the typewritten signature would have been sufficient had the selling company authorized the appending of it to the writing, or adopted it as a signature.

Payment of part of the price, or an amount to bind the bargain, avoids necessity for evidencing the contract by any writing, although good business practice would seem to require the terms of every important agreement to be reduced to "black and white."

To satisfy the clause of the law which avoids the necessity of a writing where the buyer accepts part of the lumber contracted for, the lumber must pass completely under his control. But it is not essential that, at the time of such acceptance, the lumber be measured to determine the amount due on its price.

And, according to a decision of the New York court of appeals, a partial delivery of lumber, made after a contract is entered into, renders the agreement of sale valid, although the contract is verbal. In the case in which this decision was announced it appeared that, after the terms of sale were orally agreed upon, the seller requested the buyer to confirm the agreement in writing, which the buyer did, stating the price and other terms. Part of the subject of sale was then delivered and paid for. The court of appeals rested its opinion as to the validity of the contract on the fact that a partial delivery was accepted by the buyer in recognition of the agreement.

In addition to contracts for the sale of commodities, the Statute of Frauds usually provides that no promise to discharge the obligation of a third person, and no contract which is not to be performed within a year from its making, and no agreement to grant an interest in land, excepting leases for not more than a year, shall be valid unless it is evidenced in writing and signed by the person to be bound thereby. Accordingly, the Missouri supreme court decided some time ago that a contract for services in working up a market for a company's products was invalid where it was not reduced to writing and was not to expire within a year.

When Title to Doors Did Not Pass

Woods, a wholesale lumber dealer, bought 750 doors and agreed to sell 205 of them to plaintiff. On arrival of the doors in Kansas City, they were placed in a warehouse under the control of plaintiff, but without a separation of those which were to be delivered to plaintiff

and 100 to plaintiff's son, Woods. It was understood that Woods was to pay no storage charges to plaintiff, but he paid a portion of insurance covering all the doors, based upon plaintiff's ownership of 205 of them. Later Woods gave a lumber company an order for the doors remaining in the warehouse, in payment of a debt. The custodian delivered 158 doors which plaintiff claims belonged to him under his purchase from Woods, and plaintiff brought suit to recover their value from the lumber company. In deciding the case against plaintiff, the Kansas City court of appeals said:

The failure of plaintiff to have the doors he purchased separated from the general mass, or given distinctive marks by which they could be identified as his property, left the title to and the doors vested in Woods, and defendant, as a purchaser in good faith from Woods, acquired the full legal title and right to possession from him.

Custom as Part of Shipping Contract

When a railway company which has contracted to carry logs or lumber from one point to another within the same state has no facilities at the destination for unloading carload shipments and has customarily delivered them at the consignee's mill, by switching the cars over the tracks of a connecting railway company, the shipper under such contract has the right to rely upon such custom, although it be not expressed in the shipping agreement. (Michigan supreme court, Gates vs. Detroit & Mackinac Railway Company, 122 Northwestern Reporter 1078.)

Employer's Liability for Employee's Negligence

A lumber company is liable for injury to a woodsman employee, resulting from negligent failure of sawyers to give warning of the fall of a tree. (Arkansas supreme court, Chapman & Dewey Land Company vs. Woodruff, 173 Southwestern Reporter 188.)

Rights in Cutting Timber

The right to enter land for the purpose of removing timber purchased implies a right to do all acts which are reasonably necessary to make the removal, such as cutting small timber growth in order to reach the timber sold. (Vermont supreme court, Gilley vs. Bacon, 93 Atlantic Reporter 261.)

Injury in Unloading Logs

An employee cannot recover against a lumber company for injury sustained by him through a log falling from a car which was being unloaded unless he affirmatively establishes negligence for which the company is legally responsible; the mere happening of the accident creates no presumption of negligence. (St. Louis court of appeals, Pruett vs. Campbell Lumber Co., 171 Southwestern Reporter 164.)

Damages for Breach of Contract

Damages recoverable for breach by an owner of land of a contract to sell standing timber are to be measured by ascertaining the excess of the reasonable value of the timber above the price at which he agreed to sell, and not with reference to some special price at which the buyer agreed to resell the timber to a third person. (St. Louis court of appeals, Moss vs. Hunter, 174 Southwestern Reporter 212.)

Duty to Afford Employees Safe Place of Work

A lumber company, not being an insurer of the safety of the places its employees are required to work, is not liable for injury to a workman who stepped on a nail protruding from a plank which had been washed into a timber yard in time of high water, unless the company was negligent in failing to discover and remove the danger.

Contract Invalid for Indefiniteness of Price

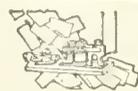
If a contract of sale does not definitely fix the price to be paid, it is unenforceable. Accordingly, the Kentucky court of appeals lately held that a contract to sell goods at cost, plus expense of handling and a "nice" or "reasonable" profit to the seller could not be enforced. (Gaines & Sea vs. R. J. Reynolds Tobacco Company, 174 Southwestern Reporter 483.)

Method of Shipment Under Contract of Sale

When it is agreed that goods shall be sold for delivery to the buyer f. o. b. place of shipment, he is entitled to reject a shipment made to the seller's order with draft attached to bill of lading. (Texas court of civil appeals, Watson vs. Patrick, 174 Southwestern Reporter 632.)



Interesting Traffic Developments



Refusal of Reconsignment Held Unreasonable

A case of much importance to the hardwood industry was decided last week by the Interstate Commerce Commission. In the action brought by Doran & Co. of Cincinnati against the Nashville, Chattanooga & St. Louis Railway, et al., the commission holds that the defendants' refusal to allow reconsignment and diversion of lumber where the contents of the car remain unchanged, where the change of destination of route does not involve an out of line haul, and request is made in a reasonable time, on the basis of the through rate from the point of origin to the new destination, with a reasonable charge for the extra service performed, is unreasonable.

The charges collected on five cars of lumber shipped from Chattanooga, Tennessee, to Cincinnati, Ohio, and from there reconsigned to London, Ontario, and Toronto, Ontario, are found to have been unreasonable to the extent that they exceeded the through rates from Chattanooga to the new destinations, plus a maximum reconsignment charge of \$5 per car. Reparation was awarded.

In discussing the case, the commission states that the defendants' contention that the commission has no power to require carriers to initiate the practices of diversion and reconsignment rests upon the theory that these practices exist only where the carriers hold themselves out to perform the service on basis of the specific through rate, but the term, when properly understood, bears no such restricted meaning, nor do the tariffs of these defendants place such a limitation upon the right of service. If there is any intent to differentiate between a change of destination on basis of the through rate and on basis of the sum of the local rates except in the matter of the through charge, clearly it is not revealed by the language of their tariffs.

Reconsignment, although often referred to as a privilege, is primarily a service in connection with the transportation of property. An accurate conception of what is meant by the term is afforded by Conference Ruling, No. 72, which states that "without specific qualifications, the term reconsignment includes changes in destination, routing or consignee." Diversion is the same as reconsigning except that the destination is changed prior to the arrival of the shipment at the original billed destination. The service differs in no material respect whether a specific through rate or a combination rate is applied. The total charges payable by the shipper may or may not be affected by the reconsignment. Whether the charges are increased is determined by the manner in which the rates are adjusted and whether the carrier provides in its tariffs for a diversion or reconsignment charge in addition to the rate. That the commission has power to initiate the practices of diversion and reconsignment is the finding in the Central Commercial Club case, supra, and does not need to be considered, because the carriers have already initiated the practice and fixed the terms upon which the service is available to shippers. It is only material to inquire whether they have done so upon terms which are reasonable and nondiscriminatory.

The case of the Davis Brothers Lumber Company versus the Chicago, Rock Island & Pacific has been reopened by an order of the commission.

A rehearing has been denied in the matter of lumber rates from Helena, Ark., and other points to Omaha, Des Moines and other destinations.

A hearing in the case of the Adams Stave Company versus the Texas, Oklahoma & Eastern Railroad will be held in Kansas City, April 26, before Examiner Horton. Questions involved in investigation and suspension docket, No. 605, in regard to lumber rates to Chicago Heights, Ill., will be the subject of a hearing in Chicago, May 12.

Through rates higher than the sum of local charges on lumber are being collected by the South Georgia Railway, according to allegations made in a complaint submitted last week by the Standard Lumber Company of Birmingham.

A systematic effort is being made by the Santa Fe Railway to monopolize for sawmills on its lines in Oklahoma all lumber business within its sphere of influence. This charge is made in a complaint submitted to the commission last week by the West Lumber Company of Houston, Tex. Undue restrictions are placed on lumber originating at mills not located on its line, it is charged.

All details of the controversy between Memphis lumber dealers and the St. Louis, Iron Mountain & Southern are discussed in a brief submitted to the commission last week by the Memphis Freight Bureau. Arguments intended to prove allegations of discriminations against the carriers are presented.

Railroads Considering Harmony Committee

John W. McClure, president of the Southern Hardwood Traffic Association, says that the railroad committee, which is to hold conferences with the committee appointed to represent the lumbermen as a result of the harmony conference recently held at Memphis, has not yet been appointed. He says he has received a letter from F. B. Bowes, vice-president of the Illinois Central, in which the latter states that the selection of the committee men for the various roads interested is being left to each road, so that nothing can be given out as to the personnel of the railroad representatives until the officials of the several lines have acted.

It is suggested in the letter of Mr. Bowes that a somewhat larger committee may be found necessary, four east of the Mississippi and four west. This is based on the fact that there are four lines west of the Mississippi which wish representation, the Frisco, the St. Louis, Iron Mountain & Southern, the Rock Island and the Cotton Belt. There are three groups of roads east of the Mississippi which want individual representatives and these may be, in view of their very close affiliation, grouped as follows: 1, Illinois Central and Yazoo & Mississippi Valley; 2, Mobile & Ohio and Southern Railway, and 3, Louisville & Nashville and Nashville, Chattanooga & St. Louis. If it is decided to have four men on the railroad committee west of the river an equal number will possibly be required east of that stream, making the railroad committee eight instead of six. In this event, it is certain that the committee of lumbermen, three west of the Mississippi, will be increased to four for the territory on each side of that stream.

Mr. Bowes held out some hope that an early appointment of the railroad committee might be made public. Mr. McClure, in discussing this phase of the situation, said that the lumbermen were anxious to get down to a working basis as quickly as possible and that, as soon as the identity of the railroad conference committee was known, no time would be lost in starting the machinery in motion for the adjustment of rate and other controversies by the conference method instead of the more expensive and more tedious one of litigation before the Interstate Commerce Commission and other tribunals.

It is the sober judgment of members of the Memphis hardwood trade here, after having some time to think the matter over, that the recent harmony conference will prove even more important as a factor in the development of the timber resources of the South than was thought possible by its earlier advocates. The conference idea has met with praise in every direction and some members of the trade have gone so far as to say that the adoption of this plan marks a distinct epoch in the lumber and railroad business of the South. In fact, some have declared that it is a wonder that the conference idea did not occur a great deal earlier to both the railroad men and the lumbermen. Everybody is looking forward to most beneficial results to follow, results that will make possible the development of timber resources that have been heretofore unavailable and that will substantially increase both the tonnage and the revenue of the railroads operating in the southern hardwood territory. It is known that the new plan is something of an experiment, but it is pointed out that it is based on such logical reasoning and on such hard commonsense that it cannot be other than successful.

The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter.

B 899—Wants Domestic Market for High-Grade Hickory Logs

Greenville, S. C., April 16. Editor HARDWOOD RECORD: We will have presently on hand in Mississippi and Louisiana a quantity of high-grade hickory logs, about on account of the high cost in freight we think it better to cut them. We would feel greatly obliged if you could give us the names of any wood or lumber people or others who would be likely to be interested. I am in Memphis and the districts farther north. I will be glad to hear from you. (1)

This stock is especially selected for the export trade, and should offer something of real value to those in the market for high-grade hickory. —EDITOR.

B 900—Increases Plant

The issue of April 10, HARDWOOD RECORD, carried a short account relative to the Willson Manufacturing Company of Appleton, Wis., now a factor of maple blocks for various purposes, and patent sectional bowling pins. The company has increased its capital stock to \$75,000, and when sufficient stock has been sold to guarantee the project, it will erect a two-story modern, fireproof plant, 50x120, with necessary dry kiln and boiler house. This increase is required in order to manufacture and supply the demand for Willson's patent sectional bowling pin.

The company will continue the sectional block business and add other lines.

B 901—Wants a Market for White Oak Strips

New Orleans, La., April 15. Editor HARDWOOD RECORD: I have about 200,000 feet of white oak strips 1"x2 1/2"x5" for sale. Will you kindly send me the addresses of flooring concerns and other consumers of such stock?

Thinking you in advance for this information.

Anybody interested in purchasing this material will probably find it a bargain. —EDITOR.

B 902—Wants Line in Which to Manufacture High-Class Beech Timber

Oakton, Tenn., April 13. Editor HARDWOOD RECORD: I have an unlimited supply of beech timber of very fine quality and can work it up into lumber of any kind. I would like to find a market for that stock and was advised that you might make some suggestion.

Anybody in a position to make proper connections on high class

beech can have the information necessary by writing HARDWOOD RECORD. —EDITOR.

B 903—Wants Market for Red and White Oak Suitable for Wood Paving Blocks

Ferndale, Ark., April 10. Editor HARDWOOD RECORD: We would consider it a favor if you can put us in touch with parties who buy wood paving blocks such as the various cities are now using.

We have quite a lot of timber cut from red and white oak which run in graduated dimensions from 2 1/2" to 4 1/2" thick, and of various widths, which would be particularly suitable for this material. We could furnish several cars during the run of the year and cut to the specifications required by the paving block people.

Anybody interested in getting a line on this stock can have the necessary information by applying to HARDWOOD RECORD. —EDITOR.

References to "Mail Bag" Items Must Be Accompanied by Stamped Envelope to Receive Attention.

Clubs and Associations

Sets Date for Michigan Meeting

Secretary J. C. Knox of the Michigan Hardwood Manufacturers' Association, Cadillac, Mich., announces that the spring meeting of that organization will be held at the Pouterstrade hotel, Detroit, Mich., Wednesday, April 28, and that the chief topics for consideration will be market conditions in hardwood and hemlock, outlook for hemlock bark, reports of regular and special committees, forest fire protective matters, and the cost of logging and sawing.

There will be no stock report presented at this meeting, but very valuable information will be available regarding the present and future outlook for marketing hemlock and hardwood lumber.

Philadelphia Exchange in Annual Meeting

The twenty-ninth annual meeting of the Lumbermen's Exchange, held April 8, was one of the most enjoyable events of the kind ever held in this city. At the business meeting at 1420 Chestnut street in the afternoon, officers were elected to serve during the ensuing year, committee reports were heard, and plans for inaugurating more social features in the future, discussed. At the banquet held at the Bellevue Stratford hotel in the evening, more than one hundred were present. In the absence of the newly elected president, William H. Fritz, the retiring president presided. An elaborate vaudeville entertainment, arranged by John E. Lloyd, chairman of the entertainment committee, followed the dinner.

The following were elected by a unanimous vote: President, Charles M. Chesnut of the Yellow Pine Company of Philadelphia; vice-president, J. Randall Williams, Sr., of J. Randall Williams & Co.; treasurer, Charles F. Maule, John I. Coulbourn of Coulbourn Brothers, and Joseph Hyde of Geissel & Richardson, were elected directors. Watson Malone was nominated as a director, but withdrew at the last moment. The vacancy was allowed to stand as Mr. Malone is trying to arrange matters so that he can serve if possible. Auditors chosen were S. B. Vrooman of the S. B. Vrooman Company, Ltd., Franklin Smedley of Smedley Brothers Company, and Eli B. Hallowell of Hallowell and Souder. Mr. Vrooman was also elected as trustee of the relief fund.



C. M. CHESNUT, PRESIDENT PHILADELPHIA LUMBERMEN'S EXCHANGE.



J. R. WILLIAMS, VICE-PRESIDENT PHILADELPHIA LUMBERMEN'S EXCHANGE.



J. I. COULBOURN, DIRECTOR PHILADELPHIA LUMBERMEN'S EXCHANGE.

Hemlock and Hardwood Association to Move Offices

The headquarters of the Northern Hemlock and Hardwood Manufacturers' Association will be moved from Wausau, Wis., to Oshkosh on May 1, in order that the offices may be more centrally located and easier of access for the members. The decision was reached at a meeting of the directors of the association held at Milwaukee recently, after a majority of the members had voted by mail in favor of Oshkosh. O. T. Swan, the government forestry expert who was secured as secretary of the association some time ago, took up his duties at Wausau on April 5 and attended the recent meeting in Milwaukee.

The regular quarterly meeting of the association will be held in Madison, April 27 and 28. The first day of the gathering will be devoted to association work, while the second day will be given up to an inspection of the United States Forestry Products Laboratory.

Evansville Club Plans Outing

At the regular monthly meeting of the Evansville Lumbermen's Club, held at the St. George hotel April 13, it was decided to hold the annual summer outing some time in June, the exact date to be decided upon later. President Daniel A. Wertz appointed the following committee to cooperate with Secretary Mertice E. Taylor in arranging the outing: Claude Maley of Maley & Wertz; Charles A. Wolfen of the Wolfen-Luhring Lumber Company and Frank Haney of John A. Reitz & Sons. This committee and Secretary Taylor will make a report at the next meeting of the club which will be held on the second Tuesday in May. Secretary Taylor hopes to make the outing this year the most successful in the history of the Evansville Lumbermen's Club. Resolutions on the death of James H. Baird, publisher of the Southern Lumberman at Nashville, Tenn., recently killed in an automobile accident, were adopted at the meeting.

Lumbermen's Association in New Quarters

Secretary E. E. Hooper of the Lumbermen's Association of Chicago and James S. Kemper, manager of the Lumbermen's Mutual Casualty Company, have gotten fairly well established in their new quarters in the Lumbermen's Exchange building, corner of Madison and LaSalle streets.

The new quarters with the large reception room and dining room, also the general meeting room and the kitchen from which the restaurant will be supplied, occupy the entire fourth floor of the building. The new quarters are extremely attractive in every way, and being so centrally located are going to be visited by a great many lumbermen from out of the city, and also from the local trade.

It is expected that by the first of next month all the details of finishing up will be completed so that the quarters will be in tiptop shape for welcoming all visitors.

The reception room and dining room are both spacious and will be fitted up in fine style. The adjoining kitchen gives direct service for the dining room, and it is expected that there will be a large attendance of lumbermen at luncheon every day.

St. Louis Plans Comprehensive Organization

Two representatives appointed from each of the lines of the lumber industry present at the meeting of the Lumbermen's Club, on March 30, to confer on a formation of a Federation of Wood Industries, met and it was decided by the committee that an association of this character should be formed. Meanwhile a sub-committee composed of Thos. C. Whitmarsh, chairman, O. A. Pior and C. M. Jennings was appointed to work

out a tentative budget of ways and means for completing the proposed federation. The committee will meet on April 28 to report on the progress made. The proposed plan is meeting with much favor.

Philadelphia Lumbermen at Play

The Philadelphia Lumbermen's Golf Club opened the season on the afternoon of April 14 with a handicap tournament over the Pine Valley, N. J., course. M. C. Burton and W. P. Shearer turned in the same net cards, and accordingly divided a dozen golf balls between them. As only eleven holes of the new links are open, the lumbermen played twice around or twenty-two holes in all. The course when completed will be the "sportiest" east of the Mississippi, and scores were uniformly high.

As the Pine Valley managers refused any "greens fee" the lumbermen presented two old English prints depicting golfing scenes. These prints will be hung in the main clubhouse when it is completed. Dinner was served following the play. In the absence of Anderson Ross, Eli B. Hollowell presided at the meeting, which was addressed by John Riley, George Craig and others.

Three of the lumbermen belong to Pine Valley, namely E. B. Humphreys, Maurice C. Burton and Eugene W. Fry.

With the Trade

Introducing Mr. Brown of Park Falls

Accompanying this story is a likeness of W. W. Brown, formerly of the Hamilton Manufacturing Company, Two Rivers, Wis., who has taken charge of the hardwood department of the Park Falls Lumber Company of Park Falls, Wis.

A previous issue contained a more detailed account of Mr. Brown's lumber career, but at the time it was carried there was no photograph available. HARDWOOD RECORD takes pleasure in presenting Mr. Brown's likeness with the belief that some of his friends in the trade will want to congratulate him on his new move.

J. A. Holmes Dead

John A. Holmes, who came to St. Louis as a youth nearly sixty years ago and acquired a fortune in the lumber business, died at his residence, 9 Portland place, a few days ago, following a general breakdown. He was seventy-six years old. He had been under the care of physicians thirteen months, and during the last three months had not left the house.

Mr. Holmes was born at Coatesville, Pa., October 18, 1838, and came to St. Louis in 1856, when eighteen years old. The following year he engaged in the lumber business with his uncle, Robert Holmes, at the northwest corner of Broadway and Elm street.

Upon the death of the uncle, in 1863, he organized the firm of J. A. Holmes & Co., in which his brother, the late Daniel S. Holmes, was a partner and which in 1896 was incorporated as the J. A. Holmes Lumber Company. He continued active in its affairs until his health began to fail.

Mr. Holmes was married in 1868 to Miss Belle Robb of Chester county, Pennsylvania, who survives him, together with four children: Mrs. William H. Keech, Mrs. Frederick E. Woodruff, Robert Holmes and J. Howard Holmes, all residing in St. Louis.



J. HYDE, DIRECTOR PHILADELPHIA LUMBERMEN'S EXCHANGE

W. W. BROWN, PARK FALLS, WIS.

THE LATE J. A. HOLMES, ST. LOUIS, MO.

Mr. H. ... of the ...

Sells Out Interest in Gill-Dawley

... Gill-Dawley ...

Large Interior Finish Plant for Grand Rapids

It is reported in Grand Rapids that one of the prominent real estate ...

Plan Submitted to Creditors

A meeting of creditors of Hamilton H. Salmon & Co., large hardwood ...

Pure White Birds-Eye Maple

The possibility of providing a pure white birds-eye maple veneer of a ...

A. Franck-Phillipson of Chicago is the discoverer of a process whereby all ...

The Birds-Eye Veneer Company of Escanaba, Mich., has secured the ...

According to the Birds-Eye Veneer Company, it represents the patentees ...

The Bigelow-Cooper Company

The last issue of HARDWOOD RECORD contained a notation of the incor- ...

HARDWOOD RECORD is glad to make this correction.

Crane Yards Object of Incendiary

C. Crane & Co., Cincinnati, O., report inquires in great volume, orders ...

It seems to be the method of the firebug to start one blaze and then ...

Ever since the first blaze last week, Mr. Crane has stationed guards all ...

Philadelphia Fraud Concern in Receiver's Hands

... Philadelphia ...

Upon the application of Harvey B. Narrigan, a creditor of \$11,010.50, ...

In his bill in equity for the appointment of a receiver, Narrigan ...

The fear that creditors would institute suits upon failing to have their ...

After the expose of the fraud the company was reorganized for a ...

The claim of Narrigan for \$11,010.50 is for money loaned the company ...

Forest Fire Protective Season Opened

The Forest Fire Protective Department of the Michigan Hardwood ...

The association is really carrying on a campaign of education among ...

Pertinent Information

Chicago Strike Situation

The carpenters' strike in Chicago is believed to be in a fair way for set- ...

The earnest desire on the part of the public that there be no strike ...

Several questions are to be considered by the arbitration board, but the ...

Officials of the carpenters' and contractors' organizations pointed out ...

Besides 5,000 flat buildings outside the loop, there are the new Kimball ...

To Standardize Agricultural Implement Stock

The board of directors of the Southern Pine Association has been re- ...

Hoo-Hoo Being Rapidly Rejuvenated

E. D. Tennant who, as snark of the universe has been taking active and entirely commendable charge of the revivifying of the Order of Hoo-Hoo, has been doing some startlingly good work and is constantly making the spirit of his efforts felt among the members.

The active work he has been pursuing has made itself felt in the real awakening interest among many of the old members, who for some time past have not taken any active part in the "doings" of the old order.

The following is the last appeal which Mr. Tennant has sent out which carries its own message:

ARE YOU DOING YOUR SHARE?

If you have already done it, get some other member, who has not, to do his.

Hoo-Hoo is gaining strength daily as some \$4,000 received in four weeks' time and returns still coming in, prove. But we need to keep it up. One big pull and we are over the crest and in safe waters.

The spirit of Hoo-Hoo is alive today—stronger than ever. In these days of stress and worry, it helps a man to feel the comforting handclasp of encouragement from his brother man. Old Hoo-Hoo remembers the friendships and new understandings of members of the lumber trade which they have made through their connection with the order, as proven by hundreds of letters received recently in this office. Hoo-Hoo brought them together and made these friendships possible.

Help others to realize in life what Brother Malloch says of "Jim" in death.

"You who have dreamed of Brotherhood,
You, who have lived it know
Things that we faintly understood
Are so."

Let the errors of the past be forgotten—look to the future. Hoo-Hoo has won its place in the hearts of the members of the lumber industry. Be one of the many who have decided to assist in the rebuilding of the new, rejuvenated order that will embrace all that is best in the fraternity of men in the lumber and allied industries.

Once the order is on a solid basis, we can publish a "live wire" bulletin—establish a permanent employment bureau that will be of real benefit to our members—reimburse the imminent distress fund, to help those of our members who need it—create a fund to develop a home for indigent lumbermen on the site given by Brother Grayson. The above are only a few of the benefits that this order can give its members.

Witness the wonderful reviving of the Jovian order under capable business management. Hoo-Hoo can and will do the same. It is up to those of you, who have not already done it, to do your share and do it now.

Manufacturers' Association Issues Report on Actual Sales

HARDWOOD RECORD has just received a copy of report of actual sales of hardwood lumber for the month of March as reported by members of the Hardwood Manufacturers' Association of the United States, compiled by Secretary W. H. Weller, Cincinnati, O. The report was issued under date of April 21.

It is by far the most comprehensive and valuable summary of sales and delivered prices that has come to the attention of this office.

The booklet is divided up under territories, each being indexed. The territories are described as they are ordinarily described in commercial practice. Under each is shown sales of respective woods with the thicknesses and dimensions and further description. The data covering the amount, the mill location, widths, lengths, condition, whether a wholesaler or a consumer purchased the stock, and delivered price.

The list includes about everything in hardwood lumber and gives a comprehensive idea as to the trend of hardwood consumption and a range of values.

Warring on Substitutes

The Southern Pine Association has sent a circular to its subscribers suggesting that when commissaries purchase supplies from manufacturers, such supplies be ordered shipped in wooden containers. The circular gives the reason for the request as follows:

In nearly all cases where this request has been made, jobbers and wholesalers have expressed a ready willingness to comply with the wishes of their customers. It is the duty of every lumberman to do his utmost to protect his product, and especially the market for low-grade material in order to encourage its fullest utilization. The request that the goods which you purchase should be shipped in wooden boxes

is a reasonable one, not only from the standpoint of increasing the sale of lumber and the conservation of material otherwise largely wasted, but because of the increased protection given the commodities which you purchase as compared with their shipment in fiber and strawboard containers.

Should Protect Lumber by Destroying Fire Conducting Materials

In Loss Bulletin No. 1 as issued by the National Lumber Manufacturers' Inter-Insurance Exchange, Manager Charles F. Simonson calls attention to a fire which recently occurred at a Wisconsin mill, which destroyed a quantity of birch lumber. It was learned that the fire had been burning for some time, having been started by a spark from an engine igniting grass alongside the railroad tracks, and this grass imparted the blaze to piles of lumber.

The bulletin suggests the wisdom of burning all dry grass, particularly at this time of the year, within a radius of fifty feet of any exposed lumber, and says that it is also wise to plough a couple of furrows around a lumber yard in order to completely cut off fire running through dry grass.

German View of American Hardwoods

A circular on the situation of American hardwoods in the German market has been issued by the firm of wood brokers, J. F. Muller & Sohn, Hamburg, Germany, from which the following extract is taken:

In face of the impossibility of American shippers bringing forward any fresh shipments to this market, we have abstained from issuing regular market reports since the outbreak of the war, leaving it to our American representative to keep our many friends posted regarding the hardwood situation. Though some time will have to elapse before shipments can be resumed, it may be well to outline the present position and the probable prospects after the close of hostility.

The business situation in this country may be described as extremely strong, it being now generally acknowledged that it has been a very wise policy not to declare a general moratorium, which would have brought business to a standstill and threatened the sound financial structure of commercial life, while by abstaining from such an unnecessary measure the activity in all quarters is constantly improving. There is plenty of money, and available at a rate unknown since many years, notwithstanding the fact that over \$1,100,000,000 have been paid in on the big government loan only a comparatively short time ago. Thus it may be expected that the large consumption power of this market for all kinds of American hardwoods will show a further advance as soon as peace has been restored and shipments will become possible.

Red Oak Staves Wanted

A firm in the West Indies informs an American consular officer that it is in the market for about 200,000 split red oak staves. The staves should be 42 inches in length, 3½ to 4½ inches wide, and not less than ¼ of an inch in thickness, bucked flat and jointed. It is stated the firm will pay cash against shipping documents. Additional information may be had from the Bureau of Foreign and Domestic Commerce, Washington, D. C.

Cedar from Siberia

The Russians are preparing to open a new outlet for the resources of Siberia by way of the Yenisei river to the Arctic ocean, and thence to Europe by ships. One of the forest resources to be marketed in that way is Siberian cedar which has never yet entered the world's market on an extensive scale. It is said to resemble the western red cedar of Washington and Oregon, of which shingles are made; but the trees are not so large. It is expected that cargoes will leave the Yenisei river as soon as the ice goes out.

Brazil to Try American Match Wood

American manufacturers of match wood may find a market for their product in Brazil, if a sample shipment now being arranged by the United States Forest Service proves suitable to the Brazilian match manu-



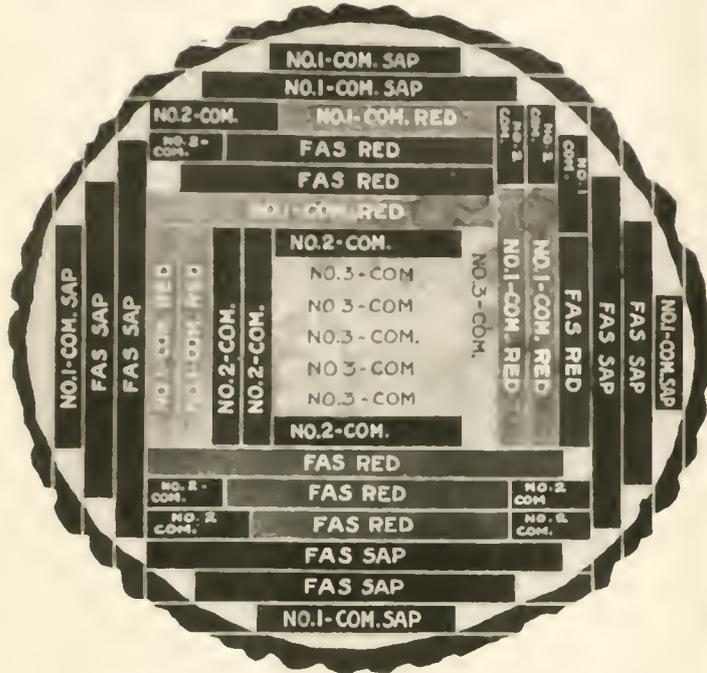
WRECKED STEEL GONDOLAS ON YAZOO & MISSISSIPPI VALLEY RAILROAD NEAR PHILLIP, MISS. IT WAS POSSIBLE TO GET RID OF THE WRECKED WOODEN CARS AT ONCE, BUT THE STEEL CARS HAD TO BE CUT TO PIECES BEFORE THEY COULD BE DISPOSED OF. TAKEN AT THE SUGGESTION OF W. B. BURKE

...whereas when military orders of London began to be put off by the Forester was. As it is provided in an excellent opportunity for the introduction of North American forest products into South America, the Forest Service is trying to secure the cooperation of private lumber companies who are interested in the export business.

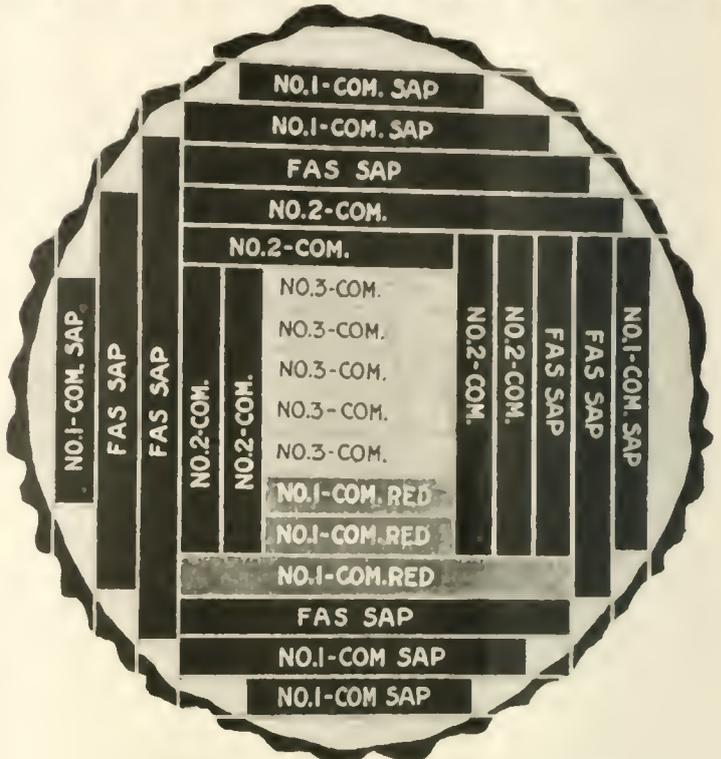
The Bureau's main factors according to a subcommittee from a traveling board of the Department of Commerce, have been using annually about 7,000,000 feet of Redwood. In the war to make a substitute. On the 22nd recommendation of American match which is shown has been made to the Forest Service for samples of

western white pine, sugar pine, cottonwood, and poplar, eight bolts of each 7 feet 2 inches long and 12 to 20 inches in diameter.

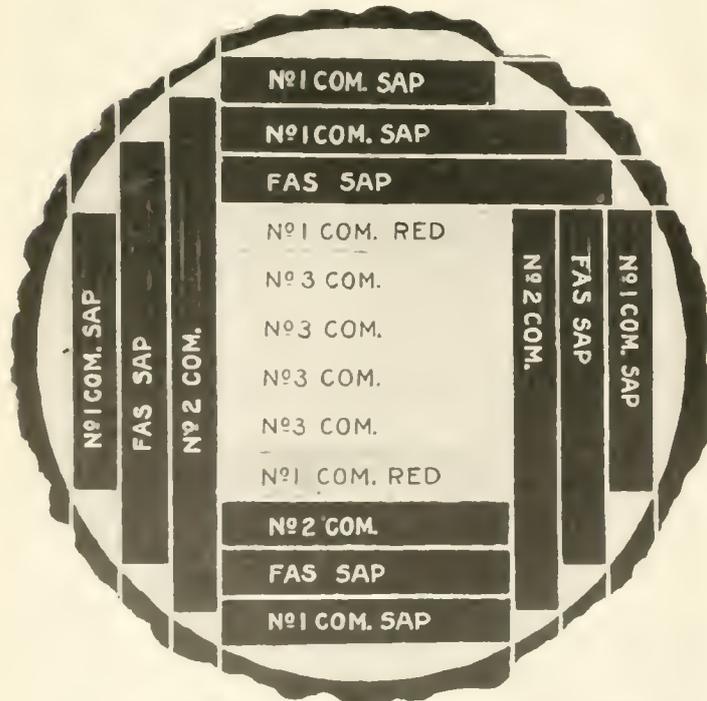
The southern forests contain large supplies of both sugar and western white pine suitable for the manufacture of matches, and used for this purpose in the United States. It has been difficult, however, to make up samples of these woods for the reason that the Forest Service has no funds which can be used to pay railroad transportation charges from the



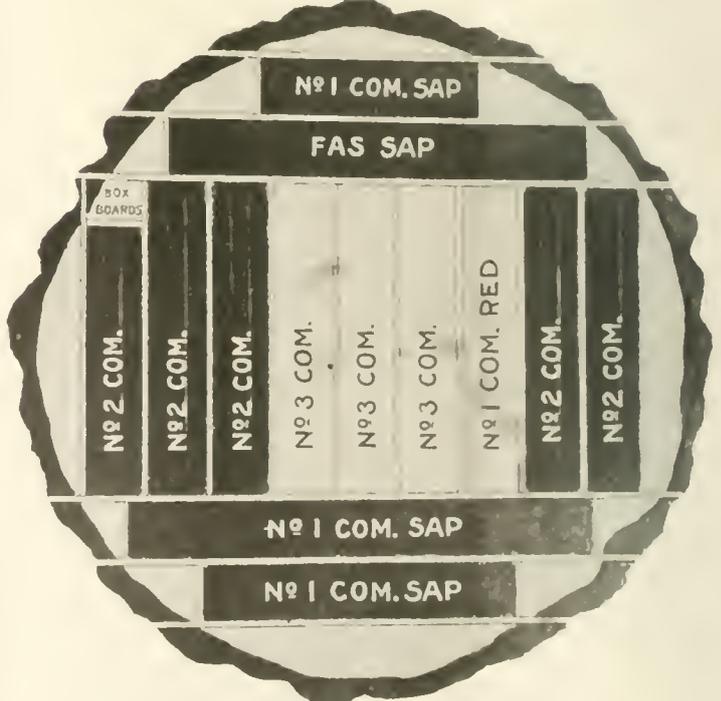
CROSS SECTION OF LOG 26" AND UP IN DIAMETER



CROSS SECTION OF LOG 20" TO 25" IN DIAMETER



CROSS SECTION OF LOG 16" TO 19" IN DIAMETER



CROSS SECTION OF LOG 12" TO 15" IN DIAMETER

Above are shown reproductions of four log ends practically as shown in the last issue of Hardwood Record in connection with the report of the harmony meeting at Memphis, which occurred on April 7. The story of this meeting, drawings and entire data, were transmitted over night for publication the next day, and as a consequence a slight error occurred, which Hardwood Record takes this occasion to correct.

W. B. Burke, vice president and general manager of the Lamb Fish Lumber Company, Charleston, Miss., who delivered the address in connection with which these photographs were used, calls Hardwood Record's attention to the error. He says regarding the original cuts as they appeared in

the last issue of Hardwood Record specified the No. 2 and No. 3 common as being either sap or red gum, whereas it is not customary for gum manufacturers to separate these grades into the different woods, but simply designate them as No. 2 gum or No. 3 gum, and put the sap and redwood together. For instance: Referring to the diagram in the last issue, on the cross section of log 20 to 25 inches in diameter, Hardwood Record showed No. 3 common sap as being sawn from the center of the log, which, of course, is not possible.

This was, of course, an oversight, but the correct drawings are shown in this connection.

West to New York or to prepay ocean freight as required by the steamship companies. The necessity to transport the samples across the continent, instead of sending them direct to Rio Janeiro from San Francisco or Portland, is due to present shipping conditions on the west coast.

That the Brazilian manufacturers have agreed to pay freight and customs charges, however, has encouraged a Memphis concern to promise to furnish cottonwood samples. The Forest Service is trying to get into touch with other firms which could furnish the pine and basswood.

Increased Lumber Prices in Ireland

A recent consular report says that prices of lumber and timber in Ireland have risen by from 25 to 30 per cent since last summer, according to a prominent Liverpool dealer who supplies a good share of the Irish trade. On lumber from the Pacific coast of the United States the increase to local dealers in Ireland, has approximated \$19.50 per standard. St. Petersburg standard equals 165 cubic feet, or about \$9.60 per thousand feet board measure. The St. Petersburg standard is used almost exclusively in the British wood and timber trade; for ready computation a standard is taken as equal to 2,000 feet of American board measure, although the actual board feet in a standard are 1,980.

North Carolina Fire Notices Being Sent Out

Although the new state forestry law was passed without any appropriation for carrying out its provisions, the State Geological Board is taking steps to enforce it as far as is possible without additional cost to the state.

Among other things this law requires the state forester, as state forest warden, to furnish and have posted along highways and in other conspicuous places notices warning the public against forest fires. The State Geological and Economic Survey is therefore having printed on manilla tag, posters which will be distributed to citizens of the state who are interested in protecting their woodlands from fire.

This notice, in brief pithy sentences asks the help of the public in preventing fires and emphasizes the damage done by them. It suggests how fires may be avoided, and quotes short extracts from the law to protect the forests of the state from fire. These notices will be sent out to the state forest fire correspondents and others interested in forest protection. Those receiving them will be asked to post them along roads and trails in or near woodland or around stores, post offices, and other public places. Applications for them should be made to the State Forester, Chapel Hill, N. C.

The great majority of forest fires in North Carolina are the result of carelessness and it is believed that by calling the attention of the general public to the damage done by fires and to the law for the protection of the forests, many fires and much destruction may be prevented.

Fuel for British Troops

The London *Timber Trade Journal* says that fuel for the British troops in France and Belgium is supplied from England at the rate of a thousand tons of firewood a month and four hundred tons of charcoal. Since the English army is considerably smaller than those of France, Russia, Austria, and Germany, it is apparent that the total fuel bill amounts to a considerable item.

Wood for Artificial Limbs

United States consuls in England, France and Holland have made reports to this government on the prospective business in artificial limbs, due to the present war. It is agreed on all sides that the demand will be enormous, and some measures have been already taken looking toward the supply.

The two principal woods used by manufacturers of such limbs are white willow and hickory. The willow constitutes the chief material. Hickory furnishes the small pegs to which articulations are fastened. Statistics credit the artificial limb industry in the United States with the use of 687,000 feet of wood a year; but crutches are included, and doubtless they take more wood than artificial limbs proper.

In almost all cases artificial limbs are made to order, and according to exact measurements, though certain kinds are to some extent adjustable and need only slight remodeling to make them fit. It is apparent that American manufacturers will work under difficulties if they reach out for business in Europe. It has been suggested that the American manufacturer establish a branch in Europe within reach of his customers, where he can take measurements and fit the limb. The rough manufacturing of supplies could be carried on in the American factory and the semi-finished parts shipped to Europe.

The European governments supply the money for buying artificial limbs for their disabled soldiers and sailors.

It will be seen that whereas the doctors and surgeons in every case decide what a soldier needs and give the order, a strong personal element enters into the business, and artificial-limb manufacturers must keep in close touch with the hospitals where they are acquainted and where the wounded are cared for. It is only by this method that orders can be obtained, because each case is treated separately and there is no likelihood of a demand for artificial limbs in quantities and by numbers and sizes. Adjustable limbs are not popular, it being felt that they can not fit so well nor be so strong as those which are made to order for a particular person.

In the Paris telephone directory there are but fourteen artificial limb companies classified, and in the local newspapers the advertisements of only two are found. Outside of Paris there are no artificial limb

manufacturers of importance. Catalogues of four manufacturers show that the prices for artificial limbs are about as follows: For amputation below the knee, \$50 to \$90; for amputation above the knee, \$55 to \$120; for amputation of entire limb, necessitating waist and hip fastenings, \$90 to \$200.

Cut and Shipment of Southern Pine

The April Service Bulletin of the Southern Pine Association states that according to reports from 143 mills in nine states the lumber on hand March 1 totaled 1,106,861,504 feet. The March cut was 376,453,167 feet; the March shipments 357,413,653 feet, having a balance on hand April 1 of 1,125,901,018 feet. The increase in stocks in March was 19,039,514 feet. The stock on hand April 1, 1914, was 980,804,854 feet. The total exports through southern ports from March 13 to April 10, this year, were 35,015,656 feet.

Building Operations for March

The March showing of building operations throughout the country is not without its good points to those who are not extravagant in their expectations. There is a shrinkage as compared with March of last year, amounting to 15 per cent, but the total is increasing steadily month by month. Thus, the January footings were \$34,712,718; those for February, \$40,872,773; while March yields activities represented by \$53,162,521. This expansion of building operations as spring approaches is normal, but actual work does not begin in the northern states until about April and there is therefore reason to anticipate further gains in the building industry.

The official reports of building permits issued during March in 63 cities, received by the American Contractor, Chicago, reach a total of \$53,162,521, as compared with \$61,393,181 for March, 1914, a decrease of 15 per cent. Of the 63, gains are shown by 29 cities, among which Akron scores 52 per cent to the good; Cincinnati, 57 per cent; Evansville, 275; Newark, 100; New Haven, 94; Scranton, 140; Syracuse, 262; Troy, 301; Utica, 151 and Wilkes-Barre, 482 per cent.

For the first three months of the year the building permits of these cities total \$120,567,277, as compared with \$125,782,552 for the corresponding period last year, a loss of 4 per cent. This showing for the quarter would have been somewhat more unfavorable, had the totals of San Francisco and several other cities been included, the construction work in which last year was phenomenally large for special reasons. Details are as follows:

	March, 1915	March, 1914	Per cent Gain	Loss
Akron	\$ 437,605	\$ 258,160	52	..
Albany	342,855	947,900	..	64
Atlanta	267,417	561,644	..	52
Birmingham	154,555	236,595	..	35
Buffalo	830,000	660,000	26	..
Cedar Rapids	152,000	170,850	..	11
Chicago	7,403,750	8,111,150	..	9
Cincinnati	1,356,124	863,810	57	..
Cleveland	4,022,035	4,070,255	..	..
Columbus	519,200	655,995	..	21
Dallas	147,690	807,213	..	82
Dayton	112,465	363,855	..	69
Denver	181,130	311,610	..	42
Des Moines	119,365	275,750	..	57
Duluth	159,128	181,961	..	12
East Orange	86,732	214,608	..	59
Evansville	402,327	107,215	275	..
Ft. Wayne	254,290	176,775	44	..
Grand Rapids	260,429	1,239,253	..	79
Harrisburg	152,750	111,500	37	..
Indianapolis	889,349	754,404	13	..
Kansas City	848,595	1,516,380	..	44
Lincoln	97,450	73,000	33	..
Louisville	518,100	654,400	..	21
Manchester	83,080	136,610	..	39
Memphis	379,835	370,300	2	..
Milwaukee	942,921	696,183	35	..
Minneapolis	1,372,530	2,093,915	..	34
Montclair	131,908	119,701	10	..
Nashville	190,570	229,980	..	17
Newark	643,392	321,240	100	..
New Haven	825,470	425,380	94	..
New Orleans	394,385	230,609	..	10
New York City	14,081,951	16,447,662	..	14
Manhattan	4,965,380	7,912,254	..	37
Bronx	2,668,112	1,831,168	46	..
Brooklyn	4,296,815	3,736,130	15	..
Queens	1,906,152	2,831,855	..	33
Richmond	245,492	136,255	80	..
Oklahoma	45,711	161,875	..	72
Omaha	332,860	321,165	..	..
Peoria	159,175	500,285	..	68
Philadelphia	5,388,265	5,175,530	4	..
Pittsburgh	1,006,997	958,616	5	..
Richmond	284,326	539,848	..	47
Rochester	1,000,000	775,030	29	..
Salt Lake City	209,385	307,150	..	32
St. Joseph	50,903	44,736	14	..
St. Louis	1,268,878	1,450,034	..	12
St. Paul	822,624	2,343,949	..	65
Schenectady	81,336	156,713	..	48
Scranton	116,974	48,808	140	..
Seattle	689,675	923,480	..	24
Shreveport	47,479	122,503	..	61
Sioux City	167,675	286,535	..	41
Springfield	88,920	79,140	12	..
Syracuse	520,533	143,700	262	..
Toledo	763,238	556,928	37	..
Topeka	56,030	46,220	21	..
Troy	68,106	16,999	301	..
Utica, N. Y.	94,855	37,735	151	..
Washington	714,826	1,544,778	..	54
Wilkes-Barre	257,752	44,303	482	..
Worcester	364,095	351,228	4	..
Total	\$53,162,521	\$61,393,181	..	15

Lumber Market in Spain

A report issued by the Lumber Exporters' Society was made by Consul William T. Conroy, who is stationed at Seville. The report has dealt off many questions which commonly attend their way to Spain, chiefly from Germany, Russia and Austria. Hardwood, especially white pine, is imported from the United States and from Russia, much from Sweden, white oak from the United States and from Russia, and other yellow pines and cedars. A market for lumber is shown in Spain in places where lumber has previously been imported, but it is not so important as it is in other parts of Europe.

Little attention is commonly paid to the price of hardwood lumber in Spain.

The demand for lumber imported by the Spanish market should be given some consideration. The case of American currency involves a question of exchange rates, and this is compared with those from other countries. There is a tendency to overlook the overlooking of American exchange rates, of the circulation necessary to make the circulation. A dollar is a fixed rate, 193 cents, equaling 1 franc, quotation being given in francs currency, which will be more acceptable to the local purchaser.

It is possible that quotations made in Seville, but as this city is somewhat complicated for American exporters, if, in price, an American sounding post can be used and the importers here will estimate freight and other charges, or send their own chartered ships to get the lumber.

Payments will usually be made by drafts drawn on London or American banks. Credits are given by foreign firms, of from one to six months, but it has been usual for the local importers to purchase for cash from American dealers. This kind of payment is therefore well understood, though it is possible that larger business might be carried on if credits were given. Most of the local firms who handle lumber are in a position to pay cash, if necessary. Exchange is usually negotiated through the local banks at a cost of approximately 80.05 for each \$20.

Lumber is purchased almost entirely on the basis of price, and, if freight rates and other charges make it possible to land the goods at a cost approaching that of European lumber, there is no reason why American goods should not receive the same treatment, there being no prejudice against their use.

Hardwood News Notes

← MISCELLANEOUS →

The Holland Bow Stave Company of Decatur, Ala., has purchased the Montgomery Co. sawmill at Montgomery, Ala.

G. V. Griffith & Sons, manufacturers of plow handles, etc., Muncie, Ind., recently suffered a loss by fire to the extent of \$10,000, which was partly covered by insurance.

Fred W. Smith has succeeded Wm. Van Dyke as secretary of the West Shore Lumber Company, Racine, Wis.

Leis Drey, Rheinland, Wis., will engage in the wholesale lumber business at that point.

The Woodruff Lumber Company, Wausau, Wis., will open a yard and erect a sawmill at Wittenberg, Wis.

The H. P. Wymen Lumber Company of Bristol, Va.-Tenn., has begun work on a logging road at Lee county, Virginia, and will install a mill at Johnson's Mill, Va., to cut a tract of about 15,000,000 feet of hardwood recently purchased.

The East Gary Automatic Disk Company is the style of a recently incorporated Gary, Ind., company.

The West Chester Trill Company has started business at White Plains, N. Y. The company is incorporated with a capital stock of \$25,000.

At Philadelphia, Pa., the Francis D. Kramer Woodworking Company recently lost part of its plant by fire.

It is reported that the Gordon River Timber Company has filed articles of incorporation at Lansing, Mich. The company is reported to have a capital stock of \$300,000 and will be located at Grand Rapids, Mich.

It is reported from Thomasville, N. C., that the Thomasville Chair Company will erect a factory, in addition to its plant. The report is not verified.

The Suedgrass Crate & Cooperage Company has been incorporated at New Castle, Ky.

Helden A. Miller has been appointed receiver for the Skinner Shipbuilding & Dry Dock Company, Baltimore, Md.

It is reported from Nashville, Tenn., that the Tennessee Hardwood Lumber Company is closing out its business at that point.

The Conson Lumber Company of Memphis, Tenn., is one of the newer institutions of that city which recently established a plant at Swifton, Tenn. It has removed its general office to its mill location.

The United Lumber and Coal Company, Oil City, Pa., has sold out to the Oil City Woodworking Company.

The Knight Brinkerhoff Piano Company at Brazil, Ind., has been placed in the hands of a receiver, the Brazil Trust Company acting in that capacity.

The J. P. Lumber Box Company of Marlboro, Mass., has become an inventory bankrupt.

The Columbia Shingles Company has been incorporated at Columbia, Ky., with a capital stock of \$25,000.

A. W. Kruehner has been appointed receiver for the Buffalo Package Company, Buffalo, N. Y.

The United Lumber Company has been incorporated at Richmond, Va., with \$25,000 capital stock.

The Belle Creek Box Company of Belle Creek, Mich., has increased its capital stock from \$10,000 to \$25,000.

The Philip A. Ryan Lumber Company (Dallas, Tex.) moved its general office to Lubbock, Tex.

The Hartsville, Ark., board of the H. H. Hill Lumber Company resumed business on April 13 and is again running full time.

The Wisconsin Sash Company of New London, Wis., has opened up a new department known as the Maple Chair Company to take care of its large business in supplying seats for motion picture theaters.

The Reelin Woodworking Company has been incorporated at Virginia with a capital stock of \$25,000.

At Charleston, W. Va., the West Virginia Hardwood Lumber Company has been incorporated with a capital stock of \$15,000.

The lumber factory at Success, Ark., owned and operated by J. M. Sherwood, resumed operations on April 15 after a short suspension. It is expected it will run regularly for the remainder of the year. The plant recently destroyed by fire will be rebuilt on its own site. The new plant will cost in the neighborhood of \$5,000, having a capacity of 300 to 400 dozen bundles a day.

The large planing mill of Jacob Beltzell & Sons at York, Pa., was destroyed on April 17 with a loss of about \$100,000.

← CHICAGO →

The Kroehler Manufacturing Company was recently incorporated at Chicago with \$150,000 capital stock for the purpose of manufacturing furniture, etc. The incorporators are R. E. Kroehler, W. H. Bender and E. J. T. Moyer.

V. J. Hill, secretary and treasurer of the Augusta Veneer Company, Augusta, Ga., spent a few days recently in Chicago in the interest of his company, whose specialty is yellow poplar, pine, gum and cypress rotary cut veneers.

The American Sash & Door Company has been incorporated at Chicago with \$21,000 capital stock.

Hardwood Record acknowledges receipt of the first copy, No. 1, volume 1, of Stearns' "The Co-Operator," published by the Stearns' Interests at Ludington. It is a book hitting the importance of the Stearns' business.

Plan No. 3, advocating the eight foot waterway as advocated by Governor Dumm of Illinois and setting forth its benefits to the lumber interests, has been published in booklet form by C. F. Wheel, secretary of the Edward Hines Lumber Company, Chicago. The book is an interesting résumé of what good would be accomplished to the lumber trade through this legislation.

The National Lumber Manufacturers' Association has completed the publication of the official report of the recent lumbermen's mass meeting held in Chicago. The book is for sale at fifty cents by the National association.

Volume 2 and No. 11 of the official bulletin of the National Hardwood Lumber Association has just come to Hardwood Record offices. The bulletin contains some suggestions for inspection rule interpretation, which will prove interesting to handlers of squares and strips of red gum.

At Chicago, the Advance Lumber & Storage Company, not incorporated, has been organized to start a wholesale lumber and storage business at 1436 Cherry avenue.

Henry Ballou of Cobles & Mitchell, Inc., Cadillac, Mich., passed through Chicago on Wednesday of last week with his family, on the way home from California where they have been spending the entire winter.

William W. Mitchell and his family, Cadillac, Mich., were in Chicago at the same time and returned with Mr. Ballou from the coast.

J. D. Ross, president of the Brooks & Ross Lumber Company, Schofield, Wis., passed through Chicago week before last with his family on his return from a Pacific coast trip.

Arthur Jarvis of the Steven & Jarvis Lumber Company, Eau Claire, Wis., spent several days in Chicago on business recently.

A. C. Wells, vice president of the J. W. Wells Lumber Company, Menominee, Mich., attended a recent meeting of maple flooring manufacturers in Chicago.

Thomas W. Fry of the Charles F. Luchmann Hardwood Lumber Company, St. Louis, Mo., was in Chicago a short time ago on a business trip.

H. H. Waters, representing Vincent Murphy & Co., mahogany timber merchants of London, was in the city for a few days last week. Mr. Waters is visiting various centers in this country in connection with certain contracts that his firm has, and also intimates that he may be in the purchasing field if the right opportunity presents.

The Liberty Sash & Door Company has been incorporated at Chicago with \$5,000 capital stock. It will deal in sash, doors and a general line of millwork.

◀ NEW YORK ▶

S. C. Major, the prominent hardwood lumberman of Memphis, was a recent visitor to New York on business.

The Stevens-Eaton Company, wholesaler of hardwoods, is issuing a monthly stock list of lumber that can be delivered at short notice. The immediate delivery provision so common in lumber orders at present might have been responsible for the new list. At any rate it should prove of value to the firm's customers.

The local golf club will have its first meet at the Oakland Links, Long Island, where Peter H. Moore, the hardwood retailer, plays his best game. The date is May 18 and the boys are pulling for good weather on their initial tournament.

The National Show Case Company, one of the district's large lumber users, was visited by a serious fire on April 18. The loss to the plant, etc., at 486 Leonard street, Brooklyn, is estimated at \$10,000.

Sam E. Barr is now settled in fine quarters on the seventeenth floor of the Hudson Terminal building, 59 Church street. Mr. Barr reports a favorable demand for hardwood flooring but rough lumber is still quiet.

◀ BUFFALO ▶

A spring furniture show will be held at Jamestown, N. Y., from May 10 to 29 and more than seventy-five factories will join in the displays. It is expected that a more elaborate show will be given this spring than last October, when the plan was started to hold a local exhibition. The manufacturers lack an exposition building, and so will give the show in a number of different store rooms and warehouses, but they are hopeful of raising funds for a building soon.

Orson E. Frank G., Charles A. and Peter N. Yeager, members of the Yeager Lumber Company, were in Moscow, Pa., April 17, attending the golden wedding anniversary of their parents, Mr. and Mrs. Charles W. Yeager.

R. D. McLean, president of the McLean Mahogany & Cedar Co., is locating his office at 1128 Seneca street, removing there from the White building.

W. L. Sykes, president of the Emporium Lumber Company, Utica, N. Y., called on friends in the hardwood trade here recently, after having spent an extended vacation in California.

T. Sullivan & Co. have made a season contract for supplies of lumber to come in by lake this season. Orders have been placed for a large quantity of ash and hemlock.

M. M. and J. B. Wall of the Buffalo Hardwood Lumber Company and Peter McNeil of the McNeil Lumber Company have been spending about two weeks' vacation at Alden Mineral Springs, N. Y.

William A. Quast, formerly with T. Sullivan & Co. as a salesman, has become one of the newly-incorporated hardwood concern of Davenport & Ridley and will devote most of his time to selling.

G. Elias & Bro. report some improvement in the demand for building lumber, including hardwoods, the volume of business being quite a little larger than a few weeks ago.

Blakeslee, Perrin & Darling have been receiving a good lot of hardwoods, and receipts since the beginning of the year have been about 1,000,000 feet.

The Standard Hardwood Lumber Company states that trade is improved over a few weeks ago, especially in plain oak and maple. Receipts of these woods have been fairly large recently.

The National Lumber Company states that the demand for flooring is less active than some weeks ago. A good trade was enjoyed early in the year in both maple and oak flooring.

Miller, Sturm & Miller find the hardwood trade holding about steady and below the normal for this season, although a number of woods are being sold, including oak and maple.

The McLean Lumber Company reports a little better inquiry for plain and quartered oak. Both the Birmingham and Memphis mills are running regularly.

◀ PHILADELPHIA ▶

The Pennsylvania Railroad, on April 17, announced that it would arrange at once for \$20,000,000 worth of new equipment. This includes 144 locomotives, 146 passenger coaches, and approximately 10,000 cars. This is the largest single outlay made by the railroad in many years. The announcement bears out the statement of the company that it would make large additions to equipment as soon as it got the five per cent increase in freight rates. It also indicates a return of general prosperity, the Lehigh Valley Railroad recently having announced a million dollar order for new equipment.

The crew of seven men of the schooner Flora W. Kendall, carrying 600 tons of spruce, was rescued when the vessel grounded on the Barnegat Shoals on April 10. The vessel was bound for New York.

Four of the convicted officers and promoters of the International Lumber & Development Company swindle went to jail on Saturday, April 10, in this city. Another started his term in the Eastern Penitentiary the following Monday, President Wilson having refused them a pardon after granting a thirty-day respite to look into the case.

The Philadelphia office of the R. T. Jones Lumber Company, Tonawanda, N. Y., has made application for membership in the Lumbermen's Exchange.

Harry Steelman of the Lippincott Lumber Company, Fifth and Cambria

streets, was notified on April 10 that his father, the commander of the lumber schooner, Josephine, had been drowned and his body washed ashore near Elizabethtown, N. C. He went South at once to claim the body. Captain Steelman lived at Dorchester, N. J.

Wistar, Underhill & Nixon recently received a visit from E. H. Von Ostrand, president of the Craig Mountain Lumber Company, Winchester, Idaho. Wistar, Underhill & Nixon are the eastern agents for the company which Mr. Van Ostrand heads.

The Highland Lumber Company has removed from the Real Estate Trust Building, Broad and Chestnut streets, to the Finance Company of Pennsylvania building, South Penn Square. George Houck, general manager of this company, which manufactures hardwoods and hemlock at mills in West Virginia, reports that stocks which were broken while the mills were closed are now being rounded out in good shape.

D. C. Burkholder of the J. W. Turnbull Lumber Company has returned from a selling trip of three weeks through New York. He was accompanied by W. O. Came of the Bristol Door & Lumber Company, Bristol, Tenn. The Turnbull company represents the Tennessee concern in Pennsylvania, New York and New Jersey.

Carl Saye, vice-president and local manager for the McLeod Lumber Company of Hattiesburg, Miss., has gone West on a pleasure trip to last half a year. In his absence from the local office of the company in the Lincoln building, Mr. Saye will be represented by J. S. Gordon, who has severed his connection with the Hayden & Westcott Lumber Company of Chicago.

The new hardwood mill of Schofield Brothers, at Honaker, Va., is being operated. The old mill was destroyed by fire last fall.

Dissatisfied creditors of the Pooley Furniture Company have taken action against the receiver and creditors' committee, charging discrimination in payments. S. H. Burbank, the second receiver, has been put in charge pending the outcome of the litigation.

The Beech Mountain Lumber Company, capitalized at \$300,000, has been formed by H. H. Klosterman and J. R. Cochran of this city, and T. H. Jackson of Camden, N. J.

The Philadelphia Hardwood Flooring Company, with a capital of \$10,000, has been incorporated at Wilmington, Del.

The Anderson Lumber Company, capital \$450,000, and the Ocmulgee River Lumber and Manufacturing Company, capital \$300,000, recently obtained charters at Wilmington, Del.

◀ PITTSBURGH ▶

The Kendall Lumber Company has been filling some big contracts with automobile concerns, which with its large contracts with railroads, gives the company a big total every month.

The Mutual Lumber Company is doing a very nice business in hardwoods, much of its trade being with the automobile concerns. Manager H. E. Ast of this company spent a week in Detroit and Cleveland lately.

The Aberdeen Lumber Company has been shipping considerable fine ash, gum and cottonwood lately on war orders. President J. N. Woollett is very well satisfied with prices received for this lumber.

The E. H. Shreiner Lumber Company, a live hardwood concern, has moved its offices from the House building to the Hartje building, where it has splendid quarters on the ninth floor.

The J. W. Cottrell Lumber Company has been selling a nice lot of stuff lately to the coal companies and other concerns. Its mill is on the N. & W. R. R. in Virginia.

President W. D. Johnston of the American Lumber and Manufacturing Company has gone West for a month's business trip. The American's trade is beginning to show up a little better.

The Allegheny Lumber Company reports trade irregular and hard to get. Yard orders are not so large or so plentiful as they should be at this season, although business in this line has increased slowly.

Sales Manager G. C. Adams of the Duquesne Lumber Company announces that business in general is pretty quiet. The eastern market does not show up any better in hardwoods than the Pittsburgh district.

◀ BOSTON ▶

Lawrence & Wiggin have transferred their main office from 70 Kilby street to 50 Terminal street, Charlestown, thus placing their entire wholesale wharf and yard business in one location close to their large plant on the Mystic river.

The E. O. Lake Lumber Company, which was located in Boston up to the death of E. O. Lake, has again opened offices here at 200 Devonshire street.

The Brown Lumber Company has been incorporated for \$50,000 by the following prominent lumbermen: Wendell F. Brown, president, Frank N. Brooks, treasurer, and Eugene P. Carver, Jr., Julius H. Blodell, Thomas S. McGowan. This organization dated April 8 marks an important development in the old Boston house of Wendell F. Brown & Co.

◀ BALTIMORE ▶

Among recent visitors to Baltimore were E. G. Cadisch, manager of the Cadisch Lumber Company, Hamilton, W. Va.; C. H. Holden, Fall Run Lumber Company, Parkersburg, W. Va.; Mr. Wheeden, W. D. Young & Co., Bay City, Mich., and F. A. Hoffman, Hoffman Bros. Company, Fort Wayne, Ind. Mr. Cadisch was accompanied by his wife, who was

It is a pity that it is the local agents, Mr. Woodson had in mind to refer to in a way of thinking, but received word while here to contact some business matter in Boston and went to that city from Baltimore. All of the visitors expressed themselves as being of the opinion that business had shown some improvement, though nothing of a rush was seen.

The William Whitaker & Son interests are doing a considerable export business in West Virginia spruce, and have made a number of shipments from Baltimore lately. Last year much of the spruce sent out of here went to South America, but this year the wood appears to be in demand elsewhere.

Stephen S. Mann of Mann & Parker, Inc., wholesale hardwoods, has just gone down South for a short buying trip, and expects to take up a considerable quantity of lumber. Just prior to his departure he stated that business shows improvement and that his firm is having a better month than were those that had gone before. The firm is laying in a full line at its yard on President street.

M. S. Baer of Richard P. Baer & Co., was in New York and other northern cities last week. He states that the feeling among hardwood men there appears to be more hopeful.

John Calvin Heberling, sixty years old, a lumber dealer at Martinsburg, W. Va., died there April 13. He was a native of Cumberland county, Pennsylvania, but had lived at Martinsburg for thirty five years. His wife and an adopted daughter survive.

◀ COLUMBUS ▶

The stockholders of the Rabe Manufacturing Company of New Bremen, O., closed another profitable deal in the acquisition of the property and stock of the Mueller Lumber Company of Munster. Several Munster parties will be stockholders in the company which will be incorporated separately and will likely be known as the Rabe Lumber Company.

The Gordon Lumber Basket & Manufacturing Company at Oak Harbor, O., is enlarging its plant and erecting a new office building, which is separate from the main building. The company is preparing for a busy season.

The Lytle Lumber Company has sold its large lumber plant at Bryan, O., to a party from Evanston, Ill.

The Crescent Planing Mill Company, the Hardwood Lumber & The Company and Schwelckart & Turley of Ironton, O., have been succeeded by the Diamond Lumber Company with an authorized capital of \$25,000.

The Globe Lumber Company of Cincinnati has been incorporated with a capital stock of \$10,000 to deal in lumber and lumber products. The incorporators are J. A. Bolser, H. L. Stewart, O. W. Bennett, Norwood J. Uter and H. A. Rehbach.

E. E. Ginn, the star salesman on the force of the W. M. Ritter Lumber Company of Columbus, O., has resigned his position to sojourn at Battle Creek, Mich., for the benefit of his health. He is accompanied by his wife and daughter Helen. Mr. Ginn entered the employ of the Ritter company in 1902 and rose rapidly to the position of star on the sales force, covering central and southern Ohio and a portion of West Virginia. Mr. Ginn lives at Washington Court House, where he is well and favorably known. His many friends wish him a speedy recovery and return to his duties as salesman. Mr. Ginn at one time was superintendent of one of the Ritter firms in the South.

◀ MEMPHIS ▶

Much more favorable weather has prevailed throughout the Memphis territory during the past fortnight, and better progress is reported with logging operations as well as with log hauling and other preliminary work. There has been very little rain fall for the past three or four weeks and the ground is now dryer than it has been at any time since last Thanksgiving day. The bad weather set in about the latter date and it kept up through the winter and early spring at a rate almost without precedent. In view of the improvement in weather, the log supply situation promises to become somewhat more favorable. Comparatively little timber was cut or hauled during the winter months and a short time ago it looked as though very great difficulty would be experienced in securing enough lots to enable the mills to continue in steady operation. More recently, however, the outlook has been vastly improved by the appearance of better weather and some of the mills, which a short time ago were beginning to feel the pinch of log scarcity, now intimate that it may be possible for them to keep in steady operation. It is admitted, however, that much will depend upon weather conditions in the near future.

General business conditions are regarded as somewhat improved. The steel and iron industry is in better shape than at any time since the war in Europe broke out and there is also increasing activity in a number of other lines. Some of the railroads report a very large increase in both gross and net revenues and it is notable that many plants in various branches of trade are opening after being closed down more or less indefinitely. It is also suggested that much capital is going into new enterprises, in striking contrast with conditions in this respect which obtained for almost all of the period from July 31 to March 1. The lumber people have profited some by this general expansion in business which has manifested itself, but there is neither the demand nor the activity which was anticipated by this time. In fact, some members of the trade have no hesitancy in saying that business is quite unsatisfactory and that they

are at a loss to understand why it should be so when there is so much improvement on every hand. Others say that business is fairly good, while some members of the trade declare that they are meeting with even better results than they anticipated. It is therefore quite apparent that, so far as the local situation is concerned there is much irregularity. Those entering into some particular branch of the business are doing well, while others (supplying customers) in other directions are meeting with very limited results. On the whole, however, there is a feeling of disappointment, as already suggested, from the failure of business to broaden in a more general and more marked manner.

What may prove a rather fruitful source of orders for red gum has come to light within the past few days as a result of the announcement that the English government has been having tests made of red gum to substitute for cressian walnut in the manufacture of gunstocks. The Gum Lumber Manufacturers' Association has been asked by English agents to estimate the total available supply of dry 2, 2½ and 2¾ first and seconds, quarter-sawn red gum in the southern field, and, in the event the tests now being made are satisfactory, it is suggested that there may be large enough requirements from abroad to take up practically all that can be found. It is known that guns are being required by the armies of the English and other government. In a very big way and manufacturers of gum lumber throughout this section are very keenly interested in the investigation. A very large percentage of the timber standing in Arkansas and Tennessee is gum, and such an outlet at this time would be nothing short of a great boom. The Russian government has placed an embargo on the exportation of Cressian walnut and this leaves the field open for gum, whether it is adopted as the official material for the manufacture of gunstocks or whether it is used in other directions to replace Cressian walnut and other woods. In this country red gum is being used extensively by manufacturers of furniture and various cabinet articles which were previously made very largely of Cressian walnut, mahogany and other hardwoods.

C. H. Markham, president of the Illinois Central, is authority for the statement that he believes in a pronounced revival of business in the South. He says there will be less cotton raised this year than usual and that this of itself ought to insure a good price for the crop. He also points out that cotton will be produced at a cheaper price than in former years and concludes with the declaration that the outlook in the South is emphatically good. The Illinois Central is handling a steadily increasing volume of lumber and timber traffic, and the same is true of practically all of the other railroads operating through the Memphis gateway. Actual statistics are not available showing the percentage of increase, but recently traffic officials of the southern roads have intimated that there was a steady gain in this very important direction.

The Eddy B. Brown Lumber Company has opened a yard in North Memphis and has established an office in connection therewith instead of having the latter down town as heretofore. This company has heretofore been handling nothing but wagon and chair stock, but it will add thick oak, both plain and quarter-sawn, running from two inches up. Thus, its field of activity will be materially enlarged. This company began business in Memphis in July of last year when it opened selling and buying offices in this city. It is expected that the new facilities created by the firm will enable it to carry much larger stock and to accomplish much more satisfactory results. It operates throughout the southern hardwood producing territory and will concentrate the bulk of its purchases at this point. Eddy B. Brown is president and W. R. Brown, his son, is secretary and treasurer. The former is looking largely after the selling end of the business, while the latter is in charge of local operations.

The moving picture industry has struck the southern lumber field and it is possible to secure plenty of motion in connection with these pictures at a time when the movement of lumber itself is comparatively slow. A movement was set on foot a short time ago to have motion pictures made of every process in the manufacture of southern hardwoods from the time the workmen go into the woods to cut the tree until the finished product is laid on cars for delivery to its destination. A number of prominent lumbermen in this section have taken an active interest in this movement, and prominent among these is the Lamb-Fish Lumber Company, Charleston, Miss. This latter firm is having moving pictures taken of its big hardwood operations and it is planned to show these at the Panama-Pacific Exposition in San Francisco. Furthermore, it is intended that, after the Exposition is over, these pictures shall be shown in the principal business centres in the United States. It is stated that more than 2,500 feet of film has already been made at Charleston, showing every detail of this gigantic enterprise.

Frank W. Dugan of the Dugan Lumber Company, Memphis, is authority for the statement that his firm has recently purchased a sawmill at Roundaway, Miss. It has a capacity of about 25,000 feet and is well equipped. A tram-way several miles in length is operated in connection therewith. A fair quantity of timber has already been secured. Mr. Dugan is authority for the additional statement that this plant will be placed in operation in about 30 days.

Ralph Bennett, for a number of years a member of the Bennett Hardwood Lumber Company, North Memphis, has formed a partnership with A. B. Gibson under the name of Bennett & Gibson. These gentlemen propose to conduct a wholesale hardwood lumber business and have opened offices in the Randolph building. They will also handle yellow pine. Ralph Bennett is a son of E. T. Bennett, who is known to a very large

Perkins Glue Fast Becoming the Standard For All Veneer Work

Manufacturers who use glue for veneer laying and built-up panel work are rapidly realizing the advantages of a glue that does away with the hot, bad-smelling glue room necessary with hide glue and are adopting the modern and efficient

Perkins Vegetable Veneer Glue

because it does away with the cooking process, being applied cold. It is equally as efficient as hide glue and at a saving of no less than 20 per cent over hide glue costs. It gives off no bad odor and may be left open a number of days without souring or in any way affecting its adhesive qualities.

Every shipment is absolutely uniform.

The use of Perkins Glue does away

with blistered work and is affected in no way by climatic changes, thus increasing the advantages of manufacturers, who must ship their goods to hot, cold or damp climates.

Unsolicited testimonials from hundreds in all glue using lines praise its efficiency and economical application.

Write us today for detailed information.

PERKINS GLUE COMPANY

Originators and Patentees

805 J. M. S. Building, SOUTH BEND, IND.



portion of the hardwood trade of the country. Although quite young, Ralph has had a decidedly broad experience in the lumber business. Mr. Gibson has more recently been in the wholesale lumber business on his own account, but for a number of years he was connected with the lumber department of the Wabash Screen Door Company here.

As soon as work on the new Harriman Bridge across the Mississippi river has reached a point where considerable ground on the Tennessee side can be cleared, shops that will give employment to about 300 men will be constructed in Memphis by the Rock Island Railroad, according to announcement by local officials. The new shops, the construction of which will cost about \$200,000, will be used for general car repairs, work on locomotives and construction of new freight cars. These shops will take the place of those constructed at Hulbert, Ark., which will be practically abandoned. A small roundhouse will be left at Hulbert for taking care of engines doing yard work.

◀ NASHVILLE ▶

The Nashville Chair Manufacturing Company has been incorporated, with authorized capital stock of \$25,000, to manufacture chairs and furniture. T. F. Bonner, R. S. Crutcher, Sr., J. D. Owens, J. J. Duane and N. N. Davidson are incorporators.

The Nashville Lumbermen's Club has been granted a charter of incorporation under the general welfare statute. A. B. Ransom, Hamilton Love, H. M. Greene, W. M. Farris, Jr., and T. A. Washington are the incorporators. The purpose of incorporation was to give the club legal status as an organization. There will be no change in the old organization, all of the old officers continuing under the charter.

The Interstate Commerce Commission has ordered reparation of \$107.70 made by the Louisville & Nashville to T. Walter Hardy on lumber shipped from Bells, Tenn., to Nashville. The shipment consisted of nine cars of logs.

T. M. Henderson, commissioner of the Traffic Bureau of Nashville, went to Washington April 14 to appear in behalf of the case of the Nashville Lumbermen's Club, in which a reduction of lumber rates south of the Ohio is sought by the railroads. The club was successful in getting the advance suspended, and Commissioner Henderson appeared before the commission to sustain the contentions.

The Buffalo Manufacturing Company had a loss by fire of \$600,000 staves at its plant at Voorhees, Tenn. The loss was partly covered by insurance.

Bollinger & Rice are having saw and planing mill installed at Martin, Tenn. The firm has acquired some timberland which will be developed.

A. J. Robertson of Centreville, Tenn., has started three sawmills in connection with the phosphate industry he has been working. Mr. Robertson announces the purchase of valuable timberland.

The Hines Lumber Company of Memphis has resumed operation of a large shingle mill near Trezevant, Tenn. The plant has a capacity of 50,000 to 75,000 shingles daily.

R. S. Maddox, forester of the geological survey of Tennessee, with headquarters at Nashville, has issued a warning as to the wanton destruction of timber, and urges the protection of timber and timber lands.

◀ LOUISVILLE ▶

Col. Clarence R. Mengel, president of the C. C. Mengel & Bro. Company, is one of a committee of thirty manufacturers which represented the Louisville Commercial Club in completing arrangements for a permanent exhibition of local products. The Arcadia, a roomy building at Fourth avenue and Broadway, has been leased for the display.

A shortage of mahogany logs is one of the main factors which are stimulating the market. Though demand for this, as for other hardwoods has not been active, in view of conditions in the furniture and other consuming trades, prices have been maintained and strengthened by the knowledge that timber is scarce, and that no more is likely to come in, in view of the exceedingly high ocean freight rates, until after the war. This applies certainly to African mahogany, though perhaps with less force to Mexican.

Henry J. Powell, prominent in the local life insurance field, spoke on "Salesmanship" at a recent meeting of the Louisville Hardwood Club. He urged his hearers to put the interests of their customers first, not to overload buyers, and to give the latter, in direct solicitation, a chance to make their ideas clear. He paid a tribute to business organizations in and out of the lumber field. John J. Saunders, manager of the local office of R. G. Dunn & Co., will speak at a meeting to be held shortly on the topic of credit conditions.

Hardwood flooring manufacturers believe that it is time to protest against foreign competition. Those in this territory have noted the appearance of Siberian and Japanese oak on the Pacific coast both in the form of lumber and flooring. Some of the flooring is undoubtedly made in American factories, but there is reason to believe that much of it comes over in the finished state, as under the ruling of the Treasury Department, which has already been protested against by the Cincinnati Lumbermen's Club and others, it is regarded as lumber and enters duty free. In sharp contrast with this, American flooring concerns are compelled to pay a twenty-five per cent duty on their goods going into Canada, the Dominion authorities having ruled that even semi-finished flooring

... but must pay the 10 per cent value-added charge. The 10 per cent is now being added, of course, the regular war tax of seven and one-half per cent. The foreign concerns are afraid that some steps will be taken to meet these attacks from foreign products.

A number of distress concerns will be added shortly to the roster of the Louisville Hardwood Co. It is reported indications being that the association will resolve the applications of several high grade operators in the near future.

That the operations of good quality stock manufacturers are not so brisk as they would be indicated by the poor demand for sound work is evident in some stock positions. But then all other grades of classed work show at present.

A good chance for a hardwood export to find an apparently peculiar condition is found in the fact that in quartered oak the upper grades are in good demand, with the common stock the slow end of the list while in plain oak first and second are druggily while No. 1 common is selling much better than it has for some time. Good prices are being paid for high grade quartered oak, however while common plain oak is not bringing as much as its historical value suggests. Just why the better grade of the higher priced wood should sell at a time when conditions would seem to suggest the use of the cheaper stock is something of a puzzle, however.

Though general building operations are not apparently of large volume, the demand for hardwood flooring is so good as to suggest that remodeling work is taking a good deal of material. All over the country old fashioned, substantial homes, with too many rooms and too few conveniences for the modern family, are being remodeled into two-apartment buildings, and one of the first things done in a building of that sort is to put in hardwood floor.

J. B. Burbank, vice president and manager of the E. L. Hughes Company of Louisville, which joint millwork and has handled the line of the Pulne Lumber Company for several years, has announced that the affairs of the company are not affected by the receivership of the Oshkosh concern. The latter is only a minority stockholder in the E. L. Hughes Company.

WE WANT WALNUT

If you have Black Walnut Logs 14" and larger in diameter and 8' or longer in length, write us for prices and particulars. We are in the market now for two million feet.

PICKREL WALNUT CO., 4025 Clara Avenue, ST. LOUIS

BAND SAWED WISCONSIN HARDWOODS

Dry Stock For Prompt Shipment

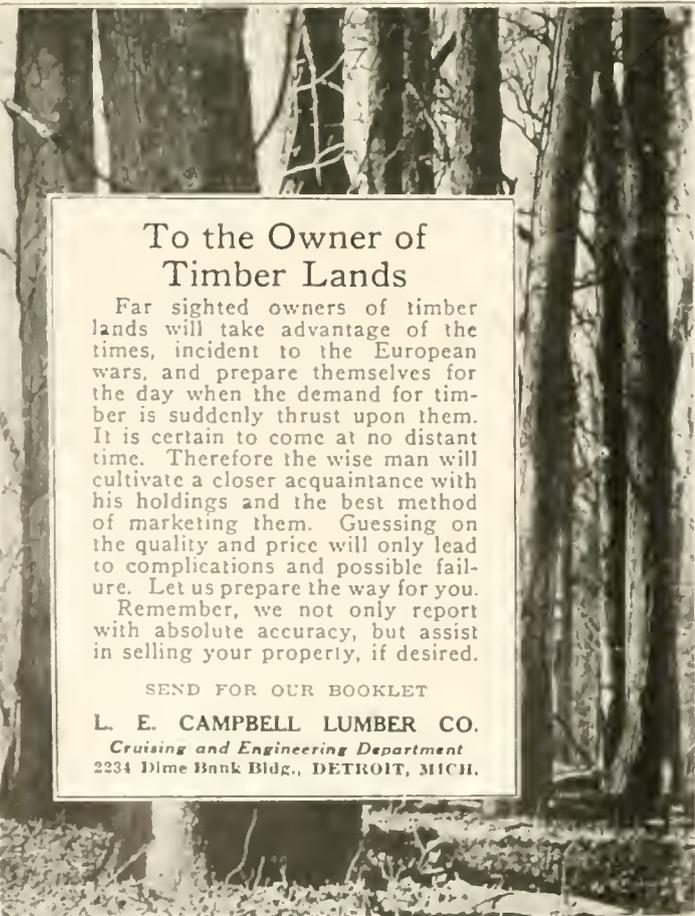
HASSWOOD		BIRCH	
20M 4/4 No. 3 common		70M 4/4 No. 1 com. & bet. plain	
30M 1x4 No. 2 and 3 common		100M 4/4 No. 1 com. & bet. red	
15M 5/4 No. 1 com. and better		5M 5/4 1st and 2nd red	
25M 5/4 No. 1 common		10M 5/4 No. 1 common red	
10M 5/4 No. 2 common		0M 5/4 No. 1 common plain	
20M 5/4 No. 3 common		3M 5/4 1st and 2nd plain	
13M 6/4 1st and 2nd		13M 6/4 1st and 2nd red	
15M 6/4 No. 1 common		4M 8/4 1st and 2nd plain	
15M 6/4 No. 3 common		0M 8/4 1st and 2nd red	
WHITE OAK		ROCK ELM	
10M 8/4 No. 1 and No. 2 com.		50M 8/4 No. 2 com. and better	
HARD MAPLE			
40M 8/4 No. 2 common and better			

Our 1914 cut of well assorted HARDWOODS AND HEMLOCK will soon be in shipping condition.

Send us your inquiries

ARPIN HARDWOOD LUMBER COMPANY
Grand Rapids, Wis. ATLANTA, WIS.

Saw mills and planing mill at Atlanta, Wisconsin.



To the Owner of Timber Lands

Far sighted owners of timber lands will take advantage of the times, incident to the European wars, and prepare themselves for the day when the demand for timber is suddenly thrust upon them. It is certain to come at no distant time. Therefore the wise man will cultivate a closer acquaintance with his holdings and the best method of marketing them. Guessing on the quality and price will only lead to complications and possible failure. Let us prepare the way for you.

Remember, we not only report with absolute accuracy, but assist in selling your property, if desired.

SEND FOR OUR BOOKLET

L. E. CAMPBELL LUMBER CO.
Cruising and Engineering Department
2234 Dime Bnk Bldg., DETROIT, MICH.

< LITTLE ROCK >

Articles of incorporation were filed in the office of the secretary of state of Arkansas on April 17 by the Gibbs & Autin Lumber Company of Hot Springs. The capital stock is placed at \$12,000 and the incorporators are Ira R. Gibbs, R. B. Autin, J. P. Blackburn, V. C. Gibbs, R. P. Lockett and R. E. Glover.

Ira R. Gibbs of Hot Springs on April 10 was awarded the sale of the white oak timber from about 2,100 acres of land in the Arkansas National Forest. The timber is estimated at 650,000 feet, the price being \$4.00 per M. feet. The timber stands about twenty miles northwest of Hot Springs in Montgomery and Garland counties, and is considered one of the finest tracts of white oak timber yet remaining in Arkansas. Mr. Gibbs has announced that operations on the newly purchased tract will begin at once, and that all the timber will be removed and manufactured into tight cooperage stock by December 21, 1915, when the contract time expires.

The Gibbs Stave Company has an extensive plant in Hot Springs and also operates several mills in Montgomery and Garland counties, the entire output of the company running into millions of staves per year.

The new plant of the Arkansas Oak Flooring Company at Pine Bluff has just been completed, and steam was turned into the dry kilns for the first time on Friday of last week. It is stated by the officials of the company that the timber in the kilns will be sufficiently dried within ten days to begin the operation of the entire plant. The plant when started in full will give employment to sixty men. The new plant was begun some two or three months ago, when the company was formed.

The Southern Veneer Company of Newport, Ark., filed articles of incorporation with the secretary of state on April 10. The capital stock of the new company is placed at \$150,000, of which \$10,000 has been subscribed. Oscar E. Jacobs, L. L. Campbell and S. S. Heinemann are the incorporators. The company is to engage in the manufacture and sale of veneer and veneer products, and will also handle timber lands, and operate boats and barges.

The Arkansas Handle Company, which had the misfortune to lose its plant at Little Rock the last of March, will rebuild its plant at once, according to announcements made last week. This company owns a plant at Benton, Ark., and there was some talk after the fire of removing all of the company's business to the Benton plant, but after a conference with the officials of the Little Rock Chamber of Commerce last week, the officials of the stave company decided to rebuild the Little Rock plant. The plant which was destroyed gave employment to about forty men, and had a large weekly output of handles and automobile spokes. The machinery for rebuilding the plant will cost about \$5,000.

The Ohio Handle Company, operating formerly in Craighead county, Arkansas, on Saturday, April 17, filed certificate in the office of the secretary of state, for the surrender of its charter.

The big hardwood mill of J. P. McIntyre & Sons, Inc., at Pine Bluff, which has been closed since the outbreak of the European war, resumed operations on April 19. This concern manufactures mainly for export, and the closing of the foreign markets seriously affected the company's sales, and caused it to close down the plant. The resumption of operations by this mill is regarded as an indication of bettered conditions.

At a meeting of the citizens of Stuttgart, Ark., on April 7, a subscription of \$500 was taken to be used as an inducement to some handle factory owner to locate a factory at that place. W. E. Bruner of Cotton Plant, formerly operating a handle factory at Almyra is promoting the venture.

< MILWAUKEE >

The Roddis Lumber & Veneer Company of Marshfield, Wis., has opened a new retail lumber yard adjoining its plant. This plan has been adopted for the purpose of affording a local market for the output of the company's mills at Marshfield and Park Falls, Wis.

The Workmen's Compensation Mutual Liability Insurance Company of Milwaukee, in which many lumber concerns are interested, held its annual

meeting at the Hotel Pfister recently and re-elected the following officers for the ensuing year: President, A. J. Lindemann; vice-presidents, Roland B. Roehr, E. A. Piepenbrink, A. E. Martin, John W. Suetterle and George F. Witte; secretary, Roland B. Roehr; treasurer, Louis Hoffman; general counsel, Julius Roehr; directors—Henry Harnischfeger, A. E. Martin, Julius Roehr, Robert T. Hazelwood and Paul E. Mueller. The company now has more than 700 policyholders.

The Andrews sawmill at Birnamwood, Wis., recently closed a contract with Charles Fish of the Fish Lumber Company of Elcho, Wis., for sawing 7,000,000 feet of lumber. The plant started work on the contract on April 5. The logs to be sawed at Birnamwood are being shipped from Kopenick and Kempster. The Fish Lumber Company is said to have put in about 22,000,000 feet of logs during the past winter.

The sawmill of Philip Menzer at Marathon, Wis., was destroyed by fire recently, entailing a loss of more than \$15,000. No insurance was carried. The fire started from the engine room. It is not known at this writing as to whether or not the plant will be rebuilt.

The Green Bay Sectional Roll Company of Green Bay, Wis., manufacturer of planing mill rolls, has increased its capital stock from \$25,000 to \$50,000. The company plans to enlarge its plant and increase its working force.

The Holt Lumber Company of Oconto, Wis., has placed its sawmill on a day and night shift. The company's planing mill has also been placed in operation. The Oconto company has also placed its plant in operation. It is expected that both mills will saw about 60,000,000 feet of lumber this season.

The Westboro Lumber Company of Westboro, Wis., has placed its sawmill in operation and has put 100 men at work.

The N. S. Washburn Lumber Company of Sturgeon Bay, Wis., has placed its planing mill and sawmill in operation, both plants having been thoroughly overhauled and equipped with considerable new equipment. New safety devices have been installed throughout. The company's dry-kiln has been enlarged.

The Schram Manufacturing Company, formerly the A. W. Schram & Sons Company of Oshkosh, Wis., manufacturer of chairs and a general line of furniture, has decided to move its plant to Ladysmith, Wis., where it will be nearer to a supply of timber, where the labor supply will be adequate and where it will have more room to expand. Citizens of Ladysmith have offered the company a site and will invest capital in the concern. Work on the erection of a new plant will start at once. The concern has a capital stock of \$100,000.

The Albrecht Manufacturing Company of Kewaunee, Wis., is erecting a new lumber warehouse near its mill and woodworking plant. The building will be 50x100 feet in dimensions.

Blum Brothers of Marshfield, Wis., have purchased a site and will erect a new plant for the manufacture of cheese boxes. The main building will be two stories high, 60x120 feet in dimensions and will be strictly fire-proof. A complete outlay of new equipment will be installed and the plant will have a daily capacity of 8,000 boxes. The company's present plant will be used for warehouse purposes. A new power house will also be erected. It is hoped to have the plant in operation soon after June 1.

The Page-Kenkel Manufacturing Company, beehive manufacturing concern of New London, Wis., recently filed a voluntary petition in bankruptcy in the Milwaukee federal court, scheduling its liabilities at \$17,335.88 and its assets at \$34,004.78.

Milwaukee woodworking concerns are much interested in the Martin bill now before the state legislature, appropriating \$10,000 for a survey of the congested factory districts of Milwaukee, in the effort to discover means for reducing the fire hazard. The proposition is to induce property owners in the business and factory districts to install sprinkler systems, a plan supported by the Merchants and Manufacturers' Association of Milwaukee, W. D. Harper, building inspector, and others. Thomas A. Clancy, Milwaukee fire chief, and H. L. Ekern, Wisconsin commissioner of insurance, recently appeared before the state senate committee on corporations in favor of the measure.

The Hardwood Market

< CHICAGO >

The local market is still being held up by lack of final action involving the carpenters' strike, which has tied up building construction all over the city. Until this matter is definitely settled it will be pretty difficult to form a definite, or give any reasonable idea, of the actual condition of business in this city, as the sale of lumber in practically all of its branches is more or less involved in this case.

Box factories are about the only ones that are actually doing very much, and they continue along on a fair basis as they have been for some time past. The yards and interior finish, planing mills and other manufacturing products going directly into the construction of buildings, are proceeding cautiously in the absence of definite developments surrounding the strike. With this question definitely settled and out of the way, it will be possible to foretell what can be expected in the next few months.

It would appear on the surface that with the strike settled favorably,

If You Are

the first to order you will surely get the best value you ever saw in any of the following items:

- 15 cars 4/4 1st and 2nds Chestnut
- 10 " 4/4 No. 1 Common Chestnut
- 3 " 4/4 No. 3 Common Chestnut
- 10 " 4/4 Sound Wormy Chestnut
- 1 " 5/4 Sound Wormy Chestnut
- 1 " 8/4 No. 1 Common and Better Chestnut
- 3 " 4/4 1st and 2nds Poplar
- 2 " 4/4 Clear Saps and Selects Poplar
- 5 " 4/4 No. 1 Common Poplar
- 5 " 5/4 No. 1 Common Plain Red Oak
- 2 " 5/4 No. 1 Common and Better Plain Red Oak
- 10 " 5/4 No. 3 Common Oak
- 15 " 4/4 No. 3 Common Oak
- 15 " 4/4 1st and 2nds Plain Red Oak
- 50 " 4/4 No. 1 Common Plain Red Oak
- 30 " 4/4 No. 2 Common Plain Red Oak
- 1 " 4/4 Quartered White Oak

E. R. SPOTSWOOD and SON
 MANUFACTURERS OF
HARDWOOD LUMBER
 OFFICES
 211 CLEVELAND BLDG.
 7-12 FLOOR
 Lexington, Ky.

J. K. WILLIAMS

A. T. WILLIAMS

Williams Lumber Co.

(MANUFACTURERS)

WHOLESALE HARDWOOD LUMBER

Band Mill Planing Mill Dry Kiln
Fayetteville, Tenn.

We manufacture PLAIN and QUARTERED OAK, ASH, CHESTNUT and other HARDWOODS

Our Specialty is Quartered White Oak

**We Manufacture Dimension
Stock—Hickory a Specialty**



Hardwood logs on the way from the woods to the mill.

How About that Hurry Order for Birch

Service is a serious consideration these days. You will save time by writing right where we have it on sticks—nice, dry, cleanly manufactured, band sawn stock.

CAN SHIP THIS IMMEDIATELY

4 4 N	1	Common & Better Unselected Birch	395,595 ft.
4 4 N	1	Common & Better Red Birch	93,895 ft.
6 4 N	1	Common & Better Unselected Birch	13,200 ft.
8 4 N	1	Common & Better Unselected Birch	48,192 ft.
12 4 N	2	Common & Better Unselected Birch	11,870 ft.
4 4 N	2	Common Birch	528,214 ft.
4 4 N	3	Common Birch	565,719 ft.
5 4 N	3	Common Birch	115,920 ft.

The above list represents our stock of dry Birch on hand as of April 1st, 1915.

RIB LAKE LUMBER COMPANY
RIB LAKE WISCONSIN

Rotary Cut Veneers

in Gum
in Oak
in Ash

Flat Drawer Bottoms

Band Sawn Hardwood Lumber

All kinds
All grades
All thickness

Made by ourselves
In our own mills

Stimson Veneer & Lumber Co.
Memphis Box 1015 Tennessee

they hold a demand from the building trade which would make it felt in various lines using hardwood lumber. They go into building construction or in the furnishing of various types of structures.

NEW YORK

The sudden revival of activity in the stock market may be counted a harbinger of a general opening up of the money market and in due time we can expect a renewal of activity in these lines of business that depend so much on the conditions in the money market. There can be no doubt of improvement in business the country over, but in New York the lumber business is slow to feel the effect of this change. Building operations are progressing fairly well and new plans are coming out in encouraging numbers, though still insufficient to make lumber consumption equal in volume to normal times. Locally the hardwoods are still trailing with price and demand changing daily. Yards and factory trade are without large supplies and there is no evidence of increase. In those quarters over the possibility of higher prices and short stocks for future supply. The hardwood flooring market is firm with the higher grades in good call and in line for an advance. Rough lumber is subject to varying quotations and buying seems to be limited to actual need.

BUFFALO

The hardwood trade is holding up better than a month ago, though no particular activity is noticeable. It is only by making comparison with the unusual quiet of some weeks ago that improvement can be reported. As compared with last year at this time, business is called poor.

The list of woods in which most activity is shown is not a long one and no one wood shows much of a spurt. Plain oak is a usual doing about as well as anything. Maple is also one of the leaders. White and brown ash are moving quite as well as most woods. Poplar is very quiet. Chestnut is doing little also. The flooring trade is not quite as good as some weeks ago and most dealers in this line say trade is very quiet.

Movement of lake hardwoods will no doubt again be on a limited scale this year. A number of former handlers of lake stock say that prices are still too high to do much in the eastern market. Some beech, ash and maple will be brought in by a number of local wholesalers.

PHILADELPHIA

Warm weather, with its consequent opening of building construction, is already felt in the local lumber market. Added to this, general business conditions are better than for some time, and the market is cultivating a snip that augurs well for better times. Leading hardwood wholesalers report selling as steady, prices improving slowly, and dry stocks at the mills going down. Collections are still slow, but as the Philadelphia trade is accustomed to this sort of thing, it causes more annoyance than worry. White pine and western wood specialists say inquiries are increasing and business getting better every week. The hemlock supply is going down. Cypress is going up in price, and the call for shingles is exceedingly heavy. Spruce is still spotty, although prices have increased slightly the past fortnight. Everything taken into consideration, the outlook is encouraging all along the line.

PITTSBURGH

Very little change is noted in the general lumber situation here the past few weeks. Business with the manufacturers has not increased as was expected as their orders are comparatively small and every firm has stayed close to shore. Railroad demand is apparently a thing of the past. Yard trade has increased somewhat but is not what it should be at this season. Prices are very irregular. Buying of most plants has been for immediate needs and not for big contracts.

BOSTON

From nearly all reports available it is safe to say that the hardwood branch of the trade in the Northeast is even more quiet than it has been in recent months. The dealers are agreed on the present situation, but judgment as to the future differs. An analysis of the condition which assumes stronger markets in other parts of the country is borne out by the fairly well maintained mill quotations, in many cases being out of reach for local manufacturers. On the other hand, evidences of constantly increasing replacement of hardwood form a cause for the restricted trade that is likely to be more permanent than value adjustments. The receipt here of some five million feet of Pacific coast stock in one week is typical and is recognized here as an indication of growing competition of varieties as well as prices.

BALTIMORE

While no developments of importance have occurred in the hardwood trade during the last two weeks, some gains in the direction of greater activity and better returns are to be noted. There is no positive advance in the quotations, but less divergence of the figures prevails, the range of values being distinctly steadier and enabling the dealers and the manufacturers to count with greater certainty upon what they will get out of the business. Baltimore members of the hardwood trade as a whole report that they are doing more business than they did during

previous months this year. In some instances the increase is doubtless due to changes in methods rather than to a brisker demand along the old lines. Owing to the extraordinary conditions that have prevailed in the trade and that remain in evidence, some of the local firms made new departures, generally by venturing into other directions and endeavoring to find new outlets for their stocks. More or less shifting in business has thus taken place, and some of it has proved very satisfactory. On the whole the trade is in better shape, with the outlook decidedly promising. Greater interest is being shown by the buyers in the territory solicited from Baltimore, while the announcement by some of the large railroads of a purpose to spend big sums for betterments in the near future is giving an encouraging aspect to the whole situation. There can hardly be a doubt that such action by one or two of the railroads will be followed by all others, so that a great addition to the volume of hardwood business may be expected. It is the most hopeful development that has occurred for some time and will give further encouragement by reason of the fact that it will mean an extension of interest into many lines. The gain in volume is fairly general, all of the hardwoods in common use being affected, and it has served to steady prices appreciably, even if a positive advance is still delayed.

There are also some unfavorable developments, one of these being a further advance in some of the ocean freight rates. Those to London, Liverpool and Glasgow have been marked up ten cents or more, and the exporters, who were just beginning to feel hopeful that they might be able, on the strength of stable conditions, to resume building up their business, will be compelled to enter into further negotiations, for it is not to be presumed that the increase in the freight rates can be absorbed by them. A considerable demand for fine ash is reported from England. This demand is attributed to great activity in the construction of war aeroplanes.

◀ COLUMBUS ▶

The hardwood market in Columbus and central Ohio has been fairly active during the past fortnight. Trade has been as good as could be expected under the circumstances. Orders from retailers have been the best feature of the trade by far, although some buying is being done by factories making furniture and vehicles.

The price list is generally well maintained, as cutting is not resorted to in order to force trade. Dry stocks are somewhat plentiful in certain sections, but sacrificing quotations are not often heard. Dealers' stocks have been increased recently in preparations for an active building season, indications for which are bright. The active building is seen not only in the larger cities, but also in the smaller cities and towns and even in the rural sections.

Shipments are coming out promptly all along the line. Dealers are buying mostly for delivery the latter part of April or early in May. Some buying for delivery the latter part of May is being done. Automobile factories are buying better now and they are wanting wide sizes generally.

Quartered oak is rather active all along the line, although prices have not been advanced. There is a fairly good demand for plain oak stocks. Chestnut is still one of the strong points in the market. Quotations on chestnut are not changed from a month ago. Ash is rather quiet, while basswood is in good demand. Other hardwoods are unchanged.

◀ CINCINNATI ▶

The majority of the hardwood men of Cincinnati express certain satisfaction with the trend of the market during the past two weeks. That spirit of gloom which pervaded business several months ago appears to have been almost completely swept away and practically all unite in predicting normal conditions within the near future, while a few of the more daring business men affirm that the market now shows all that could be desired. The latter opinion, however, does not reflect the hardwood men in general in this city, who believe conditions now are such that by energetic work the spring and summer business will in the end show up favorably with previous years when the country was not shaken by a near financial crisis.

Outside reports on allied business reaching Cincinnati have had a great deal to do with strengthening the Cincinnati market. Most bright statements of increasing business and bolstered by courage, especially in the steel mills, has put new life into the Queen City dealers and manufacturers. While a large part of the recent steel activity has been due to war orders, not a small part of the increase comes from the railroads. Large orders have been placed by the big trunk lines for improvements, and when the big railroads begin ordering, the lumber business must naturally receive a big impetus, inasmuch as a large part of railroad improving deals directly with the lumber trade.

The unprecedented demand for automobiles this year also is working to the good of the hardwood line. While it does appear on the face to be an analogy, the automobile people are experiencing one of the greatest boom years in the history of the business, and it is not only for foreign shipment. The American demand for cars is insistent, and the call for hardwood of the higher grade from this business is increasing almost daily. These facts must surely speak for themselves when the question of a deteriorating market is broached.

An absence of heavy accumulation is one of the good signs noticed in Cincinnati. All stocks appear to be moving with increasing rapidity and mill men as usual are hard pressed to keep up with the demand, the

TIMBER ESTIMATES
 Northern, Southern & West Indian Hardwoods
 Estimates Maps Reports
 D. E. LAUDERBURN, Forest Engineer ^{6030 Metropolitan Life Bldg.} NEW YORK, N. Y.

RED GUM
 (Leading Manufacturers)

DUGAN LUMBER CO.
 Manufacturers and Shippers **Hardwood Lumber**
MEMPHIS TENNESSEE

OUR SPECIALTY
St. Francis Basin Red Gum
 WE MANUFACTURE
Southern Hardwoods
 Gum, Oak and Ash
J. H. Bonner & Sons
 Mills and Office, **QUIGLEY, ARK.** Postoffice and Telegraph Office, **HETH, ARK.**

BLISS-COOK OAK CO.
BLISSVILLE, ARK.
 MANUFACTURERS
 Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.
 As Well As
OAK, ASH and GUM LUMBER
 Can furnish anything in Oak, air dried or kiln dried, rough or dressed
MIXED ORDERS OUR SPECIALTY

Baker-Matthews Manufacturing Co.
 Sikeston, Mo.
Band Sawn Southern Hardwoods
 SPECIALTIES
RED GUM, PLAIN OAK
SEND US YOUR INQUIRIES

On the Following Stock We Will Make Special Prices for Prompt Shipment:

300,000 ft. 1 4 No. 1 Com. Poplar	6,000 ft. 10 4 Nos. 1 & 2 Red Birch
35,000 ft. 6 4 No. 1 Com. Poplar	85,000 ft. 4 4 No. 1 Com. White Ash
40,000 ft. 8 4 No. 1 Com. Poplar	73,000 ft. 4 4 Nos. 1 & 2 Plain Red Oak
27,000 ft. 12 4 No. 1 Com. Poplar	240,000 ft. 4 4 No. 1 Com. Red Oak
80,000 ft. 12 4 Sap & Select Poplar	172,000 ft. 4 4 No. 2 Com. Red Oak
18,000 ft. 10 4 Sap & Select Poplar	27,000 ft. 5 4 No. 1 Com. Red Oak
37,000 ft. 12 4 Nos. 1 & 2 Poplar	16,000 ft. 5 4 No. 2 Com. Red Oak
30,000 ft. 5 15 No. 1 Com. Poplar	13,000 ft. 12 4 Nos. 1 & 2 Pl. Red Oak
16,000 ft. 6 16 No. 1 Com. Poplar	75,000 ft. 4 4 Scented Cedar
36,000 ft. 8 4 Nos. 1 & 2 Wormy Chest	
60,000 ft. 5 4 No. 1 Com. Chest.	
71,000 ft. 6 4 No. 1 Com. Chest.	
6,000 ft. 12 4 Nos. 1 & 2 Red Birch	

The Atlantic Lumber Co.

70 Kilby Street, Boston, Mass.

CINCINNATI

Hardwood Manufacturers and Jobbers

C. CRANE & COMPANY

Manufacturers of Hardwood Lumber, Oak & Poplar especially
Our location makes possible quick delivery of anything in timbers and hardwood lumber

DAY LUMBER & COAL CO.

Manufacturers YELLOW POPLAR and WHITE OAK
GENERAL OFFICE—JACKSON, KY.

OHIO VENEER COMPANY

Manufacturers & Importers FOREIGN VENEERS
2624-24 COLERAIN AVENUE

WANTED

All Kinds of High-Grade

HARDWOODS

S. E. SLAYMAKER & CO.

Representing WEST VIRGINIA SPRUCE LUMBER CO., Fifth Avenue Building, New York
Case, West Virginia.

The Tegge Lumber Co.

High Grade Northern and Southern Hardwoods and Mahogany

Specialties

OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

...back of the mill, being quite tight generally at this time of the year when, regardless of general business conditions, there is a certain absorption in the demand. Inquiry continues to be heavy and are somewhat lacking as to certainty which has the effect of leaving quotations in a rather unsettled condition. That conditions had retrograded to such an extent that there was practically no price here and those who were waiting to sell were doing so with little regard for the market. For this reason quotations still fluctuate and a slight rise of price still is something to be hoped for in the Cincinnati market. On the whole prices appear to be on fairly satisfying basis.

Box factories are getting back into the game but act with the energy usually displayed at this season. Manufacturers of grading implement and vehicles are prominent at this writing for their extent of inquiry and orders from that quarter are of a considerably increased volume.

Quartered white oak is the leading seller in hardwoods and in some quarters it appears to have the call above all other woods. Plain red and white is holding up well and several dealers express satisfaction in regard to the movement. The yard trade feels the revival in building with the increased call for cypress which now is enjoying its usual spring run. The box manufacturers while still rather inactive are calling for rough cottonwood to lend encouragement to the situation. Red gum and sap gum are now showing much increased activity although there is fair attention bestowed upon poplar. The furniture manufacturer continues to spread optimism by unflinching upward trend.

MEMPHIS

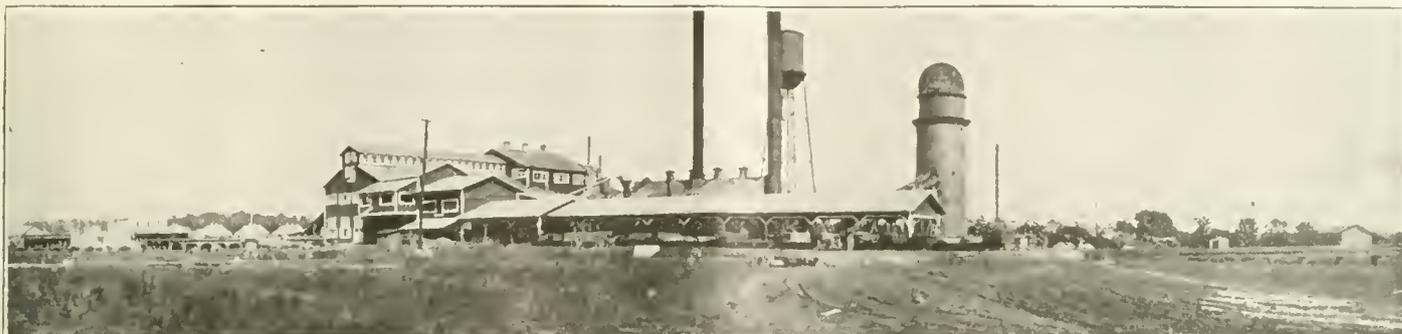
The hardwood market here is steady and there is a fair volume of business. Demand, however, is scarcely so aggressive as was anticipated. In this connection, much regret is expressed in hardwood circles over the strike in Chicago, which has tied up a vast amount of building. This has been looked forward to as a possible unfavorable influence, but the hope was expressed that the differences between the contractor and the workmen might be solved without recourse to the strike. Some encouragement is felt over the general broadening of business as indicated by the large number of new enterprises which are being launched and which is reflected in increased orders on the part of the railroads. The railroads have more recently begun to place orders for cars and other equipment and a number of the big systems are putting back to work large numbers of men who were laid off during the period following the outbreak of the war in Europe. The railroads have been extremely disappointing customers of the lumber men for a long while and the probability that they may begin buying both lumber and timber again is looked upon as a most favorable indication. Meanwhile automobile manufacturers and makers of vehicles and agricultural implements of all kinds, are taking good quantities of southern hardwoods. Furniture manufacturers are also in the market to a moderate extent and, despite the Chicago strike, there is an increased demand for flooring, interior trim, and other hardwood material used in the building trade. This latter is expected to still further increase as the spring season progresses, as there is every indication that building operations will be on a substantially larger scale. The demand is reported very good for both plain and quartered oak in the higher and lower grades and prices are well maintained. Ash and hickory are among the better sellers though they are not offered in a very large way. Prices are strong. Cypress is moving in a rather more satisfactory manner and poplar is also selling well. Red gum is in more active demand than it has been for a long while and much encouragement is felt over the possibility that thick quartered red gum may be adopted as the official material for the manufacture of gun stocks by the British Government. The broadening demand for red gum is well illustrated in the sale of 60 cars of this material for shipment to Italy by a prominent manufacturer at Charleston, Miss. This is the largest single foreign order ever booked in red gum. Sap gum is selling well but prices are still somewhat unsatisfactory. It is doubtful if the demand for the lower grades of cottonwood and gum is quite so keen as it was a short time ago, as the manufacturers of sawn and veneered shooks are doing a rather less active business than heretofore.

NASHVILLE

There has been little change in the hardwood lumber situation here during the first two weeks of April, though dealers as a rule report slight improvement. Dealers are optimistic, and believe that the total volume of summer business will be of fair proportions. Not a few plants in this territory have been resuming operation recently.

LOUISVILLE

The rejuvenation of poplar is one of the most encouraging features of the hardwood situation. All grades of this wood are moving well at present, and some sawmills are being operated with nothing but poplar logs. In view of the relatively better demand for this class of stock, common poplar is probably the best seller, and grades which work into siding are in good demand, but all along the line the trade is good. This is a change for the better which lumbermen are glad to see, as poplar has been weak for some time heretofore. Common plain oak and good quartered are selling well. Good thick plain oak is also in demand, the fact that there is so little of it to be had emphasizing the strength of the call for this class of stock. As a matter of fact, in spite of the fact that a good many mills are operating spasmodically, stocks are pretty



GENERAL VIEW OF MAIN SAWMILL PLANT.
Equipment two bands and four resaws. Daily ten-hour capacity 150,000 feet.

LAMB-FISH LUMBER COMPANY

Band Mill and General Offices: Charleston, Miss., U. S. A.

THE LARGEST HARDWOOD MILL IN THE WORLD, ANNUAL CAPACITY, 40,000,000

CABLE ADDRESS—"LAMB."

Codes Used—Universal, Hardwood, Western Union, A. B. C. 5th Edition, Okay

STOCK LIST—April 1st, 1915

	3 8"	1 2"	5 8"	3 1"	1 4"	5 4"	6 4"	7 4"	8 4"	10 4"	12 4"
1st & 2nd Qtd. Wh. Oak, 6" & Up.....	109,000	86,000	95,000	23,000	95,000	35,000	6,000	.....	13,000	.....	.....
1st & 2nd Qtd. Wh. Oak, 10" & Up.....	36,000	90,000	6,000	1,000	50,000	6,000	.....	.....	.....	.....	.....
No. 1 Com. Qtd. Wh. Oak, 1" & Up.....	6,000	1,000	6,000	.....	31,000	28,000	2,000	.....	2,000	.....	.....
No. 2 Com. Qtd. Wh. Oak, 3" & Up.....	.....	.....	.....	.....	15,000	.....	.....	.....	.....	.....	.....
Clr. Strips, Sap no defect, 2 1/2-5 1/2"	.....	.....	.....	6,000	45,000	.....	.....	.....	.....	.....	.....
Com. & Btr., 40 & 60%, 2 1/2-5 1/2"	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
No. 1 Com. Strips, 2 1/2-5 1/2"	.....	.....	.....	.....	45,000	.....	.....	.....	.....	.....	.....
1st & 2nd Pl. Wh. Oak, 6" & Up.....	265,000	80,000	85,000	60,000	57,000	9,000	40,000	10,000	30,000	.....	.....
No. 1 Com. Pl. Wh. Oak, 1" & Up.....	329,000	98,000	88,000	141,000	319,000	51,000	55,000	14,000	45,000	.....	.....
No. 2 Com. Pl. Wh. Oak, 3" & Up.....	215,000	17,000	76,000	47,000	194,000	34,000	24,000	.....	.....	.....	.....
No. 3 Com. Pl. Wh. Oak, 3" & Up.....	.....	23,000	18,000	18,000	9,000	.....	.....	.....	.....	.....	.....
1st & 2nd Pl. Red Oak, 6" & Up.....	1,000	13,000	.....	32,000	35,000	30,000	.....	.....	19,000	.....	.....
No. 1 Com. Pl. Red Oak, 1" & Up.....	11,000	10,000	33,000	61,000	.....	34,000	64,000	.....	16,000	.....	.....
No. 2 Com. Pl. Red Oak.....	2,000	2,000	.....	.....	.....	21,000	3,000	.....	.....	.....	.....
No. 3 Com. Pl. R. & Wh. Oak, 3" & Up.....	.....	.....	.....	.....	175,000	.....	.....	.....	.....	.....	.....
Red & Wh. Oak Core Stock.....	.....	.....	.....	.....	345,000	.....	.....	.....	.....	.....	.....
1st & 2nd Red Gum, 6" & Up.....	339,000	243,000	91,000	397,000	16,000	92,000	119,000	5,000	30,000	7,000	.....
No. 1 Com. Red Gum, 4" & Up.....	198,000	149,000	.....	497,000	.....	297,000	.....	.....	20,000	.....	3,000
1st & 2nd Q. Red Gum, 5" & Up.....	.....	.....	.....	.....	5,000	.....	.....	.....	.....	.....	.....
Com. & Btr. Q. Red Gum, 60 & 10%.....	.....	.....	.....	.....	.....	.....	7,000	.....	27,000	.....	.....
Sap Gum Box Boards, 13-17".....	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....	.....
1st & 2nd Sap Gum, 6" & Up.....	24,000	6,000	68,000	.....	161,000	33,000	67,000	.....	.....	11,000	.....
1st & 2nd Sap Gum, 12" & Up.....	.....	.....	.....	.....	60,000	.....	.....	.....	.....	.....	.....
1st & 2nd Sap Gum, 18" & Up.....	.....	.....	.....	.....	18,000	.....	.....	.....	.....	.....	.....
No. 1 Com. Sap Gum, 4" & Up.....	.....	30,000	.....	239,000	385,000	337,000	40,000	13,000	.....	.....	.....
No. 2 Com. Sap Gum, 3" & Up.....	260,000	.....	356,000	.....	95,000	.....	124,000	.....	32,000	.....	.....
No. 3 Com. Sap Gum, 3" & Up.....	.....	.....	.....	.....	400,000	.....	34,000	.....	.....	.....	.....
Clr. Sap Gum Strips, 2 1/2-5 1/2"	.....	.....	.....	.....	32,000	.....	.....	.....	.....	.....	.....
1st & 2nd Ash, 6" & Up.....	.....	.....	.....	.....	15,000	.....	.....	.....	15,000	.....	.....
No. 1 Com. Ash, 4" & Up.....	.....	.....	.....	.....	12,000	.....	.....	.....	.....	.....	.....
No. 3 and No. 4 Com., 3" & Up.....	.....	.....	.....	.....	55,000	.....	.....	.....	.....	.....	.....
1st & 2nd Cypress.....	.....	.....	.....	.....	80,000	.....	.....	.....	.....	.....	.....
Select Cypress.....	.....	.....	.....	.....	120,000	.....	.....	.....	.....	.....	.....
No. 1 Shop.....	.....	.....	.....	.....	80,000	.....	.....	.....	.....	.....	.....
No. 2 Com.....	.....	.....	.....	.....	85,000	.....	.....	.....	.....	.....	.....
Log Run Elm, 30-50-20%.....	.....	.....	.....	.....	57,000	.....	3,000	.....	.....	.....	.....
No. 2 Common Elm.....	.....	.....	.....	.....	23,000	.....	.....	.....	.....	.....	.....
Com. & Btr. Tupelo Gum, 60 & 10%.....	.....	.....	.....	.....	28,000	.....	.....	.....	.....	.....	.....
Log Run Cottonwood, 40-40-20%.....	.....	.....	.....	.....	26,000	.....	.....	.....	.....	.....	.....

The item of Oak Core stock is a special grade which we make, suitable for veneering over. We have facilities for kiln-drying and dressing lumber. Green Oak Bridge Planks, Switch Ties, etc., a specialty.



VIEW OF MILL SKIDWAY, WITH PART OF LOGS STORED IN BACKGROUND

SOUNDNESS
Ready Resources \$925,845

SURPLUS
and Reinsurance Reserve . . . 856,634

SAVINGS
Returned to Subscribers . . . 546,757

SERVICE
60-day Inspections; Monthly Fire Bulletins.

These are some of the vital features upon which the management of the

Lumbermen's Underwriting Alliance

bases its plea to the LUMBERMEN FOR A SHARE OF THEIR Insurance Lines. These safeguards are the result of TEN YEARS of successful underwriting.

\$155,000.00

in CASH DIVIDENDS went into the treasuries of ALLIANCE Policyholders in 1914. Owners of protected plants, with five or more years' timber supply, are invited to become identified with us.

U. S. EPPERSON & COMPANY
 Attorney and Manager, KANSAS CITY

Over One Million Dollars

in savings has been returned its members by the

Manufacturing Lumbermen's Underwriters

and there remains to the credit of members over

Nine Hundred Thousand Dollars

The membership, which is constantly increasing, is now composed of nearly four hundred and fifty of the best saw mill plants in the country. Insurance in force exceeds thirty-five million and nearly three million dollars has been paid in losses. If you have a first-class plant adequately protected and are interested in low cost fire insurance, correct policy forms, an inspection service which may save you from a disastrous fire, with the certainty of a prompt and equitable adjustment in case loss does occur, and wish a list of members and annual statement we will be glad to hear from you.

Rankin-Benedict Underwriting Co.

HARRY B. CLARK
 Western Representative
 Portland, Ore.

Attorney in Fact
 KANSAS CITY, MO.

will be to place, and at contracting factories there is no such thing as a lumber yard, judging by the way buyers go. It is not on hurry up deliveries. Apparently they are not yet sufficiently confident as to future trade to be willing to invest much in stock, but buying as they need it for its advantages and involve delays that are sometimes dangerous. Conditions are slow. It is reported and renewal of notes are the rule rather than the exception. Credit conditions are somewhat unsettled, and this is making for conservative operations on the part of lumber men and of consumers, thus restricting the volume of business it is possible for the latter to handle.

< MILWAUKEE >

There seems to be a better tone in the local hardwood market and trade is showing gradual improvement. There has not been a startling increase in business, but lumbermen feel that the trade is developing as fast as conditions will warrant. Everybody seems inclined to take an optimistic view of the situation and the feeling is that the season's business will average up very satisfactorily. The market is holding firm, with an upward tendency in some lines of northern hardwoods, particularly birch and maple. There is every indication that the available supply of dry northern hardwoods is far from large and that a real shortage may be experienced in some lines later in the season if business develops as it is expected to do.

Factory buyers seem to be taking more interest in the market and most of these concerns are placing better orders. Stocks on hand at practically all the sash and door and general interior finish manufacturing plants are light, as those concerns have been buying only to meet their necessary requirements for so many months. A much better trade from this source is expected a little later in the season, when building operations attain a greater volume. The farm implement manufacturing concerns in Milwaukee, at Racine, Kenosha, Janesville, Dorion and at other points about the state, have been buying fairly well of late, although it is expected that the bulk of the season's business from this source is now over with. The box trade seems to be fairly active and some good orders for stock are reported from this source.

The building activity in Milwaukee, which first manifested itself in March, when the building investment showed a gain of nearly \$250,000, is being well maintained and each week in April has showed a healthy increase in the number of permits and the amount involved. During the week which ended April 17, there were 150 permits issued for structures to cost \$283,595. During the corresponding week in 1914 there were 132 permits granted. Building Inspector W. D. Harper is confident that building operations during 1915 will attain a new high mark.

Milwaukee wholesalers say that higher prices may be expected in some lines of hardwood, in view of the improved demand and the shortage in dry stocks.

< LIVERPOOL >

The market here has been extraordinarily firm and brisk. Prices have advanced at least thirty per cent since early December. It is feared, however, that this rise will be of little advantage to American shippers as it does not correspond with the increased cost of freight. Except in a few isolated instances prices are still below the level at which stock can be imported, taking into account the F. O. B. cost and the ruling freights. The conditions have in many cases been absolutely extraordinary; in some cases stocks have changed hands five and six times. It is thought that prices will go very much higher and the turn of American shippers will come when old stocks are exhausted. It must be remembered that American lumber stocks were excessively heavy last August when the war broke out and only now have prices shown any marked rise.

Ash and hickory logs are being eagerly bought for immediate delivery and American shippers could not possibly make a mistake in shipping these items to this port even at present freight rates, if they can secure tonnage. Ash lumber is also being bought, several contracts for 3" having been made and being delivered at 18 cents per cubic foot advance. There has been a good demand for 2" prime, and most of the stocks in Liverpool were cleared out by a war office buyer, but we think the demand was only a temporary one. No. 1 common stocks are perhaps the best selling items, but all ash is good at present. Cypress has also been selling well and several large orders have been placed at about \$65 C. I. F. Liverpool for prime stocks. It is thought further orders could be secured if shipments can be arranged for not later than the end of May. Cottonwood 1x18 and up and cypress 1 1/2x18 and up are also in demand, and it is reported that \$75 has been paid for the cypress from. The stove boom is over for the present though it may come again. Shippers are advised to avoid shipments unless absolutely against definite orders. Very high prices have been paid, but there is a decided break in present values. Mahogany is much better and fair prices are being realized for current stocks. No public auctions have been held, however, oak planks and boards are selling well. The market has been practically closed out of 3 1/2" and 4" planks, the demand being almost entirely in connection with gun carriage spokes. Oak 1 1/2" and 2 1/2" has also been almost cleared and with stocks arriving quickly would doubtless sell well but the market is limited. Black walnut and birch are also scarce; in fact, there are no birch logs in Liverpool and very little lumber.

Advertisers' Directory

NORTHERN HARDWOODS.

Arpin Hardwood Lumber Co. 36

Barnaby, Charles H. 10

Boyle, Inc., Clarence. 5

Buffalo Hardwood Lumber Co. 51

Cobbs & Mitchell, Inc. 3

Connor, R., Company.

East Jordan Lumber Co. 50

Elias, G., & Bro. 51

Hatten Lumber Company. 49

Hoffman Bros. Company. 10-14

Jackson-Wyatt Lumber Co. 13

Kneeland-Bigelow Co., The. 7

Kneeland-McLurg Lumber Co. 49

Litchfield, William E. 13

McIlvain, J. Gibson, & Co. 2

McLean, Hugh, Lumber Co. 51

Miller, Anthony 51

Mitchell Bros. Co. 3

Mowbray & Robinson Co. 5

Palmer & Parker Co. 13

Parry, Chas. K., & Co. 13

Powell-Myers Lumber Co. 5

Rib Lake Lumber Company. 38

Rice Lake Lumber Co. 49

Richardson Lumber Company. 7

Ross & Wentworth. 7

Standard Hardwood Lumber Co. 51

Stearns Salt & Lumber Company. 5

Stephenson, I., Co., Trustees. 50

Stimson, J. V. 10-52

Strable Manufacturing Company. 50

Sullivan, T., & Co. 51

Tegge Lumber Co. 40

Von Platen Lumber Company. 50

Willson Bros. Lumber Company. 13

Wistar, Underhill & Nixon. 13

Yeager Lumber Company, Inc. 51

Young, W. D., & Co. 7

OAK.

See List of Manufacturers on pages 10-11

POPLAR.

Alton Lumber Company.

Anderson-Tully Company 6-11

Atlantic Lumber Company. 10-40

Day Lumber & Coal Company. 10-40

Faust Bros. Lumber Co. 14

Jackson-Wyatt Lumber Co. 13

RED GUM.

Anderson-Tully Company 6-11

Baker-Matthews Mfg. Co. 11-39

Bliss-Cook Oak Company. 39

Bonner, J. H., & Sons. 11-39

Himmelberger-Harrison Lbr. Co.

Lamb-Fish Lumber Company... 10-41

Paepcke Leicht Lumber Co. 10-11

Penrod-Jurden & McCowen. 2-4-11

Stimson, J. V. 10-52

Stimson Veneer and Lumber Co. 38

SOUTHERN HARDWOODS.

Alton Lumber Company.

Anderson-Tully Company 6-11

Atlantic Lumber Company. 10-40

Baker-Matthews Mfg. Co. 11-39

Bliss-Cook Oak Company. 39

Bonner, J. H., & Sons. 10-39

Boyle, Inc., Clarence. 5

Buffalo Hardwood Lumber Co. 51

Burkholder, S., Lumber Company. 45

Buskirk-Rutledge Lumber Co. 10

Carnaban-Allport Lumber Co. 6-10

Crane, C., & Co. 11-40

Day Lumber & Coal Company. 10-40

Dugan Lumber Co. 39

Elias, G., & Bro. 51

Faust Bros. Lumber Company. 14

Francke, Theodor, Erben Gmb. H. 4

Galloway-Pense Company 11-62

Goodlander-Robertson Lumber Co. 11

Himmelberger-Harrison Lbr. Co.

Hitt, H. H., Lumber Company. 10

Huddleston-Marsh Lumber Co.

Lamb-Fish Lumber Company... 10-41

Litchfield, William E. 13

Little Rock Lumber & Mfg. Co. 6

Long-Knight Lumber Company. 4-10

McClellan-West Lumber Co. 11

McIlvain, J. Gibson, & Co. 2

McLean, Hugh, Lumber Co. 51

Miller, Anthony 51

Mowbray & Robinson Company. 5

Paepcke Leicht Lumber Co. 10-11

Parry, Chas. K., & Co. 13

Penrod-Jurden & McCowen. 2-4-11

Peytonn Lumber Company.

Roddis Lumber and Veneer Co. 49

Salt Lick Lumber Company. 14

Slaymaker, S. E., & Co. 40

Spotswood, E. R., & Son. 37

Standard Hardwood Lumber Co. 51

Stimson Veneer and Lumber Co. 38

Sullivan, T., & Co. 51

Vestal Lumber & Manufacturing Co. 6-11

Whitmer, Wm., & Sons. 13

Williams Lumber Company. 37

Willson Bros. Lumber Company. 13

Wistar, Underhill & Nixon. 13

Yates, John E., Lumber Co. 14

Yeager Lumber Co., Inc. 51

VENEERS AND PANELS.

Ahnapee Veneer & Seating Co. 48

East St. Louis Walnut Co. 4

Evansville Veneer Company.

Hoffman Bros. Company. 10-14

Huddleston-Marsh Lumber Co.

Kentucky Veneer Works.

Knoxville Veneer Company. 48

Long-Knight Lumber Company. 4-10

Louisville Veneer Mills. 3

Milwaukee Basket Company. 48

Nartzik, J. J.

Ohio Veneer Company. 40

Palmer & Parker Company. 13

Penrod Walnut & Veneer Co. 2-4

Pickrell Walnut Company. 4-36

Rayner, J. 5

Roddis Veneer and Lumber Co. 49

Sanders & Egbert Company. 4

Standard Veneer Company. 48

Stimson Veneer & Lumber Co. 38

Tomahawk Box and Veneer Co. 48

Waetjen, Geo. L., & Co. 48

Wisconsin Seating Company. 48

Wisconsin Veneer Company.

MAHOGANY, WALNUT, ETC.

East St. Louis Walnut Co. 4

Evansville Veneer Company.

Francke, Theodor, Erben Gmb. H. 4

Hartzell, Geo. W. 4

Huddleston-Marsh Lumber Co.

Long-Knight Lumber Company. 4-10

McCowen, H. A., & Co. 4

Palmer & Parker Co. 13

Penrod Walnut & Veneer Co. 2-4

Pickrell Walnut Company. 4-36

Purcell, Frank 4

Rayner, J. 5

Sanders & Egbert Company. 4

HARDWOOD FLOORING.

Bliss-Cook Oak Company. 39

Cobbs & Mitchell, Inc. 3

Eastman, S. L., Flooring Co. 50

Kerry & Hansen Flooring Co. 50

Mitchell Bros. Company. 3

Salt Lick Lumber Company. 14

Stearns Salt & Lumber Company 5

Stephenson, I., Co., Trustees. 50

Strable Manufacturing Co. 50

Wilce, T., Company, The. 3

Young, W. D., & Co. 7

WOODWORKING MACHINERY.

Alpena Industrial Works.

Cadillac Machine Company. 47

Gerlach, The Peter, Company. 45

Hill, Wm. E., Company. 46

Mershon, W. B., & Co. 47

Phoenix Manufacturing Co. 47

LOGGING MACHINERY.

Baldwin Locomotive Works.

Lidgerwood Mfg. Company. 46

DRY KILNS AND BLOWERS.

Grand Rapids Veneer Works. 60

Morton Dry Kiln Company. 14

Pblla. Textile Mch. Company. 13

Standard Dry Kiln Company. 47

LUMBER INSURANCE.

Central Manufacturers' Mut. Ins. Company 1

Epperson, U. S., & Co. 42

Indiana Lumbermen's Mut. Ins. Company 42

Lumbermen's Underwriting Alliance 42

Lumber Mutual Fire Insurance Company 42

Lumbermen's Mut. Ins. Co.

Manufacturing Lumbermen's Underwriters 42

Pennsylvania Lumbermen's Mut. Fire Ins. Company.

Rankin-Benedict Underwriting Co. 42

TIMBER LANDS.

Campbell, L. E., Lumber Company 36

Lacey, James D., & Co.

TIMBER ESTIMATORS.

Lauderburn, D. E. 39

MISCELLANEOUS.

American Rule & Mfg. Company. 45

Broderick & Bascom Rope Co.

Childs, S. D., & Co. 45

Gerlach, The Peter, Company. 45

Lumbermen's Credit Assn. 5

Perkins Glue Company. 35



AMERICAN FOREST TREES

"Written in the Lumberman's Language"

☞ It tells all there is to know about every commercial tree in the United States, and

☞ You can rely absolutely upon its technical correctness in every detail.

☞ We have left a few hundred copies of this beautifully bound edition after a very satisfactory sale and

☞ Can make quick shipment on ten days' trial upon receipt of your order.

Price, prepaid, six dollars.

HARDWOOD RECORD

537 South Dearborn St.

Chicago, Illinois

CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion.....20c a line
 For two insertions.....35c a line
 For three insertions.....50c a line
 For four insertions.....60c 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 charges for copies of paper containing the advertisement.

EMPLOYES WANTED

WANTED

An energetic up-to-date Hardwood Salesman for Chicago and vicinity; must be practical lumberman and well acquainted with Hardwood trade. State age, references and salary.

Address "BOX 43," care HARDWOOD RECORD.

WANTED

Experienced Panel Salesman, one capable of handling large output on very attractive terms. Address, "BOX 40," care HARDWOOD RECORD.

LUMBER FOR SALE

FOR SALE.

1 car S 4 No. 1 Common Hickory.
 1 car S 4 No. 2 Common Hickory.
 5 cars S 4 No. 1 Common Plain White Oak.
 10 to 12 months on sticks.
 S. BURKHOLDER LUMBER CO.,
 Crawfordsville, Indiana.

CHESTNUT AND MAPLE.

50,000 ft. 4 4 No. 1 common and better Chestnut.
 200,000 ft. S 4 Chestnut, stock widths.
 50,000 ft. 4 4 log run Maple.
 50,000 ft. 10/4 log run maple.
 200,000 ft. S 4 log run Oak, random and stock widths.

ALFON LUMBER COMPANY,
 Lock Box 86, Buckhannon, W. Va.

FOR SALE—ABOUT 30 M FEET

2, 2 1/4 and 2 1/2" Common and better White Oak, 10% 6', balance 7', S. and 10' long.
 ELKHORN LUMBER CO., Pikeville, Ky.

LUMBER WANTED

BUYERS OF HARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list, showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of these materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you. Write us for further information about our "Selling Lumber by Mail System."

HARDWOOD RECORD, Ellsworth Bldg., Chicago.

WANTED—WALNUT LUMBER
 ANY QUANTITY, MOSTLY 2" AND THICKER, FIRSTS AND SECONDS AND NO. 1 COMMON. SEND FULL PARTICULARS TO JAMES RICHARDSON, CARE WM. BOOTH & BRO., 432 TO 438 WASHINGTON ST., NEW YORK, N. Y.

LOGS WANTED

WANTED—BLACK WALNUT LOGS.
 500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.
 GEO. W. HARTZELL, Piqua, Ohio.

LOGS FOR SALE

FOR SALE
 300 M' Black Walnut 10" and up, 150 M' tough gray Ash 10" and up. Address "WALNUT LOGS," L. B. 115, Villa Grove, Ill.

DIMENSION STOCK WANTED

WANTED—OAK DIMENSION STOCK
 Plain and Quartered Clear Red and White. Wide schedule of sizes. Spot cash payment.
 D. K. JEFFRIS CO.,
 Pullman Bldg., Chicago, Ill.

DIMENSION STOCK FOR SALE

FOR SALE.
 4 4 Dry Dimension in Plain Oak, Poplar, Basswood, Maple and Beech.
 Accurately cut as to size, and specifications followed to the letter.
 WALLER MANUFACTURING CO., Lexington, Ky.

FOR SALE.

2 cars 2x2 30" Oak Squares. Dry.
 2 cars 1x1—30" Oak, Ash & Hickory squares. Dry.
 1 car 3x3—30" Oak Squares, green.
 1 car 2 1/2x2 1/2—30" Oak Squares, green.
 AMORY DIMENSION MILL CO., Amory, Miss.

TIMBER FOR SALE

40,000 ACRES HARDWOOD TIMBER
 Less than 15 miles of main line of Chesapeake & Ohio R. R. in eastern part of Virginia. Easy logging and will cut about 6,000 feet per acre. Price \$20.00 per acre on easy terms.
 Address "BOX 42," care HARDWOOD RECORD.

2,000 AND 360-ACRE TRACT

Of timber on the stump. Hemlock, Spruce, Poplar, Oak, Hard Maple, etc. For particulars write
 IRISSA BARTLETT, Clarksburg, W. Va.

MACHINERY FOR SALE

FOR SALE.
 1 Ironside two-saw trimmer 6 to 16 ft. A1 condition. Will sell at a bargain.
 HOLMES & BATMER, Lima, Ohio.

BUSINESS OPPORTUNITIES

FACTORY FOR SALE.

Small factory now fitted for staves and heading, easily converted to any kind of woodworking plant. A bargain. Address
 TOMAHAWK STAVE & HEADING CO.,
 Tomahawk, Wis.

MISCELLANEOUS

FOR RENT.

For July and August, 10-room furnished house, within two blocks of Lake Michigan and one block of Sheridan Road. Ideal summer home. Apply to L. W. CROW, care Mears-Slayton Lumber Co., Chicago.

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you.



LUMBER RULES

Our own process of black enamel ink insures perfect, permanent lettering with no injury to the rule, as with burnt lettering. Double riveted head, the rivets moulded into the brass.

Tool Steel Blade
 Oil Tempered
 Riveted Handle

The best of selected hickory used exclusively.

AMERICAN RULE & MFG. CO.
 Nashville, Tenn.

GERLACH

Stave, Heading, Keg, Tub and Barrel MACHINERY

Has a tremendous earning power. WRITE FOR PRICES.

The Peter Gerlach Company,
 CLEVELAND, SIXTH CITY

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO., Chicago

We also make Time Checks, Receipts and Log Headers.



PLEASE NOTICE

A Confirmation For Those Who Know and a Statement For Those Who Do Not Know

OUR business was established in 1881 to manufacture Steam Niggers and some other machines. Since that time we have gradually increased our line of Saw Mill Machinery so that it is now very extensive. Our Niggers were sold for many years by most of the other manufacturers of Saw Mill Machinery. Some of them still sell our machines while others have been making Niggers themselves which have been listed as "Hill Niggers" and "Hill Type Niggers." If you want the real, up-to-date article buy only an "Original Hill Steam Nigger." Use the same care when you are purchasing other machines which you desire to be strictly high class. All of our machines have our name on the castings.

We make the following machines:

JACKERS
KICKERS
LOG STOPS AND LOADERS
NIGGERS
STEAM FEEDS
CARRIAGES
LIVE ROLLS

STEAM JUMP SAW MACHINES
TRIPS
EDGERS
TRIMMERS
SLASHERS
CONCAVE ROLLS
CONVEYOR DRIVES
CIRCULAR CUT OFF MACHINES

SWING SAWS
DRAG SAW MACHINES
STEAM DOGS
STEAM SPLITTERS
LATH MACHINERY
VERTICAL AUTOMATIC
ENGINES, ETC.

WM. E. HILL CO., Kalamazoo, Mich.



RELAYING LOGS 3600 FEET

OVER TWO SPANS
LIDGERWOOD
OVERHEAD RELAY
SKIDDER

Skids logs over intervening ridges—One continuous operation, from one setting—Saves railroad building

Write for Particulars

Lidgerwood Mfg. Company

96 LIBERTY ST., NEW YORK

Woodward, Wight & Co., Ltd.,
New Orleans.

Lidgerwood Mfg. Co.,
Seattle, Wash.

Tells all there is to know about every
commercial forest tree of America.

AMERICAN FOREST TREES

(WRITTEN IN THE LUMBERMAN'S LANGUAGE)

*Completely illustrated with
original photographs and draw-
ings and handsomely bound.*

(Price \$6 Prepaid)

HARDWOOD RECORD, 537 S. DEARBORN ST.
CHICAGO, ILL.



FOR over twenty years, E. C. Mershon has been recognized as the authority on all matters pertaining to the sawing of wood with a Band Resaw. Purchasers of Mershon Band Resaws have the benefit of his experience.

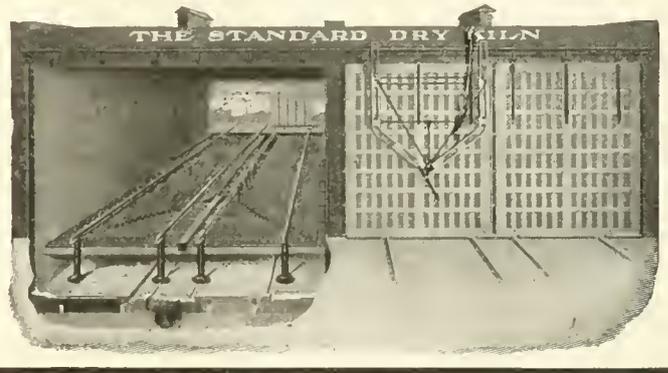
Wm. B. Mershon & Co., Saginaw, Mich.

Absolute Control



ADAPTING the drying conditions to suit fine hardwoods is easy with The Standard Moist Air Drying System. Because the drying elements—heat, humidity and circulation of air—are always under perfect control.

Write for the catalog and our 64-page list of Standard Dry Kiln users in every branch of the lumber industry. Address: The Standard Dry Kiln Co., 1559 McCarty St., Indianapolis, Ind.



Phoenix 6 ft. Pony Band Mill

Will cut 30,000 feet of 1" lumber in 10 hours and cut it good.

Nearly 200 of these mills sawing wood in the U. S. A.

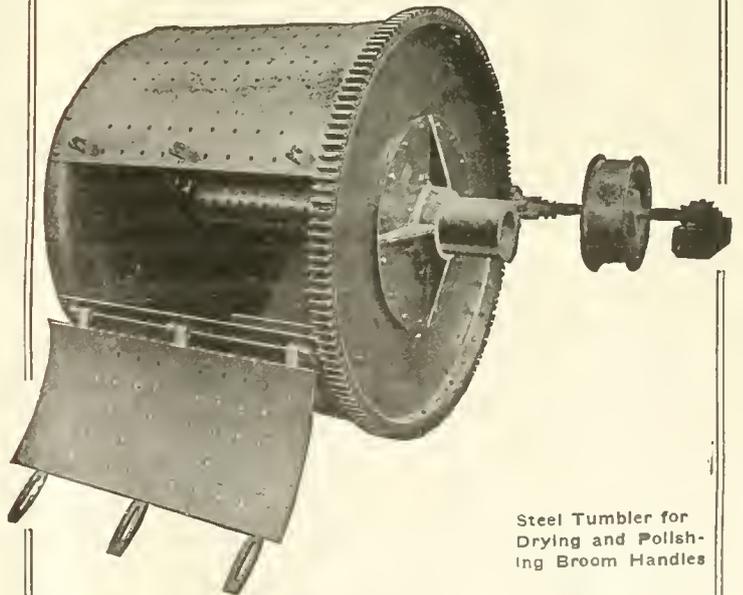
PRETTY GOOD RECOMMENDATION, ISN'T IT?

MODERATE PRICE

PHOENIX MFG. CO.
EAU CLAIRE WISCONSIN

Broom Handle Machinery

Let us tell you about our STEEL TUMBLERS FOR DRYING AND POLISHING BROOM HANDLES. This system is rapidly supplanting all others. More economical; less time required for drying; no polishing afterwards; greater per cent of straight handles turned out.



Steel Tumbler for Drying and Polishing Broom Handles

CADILLAC MACHINE COMPANY
Complete Line of Broom Handle Machinery
CADILLAC, MICH.

VENEERS AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

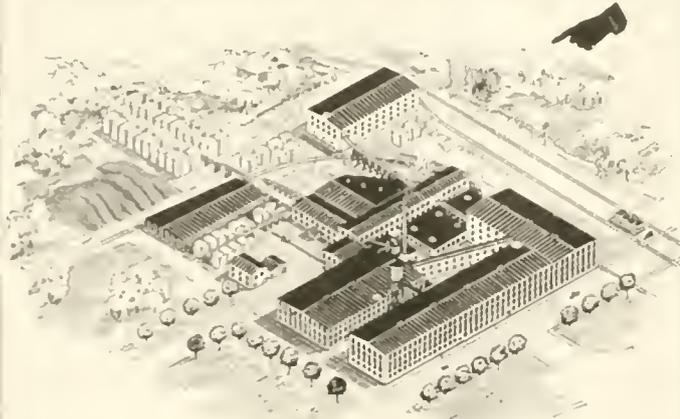
We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

Gentlemen—Our Plant



But what's inside of those walls is what really counts. Everything to provide for service. And the quality idea is instilled in all our force, from the highest to the lowest.

Wisconsin Seating Co.

Auto Dashes Tops and Panels Chair Backs and Seats
NEW LONDON, WISCONSIN

MAKERS OF TIME PROOF PANELS

THE STANDARD VENEER CO.

Manufacturers
Rotary Cut Birch Veneers
HOULTON, ME.
MILL AND STORE AT STOCKHOLM, ME.

OUR BIRCH VENEERS

ARE THE PRODUCT OF
HIGH GRADE LOGS, FIRST-CLASS EQUIPMENT AND
OVER TEN YEARS' EXPERIENCE
MILWAUKEE BASKET COMPANY, South Milwaukee, Wis.

TOMAHAWK VENEER & BOX CO.

Manufacturers of Draw Bottoms in Birch and
Basswood, Pin Blocks, Back Panels, also Head-
ing and American Cheese Boxes our Specialties

TOMAHAWK WRITE FOR PRICES. WISCONSIN

MORE THAN 2,000 LUMBERMEN

are using the new Gibson Tally Book with its duplicate or triplicate tally tickets. If you haven't seen it, let us send you one with specimen tickets on approval. They solve your shortage and inspection troubles.

HARDWOOD RECORD CHICAGO

WISCONSIN VENEER CO.

Rhineland, Wisconsin

Birch Ash Elm Basswood

*Rotary-Cut Veneer
Built Up Panels*

BASSWOOD DRAWER BOTTOMS

Door Panels

Three and Five Ply

All Woods

For One, Two, Five and Six Panel Doors
All Carried in Stock Ready for
Immediate Shipment

Geo. L. Waetjen & Co.

Milwaukee

Wisconsin

WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW



Our New Mill in Phillips, Wis.

ARE YOU IN THE MARKET FOR THE BEST **Wisconsin Hardwoods?**

Send for Price List "H. R." Today

These Items Are in Excellent Shipping Condition

- | | |
|---|--|
| 500,000' 4/4 No. 2 Common and Better Unselected Birch. | 500,000' 4/4 No. 2 Common and Better Hard Maple. |
| 300,000' 4/4 No. 1 Common and Better Unselected Basswood. | 1 Car 8/4 No. 2 Common and Better Basswood. |
| 350,000' 4/4 No. 2 Common Basswood, Rough. | 1 Car 5/4 Nos. 1, 2, and 3 Basswood. |
| 400,000' 4/4 No. 3 Common Basswood, Rough. | 3 Cars 4/4 No. 3 Common Ash. |
| 300,000' 6/4 No. 2 Common and Better Soft Elm. | 5 Cars 6/4 Soft Elm Scoots. |
| 100,000' 6/4 No. 3 Common Soft Elm. | 3 Cars 6/4 Birch Scoots. |
| | 1 Car 4/4x11" and Wider 1st and 2nd Basswood. |

KNEELAND-McLURG LUMBER CO.

Manufacturers of Hardwoods PHILLIPS, WIS.

WHEN YOU BUY

Basswood, Birch and Maple

or any other Hardwood Lumber, you want stock that is properly manufactured, and carefully piled.

The following list of Hardwood Lumber was properly manufactured in our own BAND MILL here at New London, Wis., and is now ready for immediate shipment.

BASSWOOD.	Feet.	BIRCH.	Feet.
4 4 No. 1 Com&Bet....	115,000	4/4 No. 2 Com&Bet....	950,000
4/4 No. 2 & 3 Com....	95,000	4/4 No. 3 Common....	75,000
6 4 No. 1 Com&Bet....	28,000	5/4 No. 2 Com&Bet....	118,000
		6/4 No. 2 Com&Bet....	200,000
		6/4 No. 3 Common....	95,000
		8/4 No. 2 Com&Bet....	25,000
SOFT ELM.	Feet.	HARD MAPLE.	Feet.
4 4 No. 2 Com&Bet....	350,000	4/4 No. 2 Com&Bet....	900,000
5 4 No. 2 Com&Bet....	50,000	4/4 No. 3 Common....	200,000
8 4 No. 2 Com&Bet....	10,000	5/4 No. 2 Com&Bet....	50,000
		6/4 No. 2 Com&Bet....	75,000
		8/4 No. 2 Com&Bet....	15,000
ROCK ELM.	Feet.	SOFT MAPLE.	Feet.
5 4 No. 2 Com&Bet....	75,000	4 4 No. 2 Com&Bet....	200,000
WIS. OAK.	Feet.	BALM OF GILEAD.	Feet.
4 4 No. 2 Com&Bet....	250,000	4 4 No. 3 Com&Bet....	100,000
4 4 No. 3 Common....	100,000	5 4 No. 2 Com&Bet....	16,000
5 4 No. 2 Com&Bet....	16,000	6 4 No. 2 Com&Bet....	34,000
6 4 No. 2 Com&Bet....	34,000		

Write us for delivered prices

Hatten Lumber Company

New London, Wis.

Roddis Lumber & Veneer Co.

Marshfield, Wis.

VENEERED PANELS

DESK TOPS TABLE TOPS

FLUSH VENEERED DOORS

WAINSCOTING BENT WORK

SAW MILLS AT PARK FALLS, WIS

BIRCH

4-4 and thicker, No. 1 Common and Better also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

Rice Lake Lumber Co., Rice Lake, Wis.

For Veneer and Panel Manufacturers

Your Consumers' Lists Cost You BIG MONEY

We can save it all and relieve you of all the detail and effort necessary to tabulate consumers' wants. Our Card Index System of those wants, just out, is the result of systematic effort. It is endorsed by your competitor.

Can You Afford to Give Him that Advantage?

HARDWOOD RECORD

CHICAGO

M I C H I G A N
FAMOUS FOR HARD MAPLE AND GREY ELM

“Ideal” Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—“IDEAL.”

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

I. Stephenson Co., Trustees - WELLS, MICHIGAN

**“Chief Brand”
Maple and Beech Flooring**

in 1, 2 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.
GRAYLING, MICHIGAN

VON PLATEN LUMBER CO.
Iron Mountain, Michigan

MANUFACTURERS OF

BIRCH BASSWOOD ELM MAPLE

50 M ft. of 5/4 No. 3 Common Basswood.	100 M ft. of 6 ft. No. 3 Common Maple.
30 M ft. of 12/4 No. 2 Common & Btr. Maple.	100 M ft. of 5 4 No. 2 Com. & Better Birch.
50 M ft. of 8/4 No. 3 Common Maple.	30 M ft. of 8 4 No. 1 Com. & Better Birch.
100 M ft. of 12/4 No. 3 Common Maple.	15 M ft. of 10 4 No. 1 and 2 Common Birch.
100 M ft. of 5 4 No. 1 and No. 2 Common Maple.	50 M ft. of 6 4 No. 2 Com. & Btr. Rock Elm.
150 M ft. of 6 4 No. 2 & Better Maple.	100 M ft. of 6 4 No. 3 Com. Elm.

Strable Mfg. Company

Manufacturers of
Hardwood Lumber
AND
Maple Flooring

Saginaw Michigan

WE WANT TO MOVE:
50,000 ft. 8/4 No. 2 and better Soft Maple
150,000 ft. 4/4 No. 2 and better Soft Maple.
75,000 ft. 6 4 No. 2 Common Soft Elm.
75,000 ft. 6 4 No. 3 Common Soft Elm.
30,000 ft. 4 4 No. 2 Common Soft Elm.
100,000 ft. 4/4 No. 1 Common Basswood.
37,000 ft. 4/4 No. 2 Common Basswood.

EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

We offer for prompt shipment:

100M	4/4	End Dried White Maple
10M	5/4	End Dried White Maple
19M	6/4	End Dried White Maple
21M	6/4	No. 1 Common and Better Hard Maple
50M	12/4	No. 1 Common and Better Hard Maple
30M	16/4	No. 1 Common and Better Hard Maple
25M	4/4	White Pine Crating Lumber
18M	4/4	No. 2 Common and Better Soft Maple

FULL THICKNESS BAND SAWN QUICK SHIPMENT

S. L. EASTMAN FLOORING CO.
SAGINAW BRAND

MAPLE FLOORING
SAGINAW, MICH.

HARDWOOD RECORD

Not only the ONLY HARDWOOD PAPER but the BEST LUMBER PAPER published

Lumber Dried As Never Before

SEE THE DIFFERENCE

GRAND RAPIDS DRY KILN

GRAND RAPIDS VENEER WKS., SOLE MFRS., MICHIGAN



BUFFALO

The Foremost Hardwood Market of the East

ANTHONY MILLER
HARDWOODS
OF ALL KINDS
893 Eagle Street

G. Elias & Bro.
HARDWOODS

White Pine, Yellow Pine, Spruce,
Hemlock, Fir, Lumber, Timber, Mill-
work, Boxes, Maple and Oak Flooring

955 - 1015 ELK STREET

Hugh McLean Lumber Co.

OUR SPECIALTY:

QUARTERED
WHITE OAK

940 Elk Street

BUFFALO HARDWOOD
LUMBER CO.

We want to buy for cash

Oak, Ash and Other Hardwoods

All grades and thicknesses.

Will receive and inspect stock at shipping point.
Branch yard, Memphis, Tenn.

940 Seneca Street

Yeager Lumber Company, Inc.

Specialties:

Oak, Ash and Poplar

932 ELK STREET

T. SULLIVAN & CO.
HARDWOODS

Specialty - Brown Ash

No. 2 ARTHUR STREET

Standard Hardwood Lumber Co.

OAK, ASH and
CHESTNUT

1075 Clinton Street

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

BOTH NORTHERN and
SOUTHERN OAK

HARDWOOD LUMBER and
ROTARY VENEERS

STIMSON'S MILLS

J. V. STIMSON
HUNTINGBURG, IND.

J. V. STIMSON HARDWARE CO.
MEMPHIS, TENN.

STIMSON VENEER & LUMBER CO.
MEMPHIS, TENN.

Entire Line of Well Manufactured
HARDWOOD LUMBER

from $\frac{3}{8}$ " thick up

IN DRY STOCK

including

OAK AND RED GUM

PLAIN AND QUARTER SAWN

WALNUT POPLAR
HICKORY ASH
ELM MAPLE

ABC AND WESTERN UNION CODE

ST. FRANCIS BASIN OAK

THE GALLOWAY-PEASE KIND

It is a peculiarity of our timber that, growing beyond the over-flow district, it matures slowly—hence has even texture and is soft and light with uniform color.

It kiln dries without checking. No honey-combing, and minimum shrinkage.

Total absence of injurious insects insures sturdy, clean growth.

Our band mills cut oak only—hence filer and Sawyer get best possible results.

SPECIAL ITEMS
ALL BAND-SAWED STOCK

PLAIN WHITE OAK

100,000 4 4 1s & 2s
180,000 4 4 No. 1 Common
30,000 5 4 1s & 2s
60,000 5 4 No. 1 Common
30,000 6 4 No. 1 Common

QUARTERED WHITE OAK

20,000 5 4 No. 1 Common
20,000 6 4 No. 1 Common

MIXED OAK

100,000 4 4 No. 3 Sound

GALLOWAY-PEASE CO. Poplar Bluff,
Missouri

**IF YOU WANT THE BEST SYSTEM OF ACCURATELY TALLYING AND
RECORDING LUMBER SHIPMENTS OR RECEIPTS**

YOU WILL BE INTERESTED IN

The Gibson Tally Book

This system of tallying lumber is employed by more than two thousand lumber producers, jobbers and wholesale consumers, and is available for tallying lumber, logs, flooring, dimension stock and all other commodities.

Makes three original tallies without the use of loose carbon sheets.

New Catalogue showing twenty-six various forms of tickets sent free on request.

Tally Book Dept., Hardwood Record, Chicago

Aardwood Record

Twentieth Year,
Semi-Monthly.

14112

CHICAGO, MAY 10, 1915

Subscription \$2.
Single Copies, 10 Cents.



ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

J. Gibson McIlvain & Company

1420 Chestnut Street PHILADELPHIA, PA.

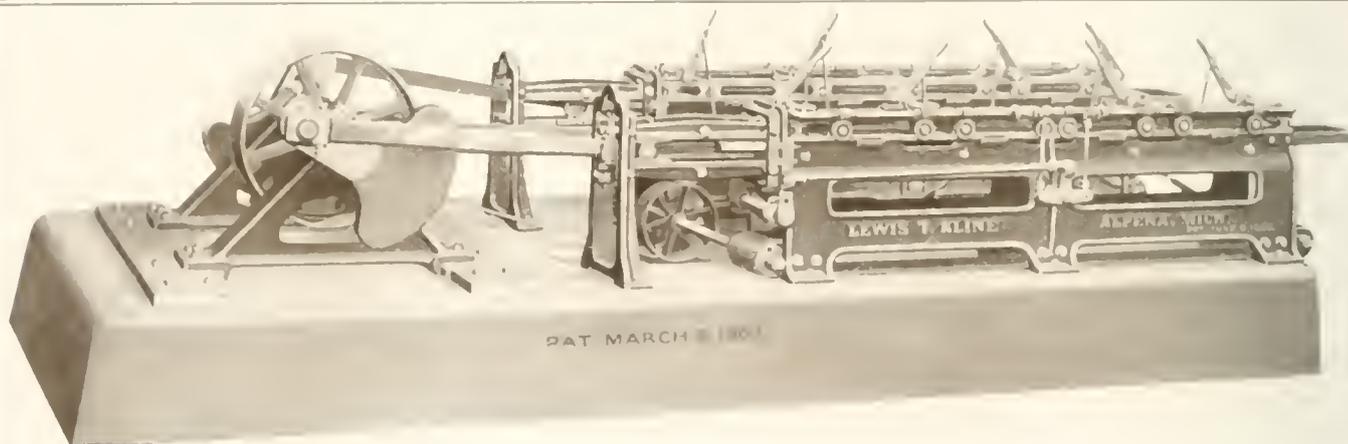
Everything in Lumber

We Offer the Following in Dry Stock:

4 4 No. 1 Common Birch 200,000 ft.
 5 8 No. 1 & 2 Soft Yellow Poplar . . . 90,000 ft.
 1 car 4 4 No. 1 & 2 Basswood, 10" & over.
 7x24 No. 1 Heart Split Cypress
 Shingles 160,000

QUICK SHIPMENT

RIGHT PRICES



One Man on the Klines Horizontal Beat Two Men on 10 to 12 Uprights

Write for our book that backs the above assertion with mechanical facts, and letters from users.

LUMBER MANUFACTURERS:

Utilize your waste material

WOODWORKERS AND MATTRESS MAKERS:

Make your own excelsior

Let the Kline Booklet tell you how

Kline's Eight Block Excelsior Machines

ALPENA INDUSTRIAL WORKS, ALPENA, MICH.

MICHIGAN
FAMOUS FOR HARD MAPLE AND GREY ELM

MICHIGAN HARDWOODS, OUR OWN MANUFACTURE
Sales Department
COBBS & MITCHELL, Inc.
CADILLAC, MICH. MAY 4, 1915.

DRY STOCK LIST

4/4 Basswood 1s & 2s.....	100 M
1x9 Basswood 1s & 2s.....	11 M
4/4 Basswood No. 1 Common.....	100 M
4/4 Basswood No. 2 Common.....	300 M
4/4 Basswood No. 3 Common.....	50 M
4/4 Basswood No. 2 Common and Better.....	200 M
4/4 Birch 1s & 2s Sap.....	17 M
4/4 Red Curly Birch 1s & 2s.....	1/2 M
4/4 Cadillac Gray Elm 1s & 2s.....	25 M
4/4 Cadillac Gray Elm No. 1 Common.....	100 M
4/4 Cadillac Gray Elm No. 2 Common.....	300 M
4/4 Cadillac Gray Elm No. 2 Common and Better..	100 M
8/4 Cadillac Gray Elm 1s & 2s.....	45 M
4/4 White Maple End Dried (Clear).....	9 M
4/4 Birdseye Maple End Dried.....	3 M
5/4 Maple Step 1s & 2s.....	15 M
4/4 Maple No. 3 Common.....	65 M
4/4 Maple No. 4.....	7 M
4/4 Elm and Basswood No. 4 Common.....	40 M

"It is not what lumber costs you, so much as what you can get out of it, that decides its value for your work."

DRY 5-4 CADILLAC GRAY ELM

WE HAVE THREE CARLOADS OF CHOICE 5/4 CADILLAC GRAY ELM WHICH RUNS FROM 80 TO 90 PER CENT TWELVE INCHES AND WIDER AND LARGELY 14 INCHES AND WIDER. IF YOU CAN USE IT, MAY WE QUOTE PRICES FOR PROMPT SHIPMENT?

MITCHELL BROTHERS CO.
CADILLAC, MICH.
SALES DEPARTMENT



PLAIN RED OAK

PANELS

Guaranteed Stock in
PLAIN RED and WHITE OAK
BIRCH
SELECTED and UNSELECTED
RED GUM
WHITE ASH
QUARTERED OAK
and MAHOGANY

PROMPT DELIVERIES



SELECTED RED GUM

MISSISSIPPI VENEER & LUMBER CO.

Neenah, Wisconsin

Willson Bros. Lumber Co.

MANUFACTURERS

WEST VIRGINIA HARDWOODS

Oliver Building

PITTSBURG, PA.

WM. WHITMER & SONS

INCORPORATED

Manufacturers and Wholesale-
salers of All Kinds of

"If Anybody Can,
We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Franklin Bank Bldg.

PHILADELPHIA

WISTAR, UNDERHILL & NIXON

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

QUARTERED WHITE OAK

NICE FLAKY STUFF

WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.

Specialist in Hardwoods

Manufacturers are requested to supply lists of stock for sale

SPECIALS

OAK POPLAR CHESTNUT

All Kinds Band-Sawn Hardwoods

JACKSON-WYATT LUMBER CO.

Franklin Bank Bldg.

Philadelphia, Pa.

Wanted

Fifteen thousand 6x8x8 No. 1 Sawn, White or
Chestnut Oak ties, for which we will pay 70c each
delivered Pennboro, W. Va. Terms, cash less 2% on arrival of cars.

JOHN B. YATES LUMBER COMPANY
PENNSBORO, WEST VIRGINIA

"STEARNS" QUALITY LUDINGTON

Hardwood Specialists

5,000,000 feet

4-4 to 8-4

BEECH

A complete stock of thoroughly
dry Beech in all grades

We specialize in Kiln Dried Stock

The **STEARNS**
SALT & LUMBER CO.
LUDINGTON, MICH.

THE POWELL MYERS LBR. CO.
of SOUTH BEND, IND.

Anything and Everything in Dimension Hardwoods

Cut to Order

WE SPECIALIZE IN

*Chair Posts and Rockers Band Sawed to Pattern.
Timbers, Planck, Wagon, Implement, Chair and
Furniture Stock.*

Our FLOORING PLANT is now complete. We
are prepared to furnish promptly

Made **(MR)** Right

OAK FLOORING

in carload or less than carload ship-
ments, scientifically cured, perfectly
worked, uniform in color and texture

THE MOWBRAY & ROBINSON CO., Cincinnati, O.

FACTORY—QUICKSAND, KENTUCKY

YARDS—Detroit, Mich.; Rochester, N. Y.; Brooklyn, N. Y.; Cincinnati, O.
BRANCH OFFICES—Indianapolis, Ind.; Grand Rapids, Mich.; Cleveland, O.;
Buffalo, N. Y.; Boston, Mass.

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

VENEER

FOREIGN:

MAHOGANY, Mexican, Honduras, East India, Cuban, and African.

ENGLISH BROWN OAK

CIRCASSIAN WALNUT

STILE, RAIL and PANEL FACES in all thicknesses.

DOMESTIC:

OAK, plain and quartered, rotary cut, red and white.

GUM, figured and plain.

MAPLE, bird's-eye and plain.

POPLAR, BIRCH, ELM,

BASSWOOD, YEL. PINE

For faces, centers, backs, cross-banding and bottoms.

LUMBER

MAHOGANY, CIRCASSIAN WALNUT, AM. (Black) WALNUT, RED CEDAR.

PANELS

1/4", 5/16", 3/8", 3-ply and 5-ply **STANDARD SIZES**

HUDDLESTON-MARSH LUMBER COMPANY, 2252 Lumber St., CHICAGO, ILL.

J. RAYNER
VENEERED PANELS
 ALL WOODS
 SEND FOR STOCK LIST
MAHOGANY LUMBER
 CARROLL AVE. AND SHELDON ST.
 CHICAGO

WE HAVE IT
 DOOR STOCK, CUT TO SIZE OR IN SHEETS.
 POPLAR, GUM, BIRCH, BEECH, ASH, OAK, ELM, MAPLE, BASSWOOD, PINE OR CYPRESS.
 CROSSBANDING, FACES, BACKS, DRAWER BOTTOMS AND BACKING.
 ROTARY CUT, PLAIN OR QUARTER SAWED HARD MAPLE PIN BLOCK STOCK.
 QUARTERED OAK, ETC.
 BY THE CARLOAD OR L. C. L.
 MILLIONS OF FEET ON HAND AT ALL TIMES
 WRITE US ABOUT IT
J.J. NARTZIK, 1966 to 76 Maud Ave., Chicago, Ill.

A floor to adore



For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free

The T. Wilce Company
 22nd and Throop Sts. CHICAGO, ILL.

Clarence Boyle, Inc., 312 Portland Block Chicago
WHOLESALE LUMBER
Always in the market for OAK, GUM and POPLAR

Q For items of Hardwood Stock or Hardwood Machinery, you will find it advantageous to write our advertisers. Get in touch!

"WE ARE GETTING RESULTS"
 WRITES ONE ADVERTISER
 This Means That He Is Getting
NEW BUSINESS
 Through His Ad
 If we can do it for him is there any logical reason why we can't for you?
MAKE US PROVE IT
HARDWOOD RECORD, CHICAGO

SAVE YOUR MONEY BY USING THE
RED BOOK Published Semi-annually in February and August
 It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers. The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.
 A well organized Collection Department is also operated and the same is open to you. Write for terms.
Lumbermen's Credit Assn., Established 1878
 608 So. Dearborn St. CHICAGO Mention This Paper 55 John St. NEW YORK CITY

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

EVERYTHING'S NEW Starting new mill, new yards, new piles, new everything — but with experienced men behind it we decided to begin right — with a definite policy. Our location gives us the chance to purchase standing timber wherever we want to — hence we select the best.

OUR POLICY

We figure the time is right for a stock of soft textured oak and our aim in selecting timber has been to provide just that asset. We now announce that this policy enables us to offer you positively selected soft textured stock in plain and quartered red and white oak. You are positive of getting what you want.

Also manufacture ash and aim to give you what you want, when you want it. Instance, our 1sts and 2nds are all piled to widths. Really, we have a novel plan all the way through. We are sure you would be interested in further details.

Little Rock Lumber & Manufacturing Co., Little Rock, Ark.

COTTONWOOD

OAK

PLAIN AND QUARTERED RED AND WHITE

RED AND SAP GUM

High Grades

Band Sawn Lumber

We Make a Specialty of Thin Stock

COTTONWOOD
AND GUM VENEERS
THREE-PLY GUM PANELS
BOX SHOOKS — EGG CASES

Write Us for Prices

Anderson-Tully Company
MEMPHIS, TENN.



5 cars 4 1/4" 1s & 2s Plain White Oak.	1 car 4 1/4" No. 2 Common Quartered White Oak.
10 cars 4 1/4" No. 1 Common Plain White Oak.	1 car 4 1/4" 1s & 2s Plain Red Oak.
5 cars 4 1/4" No. 2 Common Plain White Oak.	5 cars 4 1/4" No. 1 Common Plain Red Oak.
1 car 3/8" 1s & 2s Plain White Oak.	5 cars Com. & Better Sound Wormy, Red & White Oak.
1 car 3/8" No. 1 Common Plain White Oak.	5 cars No. 3 Common, Plain Red & White.
2 cars 4 1/4" 1s & 2s Quartered White Oak.	1 car 4 1/4" 1s & 2s Red Gum.
5 cars 4 1/4" No. 1 Common Quartered White Oak.	2 cars 4 1/4" No. 1 Com. Red Gum.
	Oak Car Material.
	Oak Bridge & Crossing Plank.

Band Sawn Stock. Dry and Ready for Immediate Shipment. Your Inquiries Solicited

Garnahan-Allport Lumber Company

SUCCESSORS:

VARNER LAND & LUMBER COMPANY
Allport, Lonoke Co., Ark.

VESTAL LUMBER AND MANUFACTURING COMPANY
KNOXVILLE, TENN.

Manufacturers

PLAIN OAK

QUARTERED WHITE OAK

Tennessee Red Cedar

BLACK WALNUT

POPLAR

MILL ON LOUISVILLE & NASHVILLE AND SOUTHERN RAILROAD, AT VESTAL, TENNESSEE A SUCRE OF KNOXVILLE

BAY CITY, MICH.

THE LARGEST PRODUCING CENTER OF MICHIGAN HARDWOOD
 LOWER PENINSULA HARD MAPLE

When You Think This, Think Bay City

500M 4/4 No. 2 Common & Better Hard Maple
 500M 4/4 No. 3 Common Hard Maple
 100M 4/4 No. 2 Common & Better Soft Maple
 100M 4/4 Birch, Mill Run
 200M 4/4 Basswood, L. R.
 110M 4/4 1st & 2nd Basswood
 75M 4/4 No. 1 Common Basswood
 90M 4/4 No. 2 Common Basswood
 40M 5/4 1st & 2nd Basswood
 90M 5/4 No. 1 Common Basswood
 60M 5/4 No. 3 Common Basswood
 125M 5/4 No. 2 Common & Better Beech
 180M 6/4 No. 3 Common Beech

Richardson Lumber Company

100,000 ft. 4/4 No. 1 Common and No. 2 Common Birch.
 100,000 ft. 4/4 No. 3 Common Birch.
 10,000 ft. 6/4 No. 3 Common Birch.
 20,000 ft. 1x6 to 1x7 1st and 2nds Hard Maple.
 150,000 ft. 4/4 No. 3 Common Hard Maple.
 750,000 ft. 5/4 No. 3 Common Hard Maple.
 50,000 ft. 6/4 No. 3 Common Hard Maple.
 75,000 ft. 8/4 No. 2 Common and Better Beech.
 500,000 ft. 6/4 No. 2 Common and Better Beech.
 250,000 ft. 5/4 No. 2 Common and Better Beech.
 400,000 ft. 5/4 No. 3 Common Beech.
 100,000 ft. 6/4 No. 3 Common Beech.
 20,000 ft. 6/4 No. 1 Common Elm.
 20,000 ft. 6/4 No. 2 Common Elm.
 45,000 ft. 5/4 1st and 2nds Basswood.
 50,000 ft. 5/4 No. 1 Common Basswood.
 60,000 ft. 5/4 No. 2 Common Basswood.
 100,000 ft. 5/4 No. 3 Common Basswood.
 15,000 ft. 6/4 No. 1 Common Basswood.

Yours truly,
The Kneeland-Bigelow Company

HARD MAPLE		BEECH	
16/4 1s & 2s, 8" and up.....	124,800 ft.	6/4 No. 2 C. & B.....	35,000 ft.
16/4 No. 1 Com.....	34,700 ft.	6/4 No. 3 Com.....	68,000 ft.
16/4 No. 2 C. & B., 4 to 7" wide.....	9,000 ft.	5/4 No. 2 C. & B.....	409,000 ft.
12/4 1s & 2s, 8" and up.....	203,800 ft.	5/4 No. 3 Com.....	31,000 ft.
12/4 No. 1 Com.....	28,000 ft.	4/4 No. 1 C. & B.....	53,000 ft.
10/4 1s & 2s, 8" and up.....	183,200 ft.	4/4 No. 2 & 3 Com.....	359,000 ft.
8/4 1s & 2s, 8" and up.....	180,200 ft.	4/4 No. 8 Com.....	57,000 ft.
8/4 No. 1 Com., 8" and up.....	8,200 ft.	BASSWOOD	
8/4 heart culls.....	72,000 ft.	4/4 No. 2 C. & B.....	446,000 ft.
6/4 1s & 2s, 8" and up.....	288,000 ft.	4/4 No. 3 Com.....	30,000 ft.
5/4 1s & 2s, 8" and up.....	186,800 ft.	ELM	
5/4 Bird's Eye.....	920 ft.	4/4 Full cut.....	26,000 ft.
4/4 Bird's Eye.....	480 ft.	ASH	
4/4 White.....	97,500 ft.	4/4 Full cut.....	18,000 ft.
4/4 1s & 2s, 8" and up.....	650,000 ft.	CHERRY	
4/4 Heart culls.....	61,200 ft.	4/4 Full cut.....	1,000 ft.
4/4 Plank trim.....	37,000 ft.	OAK	
		4/4 Full cut.....	6,000 ft.
BIRCH			
5/4 No. 2 C. & B.....	6,200 ft.		
5/4 No. 3 Com.....	3,000 ft.		
4/4 No. 1 Com.....	52,000 ft.		
4/4 No. 2 C. & B.....	180,200 ft.		
4/4 No. 2 Com.....	28,000 ft.		
4/4 No. 3 Com.....	93,500 ft.		

W. D. Young & Company

800,000 ft. 4/4 No. 1 and No. 2 Common Hard Maple.
 250,000 ft. 5/4 No. 1 and No. 2 Common Hard Maple.
 40,000 ft. 5/4 No. 1 Common and Better Hard Maple.
 9,000 ft. 5/4x11 1/2" and wider 1st and 2ds Hard Maple.
 5,000 ft. 9/4x12" and wider 1st and 2ds Hard Maple.

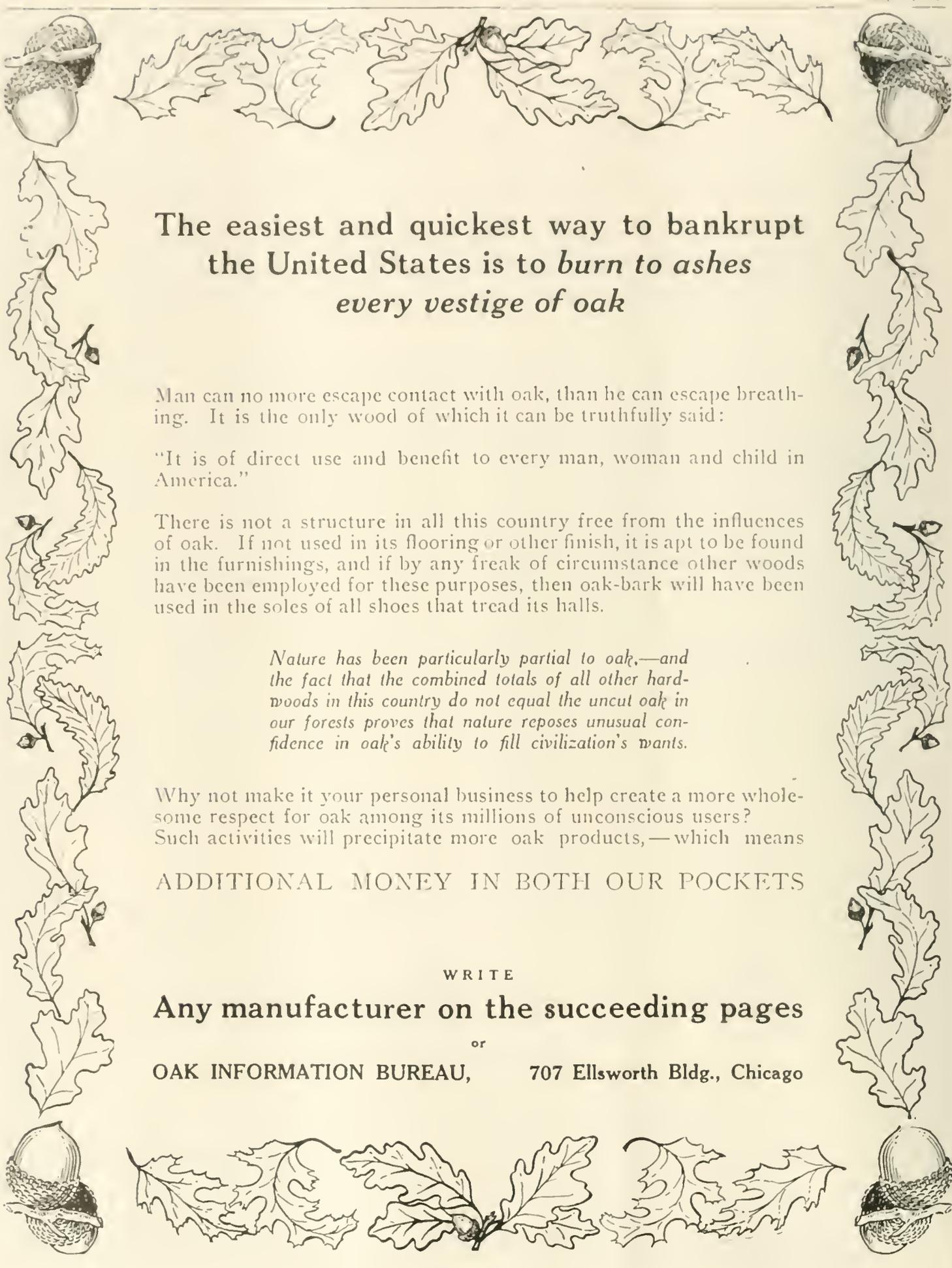
4,000 ft. 4/4 1st and 2nds Hard Maple.
 700 ft. 5/4 1st and 2nds Birds Eye Hard Maple.
 300,000 ft. 4/4, 5/4 and 6/4 No. 3 Common Hard Maple.
 150,000 ft. 4/4 No. 3 Common Birch.
 15,000 ft. 5/4 No. 3 Common and Better Balm.
 50,000 ft. 4/4 Wormy Pine Mill Culls for boxing.
 500,000 ft. 4/4 and 8/4 No. 2 and No. 3 Hemlock for boxing.

Ross & Wentworth

Let the following manufacturers know your needs:

KNEELAND-BIGELOW CO.
RICHARDSON LUMBER CO.

ROSS & WENTWORTH
W. D. YOUNG & CO.



The easiest and quickest way to bankrupt
the United States is to *burn to ashes*
every vestige of oak

Man can no more escape contact with oak, than he can escape breathing. It is the only wood of which it can be truthfully said:

"It is of direct use and benefit to every man, woman and child in America."

There is not a structure in all this country free from the influences of oak. If not used in its flooring or other finish, it is apt to be found in the furnishings, and if by any freak of circumstance other woods have been employed for these purposes, then oak-bark will have been used in the soles of all shoes that tread its halls.

Nature has been particularly partial to oak,—and the fact that the combined totals of all other hardwoods in this country do not equal the uncut oak in our forests proves that nature reposes unusual confidence in oak's ability to fill civilization's wants.

Why not make it your personal business to help create a more wholesome respect for oak among its millions of unconscious users? Such activities will precipitate more oak products,—which means

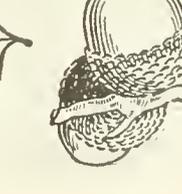
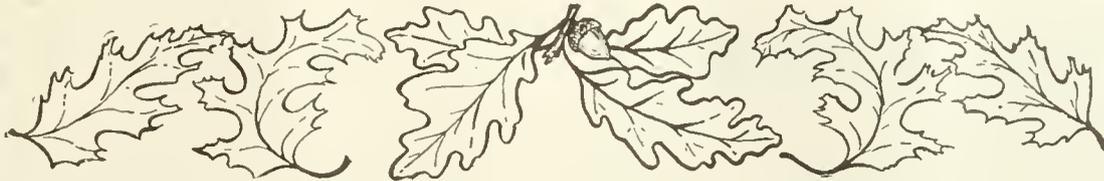
ADDITIONAL MONEY IN BOTH OUR POCKETS

WRITE

Any manufacturer on the succeeding pages

or

OAK INFORMATION BUREAU, 707 Ellsworth Bldg., Chicago



The following manufacturers have made a study of oak production. In sending them your requirements you will be insuring yourself the best in stock and service.

ALABAMA

H. H. Hitt Lumber Company, Decatur. (See page 33.)
Cromwell Hardwood Lumber Company, Montgomery.

ARKANSAS

Carnahan-Allport Lumber Company, Allport. (See page 6.)
Thane Lumber Company, Arkansas City.
Bliss-Cook Oak Company, Blissville. (See page 42.)
Paepcke Leicht Lbr. Co., Blytheville and Helena. (See page 43.)
Penrod-Jurden & McCowen, Brasfield and Helena. (See page 56.)
Crittenden Lumber Company, Crittenden.
Dermott Land & Lumber Company, Dermott.
Fee-Crayton Hardwood Lumber Co., Dermott.
J. H. Bonner & Sons, Heth, Ark.
Little Rock Lumber & Manufacturing Company, Little Rock. (See page 6.)
Miller Lumber Company, Marianna.
Sallie River Hardwood Company, Pine Bluff.
Geo. C. Brown & Co., Proctor. (See page 10.)
Mulrhead Lumber Company, Weldon.

ILLINOIS

H. B. Blanks Lumber Company, Cairo.
Thomas McFarland Lumber Company, Cairo.
Utley-Holloway Lumber Company, Great North-ern Bldg., Chicago.

INDIANA

S. Burkholder Lumber Co., Crawfordsville. (See page 47.)
F. M. Cutsinger, Evansville.
John A. Reitz & Sons, Evansville.
Bedna Young Lumber Company, Greensburg.
Chas. H. Barabny, Greencastle. (See page 36.)
J. V. Stinson, Huntingburg. (See page 56.)
Long-Kulzht Lumber Company, Indianapolis.
Coppes Bros. & Zook, Nappanee.
Wood-Mosaic Company, New Albany.
North Vernon Lumber Company, North Vernon.
C. & W. Kramer Company, Richmond.
Swain-Roach Lumber Company, Seymour.
Fullertoo-Powell Hardwood Lumber Company, South Bend.

Fort Wayne.

Hoffman Brothers Company. (See page 10.)
Perrine-Armstrong Company.

KENTUCKY

Arlington Lumber Company, Arlington.
Wright-Kitchen Lumber Company, Ashland.
Clearfield Lumber Company, Inc., Clearfield.
Day Lumber & Coal Company, Jackson.

Louisville.

W. P. Brown & Sons Lumber Company.
Churchill-Milton Lumber Company.
Kentucky-Indiana Hardwood Company.
Norman Lumber Company.

Lexington

Buskirk-Rutledge Lumber Company. (See page 38.)

Kentucky Lumber Company.
E. R. Spotswood & Sons. (See page 37.)
Turkey Foot Lumber Company, Inc.

LOUISIANA

The Ferd Brenner Lumber Company, Alexandria.
Boeuf River Ld. & Lbr. Company, Logtown.
The Hyde Lumber Company, Lake Providence.
Thistlethwaite Lumber Company, Ltd., Wash-ington.

MASSACHUSETTS

The Atlantic Lumber Company, Boston.

MICHIGAN

Thomas Forman Company, Detroit.
Alexander Bros., Belzoni.
Lamb-Fish Lumber Company, Charleston. (See page 45.)

MISSISSIPPI

Paepcke Leicht Lumber Company, Greenville. (See page 43.)
D. H. Hall Lumber Company, New Albany.
Tallabatchie Lumber Company, Philipp.
Carrier Lumber & Manufacturing Company, Sardis.

MISSOURI

Tschudy Lumber Company, Kansas City.
Galloway-Pease Company, Poplar Bluff.
Baker-Matthews Manufacturing Co., Sikeston. (See page 42.)
Garetson-Greason Lumber Company, St. Louis.
Thos. E. Powe Lumber Company, St. Louis.

NEW JERSEY

Hadentine Lumber Company, Camden.

NORTH CAROLINA

Asheville Lumber Company, Asheville.
Carr Lumber Company, Pisgah Forest.

OHIO

Yellow Poplar Lumber Company, Coal Grove.
W. M. Ritter Lumber Company, Columbus.
Barr-Holaday Lumber Company, Greenfield.
Cincinnati.

Hay Lumber Company.
Mowbray & Robinson Company. (See page 4.)
Bayou Land & Lumber Company.
C. Crane & Co. (See page 40.)
The John Dulweber Company.
The New River Lumber Company.

PENNSYLVANIA

J. M. Murdock & Co., Johnstown.
Aberdeen Lumber Company, Pittsburgh.
Babcock Lumber Company, Pittsburgh.

TENNESSEE

J. M. Card Lumber Company, Chattanooga.
Bedna Young Lumber Company, Jackson.
Kimball & Kopecke, Knoxville.
J. M. Logan Lumber Company, Knoxville.
Vestal Lumber & Manufacturing Co., Knoxville. (See page 6.)
Farris Hardwood Lumber Company, Nashville.
John B. Ransom & Co., Nashville.
Little River Lumber Company, Townsend.

Memphis

Anderson-Tully Company. (See page 6.)
R. J. Darnell, Inc.
May Bros.
Memphis Band Mill Company.
Nickey & Sons Company, Inc.
Paepcke Leicht Lumber Company. (See page 43.)
Penrod-Jurden & McCowen. (See page 56.)
Russe & Burgess, Inc.
E. Sondheimer Company.
VandenBoom-Stinson Lumber Company.
Welsh Lumber Company.
J. W. Wheeler & Co.

VIRGINIA

U. S. Spruce Lumber Company, Marion.
Botce Lumber Company, Inc., Richmond.

WEST VIRGINIA

Lewis Lumber Company, Albright.
The McClellan-West Lumber Company, Bluefield.
West Virginia Timber Company, Charleston.
Pardee & Curtin Lumber Company, Clarksburg.
Maryland Lumber Company, Denmar.
C. L. Ritter Lumber Company, Huntington.
Rockcastle Lumber Company, Huntington.
Kenova Saw Mill Company, Kenova.
Clay Lumber Company, Middle Fork.
The Parkersburg Mill Company, Parkersburg.
The Meadow River Lumber Company, Rainelle.
Warn Lumber Corporation, Raywood.
American Colum & Lumber Co., St. Albans.

WISCONSIN

G. W. Jones Lumber Company, Appleton.

The durability, strength, standing ability and beauty of oak are proof against all comers for all time. It is more firmly entrenched today than ever before.





The veneer sawmills that have enabled us to maintain our reputation for



Honest Inspection
Intelligent Selection



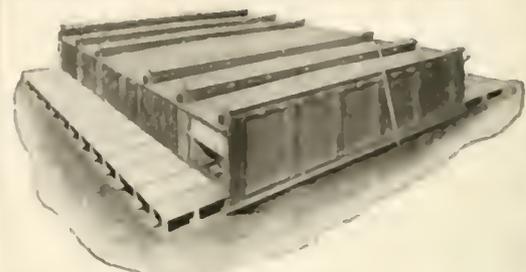
Pat. Off. Reg. U. S. Specialty Quartered White Oak Veneers Pat. Off.

ESTABLISHED 1867 INCORPORATED 1904
Hoffman Bros. Company, Fort Wayne, Ind.

Morton Humidity System

Progressive Kilns Compartment Kilns

Pocket Kilns



We build kilns to suit every requirement in the lumber industry. Lumber properly kiln dried sells quicker and brings a better price. The Morton Kiln Produces Quality Lumber

Write for our 3 Complete Catalogs and Specialty Folder 60-0
MORTON DRY KILN CO., 351-357 W. 59th St., Chicago, Ill.



Table of Contents



COVER PICTURE: A Horse Chestnut Tree in Washington, D. C.
REVIEW AND OUTLOOK:

General Market Conditions.....	11
The Cover Picture.....	11
O. O. Agler.....	12
Victory for Oak.....	12
The Lumber Business Taught for Five Dollars.....	12
Another Step Ahead.....	13
"Repented and Went".....	13
The Value of Maps.....	13
Chicago's Hopes Realized.....	13

SPECIAL ARTICLES:

Oliver O. Agler.....	19
The Lumbermen's Round Table.....	20
Fulfillment of Long Existing Desire.....	21
Pertinent Legal Findings.....	22
Interesting Traffic Developments.....	23
Chicago Lumbermen's New Home.....	24-25

CLUBS AND ASSOCIATIONS:

Quarterly Meeting of Northern Association.....	14-17
Michigan Manufacturers' Quarterly.....	17-18
Traffic Conference Date Set.....	18
Miscellaneous.....	26-28

THE MAIL BAG.....

.....	26
-------	----

WITH THE TRADE.....

.....	28-29
-------	-------

PERTINENT INFORMATION.....

.....	29-31
-------	-------

HARDWOOD NEWS.....

.....	31-40
-------	-------

HARDWOOD MARKET.....

.....	40-44
-------	-------

CLASSIFIED ADVERTISEMENTS.....

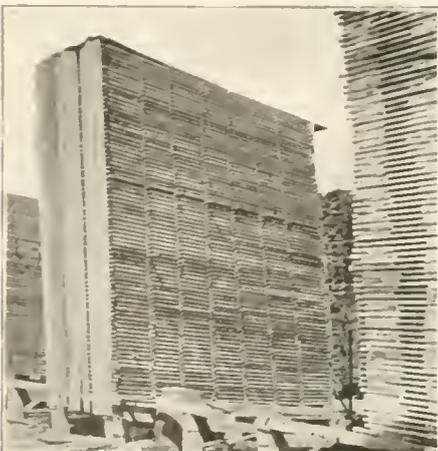
.....	47
-------	----

SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, \$2.00 the year; in foreign countries, \$1.00 extra postage. In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option. Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given. Both display and classified advertising rates furnished upon application. Advertising copy must be received five days in advance of publication date. Entered as second-class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.

We manufacture our own stock. Will quote low prices on the following items:

- | | |
|----------------------------------|-------------------------------------|
| 1 car 1 1/4" 1st and 2nd Poplar | 1 car 2" 1st. and 2nd Plain Red Oak |
| 5 cars 2 1/4" 1st and 2nd Poplar | 10 cars 1" No. 1 Com. Plain Red Oak |
| 3 cars 1" Saps, Poplar | 3 cars 2" No. 1 Com. Plain Red Oak |
| 1 car 1 1/4" Saps, Poplar | 10 cars 1" No. 2 Com. Plain Red Oak |
| 2 cars 1 1/4" Saps, Poplar | 3 cars 2" No. 2 Com. Plain Red Oak |
| 1 car 2" Saps, Poplar | |
| 15 cars 1" No. 1 Com. Poplar | |
| 5 cars 2 1/4" No. 1 Com. Poplar | |
| 3 cars 1" No. 1 Com. Red Gum | |

Faust Bros. Lumber Co.
JACKSON, MISS.



GUM BOX BOARDS

THE care which any lumber receives or does not receive on the mill yard is reflected in its condition when it reaches your factory. In no case is this more true than with gum box boards.

The photograph shows our exacting care of this stock—the most careful piling possible, protecting boards on front and rear of all piles and a perfect alignment of foundations. This is done because we want you to be pleased with our lumber—not just because we like to do it.

Just bear this photograph in mind when you need box boards. It won't cost anything to let us quote you and we can prove you will get perfect stock.

GEORGE C. BROWN & CO., Proctor, Arkansas



Hardwood Record

Copyright, THE HARDWOOD COMPANY, 1915

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Edgar H. Defebaugh, President
Edwin W. Meeker, Managing Editor
Hu Maxwell, Technical Editor

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO
Telephones: Harrison 8086-8087-8088



LIGHT
NEW Y
BOTANI
CARD

Vol. XL

CHICAGO, MAY 10, 1915.

No. 2



Review and Outlook



General Market Conditions

WITH REPORTS IN FROM THE NORTH as to hardwood production since the beginning of the year, it is seen that there has been a sufficient decrease in cut during that period to make the situation in the North appear much stronger. In the South also come reports of continued decrease in cut and on the whole the result has been maintenance of hardwood stocks at a point which, while not exactly in conformity with present demand, gives the millman a fair opportunity for realizing proper prices for his lumber.

There were a number of concerns in the South who resumed operations after the first curtailment, but in a good many cases this was simply for the purpose of working up log surpluses that had to be manufactured in order to prevent their complete deterioration. With the completion of these cuts, shutting down has again followed in quite a number of cases.

During the same period the reports of sales of larger volume and for shipment during longer periods have become more insistent. In fact, this development has become general enough to partially typify the condition of trade. The trouble is that it is still very spotty both as to the location of such orders and as to continuity, and the trade in general is at a loss to determine the degree of stability which it might signify. However, it has had a certain effect in the way of strengthening the price situation.

This is the more hopeful aspect of the situation, but on the other hand, it is very easy to find those who do not see any improvement worth mentioning either in volume of movements or in prices received.

There is a substantial basis for the statement that export shipments have become considerably better in the past few weeks; in fact, at one eastern port recently-compiled figures show an increase over the same period as noted for 1914. It is said that freight rates in the southern ports have decreased somewhat, but it hardly seems probable that this is a movement of any permanence as there does not appear to be any logical reason for such action on the part of the steamship companies.

A feature that offers genuine encouragement is the really good tone that seems to prevail in the building business at practically all points. Actual increases over last year are reported from several important cities, and in most cases, while there is not actually an increase, the situation is much more favorable than had been anticipated in view of present circumstances. Chicago and its developments have a great deal of effect on numerous shipping sections, and in no line is this more generally felt than in shipments of lumber. The complete tie-up of building operations in Chicago, due to the strikes, has been a serious retardant to the shipping of lumber

from northern and southern points. However, there seems to be a possibility of something developing in the near future that will make possible the resumption of building operations before the spring season is past.

A notable feature of the market is the actual scarcity of thick stock in various woods, principally in oak. This is going at a premium where it can be found in dry condition, and the probabilities are that this demand will continue.

For the most part the yard trade is showing a slightly accelerated disposition toward purchases on account of building demands, while the good news comes that the railroads have made important purchases of various materials in the last few months and in some cases are giving out word that they will be in shape to place big orders in addition in the near future.

It is, of course, useless to attempt to fool oneself regarding condition of business, but it does actually seem to be an almost unanimous belief that there has been a slight improvement in the last few weeks in buying from all quarters. This includes yards, factories, railroads and other important consuming interests. It is ordinarily argued that with the early advent of what is usually the summer dullness, any improvement will not be of a permanent character. However, it is foolish to attempt to forecast developments these days as there is an entire likelihood that if the improvement is of sufficient moment to actually make itself felt now, it will continue right through the summer, upsetting traditions of the past. There is no definite reason for saying that it actually will, but it is not impossible as all figuring these days is a problematical proposition and it is just as likely to take this turn as not.

The Cover Picture

AT THE PRESENT TIME Constantinople is somewhat prominently in the eye of the public, because it is one of the storm centers of the present war. The cover picture which illustrates this issue of HARDWOOD RECORD may not suggest Constantinople to the casual reader, yet it will do so to those who are acquainted with the history of the horse chestnut tree. It reached civilized countries by way of Constantinople. Its native home was in Asia, east of the Hellespont and Dardanelles, though some say it was also native in northern Greece. Soon after the Turks took Constantinople, some four hundred years ago, commercial intercourse sprang up between that city and southern Europe, and among the trees carried to the west at that time was the horse chestnut. It is worthy of note that the English walnut reached Europe by nearly the same route almost two thousand years earlier.

The horse chestnut is a chestnut in name only. It is buckeye, closely related botanically to the buckeyes which are natives of

MAY 17 1915

America. The nuts are large and numerous, but they are bitter and no animal will eat them unless forced by hunger. The tradition that they were formerly fed to horses is probably not founded on fact. The name horse chestnut is a translation of the Latin name *hippocastaneus*, and that name is composed of two Greek words, *hippos* (horse) and *kastanos* (chestnut).

It is not necessary, however, to go into many details concerning the description of the tree and the origin of the name, for nearly everybody in this country knows the horse chestnut tree by sight. It was introduced into this country about one hundred and fifty years ago, and the first tree planted in the United States is said to be still standing at Yonkers, N. Y. Since then it has been widely planted in nearly all parts of this country. It is valuable only as an ornament; at least, it has not been put to any other particular use in this country. The nuts are occasionally ground into flour and made into paste for book binders, but the quantity so used is insignificant. The wood is much like that of the American buckeyes, and doubtless could be substituted for it. If so, it will make good paper pulp, may be worked into many kinds of woodenware, might serve for artificial limbs, and would take the place of sap poplar for many purposes.

The tree grows rapidly and the trunk is usually more shapely than that of the buckeye grown under similar conditions. It is popular as a shade tree along streets and as an ornament in parks. The leaves are large, grow in dense clusters, and in early summer they are of a rich, lustrous green, but late in summer they become dingy and ragged, and are far from ornamental. The falling of the heavy flowers is also objectionable, because the ground beneath the trees becomes littered with a decaying mass. The glory of the bloom when at its best, and the richness of the foliage, compensate for some of the disagreeable habits of the trees at other times.

The tree shown in the front page illustration stands in Lafayette Park, Washington, D. C.

Oliver O. Agler

IN THIS DAY of tremendous, overwhelming commercial advancement it is a fact, however painful the admission might be, that those men whose records show them to be the most successful in the accumulation of wealth are generally credited with having secured that success at least partially by the use of methods that did not take properly into account the feelings and the interests of others. It has been contended that any large accumulation of wealth has hardly been possible under the present commercial era, without practices which while accepted as ethical in business, would hardly be accepted as strictly in accord with a full measure of honesty in personal and private life.

Therefore, when the record, the characteristics and the reputation of any business leader indicate that he at least has secured his advancement without recourse to any measures that did not take into consideration the full rights of others, that man can be justly looked upon as a moral asset of the commercial structure as a whole. When business loses such an advocate of moral ethics rather than mere business ethics, it has suffered a genuine loss which is more genuinely irreparable than is a mere monetary disaster.

In the death of Oliver O. Agler the lumber trade, especially the hardwood trade, has lost just such an asset. Fortunately, Mr. Agler's prominent position in the trade gave him an extended acquaintance at all points where the hardwood industry plays a prominent part. Hence, the value of his life and of his example will not have been lost with his death. His living has been a silent sermon on right methods, not entirely from an administrative standpoint, but from

a moral standpoint also. His memory should be a perpetual reminder of that sermon.

Victory for Oak

OAK MANUFACTURERS HAVE LONG FOUGHT a relatively unsuccessful fight against the encroachment of Japanese and Siberian oak in western markets. The ruling of those having in charge the levying of import duties has made possible the importation of oak from these countries that has been a tremendous factor operating against legitimate trade in American oak on the Pacific coast, particularly in the manufacture of flooring.

There has been a keen effort to effect a change in this ruling under which there would be levied a fifteen per cent import duty on the finished flooring, and the arguments presented by American manufacturers have seemingly carried sufficient weight, for they have demonstrated beyond reasonable doubt that the policy of admitting finished product free was directly in contradiction of the actual legal phases of the condition.

In short, the tariff regulation provided for an import duty of fifteen per cent on such products, and previous classification shows a misinterpretation of the classification of oak flooring. The result has been that flooring of foreign manufacture has entered into competition with the American product on the basis of low ocean freight rates in a way that has practically prohibited the shipment of American stock from the mid-western states to the coast.

A decision has recently been handed down under which the import duty of fifteen per cent is distinctly prescribed, which ruling is a momentous victory for legitimate interests in this country. Its details are more specifically outlined in another part of this issue, but the details are not so important as the fact of these efforts having actually borne fruit.

Just what it means is most fully appreciated by those whose money has been tied up in the production of oak flooring, and they can feel, with this victory behind them, that one of the greatest menaces to their industry has been at least partially taken care of.

An association is merely an organization which gives the individual member an opportunity for development in the successful field of coöperation. It is a school for grownups, and the same conditions prevail as those which were in existence in the kindergarten.

It cannot but be recognized that the foundation for the success of the world in general is based upon God and goodness. The atheist cannot deny that the very name in itself, regardless of his belief, makes for the possibilities of life, liberty and success.

Our churches, associations, etc., are merely the framework that affords the opportunity for the individual development. The buildings, the men—the words of men, if idly spoken are of no real benefit; the benefit comes from instilling in the minds of men that spirit of coöperation which is so essential as applied to the development of beneficial results.

HERMAN H. HETTLER.

The Lumber Business Taught for Five Dollars

THE ABOVE CAPTION is not intended in any way to convey a sarcastically expressed opinion of a plan recently announced by the University of Wisconsin, whereunder, for a fee of five dollars, it will give a correspondence course in lumbering to those who are willing to make the necessary expenditure. The practical man may pool-pool the idea and might feel that it is purely theoretical and has no real practical value. He might be right or he might be wrong in this opinion. If the plan is designed to give anyone a thorough working knowledge of the use of lumber, he is right. If it is designed simply to provide a basic structure whereon a man of average intelligence can build a superstructure of practical experience, he is wrong.

No one will deny that there is ample room for a more closely analyzed and systematically compiled knowledge of the uses of lumber. The chief drawback to the production and the consumption of the products of the forest in the past has been that practical knowledge has been given too much precedence over scientific knowledge. It is true that the scientist very frequently will theorize, but on the other hand, it has been demonstrated in practically every professional walk of life that technical training forms the very best foundation for the intelligent absorption of practical experience. There is no logical reason why the same rule cannot hold in this case, and it would seem that the plan as instituted by the University of Wisconsin,

wherein wood structure, the physical properties of wood, standard grades and sizes, proper seasoning and preservation, paints and stains, prevailing prices, cost of wood construction, specific uses and selection of material, etc., will be considered, would give valuable suggestions not only to the young man starting in, but the old-timer who thinks he has learned about all there is to know, but still is sufficiently frank with himself to admit that there might possibly be one or two things that he hasn't yet learned. At least, the fee is modest enough to make it a reasonable investment for anybody sufficiently interested.

Another Step Ahead

IN THE ESTABLISHMENT OF A BUREAU for the exchange of waste, the Forest Service has taken long strides in the direction of the ultimate consumption of our forest resources to the final point of economical possibilities. In another part of this issue details of this plan are sketched in a more complete story of just what the movement means.

The question of the saving of waste is always contingent upon the location of the proper market for specified dimensions and forms. It is all very well for the conservationist to deery the loss in cutting up valuable material of whatever kind it might be, but the average business man is much too busy with his other problems to take the time to locate some remote industry which might possibly use for major manufacture the material that he has left over.

If he has the time, the chances are that the thought has not been presented to him in the proper light, or at least that he has not realized the possibilities.

With a central agency of this kind working in the direction in which this bureau seems to be aiming, there cannot but follow a vast amount of good to the wood consuming trades in almost every capacity. The service has representatives in its various investigations and field work constantly on the lookout for openings for just such products as come from the machines of one factory and for possible use in divergent lines perhaps in some district altogether remote.

It has heretofore been extremely difficult to bring these two factors together, but the arrangement of a common-sense working plan of this kind will mean that a great many people will make dollars grow hereafter out of what has formerly been a question of dollars with a minus sign before them.

Of course the plan is very largely dependent for success upon the co-operation and consideration it gets from the producer and possible consumers of specialized raw material. If those in position to sell waste and those in position to profitably buy the surplus of others, do not embrace this opportunity, it simply indicates that they have no proper realization of modern efficiency. We in America have excused ourselves too long on the plea that we cannot afford intensive conservation. In the main, however, or at least in a large measure this has been but an excuse to cover up lack of desire to use the proper mental effort to solve the problem. With the means of doing so provided, there should be an immense amount of lumber utilized in refined dimensions which heretofore has been marketed as firewood or simply dumped into the hog and taken to the burners.

"Repented and Went"

SOME TIME AGO HARDWOOD RECORD took occasion to criticize, in a respectful way, the red tape rule in the United States navy regulations which prevented colliers about to return empty from the Philippines from bringing with them cargoes of hemp and other perishable merchandise which was in danger of rotting on the Manila wharfs for want of vessels to carry them to market. It was pointed out that a regulation like that, in a time of emergency like the present, should be disregarded in the interest of public welfare; particularly so, since the observation of such a regulation could not possibly result in good for anybody.

It is with feelings of satisfaction, and with a desire to commend, that the announcement can now be made that HARDWOOD RECORD'S well-meant advice is being followed. The navy collier *Proteus*, with 3,000 bales of hemp, has since sailed from Manila for Boston, according to information contained in a recent consular report.

The Value of Maps

THE UNITED STATES GEOLOGICAL SURVEY distributes 1,500 maps daily. They reach every part of the country and all classes of people, and are so extensively used that their value for business and educational purposes can scarcely be overestimated. They have come to be a common text in many schools, particularly in the teaching of local geography; because in many instances they enter into minor details concerning features of landscapes that lie in the immediate vicinity, so that pupils can walk-out of the school houses upon the very ground delineated upon the maps and can study the means used by map makers to show natural and artificial features of land and water. This suffices to introduce the pupil in a natural way to the study of geography as a science.

The business man finds the study of such maps no less profitable. They are usually drawn upon a scale of one, two, three or four miles to the inch, and are printed in three or four colors and show in minute detail not only the topography of the areas mapped, but also the railways, highways, paths, towns, and in many instances even the farm houses. Contour lines show the elevation above the sea of every point on the map. By this means the height of every hill, and the depth of every valley or other depression, is easily calculated.

The value of such maps to lumbermen is great, particularly in preliminary examination of tracts of land. Of course, if a man decides to lumber a large tract he will want to make special surveys to meet his own particular needs; but in preliminary work the maps supplied by the United States Geological Survey are of the greatest value. For instance, if a man is in the market for timberland and is offered a dozen boundaries lying, perhaps, in as many states, and has not yet personally examined any of them, a study of the detail maps covering the different tracts will give so much information regarding the lay of the land that he may be able to dismiss half of the propositions without going to look the land over. He can determine from the maps that the topography is not suited to his method of logging. Time and expense are saved by eliminating at the start what he is certain will not suit him.

Less than half of the area of the United States has thus far been covered by these detail maps, or 1,200,000 square miles. It is the purpose to cover the whole country, ultimately. Thus far, most attention has been given to regions where development is in progress in preference to areas without known mineral or timber resources, and to regions where farming and manufacturing are of great value. The maps are all quadrilateral in form, their boundaries being parallels of latitude, in degrees and minutes, and corresponding lines of longitude. The finished maps thus fit perfectly, edge to edge, and by pasting the various sections on a large sheet, a map of an extensive region is completed. It is said that these maps are being put to practical use by more than one hundred professions, trades, and callings.

The Geological Survey has been continuously engaged in making these maps since 1879. Actual surveys and measurements are made of every stream, road, hill, path, mountain, and other natural and artificial features of the landscape. Every acre of ground is examined and measured before it is mapped.

Chicago's Hopes Realized

FOR YEARS THE WORKERS in the Chicago lumber trade have been bending their efforts toward what has finally been accomplished, the construction of a building devoted mainly to the housing of lumber interests both through the individual offices and as represented by the quarters of the local association.

With the informal opening of the Lumber Exchange building, a beautiful new structure on the southeast corner of Madison and La Salle streets, the plans of those who have been hoping and laboring toward this end have been completely realized in a manner that is possibly beyond their original expectation.

Just what this centralized plan means for Chicago is hard to conceive at present, but it goes without saying it will do a great deal toward bringing the different elements in the Chicago trade more closely together, and also will mean for Chicago a greater prestige in outside territories. Those who are responsible for this splendid accomplishment are indeed to be warmly congratulated. (See pages 24-25.)



R. B. GOODMAN, GOODMAN, WIS.,
PRESIDENT



O. T. SWAN, OSHKOSH, WIS., SECRETARY



E. J. YOUNG, MADISON, WIS., ONE OF THE
HOSTS

❁ Meeting of Northern Manufacturers ❁

Tuesday and Wednesday, April 27-28, were chosen for the dates of the regular quarterly meeting of the Northern Hemlock and Hardwood Manufacturers' Association. The sessions were held at the New Park hotel, Madison, Wis., in order that the members of the association might be given an opportunity of visiting the Forest Products Laboratory which is maintained at Madison by the Forest Service. The meetings are ordinarily held at Milwaukee or at various summer resorts in Wisconsin and upper Michigan lake points.

The report of Treasurer Foster showed the funds of the association to be in excellent shape.

Secretary's Report

O. T. Swan, newly appointed secretary, delivered a detailed report of his plans and hopes, which follows in summarized form:

The association consists of eighty lumber manufacturers, cutting yearly from 700,000,000 to 900,000,000 feet. It has won a national standing through its activities. The headquarters of the association were moved from Wausau to Oshkosh, Wis. Several non member manufacturers have indicated their intention of joining the association in the near future.

There are certain classes of mills, exclusively manufacturers, which do not feel able to take full membership in the association. There is another group whose interest so far as advertising and certain other features are concerned are identical with those of our members. This situation indicates that it ought to be possible to strengthen the association by providing for different classes of membership or affiliations; by a plan providing for subscriptions not to membership, but to distinct classes of association service, the idea being to combine certain features of the method used by the Southern Pine Association and the Wood Preservers' Association.

If this change of plan is carried out, it should be followed by a vigorous membership campaign.

OTHER SUGGESTIONS

The weekly sales bulletin should carry reports on 10,000,000 feet or more weekly. The statistical bureau has plans to increase the number and scope of these reports. Some firms are keeping an index to the weekly sales reports. If this is of value, the association should provide such an index for all members. Other firms have requested that a tabulation of sales reports for a certain period should also be presented curiously in the bulletin. Both of these suggestions will be complied with if they can be worked out in proper form for bulletin publication. The bulletin should carry a column headed "Association Activities" in which news items submitted by different firms relating to their operations should appear.

The bureau of statistics has recently inaugurated two additional projects, one to cover a lumber production cost study. The bureau of advertising has completed contracts for its current funds. The new birch samples are the most attractive which have been used by the association up to this time.

Perhaps the greatest immediate need of the association is for expert advice on freight rate matters and for the services of a rate man who

shall devote his entire thought to your interests in this connection. I have yet to learn of a manufacturers' association which has established a traffic bureau which did not feel that the results were satisfactory.

GRADES AND STANDARDS

The bureau of grades is giving attention not only to inspection matters, but to certain broader grade matters which may assume importance later. For instance, a joint committee of the Furniture Manufacturers' Federation and the National Hardwood Lumber Association is conducting grade investigations, and the government is working on a plan to bring about more uniform grading and these proposals must be followed and checked by the practical men of the industry. Various engineering societies and other organizations are preparing specifications for standard manuals including specifications for wood. Our association should keep in touch with what is being done along that line. It should also be prepared to make special reports on such matters as the feasibility, cost, and return of erecting pole creosoting plants, lumber kyanizing plants, etc.

A bureau to give special attention to shingles, lath, and by products was recommended. Such a bureau could also handle any other matter not at present of standard practice which may be designed to give a higher return on the timber; for example, under certain conditions it would consider such subjects as the creosoting of poles and fence posts, the treatment of lumber to make it more serviceable for any purpose, and similar matters. If this association provides for a traffic bureau, and energetic advertising campaign it will be in shape to proceed with increased momentum. To make the work fully effective it will be desirable to secure the cooperation in one or another of each important manufacturer, wholesaler and retailer in Wisconsin, Michigan and bordering states.

PLANS FOR THE FUTURE

Following the organization of this work at the new headquarters in Oshkosh, I shall hold meetings with the chairmen of each of the different bureaus in order that there may be a complete understanding upon the several lines of work and the procedure to be observed. Following this I hope, in the company of one or the other of our inspectors, to visit each of the mills. After having thus become familiar with local problems the secretary's office, as established at Oshkosh, will be in a position to be of greater assistance to you than ever before.

I shall not attempt to make a forecast of trade conditions during the next few months, but shall simply point out a few factors which we can view with some pleasure. The exports of the United States during the past eight months have exceeded those for entire twelve months of any previous year. An increasing export trade is a business stimulus. These exports reflect to no small extent, increasing prosperity for the agricultural regions of this country which form your principal market. The buying capacity of the farming communities is increasing rapidly. The gross earnings of the railroads are showing improvement and some of the larger lines have placed orders for new equipment larger than in several years past.

Exports of southern yellow pine in the past year have fallen off 500,000,000 or 600,000,000 feet, resulting in forcing large quantities of pine into northern markets. European markets are becoming empty of American lumber, and with the close of the war the demand for our lumber will be very large.

Statistics and Accounts

Under the above heading J. W. Kaye of Westboro, Wis., discussed in a very able paper a question that is vital to manufacturers and one which led to considerable discussion. Among other things the report gave a number of recommendations for changes in the methods of gathering information on these subjects, which recommendations follow:

1. These statistics are now being gathered directly through the secretary's office and it is recommended that this practice be continued, but that all of the forms now used be submitted to this bureau for revision.

2. That the secretary furnish this bureau with the names of members who fail to report sales for any four consecutive numbers of the *Bulletin* so that we can endeavor to impress upon them through the member of the bureau nearest to the delinquent member the necessity of making these reports.

3. In view of the fact that the members of this bureau are widely separated, I will apportion to each member of the bureau a list of members in his territory, thus forming five groups, with the idea that each member of this bureau will keep in touch with the members in his group, calling them together for special meetings to consider matters of accounting, etc., if thought advisable.

4. As there has always existed a feeling of uncertainty on the part of some of the members as to whether all members fully understand the kind of shipments, by rail and water, which must be reported as required by the constitution (stocks used in the members' own flooring plants being excepted), it is suggested that the quarterly report of "cut and shipments" be made more specific and that these reports be carefully reviewed by this bureau by districts, so that we will be in a position first to assure the directors that all members are reporting and paying dues on an equal basis, and, second, to correct any misunderstandings as to the shipments subject to dues.

5. That this bureau send a circular letter to each member, with blanks to be filled out in June and December by their traveling salesmen, giving their best judgment as to the amount of stock held by each retailer and each manufacturing consumer, these reports to cover all territory in which Wisconsin and upper Michigan lumber is sold and to be sent to the secretary's office and compiled by him, and the entire transaction to be considered strictly confidential. The reports are to be by towns instead of individual dealers. In the assembling of these figures by the secretary the statistics are to be given out by states only, and no member of the association is to have access to the actual reports.

6. In like manner it is proposed to have a semi-annual report of wages paid by members to workmen, these reports not to have the names of the individual companies, but to be averaged for each of the five districts above mentioned.

7. It is recommended that this bureau shall collect annually the following statistical information as to manufacture and cost from each member of this association:

CONFIDENTIAL COST REPORT

1. Name of firm.
2. Annual capacity of mill.
3. Amount of standing timber owned (estimated feet board measure).
4. Scale of stumpage charges used.
5. Fixed capital in manufacturing plant and main line on railroad.
6. Average total amount of fixed and working capital used in the manufacture of lumber, excluding timber.
7. Amount of each kind of lumber produced for the preceding fiscal year.
8. And the following cost items in the form of report from each member:

Carrying Charges on Timber. Instead of each member reporting his actual taxes and his actual interest paid in carrying his timber, it is proposed that after these reports are received from all members, it will be possible to determine the average amount of timber held by the members of the association. This average amount of timber, in feet—board measure—divided by the average annual cut, will give the average number of years that the members have to operate. It will be supposed that a fair charge to lumber consists of 4 per cent interest, 1 per cent taxes and 1 per cent carrying charge, making 6 per cent on the total amount of timber. This per cent multiplied by the average number of years will give the percentage of the carrying charges to the annual stumpage cut—for instance, if the average is eight years the annual carrying charge would be 48 per cent of the average stumpage price.

Total cost of Logging, including all expense from stump to f. o. b. cars main line; all maintenance and repairs for logging equipment, roads and spurs.

Freight on Logs to Mill. This includes the main line railroad operation owned by the member as well as the actual freight paid common carrier.

Total Cost of Logs at Mill. This is the average cost of the company's own logs, including stumpage and purchased logs.

Merchantable Lumber Cost of Logs.

Cull Lumber Cost of Logs.

If the merchantable lumber overruns the log scale the merchantable cost is proportionately less than the log cost and there is no charge for the cull lumber cost. If the merchantable lumber scale underruns the log scale the merchantable cost is the same as the log cost and the cull lumber cost is the underrun percentage of the log cost.

Cost of Manufacturing Lumber. This includes all expenses from cars at mill to lumber in pile, including physical depreciation, maintenance and repairs.

Shipping. Including all maintenance and expenses from lumber in pile to lumber on cars.

Sales Expense. Including sales office, salesmen, commissions and advertising.

General Expense. Including officers' salaries, insurance, taxes on mill property and all extraordinary expenses.

Interest. This item will be computed at 6 per cent on the average fixed and working capital reported by the members divided by the number of thousand feet produced. If this average is \$15 per thousand of annual cut the interest cost a thousand would be 90 cents.

Amortization. This item will be determined from the general averages for standing timber as compared with mill property, on the assumption that when the timber is gone the mill property will be of no value. This charge will be determined by the bureau from the general averages of the reports.

Discounts and Deductions. This item includes the amount of discounts for prompt payment; deductions on account of complaints and actual losses sustained during the year.

All of the above items of cost are to be figured a thousand feet on total year's cut—merchantable and cull.

Realization. As nearly as can be determined by actual sales and inventory by grades with proper allowance made for the amount of lower grades developing in the higher grade piles, each member should report the percentage of Nos. 1, 2 and 3 hemlock or the percentages of merchantable and No. 3, and the proportion of FAS and Nos. 1, 2 and 3 for each kind of hardwood, and the average price obtained for merchantable and cull in each wood.

Each member's report, as above, will—if he desires—be considered confidential and each member reporting as above will receive from this bureau a carefully compiled differential cost sheet using standard figures for stumpage, carrying charges, interest and amortization of plant showing his actual cost for each kind of wood in merchantable and cull carried out with this standard.

The only shape in which any of these reports will be presented to the association will be without name or any numerical designation for individual reports.

9. In view of the fact that the chief source of expense to members of our association is connected with their logging operation, on which subject we have less definite information than almost any other, it is suggested that this bureau solicit some member of the association to prepare a paper for the annual meeting on the relation between logging specifications and manufacturing costs, and that Howard F. Weiss, of the Forest Products Laboratory, be invited to conduct experiments along this line at some of the mills of our association, and that if thought advisable the association be circularized to obtain the experience of the members on this question.

10. **Planing Mill Charges.** At some time during the year it is thought advisable that a discussion of planing mill charges be had with a view of making these charges uniform throughout the association.

11. **Standard Forms.** It is proposed that the chairman of this bureau shall keep a collection of standard forms of accounting that may, from time to time, be sent him by the members, with the idea that this collection may be loaned to any member, at any time, desiring to look through the forms for the purpose of making use of same in his accounting system.

The chair appointed as a committee on resolutions J. T. Phillips, A. L. Osborn and H. W. Moore.

Advertising

M. P. McCullough, chairman of the advertising committee, presided during the discussion on the question of association advertising.

The chief topic under this head was the question of broader publicity for birch. There seems to have been some little encroachment on the uses of this wood on the part of other woods that have entered into active competition with it. The situation birch manufacturers are facing has apparently come in for serious thought. A broader campaign, which will necessarily increase the assessment, in keeping with the importance of the course was recommended. George H. Champan substantiated Mr. McCullough's claims and spoke along the same lines.

In commenting on the possibilities in this direction, W. T. Christie expressed himself as believing the time has come for the inauguration of a campaign to educate the people to new uses for birch rather than simply covering the old fields as heretofore.

R. S. Kellogg, secretary of the National Lumber Manufacturers' Association, reviewed the rapid progress the National Lumber Manufacturers' Credit Corporation, publisher of the Blue Book, has made. He also told of the excellent success the Interinsurance Exchange has experienced, saying it started out with \$650,000 in risks but has since raised this amount to \$1,500,000. He said the exchange has written more business in the last two months than any other interinsurance concern has written in a year.

On the question of lumber publicity Mr. Kellogg expressed himself in no unmistakable terms, reviewing the present results obtained by manufacturers of competitive products, and outlined various ways

in which lumber manufacturers can institute a more comprehensive and intelligent campaign for wood.

Mr. Kellogg favored the idea of trade-marking lumber and recommended that the association give its sanction.

AFTERNOON SESSION

The meeting reconvened at 2:00 o'clock in the afternoon, A. L. Osborn occupying the chair. Mr. Osborn was appointed to preside at the discussion of "Transportation and Legislation." After a general discussion of this question he introduced Thomas L. Lyons, tax commissioner of Wisconsin, who is located at Madison. Mr. Lyons' paper covered the question of "Timber Assessments and Taxation." This is too able a paper to be summarized and will appear in more detailed form in the next issue of *HARDWOOD RECORD*.

On the question of competitive basis for rates H. H. Butts, of the Park Falls Lumber Company, Park Falls, Wis., presented the following suggestions:

Working on a list of the members of the association, using the locations of their different plants or points of shipment as proof, we have evolved the following conditions and present them at this meeting as reasons why the hemlock and hardwood competitive basis should be changed from Wausau, Wis., to Rhineland, Wis., on some more equitable basis.

About 60 per cent of the producers, members of the association, located in Wisconsin and Upper Michigan, pay rates of freight from $\frac{1}{2}$ to 3 cents higher per hundredweight from Wausau on Wisconsin consumption.

About the same loss is suffered by the same proportion of the members on shipments of hemlock and hardwood to points in Illinois, Indiana and the district otherwise known as Central Freight Association territory.

While about one-half of the members are on an equal footing with Wausau on shipments to points in Minnesota, the Dakotas, Missouri and Iowa, very little hemlock and hardwood in proportion with the amounts consumed in the districts mentioned above is sold in these states.

Some years ago, when a large quantity of Wisconsin timber was situated closer to Wausau, the present arrangement was highly satisfactory; but you are all aware that a majority of the mills and timber is now confined to the northern extremity of the state, and naturally the basis should be changed to correspond.

We cannot now see why any possible objection could be raised in opposition to this proposal, for while the members paying higher rates than Wausau will benefit to a considerable degree (stopping a leak of from 25 to 50 cents a thousand feet on practically all their sales), those members enjoying Wausau classification will add just so much more to their profits.

And because the available supply of timber has gradually receded from that market, or rather, center, is it not only natural to assume that a definite, and, to the majority, satisfactory change be made? The minority, in this instance, is constrained to represent the consumer, and he, of course, cannot but expect ultimately to pay an increase in price brought about by the change and directly caused by the survival of the northern forest over the central.

The individual views of all are earnestly solicited, and we firmly believe the "ayes" in favor of the change will be unanimous.

This matter was referred to the committee on transportation and legislation.

Joint Membership in National Association

Frank F. Fish, secretary of the National Hardwood Lumber Association, told of the efforts and endeavors of his organization in attempting to create a more understanding working basis between the sellers of hardwood lumber and the purchasers represented in the Furniture and Fixture Federation. He expressed himself as believing these two organizations will finally reach a definite working agreement that will be satisfactory to all. After reviewing the importance of the National Hardwood Lumber Association, Mr. Fish suggested a plan whereby the Northern Hemlock and Hardwood Manufacturers' Association members may join his organization as a body, minimizing the expense and giving full benefits to all.

C. A. Goodman, of Marquette, Wis., offered the following resolution along these lines, which was unanimously adopted:

WHEREAS, At the Milwaukee meeting the directors of this association approved the plan of membership in the National Hardwood Lumber Association, including the employment of Mr. Bell by that association as a national inspector, as reported by the bureau of grades, therefore, be it

RESOLVED, That full authority be given by the board of governors when the secretary puts said plan in operation, beginning May 1, 1915.

E. V. Babeock, president of the National Hardwood Lumber Association, expressed his appreciation of the action just taken.

M. J. Quinlan, chairman of the bureau of grades and market conditions, expressed himself as regretting that he could not present a more optimistic report. He said hemlock was facing a new set of conditions due to yellow pine competition and also competition from

Douglas fir, which has been opened up by the use of the Panama Canal.

Mr. Quinlan deplored the occasional tendency to ship inferior stock, saying it inhibited against the use of hemlock for all times, particularly by people who have to turn back shipments.

On the question of market conditions, C. A. Goodman outlined conditions surrounding the market for birch and M. J. Cox talked of the position of maple, oak and ash.

Mr. Quinlan suggested there is room for addition to the association membership through a change in the by laws, which would make possible membership on the part of those concerns whose production is less than half of the total amount of lumber handled.

Howard F. Weiss, director of the Forest Products Laboratory, extended an invitation to the visitors to inspect the various departments under his care and outlined the work that is being done.

President Goodman named his delegates to the National Lumber Manufacturers' Association at San Francisco, as follows: E. A. Hamer, Chassell, Mich.; George H. Chapman, Stanley, Wis.; J. S. Weidman, Jr., Trout Creek, Mich.; H. W. Moore, Fond du Lac, Wis.; George J. Farnsworth, Oconto, Wis.; W. B. Earle, Hermannville, Mich.; A. R. Owen, Owen, Wis.; M. J. Fox, Iron Mountain, Mich.; O. T. Swan, Oshkosh, Wis.; R. B. Goodman, Goodman, Wis.; W. C. Landon, Wausau, Wis.

W. A. Holt reported for the committee on camp welfare. He said the work was started too late in the season to actually accomplish very much during the present year, but said the plan of a camp missionary in such localities where there were enough camps for sufficient cause to justify the work would be an excellent plan.

J. T. Phillips reported for the resolutions committee as follows:

RESOLVED, That this association ought to undertake a special campaign on birch, and that the manufacturers of birch within and outside the association be circularized, advising them of the particulars of the proposed campaign and enclosing a subscription blank by which these manufacturers are requested to subscribe.

Adopted and referred to directors for action.

WHEREAS, We have learned with unfeigned regret of the death of O. O. Agler, who, originating as a lumberman in the midst of our membership, had won our friendship and esteem; be it

RESOLVED, That his passing means an irreparable loss to the lumber industry, and that we extend to his family and associates our sympathy in their great bereavement.

The resolution was unanimously adopted.

Adjournment followed.

A VISIT TO THE LABORATORY

A great many of the members remained over until Wednesday in order to inspect the work being done at the laboratory. In this instance, Howard F. Weiss acted as host and guide. The visitors left the hotel about 9:30 a. m., and after a ride to the attractive portions of the city reached the laboratory about 10:00 o'clock. They first gathered in one of the large rooms and there listened to Director Weiss, who told in detail of the purpose and accomplishments of the institution.

Mr. Weiss in his talk expressed himself as believing that with the increasing value of raw material for lumber, namely stumpage, by-products must be developed to a much more comprehensive extent so they will share in the cost of production which is now carried almost entirely by lumber.

The laboratory aims at the solving of just such problems and has culminated its researches in many problems of this character that have either been presented by lumbermen or suggested by some member of the working force, as an instance, in the problem of determining what scientific investigation would show as to the proper speed at which the log is fed to the saw in different kinds of wood and sizes of logs; also what should be the spacing of the teeth for certain purposes.

The laboratory has had under consideration of late the question of determining the cost of manufacturing California sugar pine in different sizes of logs and grades of lumber. For instance, it has been determined that the cost of sawing 8-inch logs is four times as much as 30 inch logs. The object of this is, of course, to show what kinds and sizes of logs may be manufactured at a profit and what must be left in the woods. Working out the problem of log sizes

as applied to yellow pine, it was determined that the inquiry of ten first-class yellow pine mills which was made resulted in the agreement that if they had logs only ten inches and up in size, the f. o. b. mill value of the product would be increased \$5 a thousand feet.

Other investigations that were discussed by Mr. Weiss are the physical utilization of waste, the chemical utilization of waste, both from the woods and from the mill, the manufacture of paper and

other products from wood refuse, fire hazard involving the securing of data for architects and contractors to show whether or not hardwood flooring laid on concrete is inflammable, and also the question of fire retardant investigation of shingles.

After Mr. Weiss' talk the party was split up into small groups, each being under the guidance of some member of the staff, and all of them inspected the various departments.

✻ Michigan Manufacturers' Quarterly ✻

The Michigan Hardwood Manufacturers' Association's quarterly meeting was held at the Pontchartrain hotel, Detroit, Mich., on Wednesday, April 28, with a full attendance. As usual the session was opened with the roll call and reading of the minutes by Secretary J. C. Knox.

Secretary's Report

Secretary Knox then read his regular report. Mr. Knox said there seems to be evidences of picking up in the general business of the country, although it is still below normal. He maintained that the steel mills in the vicinity of Pittsburgh are said to be running about sixty-five per cent of their normal capacity and that their business is on the upward grade.

Speaking of lumber there have been good sales in hardwoods and a considerable amount of hemlock is moving, and frequent inquiries for both stocks are being received, the nature of which inquiries indicates that farmers are beginning to think of farm construction.

The report also said that manufacturers are still holding hemlock and hardwood stocks and that there are small stocks in the possession of the middlemen and consumers.

The important point of the report is the statement that the comparative estimated cut of hardwoods for April 1, 1915, as compared with January 1, 1915, shows a net reduction of 31,000,000 feet. Considering that the estimated cut for January 1, 1915, was much less than for the preceding year there is a favorable net reduction of 141,000,000 feet of hardwoods for 1915 as compared with the actual cut for 1914.

On hemlock the estimated cut for January 1, 1915, was 60,000,000 feet less than the actual cut for 1914. These figures are still further reduced by the differences between the estimated cut April 1 and January 1 of 1,000,000 feet, making a total of 61,000,000 feet less than for a year ago.

The secretary's report on finances showed the association in excellent financial condition with a good cash balance in the bank. The report said it will be necessary to levy an assessment covering lands patrolled in the forest fire protective department to carry on the work for the present season. It was recommended that an assessment be authorized and levied at once in order to take care of the present season, which opened April 1.

As to substitutes for lumber, this report referred to the activity of substitute manufacturers in advertising.

As to the workmen's compensation law, an attempt has been made to amend the present workmen's compensation law attaching several unjustifiable features, but no changes will be made in the law at this session of the legislature.

The report then referred to the National Lumber Manufacturers' Interinsurance Exchange, the question of Michigan lumber rates and the meeting of the National Lumber Manufacturers' Association at San Francisco.

Following Secretary Knox's report came the report of Chairman Michelson of the forest fire committee, which showed the work has been going along in excellent shape. He suggested there will be a revision of the department in the near future putting it on an even more effective basis. The personnel of this working force is said to be excellent and the members of the association may be assured of conscientious service at all times. The acreage covered by this work now aggregates 241,533. The committee recommended an assessment of 3½ cents per acre as against the present assessment of 2 cents. This assessment was authorized by proper motion.

R. H. Rayburn, reporting on the question of the employers' liability bill, did not have anything of particular moment to say.

M. L. Saunders of Cadillac, Mich., secretary of the grading committee, was absent and in his place D. H. Day told of the co-operative work being done between the National association and the consuming interests on grades and changes in grades. This was followed by a detailed discussion of the question, the gist of which showed a rapidly increasing tendency to consider the wellbeing of consuming interests.

Market Conditions Report

W. C. Hull reported as follows for the market conditions committee: Fifty-seven members on January 1, 1915 estimated they would produce this year 360,427 M feet of hardwood, and 229,710 M feet of hemlock. A revised estimate was asked for on April 1 and fifty-three members responded. Reconciling the reports of the fifty-three members with those of the fifty-seven members shows a decrease of 31,086 M feet of hardwood and 880 M feet of hemlock, leaving a probable production for 1915 of 329,341 M feet of hardwood as against 470,000,000 feet in 1914 and 328,830 M feet of hemlock as against 280,000,000 feet in 1914, or a curtailment of 141,000,000 feet of hardwood and 51,000,000 feet of hemlock, or 202,000,000 feet altogether, amounting to thirty per cent on the hardwood and twenty-one per cent on the hemlock.

The members of this association generally have reason to be thankful that they recognized the importance of curtailment early in the game. Nothing else has produced the little demand which exists for our goods. If there had not been curtailment the market would be so hopelessly loaded with stuff at this time that the lumberman would be everybody's mark, and could count his losses instead of his lumber. There is no doubt that material on hand is a better asset than a sale at a sacrifice price.

Your committee is more or less hampered in getting a true line on the situation by the lack of statistics on stocks which have never been gathered for our spring meeting. We recommend that hereafter these statistics be gathered for the spring meeting. For a year or two they would not be much of a guide on account of having no statistics to compare them with, but they would soon become very valuable. At our last two spring meetings the situation has been very trying, and had these statistics been available we believe they would have shown many encouraging signs. Unquestionably stocks are lighter than a year ago, but it would be much more satisfactory if we were able to back this assertion up by the actual figures.

Your committee has been greatly aided at this meeting by the most complete report of sales it has ever had the opportunity to study. Not only the high priced sales, but all sales have been reported and not only the price but the quantity. This gives us a very good line on the market and has caused us to make a few changes from our last report. It was particularly noticeable that prices received for some of the grades and varieties by the rail shippers were higher than those received for the same kind of lumber by the water shippers. The reason is apparent. The water shipper must sell a cargo and usually on a No. 2 common and better basis, while the rail shipper can sell a carload and give his customer exactly the kind and grade he desires. Often the rail sale is to a consumer and usually the cargo sale is to a wholesaler. Much of the criticism as to values that has been offered in the past was due to some water shipper doubting the reported sale of a rail shipper. We have therefore thought best to submit two reports as to market conditions, one of which will be headed "Rail Shipments" and the other "Cargo Shipments." This, we believe, will do away with many of the misunderstandings of the past and enable your committee to submit prices much closer to actual conditions; prices that all members will have more confidence in than heretofore. On the present reports we have not taken the high sales, nor the low. Rather the average, and based not only on the price, but on the quantity, and there is no good reason why each and every member should not realize very close to these prices for all the stock he has for sale. If any material cuts in prices are made (and there are always a few and most likely always will be), the committee at least will know they were unnecessary and unwarranted for the evidence as to the values named in present report was before them. Possibly we shall have to carry over some lumber. We can hardly hope to sell all we make under present market conditions, but there is no good

...and a new wood lot survey for the purpose in the report for what we do not. Some of our members are receiving more than the price received.

The majority of members of the present National administration have created restrictions which do not benefit anybody but them. Without making any attempt relative to the early of the controversy, we can account for a considerable bit of lumber depression by reason of the refusal of many interests to engage in their usual activities. This may be unreasonable and childish on part of these capitalists, but none the less it exists and we are only stating a well known fact when we say that the general revival of business will not come until these political questions are entirely disposed of and permanently put away.

In the meantime we all know that there is a certain amount of construction going on over the United States. Nothing has been able to entirely stop the development of the country, and there is at all times some little demand for our product. We know that the passage of time will bring about conditions which will give us at least a run for our money. We know that with the big war apt to end most any day, and with the possibility of a more satisfactory state of mind relative to National policies, everybody is going to make up what ground was lost during the dark months which are in the past.

So we in the lumber business should play a waiting game. If we hold fast to the policies which this association has already determined, we are going to be among the harvesters when the big day finally dawns. If we get discouraged and decide that the lumber business has vanished from the face of the earth as a regular institution, and that wood in any form is only fit to burn, we are going to play Santa Claus for a lot of jobbers who will take in our stuff at cut rates now and turn it over at tremendous profits when the inevitable readjustment of business conditions comes.

Every one ought to see it is personal as well as patriotic duty to uphold the policies we have determined on. We don't mean by that that he has discharged his duty to himself and his fellow members in the association by making a big speech about curtailment and the maintenance of price, but we mean that he should apply these principles to the deals about which only himself and his customer may know, to the end that the whole trade may be stiffened and strengthened, and the benefits of our combined effort be shared by all of us alike.

W. T. Culver raised the question as to the proper classification of stocks according to dryness. He said this question should be considered now in order to get a figure on price possibilities in the future. The secretary was instructed to get out a special letter bearing on this subject in order to find out how much lumber will be mature for shipment in the near future. Mr. Culver said that he considered dry lumber as that lumber cut prior to November 1, 1911.

President Mitchell introduced the question of the advisability of providing for a regular luncheon at succeeding meetings in order that the session may be carried over without the members leaving the convention room with the probability of their not returning. It was regularly moved and carried that this will be a regular feature of the next meetings.

On motion it was decided that the next meeting shall be held at Mackinac Island in the early part of July, the date to conform to that of the meeting of the maple flooring manufacturers, to take place at the same place.



Traffic Conference Date Set



J. H. Townsend, secretary and general manager of the Southern Hardwood Traffic Association, is authority for the statement that May 19 has been decided upon as the date for the first joint conference between the committees representing the lumbermen and the railroads in accordance with the action of the harmony conference held at Memphis April 7. This will be held at Memphis in the offices of the Southern Hardwood Traffic Association.

Mr. Townsend is authority for the further statement that the lumbermen's committee of eight will hold a meeting at Memphis May 18, the purpose of which will be to decide upon the subjects which will be brought before the joint conference the following day.

F. B. Bowes, chairman of the railroad committee which will confer with the committee appointed by the Southern Hardwood Traffic Association as a result of the harmony conference held at Memphis April 7, has announced that the following railroads will have representation on the committee of which he is the head: East of the Mississippi—(1) Louisville & Nashville, (2) Southern Railway, (3) Mobile & Ohio and Southern Railway in Mississippi, and (4) Illinois Central; West of the Mississippi—(1) Frisco System, (2) Rock Island, (3) St. Louis Southwestern (Cotton Belt Railroad, and (4) St. Louis, Iron Mountain & Southern. It was thought at one time that the railroads would name certain officials to represent the lines in question but instead the railroads themselves have been named and the latter will be free to send whatever individual traffic or executive officials they may see fit. The association has urgently requested each railroad, in naming its representative, to decide upon the vice-president in charge of traffic or receiver in charge of traffic in order that decisions may be promptly reached without having to refer the matter back to somebody higher up. This request has been made by the lumbermen's committee because of the recognition on its part of the very great importance of the first joint conference and because of the bearing which the progress made at this will have upon subsequent joint meetings.

The activity which the Southern Hardwood Traffic Association is manifesting in connection with the subject of rates and other traffic matters is bringing it more members. In addition to the Kansas City Shook & Manufacturing Company, which recently joined, four more have joined within the past few days, as follows: Penrod-Jurden & McCowen, Memphis; Wynne Stave Company, Wynne, Ark.; R. S. Robertson, Paducah, Ky., and Hudson & Dugger, Memphis.

These new members bring the total somewhere in the neighborhood of eighty, the largest shown by this organization since it was launched about two years ago.

In view of the fact that the railroad committee has been increased to eight instead of six, it has been necessary for the Southern Hardwood Traffic Association to add two more committee men, C. D. Hendrickson of the C. D. Hendrickson Lumber Company, and J. H. Townsend, secretary of the Southern Hardwood Traffic Association. Mr. Townsend is put down as a member of the committee east of the Mississippi but he is in fact a committeeman at large as he is the representative of the association in the entire territory covered by its membership. Mr. Hendrickson is credited to the territory west of the Mississippi.

At the last meeting of the Southern Hardwood Traffic Association, a committee of three was appointed to take up with Congress the question of amending the interstate commerce act so that shippers will have the right of appeal in the event decisions of the Interstate Commerce Commission are against them. At present they have no such appeal. This committee is composed of R. J. Lang of R. J. Darnell, Inc., chairman; Geo. C. Ehemann, Geo. C. Ehemann & Co., and C. D. Hendrickson, C. D. Hendrickson Lumber Company.

Conference on Traffic Matters

On May 12 a conference will be held at the Central Traffic Association rooms, twenty-second floor of the Transportation building, Chicago, of the railroad interests with the idea of discussing the present rates on all lumber and timber products and making such changes as will add to the revenue of the railroads and adjust present classification and rates.

It would seem important that every branch of our industry be represented at this conference in the hope that when each phase of this list is considered the railroads will be glad to consult with the interests involved. Each part of an industry should take enough interest to protect itself against error if not changes in list that may seem necessary by railroads.

Proposed increases of the rates on lumber from Mississippi valley points to Cairo, Ill., have been suspended until November 20. A previous order had suspended these rates from January 20 to May 20.



Oliver O. Agler



At 3:30 on the afternoon of Monday, April 26, Oliver O. Agler, of the firm of Upham & Agler, Chicago, passed away at his summer home at Geneva, Ill., at the age of forty-six years. Mr. Agler had contracted a severe cold some time before his death, and on top of this had done quite a little night traveling, with the result that he was in a rather run-down condition. The critical period of his illness came on quite suddenly.

The funeral service was held Thursday morning, a special train being run from Geneva to Chicago, and from there on to Rosehill cemetery, where the body was placed in a vault pending Mrs. Agler's decision regarding ultimate disposition of the remains.

Mr. Agler leaves a widow and one daughter, Katherine, eighteen years old.

The death of Oliver Agler removes another of the sterling and most generally admired, and genuinely loved members of the hardwood trade. He was not given to the assumption of a predominating place in hardwood circles to which he was entitled, but the forcefulness of his character and his clear sightedness made it inevitable that he should always take a place among the leaders.

Mr. Agler was a man without pretense, whose business policy is best summed up in the statement that what was fair to all sides was agreeable to him. He made a good deal of money in the lumber business, but he made it in a way that conformed to the minutest detail to the insistence of a rigidly honest character.

Mr. Agler was born at Plymouth, Ind., forty-six years ago. His father, Maurice Agler, and his mother, Mary Snyder Agler, (the latter still living) maintained a farm in the vicinity of Plymouth. Mr. Agler lived on the farm and attended the country schools during the beginning of his education. His education here was continued until he was fifteen years of age, at which time he attended the Northern Indiana Normal School at Valparaiso, Ind. From here he secured a teacher's certificate and taught school for five years beginning with 1885. Between times he had taken a course in stenography which led to his connection with the offices of the Upham Manufacturing Company, Marshfield, Wis., and this marked the beginning of his career in the lumber business and his advance was rapid through all stages of the organization.

In 1893 Fred W. Upham, who had been head of the company, decided to remove his operations to Chicago and took Mr. Agler with him, breaking off his connection with the Marshfield business.

The business was then opened up under the style of Fred W. Upham. Mr. Agler played a prominent part in its building up, and three years later the Fred W. Upham Company was incorporated, Mr. Agler being secretary and treasurer.

In 1904 this corporation was dissolved and the business continued on a partnership arrangement, Mr. Agler being an equal partner. From then on until now it has been going on and growing in all directions, and increasing in importance as a leading hardwood institution. The company now owns or controls saw-mills and has extensive assembling yards in the North and South.

Mr. Agler married Miss Bessie E. Steele, of Plymouth, in 1892, and as stated, they have one daughter. Mr. Agler has confined his life to close association with his family, as he has not been very much given to diversified hobbies. In fact, about his only hobby was his automobiles, he having been for the past few years an enthusiastic motorist. He was a member of a number of prominent clubs of Chicago, but was not, strictly speaking, a clubman. He was also prominently identified with the National Hardwood Lumber Association, having served as its president for two years, and at the time of his death was a director of the National Wholesale Lumber Dealers' Association as well. He was an individual member of the Chamber of Commerce of the United States.

A striking tribute to Mr. Agler's genuineness is the fact that after he had reached a state of affluence he purchased a farm and presented it to his parents at Plymouth. To this he has made frequent week-end auto trips.

Mrs. Agler, his mother, was devoted to her son, and justly so, because of the thoughtful attention he had always accorded his parents. His father has been dead for several years.

Mr. Agler's death is especially regretted as he was a man coming into the very prime of life and apparently of robust constitution, and gave promise of developing into one of the truly big men in the lumber industry. His being taken away now cuts off a career, the development of which was being watched by his associates wherever located.

In losing Oliver O. Agler, the lumber trade has lost one of its eminent exponents of fair play in business. It has lost a man of clear vision and clear sighted wisdom, whose counsel was always sought and valued.



THE LATE OLIVER O. OGLER, CHICAGO



The Lumbermen's Round Table



Keeping Tab on Credits

It is extremely desirable now, as always, that the lumberman get a close check on the extension of credits to his customers. Every lumberman knows in a general way what the situation is with regard to the concerns on his books, but in most cases it is a vague rather than a definite, crystallized knowledge. The information is available, provided the various sources of knowledge are used, and the mercantile agency directory, the trade credit rating directory, the ledger, etc., are consulted; but usually this is not done.

A successful hardwood concern has recently adopted a plan which has advantages in this connection, in that it summarizes the data regarding credits. The system is operated by means of a card index, which remains on the desk of the member of the firm looking after this business at all times, where it is always accessible. The card shows the name and address of the firm, its rating in Dun, Bradstreet, the Red Book and for insurance purposes, and the reports on the concern furnished by the mercantile agencies, the Red Book and the National Wholesale Lumber Dealers' Association. Below the space reserved for reports is a section on the card showing "Credits Extended," while below that is a similar section headed "Notes Receivable." By the use of this card, on which the transactions of the hardwood company are summarized, it is possible to see at a glance just what the customer owes, when paper is maturing, when its line of credit is becoming unwieldy, etc.

As pointed out above, the hardwood man who is close to his business probably thinks that he has all this information in the back of his head, ready for use, but as a matter of fact it is doubtful if this is the case. At all events, it is better to have it down in black and white where it can be referred to without delay.

A Study in Psychology

A lumberman, or anybody else who sells goods, must be a fair student of psychology if he expects to "get by," and to do business with the least amount of friction and dissatisfaction. In other words, the thing that will go with one man will prove a flat failure with another customer. Each has to be studied, and the method adopted to his peculiarities.

A hardwood man had an experience recently which demonstrated this rather conclusively. He had an order for half a car of two different items, the customer assuming that they could be loaded together. Now, as it happened, the lumberman had the stock ready to ship, but it was at two different yards. Consequently he decided to ship a minimum carload of each, inasmuch as the two would not be much more lumber than could have been loaded into one big car.

He sent the material out blithely, and got a curt note from the customer a short time later advising that the stock could not be used, as the order was for half a car only of each item. The lumberman then started in to explain, and after a long interchange of correspondence he persuaded the customer to take in the stock.

Here was a case where the customer's *o. k.* should undoubtedly have been secured before the shipment was arranged. It was stretching the order a little, and an explanation would probably have secured the customer's consent, but the method indicated made the customer think that something was being put over on him, and he refused to stand for it, quite naturally.

Put in Track Scales at Mills

In view of the constant trouble experienced with the railroads by reason of overweights, and the necessity of making claims, having money in excess freight tied up for months, and assuming expense and labor in connection with their collection, it is strange that lumber manufacturers have not adopted what seems to be the simplest way out of the trouble.

This would be the installation of track scales at the sawmills, and the weighing of the lumber at the mill. At the same time the tare weight of the car could be checked, and if any irregularities were

determined, proper attention could be called to it. It is certain that the railroads are more or less careless in regard to weights, and while it is possible that they sometimes err on the side of the shipper, it is more likely that they give themselves what is known on the turf as "the percentage" and overlook few bets in this connection.

One of the prime sources of error in connection with weights is the weighing of cars while coupled together. This results in a heavier weight being recorded than is actually in the car, and is a still further handicap to the lumberman. If he had his own scales, they could be properly tested by the railroad, so as to insure correct results, and the weights could then be put through without any delay or danger of confusion. As it is, there is always trouble in collecting claims, in view of doubt as to the state of dryness of the wood, etc., and the whole proposition is a very disagreeable and irritating feature of the business.

The cost of track scales would not be prohibitive, and in view of the advantage of using them for other purposes than shipping lumber, the investment would seem to be worth while for any concern of size. A mahogany manufacturer who has scales at his mill uses them to weigh the logs coming in from abroad, thus furnishing another check on them, as they are usually purchased by weight.

Consumers Want Dimension

A hardwood manufacturer recently made a significant comment, namely, that the condition of the lumber market at present is such that many sawmill men are accepting dimension orders when ordinarily they would not handle this business.

"The average millman doesn't want to bother with dimension business," he said, "and takes it only when there is nothing more desirable in sight."

This is probably a fair statement of the case, and yet it seems strange that the lumbermen should have to be forced by circumstances to give his customer what the latter wants. In all lines of business the tendency is to find out what the customer wants, and then supply that thing. The buyer, of course, must pay the bills, and in the case of dimension lumber should not expect to get it without taking care of the waste and labor involved in its manufacture. But while the usual excuse given for not selling dimension lumber is that the consumer will not pay a fair price, the real reason in many cases is that it is more troublesome to handle than ordinary lumber.

It is of course easier to pile up lumber, random widths and lengths, and load it out to the customer the same way. It was also easier to sell it log run, and this was done until modern methods were applied. Some lumbermen with sufficiently large production are piling according to dimensions, following the plan of the pine and other building wood manufacturers, and thus are arranging to give the customer what he requires without having to remanufacture to any great extent.

"We don't want to 'fool' with dimension business," is the way an inquiry for this sort of stock is usually received. And it undoubtedly means more work in seeing that the stock is cut exactly to order, that the right number of pieces are made, and that the various items are properly packed for shipment. It's a lot easier to do it the other way.

The concerns which really study the dimension business, and learn how to take care of it, are making money on it, however, so that it cannot be said, fairly, that the consumer will never pay a profitable price for the stock. It seems to be chiefly a question of knowing how to ask a price that carries a profit and then showing that the quality of the material delivered is commensurate with the price asked. There is so much difference in quality in dimension lumber that the man who is turning out the right kind of stuff can get his price if he uses ordinarily good salesmanship in disposing of it.

Can it be that mental laziness is back of the dislike of the hardwood lumbermen of the country for dimension trade?



Fulfillment of Long Existing Desire



Considering figured gum as to its value to manufacturers of furniture and other lines in which cabinet wood is used, the above caption would about describe the reception which has been accorded this extremely desirable American hardwood. European markets have been utilizing red gum, both in the figured and the plain stock, for years under such names as satinwood, hazel wood and nyssa, but users in the domestic market did not come to appreciate its value until recent years. Its real, intrinsic worth was not properly impressed upon them, nor did they appreciate what its actual advantages would mean in the marketing of their goods until certain progressive lumber and veneer manufacturers, fully realizing the advantage of broadening



BEDSTEAD OF FIGURED RED GUM

the market for this product, made energetic strides in this direction and have today put it on a plane with the best of cabinet woods.

The chief obstacle was the more or less natural sentiment as to the adaptability of the wood for various purposes recommended. Furniture manufacturers seem doubtful as to whether there would be sufficient demand for figured gum furniture to justify the investment in this stock. However, several aggressive manufacturers made up sample cases as examples, and with gratifying results. They soon realized the possibility of figured gum, and installed it as one of their regular lines.

Today many of the largest and best factories have adopted it as a prominent feature of their manufacture, its chief appeal being the fact that its beauty and attractiveness of figure and texture are altogether different from those of any of the other popular woods which have been so long used.

In this connection are shown photo-

graphic reproductions of results that have actually been obtained in working up figured gum. Proper care in matching on the part of the artisan is really quite important in getting the best out of the wood, and when such care has been taken it can very easily be appreciated why figured stock in gum lumber and veneers has taken so readily, and has such quick selling power.

In addition as appealing to the furniture and interior finish manufacturer, the wood has excellent working qualities as: small percentage of waste; splendid and inexpensive finishing characteristics, and in short, many features which make feasible specializing in this product.

The reasonable cost of this wood is, of course, a dominant factor and has enabled manufacturers to place red gum articles on the market within easy reach of the middle class buyers.

There is at present a popular wave of sentiment favoring brown effects in various woods. This is seen in almost all lines and right now figured gum, by reason of the natural advantages of its color, has a decided preference in many directions.

Because of the inexpensive character of the ordinary run of gum lumber, it has been believed in a good many quarters that figured stock was but an ordinary wood which was being sold at cabinet wood prices. Considering the facts in the case, however, it is easily seen that this is not so, as a very small percentage of the log is red, while it requires most careful manufacture to get out a satisfactory percentage of the figured stock.

The Sheraton suit shown was manufactured by a prominent concern specializing in figured gum. HARDWOOD RECORD will be glad to supply the name to anyone interested, particularly to furniture dealers. The figured gum veneers were in this case supplied by the Louisville Veneer Mills, Louisville, Ky., which concern has established a reputation in this line.

graphie reproductions of results that have actually been obtained in working up figured gum. Proper care in matching on the part of the artisan is really quite important in getting the best out of the wood, and when such care has been taken it can very easily be appreciated why figured stock in gum lumber and veneers has taken so readily, and has such quick selling power.

In addition as appealing to the furniture and interior finish manufacturer, the wood has excellent working qualities as: small percentage of waste; splendid and inexpensive finishing characteristics, and in short, many features which make feasible specializing in this product.

The reasonable cost of this wood is, of course, a dominant



DRESSER OF FIGURED RED GUM



CHIFFONIER OF FIGURED RED GUM

Pertinent Legal Findings

Unguarded Sawmill Machinery—Excessive Damages

A recently made act has been enacted in the woods at one place for many miles a view was a "manufacturing, mechanical or other establishment" within the requirement of the Missouri statutes that "any machinery in such establishments be safeguarded when practicable, clothing an employe to recover for injury resulting to him through his clothing cutting on an unguarded revolving set screw." But \$7,500 was excessive recovery for the injury, although he was forced around a shaft ten or twelve times, was rendered unconscious, one of his ankles was permanently injured, and his hearing was affected. Five thousand dollars is adequate recovery. (Springfield, Mo., court of appeals; *Sanders vs. Quercus Lumber Company*, 173 Southwestern Reporter 749.)

Mistake in Business Telegram

According to the decision of the Mississippi supreme court lately announced in the case of Barrett Grocery Company vs. Western Union Telegraph Company, 67 Southern Reporter 181, where lumber is ordered by telegraph and through a mistake of the telegraph company the message as delivered calls for a larger quantity than the telegram delivered to the company, the sender waives any claim against the company, on account of the mistake, by accepting delivery of the excess of the lumber.

Removal of Timber by Purchaser

A timber deed contained the following clause: "The party of the second part (the purchaser) shall cut and remove said timber as expeditiously as possible, and it is agreed that unless it shall have removed all the same within a period of ten years from the date hereof, it shall be responsible for and pay to the first party the full amount of taxes assessed against said lands after the expiration of said period of ten years from this date until such times as said timber is removed." In a suit brought by the owner of the land to cancel the deed for delay on the part of the purchaser in removing the timber. *Newton vs. Warren Vehicle Stock Company*, 173 Southwestern Reporter 819, the Arkansas supreme court decided the following propositions: The purchaser of the timber could not excuse several years' delay in cutting the timber on the ground of lack of funds due to a financial panic, nor on account of there not being a favorable market for products of the timber. The clause for payment of taxes after ten years cannot be deemed to give the purchaser that length of time in which to remove the timber. The mere fact that the owner of the land requested the purchaser to clear a certain portion of the land after an unreasonable delay in conducting operations will not be regarded as a waiver of the delay, especially where the request was not complied with.

Check as Final Payment

Plaintiff sold quantities of lumber to defendants, who later sent him a check containing the statement on its face, "for lbr. to date." Plaintiff collected the check, but later demanded further payment, claiming that the amount did not pay all that was due. The trial judge decided that acceptance of the check with the quoted clause on it precluded further recovery, but, on plaintiff's appeal to the supreme court of North Carolina, that court reversed the judgment and ordered a new trial on the ground that since no dispute had arisen between the parties at the time the check was sent as to the amount due, plaintiff did not necessarily waive right to claim that a balance was actually due. But the court said:

"It is well recognized that when, in case of a *disputed* account between parties, a check is given and received, clearly purporting to be in full, or when such a check is given and, from the facts and attendant circumstances, it clearly appears that it is to be received in full of all indebtedness of a given character or all indebtedness to date, the courts will allow to such a payment the effect contended for"—final settlement of the account. (*Rosser vs. Bynum & Snipes*, 54 Southeastern Reporter 393.)

Risk Assumed by Employe in Unloading Logs

A lumber company employe cannot recover against it for injury received while assisting in unloading logs from a car, if he voluntarily, and without any orders to do so, placed himself where he knew that the logs were apt to fall upon him unless he should be extremely agile to escape their imminent fall while he and a co-employe were trying to dislodge them. (Minnesota supreme court, *Petra vs. Crookston Lumber Company*, 151 Northwestern Reporter 183.)

Innocent Purchasers of Lumber

If a shipment of lumber is sold on an understanding that it shall be paid for on presentation of invoice, the seller may reclaim possession if he acts promptly on refusal of the buyer to pay the amount due, unless the lumber has in the meantime passed into the hands of an innocent purchaser who relied on the buyer's apparent unconditional ownership. This is the substance of the decision of the Washington supreme court in the late case of the Orilla Lumber Company vs. Chicago, Milwaukee & Puget Sound Railway Company.

Plaintiff sold a quantity of lumber to the Page Lumber Company and afterwards sought to hold the carrying railroad company for the value of the shipment on non-payment of the price, and after the bill of lading had been transferred to a third party. In deciding in favor of the railroad company, the supreme court said:

The general and equitable rule is that, when one of two innocent persons must suffer, that one must suffer who has placed it in the power of a third person to do the wrong. In this case, . . . the Orilla Lumber Company loaded the lumber upon the car of the railway company, and a bill of lading was issued at its request to the Page Lumber Company. Therefore, so far as any person dealing with the bill of lading was concerned or could have known, the Page Lumber Company was both the consignor and consignee of the lumber. In short, the lumber was delivered to the Page Lumber Company at the time it was loaded upon the car. There was nothing to indicate that the Orilla Lumber Company had any interest in the lumber. . . . If the Orilla Lumber Company desired to reserve any interest in the property shipped, it could easily have done so by having the bill of lading made out in its name, or a note or memorandum made upon the bill of lading stating the terms of the sale.

Failure to Keep Sawmill Tally

A lumber company contracted to buy and remove standing timber and to give notes covering the agreed price per thousand feet for timber logged during preceding months, as shown by log scale at a river bank. The notes, however, were to be settled according to measurement shown by the buyer's sawmill tally. In a suit on notes given under this contract, the lumber company claimed that the log scale upon which the notes were based so far exceeded the measurement of the lumber manufactured from the logs that the company was entitled to a credit of more than \$10,000 on the notes. It appears, however, that the company failed to keep a sawmill tally, as required by the contract, and that its measurements were largely based upon association tallies made at various points where the lumber was sold. In denying the lumber company's right to claim any credit, on the ground of its failure to keep a mill tally, the Oregon supreme court said:

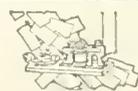
The "association tally" is not the tally which was agreed upon by the parties as a basis of settlement. For a court to adopt some other measurement than the one specially provided by the agreement of the parties would be to make a new and different contract from the one entered into by the parties, and that is beyond our power. Without the sawmill tally there is no complete record of the quantity of logs cut, excepting the "landing scale" kept by the lumber company, and therefore no means provided whereby the court could accomplish the accounting and settlement provided for in the agreement. The cutting, manufacturing, and marketing of the logs were all in the hands of the plaintiff, and if, by its own negligence, it has failed to comply with the terms of the contract provided for its own protection, it cannot complain if it suffers loss thereby.

One-Sided Contract of Sale Invalid

A contract to sell timber products is invalid and unenforceable for want of mutuality if it requires the buyer to accept, but leaves the seller free to withhold delivery. (Missouri supreme court, *Hudson vs. Browning*, 174 Southwestern Reporter 393.)



Interesting Traffic Developments



Prominent lumbermen of New York and Philadelphia testified before the Interstate Commerce Commission April 28 in Philadelphia, in the complaints of the Trexler Lumber Company of Allentown, Pa., and the North State Lumber Company of Greensboro, N. C., against the Southern Railway and others. The testimony was taken by Eugene H. Waters, examiner for the commission.

The complainants averred that lumber shipped from points in the Carolinas to New York, New Jersey, Pennsylvania and other eastern points was sent by Potomac Yards, Va., rather than through Piners Point, Va., because by the latter route there is a difference in the freight rate of four cents on a hundred pounds.

J. S. Walker was counsel for the complainants, while Edwin C. Blanchard represented the defendants. The North Carolina Pine Association intervened and also filed a brief with the examiner.

The first complaint of the Trexler company was against the Southern Railway, the Philadelphia, Baltimore & Washington, and the Pennsylvania Company, and involved rates charged on several carloads of lumber shipped during the period of February 23, 1910 to March 29, 1911, from points in South Carolina to Harrison, N. J. It was alleged by witnesses for the complainants that the shipments should have been moved by way of Piners Point, Va., and that, owing to misrouting of the said shipments by the defendant companies, unreasonable charges were collected. Reparation for the sum of \$425.30 was asked and that the defendants be ordered to "cease and desist from the alleged violation of the act to regulate commerce."

The second complaint of this company involved charges of collection on two shipments of lumber from Batesburg and Steadman, S. C., to Harrison, N. J. It was alleged that, owing to misrouting of these shipments, charges were collected based on unreasonable minimum weight. Reparation in this case was asked in the sum of \$27.70, based on the minimum weight of 34,000 pounds per car.

The third complaint was against the companies previously mentioned and the Long Island Railroad. It involved several shipments of lumber from Steadman and Seivern, S. C., and Augusta, Ga., to Kings Park, N. Y., between July 13 and August 15, 1910. It was alleged that these shipments should have been moved by way of Piners Point instead of Potomac Yards, and by reason of the misrouting reparation in the sum of \$93.39 was asked.

The North State Lumber Company's complaint was against the Southern Railway, the Philadelphia, Baltimore & Washington, and the Pennsylvania Company. It complained of rates charged on a carload of lumber shipped by the Trio Lumber Company from Ore Hill, N. C., to New York City. It was alleged that at the time of the shipment there was a through rate of 22½ cents per hundred pounds from Ore Hill to New York City, applicable by way of the Southern Railway to Piners Point, Va., the New York, Philadelphia & Norfolk railroad to Delmar, Del., the Philadelphia, Baltimore & Washington to Philadelphia, and the Pennsylvania railroad to destination; that on the bill of lading and opposite the word "route" were inserted the words "Penn Ry.;" that the defendant companies misrouted the shipments by way of Potomac Yards, and a rate of 26½ cents per hundred pounds was charged; and that the charge was "unjust, unreasonable and unjustly discriminatory." Reparation for the sum of \$24.04 was asked and it was urged that the Interstate Commerce Commission establish and maintain, for a period of two years, a rate of 22½ cents per hundred pounds applicable to shipments moving between the points named in the complaint.

Manufacturers and dealers in lumber cut to lengths to carry out house plans received a severe blow, it is understood, when the Interstate Commerce Commission held that the minimum weights of lumber in mixed car loads of 30,000 pounds in cars less than thirty-six feet in length, and 34,000 pounds in cars of thirty-six feet or more, for shipment from Ohio and Mississippi river crossings to Central Freight Association and Trunk Line territory, are not found to be unreasonable or unjustly discriminatory.

The Funk Lumber Company, which filed the complaint is engaged in the manufacture and wholesale and retail sale of lumber and lumber products at St. Louis. Considerable portion of its business is in furnishing lumber for house plans. In a business of this nature, there is a demand for low minimum weight, as many of the structures do not require sufficient lumber to make a car load.

The carriers insist that the minimum weights as now in effect are not unduly low. The average shipment of lumber moving over their lines weighs 47,000 pounds. The commission finds that they are entitled to conserve their equipment in order to meet more legitimate demands than those of complainants for whole cars.

The following extracts from a brief filed last week by the Lamb-Fish Lumber Company with the commission will be of interest to hardwood men:

There are many sailings from Mobile, and lumber exported through that port was of greater volume than via any other gulf port during the fiscal year ending June 30, 1914. In the neighborhood of three-eighths of a billion feet of lumber and timber was handled through Mobile. For this reason, and due to the fact that ocean rates of an attractive nature are often obtainable from Mobile, we consider it necessary for the future expansion of our export trade to be able to profit by low rates in the future that might be obtainable through this port.

So far, we have no knowledge of any reduction in rate on oak lumber to Gulfport, but they still remain 13 cents, making Gulfport out of line, as compared to New Orleans, two cents on oak lumber.

The export lumber trade is of a highly competitive nature. Transportation charges are an element of vital importance to the manufacturer. The exporter is interested only in the total freight charge. Foreign buyers demand special stock. Cable charges entail considerable expense and where negotiations are arranged by mail delay is experienced in bringing to conclusion on account of time required to transmit and translate letters. Although this company commenced in 1910 to cater to foreign buyers direct, it was not until the first six months of 1914 that our business abroad reached such proportion as would justify us in placing much dependence upon this patronage. This is demonstrated further by the fact that the thirty-car shipment of gum lumber to Alexandria, Egypt, through Pensacola, was the largest single shipment that this concern has made. Memphis dealers have made a specialty of the export trade for years.

Practically all of the export business of the Lamb-Fish company, amounting to 2,455 cars for foreign countries, from and including 1909 up until July 31, 1914, moved via New Orleans. Seventy-four cars went to Canada. Movement in question of thirty cars moved via Pensacola and approximately twenty-five or thirty cars during that period were forwarded via New York. Memphis dealers all during this time have had open to them ports at Gulfport, Mobile and Pensacola, in addition to New Orleans, while the Lamb-Fish Lumber Company has been restricted to the port of New Orleans on account of the inland freight charges to the other mentioned ports, being so far in excess of the rates to New Orleans. The Lamb-Fish Lumber Company, under normal conditions, produces in the neighborhood of 40,000,000 feet of hardwood lumber annually, and this production is said to be larger than that of any other hardwood mill in the world. To be able to obtain prices for its products, in line with those obtainable by mills elsewhere, it is essential to the successful operation of its plant that it be in position to meet on equal terms and compete with other dealers in the export trade, the largest number of which are located in Memphis, otherwise prices for its product could not be obtained which would permit the mill to be operated profitably. To continue to develop this foreign business successfully, therefore, it is essential that we be given rates to other ports in keeping with rates to New Orleans, so that we may, whenever distress room is offered, or an opportunity is presented to work in with pitch pine charters, take advantage of such conditions.

With the development of this trade, this company, among others, has found it necessary to take steps toward reducing ocean cost of transportation. During the fiscal year ending June 30, 1914, there were material increases in the movement of gum and oak lumber through Pensacola and Mobile, while tonnage of this character through New Orleans decreased. This is evidence that other hardwood exporters have realized the necessity of securing lower ocean rates, and have found a way by which this can be done through the medium of the pitch pine charters.

The Lumbermen's Association of New Orleans won its case against Morgan's Louisiana & Texas Railroad and Steamship Company. The point involved was an export rate from stations on a branch of the Morgan line. The commission held the export rate of eight cents on lumber and goods taking lumber rates to New Orleans from Mackland and Thistlethwaite, La., and other stations on the Alexandria branch is unreasonable to the extent that it exceeded seven cents.



THE HANDSOME BUT COMFORTABLE LOUNGING ROOM—OVERLOOKING THE BUSY CORNER OF LA SALLE AND MADISON STREETS.



DINING ROOM AND CORNER OF CARD AND REFRESHMENT ROOM. THE DINING ROOM FLOOR WILL BE COVERED WITH A THICK CARPET BEFORE FORMAL OPENING. A WELL-APPOINTED KITCHEN ADJOINS THIS ROOM.



Chicago Lumbermen's New Home



On Monday, May 10, the Lumber Exchange, the new home of the lumber trade and the Lumbermen's Association of Chicago, was informally opened for use of the members. Various lumber companies which have taken offices in the new building have been moving in for the past couple of weeks and most of them are now well established. A list of those who have signed up for office space is shown below.*

The building is diagonally opposite the Hotel LaSalle. It is finished in mahogany. The quarters of the association are on the fourth floor with those of the Lumbermen's Mutual Casualty Company and allied insurance organizations.

The photograph taken in the hall shows, at the left, part of the insurance offices while looking down through the hallway can be seen the handsome lounging room which is shown in detail in separate photograph. On the left of the corridor are the business offices of the association. On the right are assembly room and the well-appointed dining room. A quiet section is set aside between the lounging and dining rooms for writing and the serving of refreshments. The dining room has a well-appointed kitchen immediately adjoining, which is in charge of an experienced chef.

Every feature has been provided to make the quarters comfortable and attractive under all circumstances and to provide congenial dining facilities at reasonable cost.



THE LUMBER EXCHANGE, CHICAGO.

Briefly sketching the development of the building project in its definite form; it will be remembered that three years ago the Lumbermen's Association of Chicago at its regular meeting sanctioned the attempt at such a plan. A building committee was duly appointed, George J. Pope being chairman and E. A. Thornton and E. E. Skeele his co-workers. The committee has labored loyally and faithfully. It worked up several excellent propositions, but the plan as agreed upon with representatives of the McCormick estate seemed the most feasible and so was officially sanctioned by the association. What has transpired since is but a record of hard work, but it is crowned with success.

It would be hard to overestimate the importance of the plan to Chicago and the individual members of the trade. Not only will the close association in the new quarters tend further to fuse bonds of better understanding but it will actually mean much in a business way, giving an opportunity for a great deal of trading back and forth. Then, too, there is the constant opportunity of meeting out-of-town millmen and others possibly on the buying side. Lastly, there is a real benefit to out-of-town lumbermen who get to Chicago frequently in that it gives an unusual chance for the expeditious handling of business while in Chicago. It is expected the new quarters will be a popular spot during the national convention here in June.

*Arthur Gourley & Co.....	803
George D. Griffith & Co.....	805
G. W. Jones Lumber Company.....	807
Hamilton Daughaday Lumber Company.....	807
John McDonnell.....	809
White Star Lumber Company.....	811
John J. Anderson Lumber Company.....	829
E. H. Klann Lumber Company.....	830
Faust Bros. Lumber Company.....	830
National Lumber Manufacturers' Association.....	925
National Lumber Manufacturers' Association (Credit Corporation).....	925
National Lumber Manufacturers' Association (Inter-Insurance Exchange).....	931
E. A. Engler Lumber Company (temporarily; later in 1917).....	511
Jones, Kavanaugh Company.....	1016
W. A. Herbert Company.....	1119
James G. Miller Company.....	1119
Chicago Lumber & Coal Company.....	1120
McMullen-Powell Lumber Company.....	1125

Long-Bell Lumber Company.....	1203
J. M. Attley & Co.....	1209
Clarence Boyle, Inc.....	1211
Frank F. Gruninger.....	1217-18
D. S. Pate Lumber Company.....	1221
H. W. Sherman.....	1225
Pike-Dial Lumber Company.....	1226-28
Lumber Products Company.....	1226
F. L. Johnson, Jr.....	1231
Timber Products Company (temporarily; later in 1931).....	1307
Frank Porter Lumber Company.....	1401
W. E. Hooper Lumber Company.....	1417-18
Schultz-Holloway Company.....	1426-28
Home Lumber & Supply Company.....	1426-28
Lumber Mills Company.....	1430
R. L. Bunch.....	1528
W. L. Serrell.....	1531
MacKinnon Lumber & Pole Company.....	1632
J. L. Lane & Co.....	1518
True & True Company.....	1517



BEYOND DOORWAY—ASSOCIATION OFFICES TO LEFT, ASSEMBLY ROOM TO RIGHT—LEADING TO LOUNGING ROOM.



THE SPACIOUS ASSEMBLY ROOM—OPEN FOR VARIOUS LUMBERMEN'S MEETINGS, DINING ROOM BEYOND.

The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter.

B 904—Wants to Buy Oak Bark in Carload Lots

London, R. C., April 21.—Editor HARDWOOD RECORD: We shall feel greatly obliged to you if you will kindly advise us by return mail where we can purchase oak bark in carload lots. Oak bark is to be used in connection with treating the oak for tanning. Kindly give us a few pound lots and suitable prices.

HARDWOOD RECORD has given what information it had at hand on this question. Anybody who is in a position to furnish oak bark for this purpose, which we judge is to be delivered in the Territory show, can have the address by writing this office.—EDITOR.

B 905—Wants Literature on Relative Strength of Sap of White and Red Oak

Albany, Ind., May 26.—Editor HARDWOOD RECORD: Will you please refer us to whatever FOREST SERVICE publications that would have a bearing on the relative strength of sap and heart timber of both white and red oak, as well as other publications bearing on this subject.

HARDWOOD RECORD has furnished what literature it has on the subject and has further referred the inquirer to the Forest Products Laboratory, Madison, Wis., for information. Anybody having any ideas to contribute on this score will very much oblige HARDWOOD RECORD by giving details to this office.—EDITOR.

B 906—Wants to Buy Tupelo and Yellow Pine Boxes in Car Lots

Toledo, O., April 26.—Editor HARDWOOD RECORD: Will you please advise us of the names of some reliable box mills in the South, that manufacture tupelo and as well as yellow pine boxes, and can get them out in carload lots for prompt shipment in large orders?

—COMPANY.

Any box manufacturers who are readers of HARDWOOD RECORD can have the necessary information by writing this office.—EDITOR.

B 907—Wants to Buy Willow

Pittsburgh, Pa., April 26.—Editor HARDWOOD RECORD: Can you give us the names of anybody able to furnish black willow strips about $\frac{1}{4}$ " thick, 2" wide, random lengths, or black willow stock that we could cut into such strips?

There are but a limited number of concerns that can furnish this stock. HARDWOOD RECORD has given the names of those it has in file and will appreciate receiving the names of other manufacturers of willow.—EDITOR.

B 908—Wants to Buy Ash Boat Oars

Chicopee, Mass., April 28.—Editor HARDWOOD RECORD: We have an inquiry for a quantity of ash bent oars, and as we are not in touch with manufacturers, we would ask if you are in a position to supply us with a list.

Any oar manufacturers who have so far not heard of this inquiry can have the name of the correspondent by applying to this office.—EDITOR.

B 909—Wants to Buy Piling

Cincinnati, O., April 28.—Editor HARDWOOD RECORD: I am looking for oak, maple, locust, gum and hickory in lengths of 40 to 55 feet for bridge work, and would like to get it in this section—Indiana, Ohio and Kentucky. We did take the piling in all the above woods mixed, and if you can at any time give me the names of suppliers, same will be appreciated, as I am contracting for this stock right along and want to get a list of millmen, so that I will be able to fill large contracts on short notice, as construction companies' bids give me over two weeks to a month to rustle up 15 to 20 carloads.

Those in a position to supply this material can have the address of the inquirer upon application.—EDITOR.

B 910—Wants to Buy Three-ply Material, Preferably Manufactured in the East

Grand Rapids, Mich., April 26.—Editor HARDWOOD RECORD: Can you put us in touch with somebody, in the East preferably, who makes three-ply material which could be used in making toys? The inquiry comes from New Jersey and therefore somebody in the vicinity of New York would probably be the party that could best fill the order.

A list of manufacturers of toys, both for home and foreign. Anyone interested will be supplied with the address upon request.—EDITOR.

B 911—Wants to Buy California Redwood Bark

Baldwin Park, Calif., April 28.—Editor HARDWOOD RECORD: We want to get some California redwood bark, and would like to know where you will send us the order if that is all right.—A FIRM.

HARDWOOD RECORD has not got anybody who is in a position to supply California redwood bark. It will be a favor to us if those having knowledge of a source of supply for this material will communicate with this office.—EDITOR.

B 912—Wants to Purchase Pacific Coast Clear Spruce

New York, N. Y., April 29.—Editor HARDWOOD RECORD: Will you please give us the names of mills we could purchase Pacific coast clear spruce, 2" to 6" thick, 8" and 10" wide, for shipment for export.

This is another question slightly out of our line and anyone in a position to figure on the stock should communicate with HARDWOOD RECORD office.—EDITOR.

B 913—Wants West Virginia Maple

Knoxville, Tenn., May 6.—Editor HARDWOOD RECORD: We have never handled much of any maple except what we get locally, but we have been developing some trade in this wood and are not able to supply it. We think, however, that the place to buy it is in West Virginia.

Could you supply us with more or less of a complete list of the manufacturers of both hard and soft maple in West Virginia? If you can, we would thank you to do so.

This inquiry is from a well-known Tennessee concern, and those desirous of making a deal with this company will be given the address upon request.—EDITOR.

References to "Mail Bag" Items Must Be Accompanied by Stamped Envelope to Receive Attention

Clubs and Associations

Program National Lumber Manufacturers' Meeting

The program of the thirteenth annual meeting of the National Lumber Manufacturers' Association to be held in the Chamberlain Building and House of Ho-Ho at the Panama Pacific Exposition, May 12 and 13, has recently been issued. It includes a two days' session, the first day being taken up by various addresses of officers and an address by W. H. Parry of Washington, D. C., on "The Federal Trade Commission," and by Prof. Carlton H. Parker of the University of California on "The Public Interest in the Economics of Production."

Under the heading "Our Problems," J. T. Hummel of Sandpoint, Idaho, will talk on Idaho pine; E. G. Giddys, Tacoma, Wash., on fir; George N. Wendling, San Francisco, on California pine, and E. A. Selfridge, Jr., Wilkes, Cal., on redwood.

Following this there will be the appointment of the credentials and nominating committees.

In the afternoon session, the credentials committee will open the meeting, following which there will be reports from committees on forestry, railroads, standardization and advertising.

W. E. Blederman, superintendent of the Credit Corporation, and Charles E. Simonson, manager of the Lumber Insurance Exchange, will report on those branches of the association's work.

Under the caption, "What Associations Can Do for the Lumber Industry," there will be discussions on northern pine, western pine, California pine, southern hardwoods, West Coast woods, northern hemlock and hardwoods, Michigan hardwoods, North Carolina pine, cypress and southern pine.

The third session, Thursday morning, May 13, will be given over to addresses as follows:

"Efficiency in Logging," W. W. Peed, Eureka, Cal.; "Efficiency in Manufacturing," H. W. Palmer, Tacoma, Wash.; "Efficiency in Merchandising," Elmer H. Cox, San Francisco; "The True Cost of Lumber Production," H. E. Skinner, Seattle; "Specific vs. General Lumber Advertising," Thorne Babcock, Tacoma.

The closing session will be opened with the address "Manufacturing Lumber to Fit Consuming Needs," by C. L. Harrison, Cape Girardeau, Mo.; George E. Watson, New Orleans, will talk on "Educating the Consumer," while J. B. Knapp, Portland, Ore., will have as his address "Household Uses of Wood."

There will be a discussion on trade-marked lumber. J. A. Gabel, Tacoma, will take the discussion from the standpoint of the manufacturers; A. W. Cooper, Spokane, from the standpoint of the association, and Everett Sisson, San Francisco, from the standpoint of the advertising man.

Following this there will be a report of the nominating committee, the election of officers and the election of the board of governors.

Tentative Outline for Veneer Meeting

Secretary Howard S. Young of Indianapolis, Ind., has given a tentative outline for the annual meeting of the National Veneer and Panel Manufacturers' Association to be held at Chicago in June.

Among those who will speak are W. M. Merritt of the Merritt Manufacturing Company, Lockport, N. Y., who will talk on the manufacture of veneers and panels abroad. Just before the war Mr. Merritt spent a number of months in Russia, Germany, England and other European countries studying methods and situations at those points.

W. F. Trefz, field secretary of the Chamber of Commerce of the United States, will again address the meeting.

The subject of "Railroad Classifications and Rates" will be discussed by persons who will be announced later. Under this question will be taken up the course the association should take to protect its members in this particular.

There will be discussions as to what other associations are doing to build up association strength and increase efficiency and effectiveness.

There will be a historic review of the developments of the National Veneer and Panel Association from the beginning.

A new constitution has been adopted which looks toward a radical reorganization of the association. The reason for this is that the organization has outgrown its present plan, as when it started it was adequate, but since that time various departments and different work have been added so that the present plan does not work to advantage. One feature of the new constitution will be to provide for a big central organization to bring all veneer and panel manufacturers together for the transaction of such business as affects all of them. It will also provide for committees or clubs made up of manufacturers in different lines in different sections, and in these clubs close and intimate association work will be conducted.

There will be the usual dinner and entertainment at the South Shore Country Club.

The meeting will be held at the Auditorium hotel, Chicago, Tuesday and Wednesday, June 8-9, and all manufacturers of veneers and panels, whether members or not, are cordially invited to attend.

Independents Win Cincinnati Club Election

An open secret, or a surprise which was not unexpected, proved the stellar attraction at the annual election of the Cincinnati Lumbermen's Club last Monday. Several weeks ago when the nominating committees met and announced the names of candidates for various offices, there was no opposition ticket named to run against the Regulars. At that time it was said by several members of the club that an endorsement of the regulars probably would be made by what opposition there was, but at the same time talk was general that at the last hour an independent slate would be announced. To this end backers of the opposition quietly went about their work getting pledges for the Independent candidates, although at no time was there any formal announcement of the second ticket. This was not sprung until the night of the ticket, although several weeks previous to the election evening it was an open secret that the Regulars would run up against opposition of the strongest character. And such it proved to be. The independent carried the day with practical ease, electing their entire ticket and each candidate by a good margin. The victorious and vanquished candidates and the vote follows:

	Independents	Regulars
President	Frank K. Rodman...27	Dwight Hinckley...18
First vice president	W. F. Duhlmeier...30	S. W. Richey...15
Second vice president	K. F. Williams...26	J. S. Zoller...19
Secretary	A. H. Engler...27	Will Sterrett...18
Treasurer	O. P. Stratemeyer...27	J. Watt Graham...18

The result of the election probably will put a damper on the recent agitation for consolidation with the Cincinnati Chamber of Commerce, according to several well informed gentlemen in the club.

The chief business taken up at the meeting beside the election was a general discussion of the resigning problem. As a result of the conference it is probable that a committee will endeavor to take up before the Interstate Commerce Commission the matter of obtaining the resigning privileges with the Louisville and Nashville railroad. This case has been pending for two years and lumbermen are anxious for a decision.

Chicago Lumbermen Announce Plans for Golf Tournament

The ninth annual tournament of the Lumbermen's Golf Association of Chicago will be held at the Beverly Country Club on Tuesday, June 8. The announcement of the tournament was made in plenty of time, so there will be no excuse for the absence of anyone in position to participate in the play. The contest is open to all lumbermen from any part of the country, the only condition being that they be members of the association.

Complete program and list of prizes, rules, etc., will be issued shortly. John C. Spry of Chicago is president of the association; E. A. Lang, treasurer, and F. R. Gadd, secretary. The directors are: E. A. Thornton, George T. Mickle, F. J. Burns, E. C. Crossett and E. H. Desebaugh.

Chicago Lumbermen Hold Luncheon in New Quarters

About fifty members of the Chicago lumber trade, who have been closely identified with the building up of the Lumbermen's Association of Chicago, gathered for luncheon in the new quarters of the association in the Lumber Exchange building at noon on Thursday, May 6.

The luncheon was tendered by F. L. Brown, chairman of the membership committee, who, however, included in his invitation many who were not regularly appointed members of the committee, but whose work had counted nevertheless.

The real purpose of the gathering was to outline plans for furthering the interests of the association and building up the membership list.

Mr. Brown called on Herman H. Hettler, vice-president of the association, to address the meeting. The subject of Mr. Hettler's talk was "Loyalty," in which he supported the side of the booster, the man who is loyal to any cause, and deplored the tendency to "knock." Mr. Hettler warmly complimented Mr. Brown for efficient work as the head of the membership committee and paid a tribute to Mr. Brown's accomplishments, and to his development as a leader both in the Lumbermen's Association and in the Chamber of Commerce.

Secretary Hooper said that forty-nine applications for membership have been secured up to date, and that he believed that the membership of 500 as aimed at by the committee will be reached within the near future.

Other speakers were George D. Griffith, Frank Porter, E. W. Diessen, Murdock MacLeod and L. W. Crow.

Commissary Managers Preparing for Annual

While the sixth annual meeting of the National Commissary Managers' Association will not be held until August 24-26, the association is already making active plans providing usual instructive program as well as entertainment for the many visitors.

The convention this year will be held at Cincinnati, O. No detailed plans as to the convention proper have been given out as yet, but the members attending will be assured of the very best that can be presented.

Washington, D. C., Lumbermen Form Exchange

The wholesale and retail lumber dealers of Washington have organized what is to be known as the Lumber Exchange of the District of Columbia, with the object of advancing the interests of the lumber trade of Washington, fostering intercourse between the members, avoiding misunderstandings, reforming abuses and providing safeguards against misrepresentation. The competition in the national capital has been so keen for some time past that lumbermen naturally have desired to get closer together in order that more satisfactory conditions might be established. They consulted some of the best legal talent and feel that every requirement of the law has been met in the new organization, which has elected the following officers for the ensuing year:

- PRESIDENT—W. T. Galliher of W. T. Galliher & Bro.
- VICE-PRESIDENT—W. H. Church of W. H. Church & Co.
- SECRETARY—Lee Herrell, manufacturers' agent.
- TREASURER—George E. Walker, president of the George E. Walker Company.

The officers are among the best known members of the trade in the district, besides being very popular and of high standing. They are working hard to promote the interests of the trade.

Philadelphia Exchange Elects Committee

At the monthly meeting of the Philadelphia Lumbermen's Exchange, held in the rooms of the organization at 1420 Chestnut street, May 8, an arbitration committee was elected by the board of directors and President C. M. Chesnut appointed new committees to serve during the year, as follows:

- ARBITRATION: Samuel Roberts, chairman; Robert B. Rayner, and Benjamin F. Stoker.
- LEGISLATION: Samuel Roberts, chairman; B. Franklin Betts, J. Anderson Ross, Hugh Melvain, and Fisher Dalrymple.
- RAILROADS AND TRANSPORTATION: J. Randall Williams, Jr., chairman; Wm. T. Betts, Robert B. Rayner, Edward T. Henson, and J. A. Finley.
- OFFICE AND ENTERTAINMENT: Horace A. Reeves, Jr., chairman; John E. Lloyd, Herbert P. Robinson, Benjamin F. Stoker, and James B. McFarland, Jr.
- MEMBERSHIP: John W. Coles, chairman; Geo. M. Spiegle, Isaac N. Troth, Fred'k A. Benson, and Fred'k A. Dudley.
- CREDIT BUREAU: Paul P. Pearson, chairman; Amos Y. Leshner, Joseph J. Arhelo, Wilson H. Lear, and Joseph Hyde.
- BY-LAWS AND RULES: John I. Coulbourn, chairman; Fred'k S. Underhill, and Wm. C. McBride.
- FINANCE: Robert G. Kay, chairman; Samuel B. Vrooman, and S. Ash-tou Souder.

Memphis Lumbermen Active

At the last regular meeting of the Lumbermen's Club of Memphis, held at the Hotel Gayoso, Saturday, April 24, the entertainment committee was authorized to make the necessary arrangements for a dance to be given early in the summer at the main pavilion in Overton Park. The committee reported that the last dance at the Hotel Cbisca was a success in every respect and its recommendation that something further be attempted along this line was responsible for the authorization already referred to.

S. B. Anderson, chairman of the river and rail committee, said that his committee would have something definite to report in the near future. At this time, however, he had nothing to say beyond an urgent appeal on his part to all of the members of the club to support the Southern Hardwood Traffic Association in the active fight which it is making in behalf of southern hardwood interests. Mr. Anderson has himself been one of the most aggressive supporters of the latter organization and is one of the special representatives of the Southern Hardwood Traffic Association on the joint committee which is to confer with similar representatives from the railroads east and west of the Mississippi river in connection with freight rates and various other matters which may be in controversy from time to time. Col. Anderson thought that, if the lumbermen all pulled together, many of the prob-



R. S. HUDDLESTON, PRESIDENT HUDDLESTON-MARSH LUMBER COMPANY



H. C. KRIEGER, JAMESTOWN, N. Y.



J. C. WALSH, ACTIVE MANAGER UPHAM & AGLER INTERESTS, CHICAGO

R. S. Huddleston Returns to Chicago

Roderick S. Huddleston, general manager of the Otis Manufacturing Company, mahogany manufacturer, of New Orleans, announces that early in May he will leave New Orleans for Chicago, where he will devote his entire time to his extensive Chicago interests, operated under the style Huddleston-Marsh Lumber Company. Mr. Huddleston has been president of this institution for the past six years.

Up to six years ago Mr. Huddleston was prominently connected with the Otis Manufacturing Company, and he withdrew from that institution only to accept the presidency of the Chicago company. It was on account of his long connection and his broad experience in the mahogany business that he was solicited by the board of directors of the Otis Manufacturing Company to succeed H. A. Otis, whose health made necessary his retirement from the actual management of the business. This was three years ago. Since that time Mr. Huddleston has done wonders in building up the business and introducing efficient methods of manufacture and general administration, and has gotten the Otis business in such shape that he feels he can now leave it and devote his entire time to his work in Chicago.

When he assumed the management of the New Orleans concern it was understood that he would remain there only so long as his interests in Chicago would permit, and now that he has accomplished what he aimed at when he left for New Orleans he feels that his best interests are served by putting all of his time in at Chicago.

The return of Mr. Huddleston to the Chicago trade will be a pleasant surprise to his many friends in the lumbering and hardwood consuming operations in the city, and it is hoped that this time he will be a permanent member.

The Huddleston-Marsh Lumber Company is widely known as a prominent handler of domestic and fancy woods in lumber, veneers and panels. It has built up a wide trade and has established a highly satisfactory reputation for the quality of its goods and its way of doing business. Mr. Huddleston has been closely in touch with affairs in the North even while he was actively engaged in New Orleans, thus enabling him to take up his old work again without feeling that he has lost his touch while he has been away.

HARDWOOD RECORD takes pleasure in presenting herewith Mr. Huddleston's photograph, although such introduction is hardly necessary, as he is pretty generally known as a ranking authority in all matters pertaining to this line of the lumber business.

Government Wood Waste Exchange

The latest business-aid service instituted by the government is a wood-waste exchange. It enables lumbermen and manufacturers in the various wood-using industries to utilize each other's waste to mutual advantage, aiming to effect a large saving in forest material as well as in money.

The wood-waste exchange is being conducted by the Forest Service of the Department of Agriculture. More than forty manufacturers of wooden articles already have asked to be listed as having certain kinds of waste wood for sale, or as desiring to obtain their raw material in the rough or in semi-finished form from mill or factory waste.

Twice a month the exchange sends out a circular headed, "Opportunities to Buy Waste," containing the names and addresses of factories having waste wood for sale, with exact information as to species, sizes, forms and quantities. Similarly, another circular headed, "Opportunities to Sell Waste," gives the specific requirements of wood-using plants which desire to buy waste material.

One of the first waste problems solved has been that of a furniture maker in Michigan who wrote to the Forest Service asking how to dispose of sugar maple blocks and sticks which were cut off in the process of furniture making and which he had to sell merely as fuel. Samples were obtained from him and the Forest Service then located a scrubbing-brush manufacturer who used small maple blocks for brush backs. The result was that the furniture maker was enabled to sell his waste at a much higher price than it had brought as firewood, while the brush maker was enabled to buy brush-back material in suitable sizes at a much lower figure than it had been costing him to buy maple lumber and cut it up.

Firms which have been put into touch with each other through the exchange are expected to notify the Forest Service when their requirements have been met; then their names are removed from the lists. In this way several concerns which early took advantage of the plan have dropped off the lists; but as more and more manufacturers learn of the wood-waste exchange the lists are steadily growing.

H. T. Krieger in Business for Himself

H. T. Krieger, for twelve years manager of the Union Lumber Company, Jamestown, N. Y., announces that that company having gone out of business, he will continue the lumber business in his own name at Jamestown.

Mr. Krieger states he is prepared to fill all orders in a thoroughly satisfactory manner, and that any business entrusted to him will receive his full personal attention.

HARDWOOD RECORD takes pleasure in presenting this announcement together with his photograph.

J. C. Walsh Active Manager Uphem & Agler

On the death of Oliver O. Agler of Chicago on April 26, J. C. Walsh became active head of the Uphem & Agler business. Mr. Walsh has handled the biggest part of the active work of the company for some time past, with the exception of looking after financial matters and the buying and sawmilling end. He has been sales manager for the past thirteen years.

Mr. Walsh was originally night agent for the Illinois Central Railroad at Cairo, Ill. In 1900 he became traffic manager for the Sondheimer interests, which capacity he filled for two years, and then took a position with Uphem & Agler, becoming sales manager.

Mr. Walsh is well known in hardwood circles and has a reputation for being a keen manager in various departments of the hardwood business with which he has been connected for so long.

Whiting Lumber Company Plans Mill Operation

Cincinnati lumbermen are much interested in a recent project of the Whiting Lumber Company, which recently has opened an office at Elizabethtown, Ky. This concern, which is composed of W. S. Whiting of Asheville, N. C., and Frank R. Whiting of Philadelphia, Pa., according to advice received by Cincinnati hardwood dealers, has just completed a deal for the purchase of a large timberland tract in Tennessee, lying practically adjoining the North Carolina boundary line.

It is contemplating, probably beginning the first of June, the construction of a standard gauge railroad line from Butler, Tenn. (connecting there with the Virginia & Southern road) to the heights of the Blue Ridge mountains in Virginia, in which locality extensive holdings of hardwoods, as yet untouched by the ax, are under the control of the Whiting company.

J. M. Lacy of Elizabethtown will act in the capacity of superintendent of the building of the new railroad and mill. Elizabethtown, it is said, will be the site for much of the big mill work.



THE REMARKABLY ECONOMICAL AND EFFICIENT MILL OF THE LITTLE ROCK LUMBER & MANUFACTURING COMPANY, LITTLE ROCK, ARK.



BEAUTIFULLY PILED STOCK ON LITTLE ROCK LUMBER & MANUFACTURING COMPANY'S SAWMILL YARD.

Little Rock Operations

With an extensive operation located in the heart of the finest oak timber in Arkansas, with a splendidly economical and efficient mill, a beautifully laid out yard and every facility for economical and proper manufacture, and owned and operated by men who are old hands at the lumber business, the Little Rock Lumber and Manufacturing Company, Little Rock, Ark., stands in as one of the most promising concerns in the southern hardwood manufacturing fraternity.

D. S. Watrous, secretary and manager of the new company, and the active operating head, was for ten years manager of the Lansing Company plant at Parkersburg, Ark. In this capacity he made a great many friends in the consulting trade, who believe in his methods of production and in the highest quality of his stock.

W. A. Clark, active superintendent of the operations, has been identified with the hardwood manufacturing industry of the South for over twenty-five years. Mr. Clark has established a reputation as being in that class which saves on not cutting so much that it cannot all be cut just right. His special hobby is in getting out nicely figured quartered oak.

J. L. Rittling of Grand Rapids, Mich., president, has been identified with the hardwood lumber business a great many years and is widely known in all hardwood circles as a successful manufacturer and wholesaler.

Wm. J. Clark, capitalist of Grand Rapids, Mich., is vice president and is well known in Grand Rapids along other lines, but this is his first venture in the hardwood lumber business.

Now getting down to the business itself. The company erected a mill which was laid out and the construction of which was supervised by Mr. Clark, superintendent, under the general direction of Mr. Watrous and the other officers. Every detail was carefully considered with the idea of putting the cost of manufacture into the quality of the stock rather than into un economical operation. As a result, the mill and its yard look like a small city park, for their neatness and the general air of clean-cut, well-regulated efficiency. The mill is new and of modern band mill type with a capacity of 40,000 per a day. It is the intention of the company to cut oak and ash until such time as the gum market will warrant cutting the gum logs.

As was stated, the location is in the heart of the Arkansas oak section. As a consequence, the Little Rock Lumber and Manufacturing Company is able to draw its supply of timber from the entire state, and to get the cream of all that is needed. It will maintain as a specialty a regular line of one of the most valuable varieties, and the selection of its logs will make this possible for the most economical possible.

The reasoning of the managers of the company has led them to believe that manufacturers and consumers of oak have come to look to the soft textured variety with special favor on account of its easy working qualities, and the ease with which it is finished. This thought is in mind constantly in making purchases, and judging from the annual lumber which a representative of Hampton Room saw in the yard of the Little Rock Lumber and Manufacturing Company, its purpose is being carried out without variation.

Another feature of the business which should appeal to many large consumers who have an intelligent grasp of the possibilities of the right purchasing is the sorting of stock to widths in the grades of firsts and seconds. The company is in a position to furnish carloads of special widths and will carry in stock at all times regular thicknesses of plain and quartered red and white oak, and ash.

The company has not invested its money so far to any large extent in stumpage, but is devoting its attention to making proper investigations along these lines. At present it owns about 20,000,000 feet, but is considering buying when timber that gives assurance of its being the proper soft texture is located.

The company operates its own tow boats and six barges on the Arkansas river, from the bottoms of which stream it is getting some very high graded red oak.

Up to the middle of April the company's mill had been running about sixty days, and at that time it was cutting in good shape so that it would soon be ready to offer lumber to the distributing trade. Right in that connection it is well to state that the plant is admirably located for truck facilities, as both the Iron Mountain and Rock Island switch to its yard. The yard, by the way, is so situated as to be thoroughly drained at all times, and also so as to give the best possibilities for a free sweep of air, regardless of wind direction, so that air-drying under the most favorable conditions will be uninterrupted.

Seventieth Anniversary of Famous Hardwood Company

Wednesday, May 5, marked the seventieth anniversary of the founding of the John A. Reitz & Sons sawmill in Evansville, Ind., believed to be the oldest firm in any line of business in that section. The business of the mill has gone on without interruption since the day of the founding and only twice has work been suspended for any length of time. The suspension was caused by fire which destroyed two of the four buildings built by the company on the present site on Seventh avenue. The business was founded by



A SOLID SHIPMENT OF SIXTY-FOUR CARS OF RED-GUM LUMBER FOR PEALY. THIS STOCK, SHIPPED BY THE LAMB-FISH LUMBER FURNITURE AND INTERIORS COMPANY.



THE LITTLE ROCK LUMBER & MANUFACTURING COMPANY SPECIALIZES IN UNUSUAL ITEMS—HERE IS A SAMPLE.



A SPLENDID COLLECTION OF LOGS AWAITING LOADING FOR THE LITTLE ROCK LUMBER & MANUFACTURING COMPANY, LITTLE ROCK, ARK.

John A. Reitz and his brother, Clemens, in 1845 and the mill was opened on May 5 of that year. The partnership of the two brothers was dissolved in 1855 and John A. Reitz became the sole owner. Later Mr. Reitz took his sons, John A. Reitz, Jr., and Francis J. Reitz, into the business with him and it was then that the business came to be known as John A. Reitz & Sons. Following the death of John A. Reitz and the subsequent departure of John A. Reitz, Jr., for the West, Francis J. Reitz purchased the holding in the mill of his brother and those of the mother's estate and became the sole owner of the plant in 1899. Mr. Reitz still retains full ownership.

Among its other distinctions the mill has the record of manufacturing more hardwood lumber than any other single mill in the country during the period between 1883 and 1893. Mr. Reitz says this fact has been established by a comparison of authentic trade reports from all over the country. The first mill built in 1845 was burned ten years later. A second mill was immediately erected and in 1873 was rebuilt into a new building which was a great enlargement. The third building was destroyed by fire in 1907 and was replaced soon after by the present mill.

W. P. Harris

The Harris Manufacturing Company, Johnson City, Tenn., announces the death on Saturday, April 24, of W. P. Harris, who had been president of the organization for a good many years.

The Harris Manufacturing Company has been actively engaged in the manufacture of hardwood lumber and hardwood flooring. It is one of the old institutions of Tennessee, and Mr. Harris was widely known throughout the hardwood manufacturing and consuming trades.

George L. Fish

The Alton Lumber Company, Buckhannon, W. Va., announces that its president, George L. Fish, died at Buckhannon on Tuesday, April 27. The Alton Lumber Company has been a prominent manufacturer of West Virginia hardwoods for a good many years and Mr. Fish was well known in the general lumber trade.

Aged Lumberman Dies

A few days ago at his home at Otwell, Pike county, Ind., a few miles north of Evansville, occurred the death of Jacob Bowers, aged one hundred and three years, said to be the oldest lumber manufacturer in the state of Indiana. For over sixty years Mr. Bowers had operated a sawmill in the same place, and was well known to lumber manufacturers in southern Indiana, western Kentucky and southern Illinois. He was a man of considerable

means and regarded as one possessed of keen business judgment. His wife and all his children had been dead for several years. Mr. Bowers looked after his business affairs up to a few days before his death.

Will Erect Planing Mill at Paterson, N. J.

The Dilliston Lumber Company of Paterson, N. J., announces that plans were filed with the building inspector of Paterson for the erection of a one-story planing mill on land adjoining the lumber yard, but sufficiently removed so as not to affect insurance. The mill will be on East Thirtieth street, between Eighteenth and Nineteenth avenues, and is to be occupied under lease by the Mutual Wood Working Company.

The members of the Dilliston Lumber Company are Robert Burns, Albert A. Price and Frank Carrot, all long time residents of Paterson, and for some time connected with a local planing and sawmill.

The new plant will have besides the usual planing and saw machinery, band saws, router, variety machines and other special machines adapted for the special work required by the silk mills, dyeing establishments, loom and other factories of Paterson's varied industries.

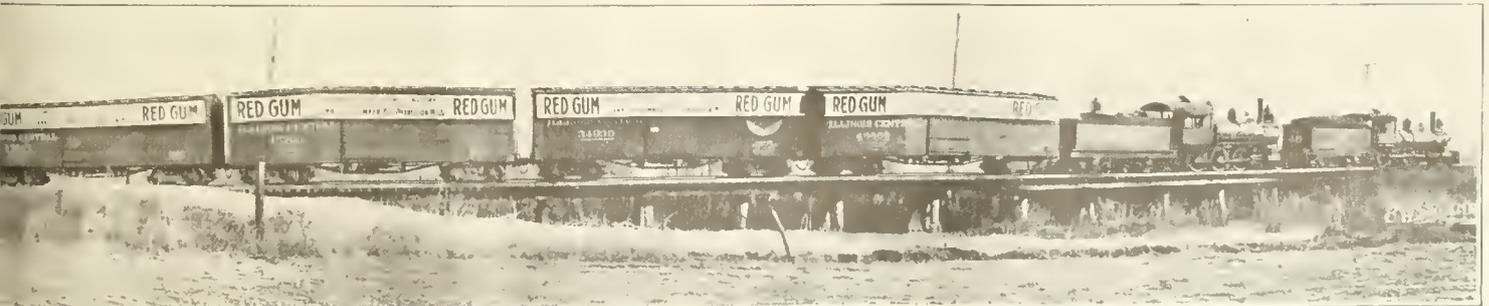
Kuntz-Freihaut

Charles Kuntz, Jr., a wagon manufacturer of St. Louis, Mo., well known among the hardwood lumber manufacturers of that section, and Miss Mary Freihaut of Evansville, Ind., were united in marriage at St. Mary's Catholic Church, Evansville, on Tuesday, May 4. Several St. Louis people attended the wedding.

Interested in American Machinery and Methods

HARDWOOD RECORD recently received a letter from O. L. Remington, general manager of William McLean & Co., Melbourne, Australia, merchants, engineers, manufacturers and importers. Mr. Remington has been making his headquarters at Indianapolis for the past few weeks and will shortly be in Chicago. He states he has recently arrived in the States with one of his engineers, and some of the things they are investigating are methods, new machinery and developments in the lumber field.

Mr. Remington advises also that he is making a short visit to a relative in Indianapolis and within a week or so will join his engineer, H. P. McColl, who has been spending his time in Chicago, and that the two will work together in the various centers of the East and then go across to England.



CHARLESTON, MISS., CONTAINS AN ASSORTMENT RUNNING FROM THIN STOCK UP TO TWO INCH. IT WILL BE USED IN MANUFACTURE

Memphis Lumbermen Form New Company in California

E. F. Deener, C. M. Keiser and J. W. Thompson, well known lumber men of the Memphis, Tenn., office of the U. M. Lumbermen's Association, have their names on Los Angeles, Calif., office of the American Hardwood Lumber Company, which is located at the latter place. These gentlemen will charge for the business of American hardwoods in California and will also handle lumber from other sources. The officers and directors of C. M. Keiser, formerly president of the Keiser Lumber Company, Memphis, Tenn., will be generally in charge of the new company. Keiser of Hardwood Record will remain at E. F. Deener was for a number of years head of E. F. Deener & Co., Memphis, and that, after the dissolution of that firm, he was president of the Deener Lumber and Lumber Company. Mr. Keiser removed to Los Angeles about two years ago in account of the illness of his wife, while Mr. Thompson went West the latter part of 1911 to become agent for a number of years of years in the central and western states. J. W. Thompson, formerly former Memphis Lumbermen, works at Los Angeles and is interested with Mr. Keiser and Deener in the new venture.

and Deener, 1000 Virginia, Washington, West Virginia, Wisconsin, to give credit to the plant in the States East and Central West.

The Lumbermen's Bureau has been published the work for the past five years, but it is to be published by the U. M. Lumbermen's Association, a high universal body.

The members of the Bureau have been able to contribute on one medium to the work of the Bureau, and of the rate has been shown in more than 2,000 different tariffs by receiving all of the through rates into their factors and by having the Bureau rate up to and beyond the various landing points. By comparing the rates shown there in more than 200,000,000 through rates they are constructed.

Railroad tariffs have become so numerous and complex, and change so rapidly that it is well nigh impossible for the ordinary shipper to find a rate, or having found it to know that it is effective—even railroad agents recently raised their tariffs to the extent of a dime on originating and overhauling. The General Lumber Tariff is designed to overcome these difficulties and to enable the shipper to determine quickly and easily the correct rate to use in figuring a delivered price or by which to check his expense bill. A monthly supplement, superseding the previous ones, shows all change in rates.

The Lumbermen's Bureau also extends to its subscribers the free use of its traffic service department, which has access to all of the files of the International Commerce Commission, and which answers all questions respecting rates, rules and regulations.

Lumber and Its Uses

The University of Wisconsin announces a correspondence course for the purpose of teaching the use of lumber and a number of other matters connected with wood. Among the topics on which instruction will be offered are the following: The Structure of Wood; Physical Properties of Wood; Standard Grades and Sizes; Structural Timbers; Seasoning and Preservation; Paints and Stains; Lumber Prices; Cost of Wood Construction; Specific Uses of Woods; Selection of Materials.

The fee for the course is five dollars. Outside of forestry schools, this appears to be the first attempt in this country to conduct a course in college on the special subject of wood and its utilization. There is room for such a course. Though no material is more common than wood, most people really know little about it, further than that it is an excellent thing and is extensively used.

The subject will be presented by means of assigned readings from a textbook and other printed material. The questions on each assignment are carefully planned to bring out and test the student's grasp of the subject. The work can be done at home at odd times, and since the cost is very moderate, many persons will doubtless take advantage of this opportunity to add book knowledge of wood to what they have learned by observation and experience.

The course has been prepared for this work by one of the best authorities in this country and is planned to be of especial value to lumber dealers, contractors, carpenters, and all others whose work relates to the use of this important material.

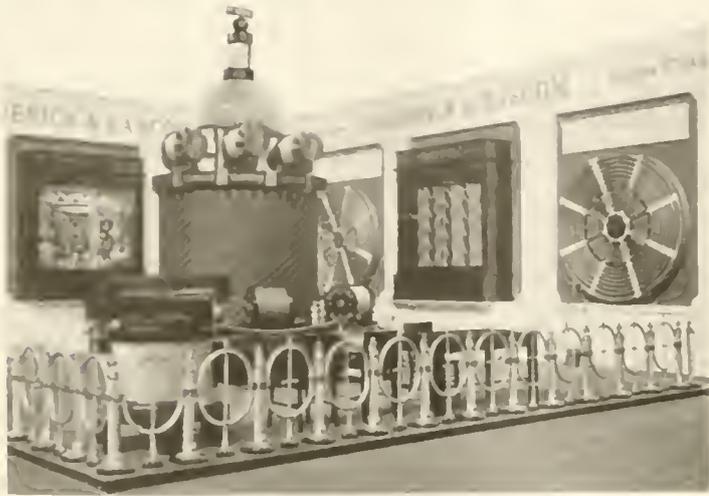


EXHIBIT OF BRODERICK & BASCOM ROPE COMPANY, ST. LOUIS, MO. IN PALACE OF MANUFACTURERS AT SAN FRANCISCO

Broderick & Bascom Exhibit at San Francisco

In this connection is shown an exhibit of the Broderick & Bascom Rope Company of St. Louis, Mo., which has been installed in the Palace of Manufacturers at the Panama-Pacific Exposition, San Francisco. In an exhibit of this kind it is particularly difficult to properly convey an impression as to the careful way in which the details have been worked out, as the photograph merely shows the superficial effort and cannot give an accurate idea as to the details.

The exhibit occupies a space forty feet square in the center of which is a very large reel of yellow strand power steel wire rope, nine feet in diameter, which rests on a moving platform that constantly revolves. On top of the large reel are six smaller reels of wire rope representing the six strands of a rope which is about to be laid up in finished form. These reels revolve with the large reel and at the same time turn in an opposite direction by means of planetary motion. These smaller reels also revolve in the same direction as they would when being laid up into a finished rope in a wire rope machine.

At the bottom of the large reel is a revolving table, fifteen feet in diameter, on which are placed reels and coils of wire and wire rope of the various types and quality that are made by the Broderick & Bascom Rope Company. The center piece is crowned with a beautiful polished dome covered with highly finished wire ropes that are set in radial form in the dome. On the top of this dome is a small reel of wire rope made in paper weight design representing the company's wire rope paper weight trade mark.

The entire show of the center piece is indicative of what is known as the upright or vertical closing and finishing wire rope machine. The weight of the moving center piece approximates 16,000 pounds.

In addition the display includes various tools used by loggers and wire rope in their operation in the logging camps and many other interesting features.

New Edition of the General Lumber Tariff

So many changes in lumber rates have resulted from the recent decision of the Interst to Commerce Commission in the five per cent case, I. & S. 184 and numerous other cases, that the new edition of the General Lumber Tariff recently issued by The Lumbermen's Bureau of Washington, D. C., and showing all of these changes, comes as a welcome relief to the puzzled shipper.

This tariff shows in simplified form the rates of all kinds of lumber and forest products from every milling point in the states of Alabama, California, Florida, Georgia, Idaho, Kentucky, Louisiana, Michigan, Minnesota, Mississippi, Missouri, Montana, North Carolina, Oklahoma, Oregon, South Caro-



FAMILY GROUP AT THE GOLDEN WEDDING ANNIVERSARY OF MR. AND MRS. CHARLES W. YEAGER, MOSCOW, PA., ON APRIL 10, 1915. THOSE IN THE PICTURE ARE THE FIVE CHILDREN, PETER N., FRANK G., CHARLES A. AND ORSON E. YEAGER OF THE YEAGER LUMBER COMPANY, BUFFALO, N. Y.; MRS. WILLIAM A. STEVENS OF PERKASIE, PA., AND THEIR PARENTS

Forestry Students to Camp at Mowbray & Robinson Mill

The Penn State forest camp for the spring of 1915 is located on the holdings of the Mowbray & Robinson Company near Quicksand, Breathitt county, Ky., where are situated the large mills of that company. This camp is part of the course in forestry of the Penn State Forestry School.

R. R. Chaffee, assistant professor of forestry, and C. R. Anderson, instructor in forestry, are in charge of the party, camp and instructions.

Red Gum as War Material

It is claimed that war orders have consumed 15,000,000 feet of red gum, chiefly in the form of boards for wagon beds. Much of this has been bought in Chicago. A pretty high class of material is demanded for a wagon bed. The wood must be clear of knots and other defects, and free from checking, splitting and warping. A surface is required that will hold paint well. The box boards range from twelve to sixteen feet in length and from thirteen to seventeen inches in width.

Walnut as Fine as Ever Cut

The accompanying illustration, reproduced from a photograph taken in the walnut lumber yard of H. A. McCowen & Co., of Louisville, at Logansport, Ind., will give an idea of the sort of walnut lumber that is still being manufactured. Some of the boards which are shown are 24 to 36 inches wide, and 14 to 16-foot lengths are numerous. At the time the picture was taken, a few weeks ago, the company had 2,000,000 feet of walnut lumber on sticks at Logansport alone, and of this more than half a million feet consisted of long, wide stock of the sort indicated in the picture. Though the illustration does not show the coloring of the wood, the boards laid out are the characteristic rich brown wood which has made American walnut "distinctively individual."

Pertinent Information

New Ruling on Overloads

The Corporation Commission of North Carolina recently put into effect a ruling which has been of special benefit to certain North Carolina manufacturers of lumber and products taking the same rates as lumber. Heretofore it has been the policy of roads in that part of the country to charge double rate on all excess weight in freight cars overloaded in excess of ten per cent beyond the specified capacity. It says the purpose is to discourage the tendency to overload cars, thus creating a hazard in shipments.

The commission recognized that the overloading of cars is hazardous, but maintains that the rule was unfair in that it did not nor could it be expected to stop the practice. Moreover, it contends that shippers should not be penalized under the circumstances as the power lay with the transportation lines to prevent the same through the use of estimated weights provided for in the classification.

In order to carry out the commission's suggestion, the following rule was adopted by the Corporation Commission as an addition to its "Rules Governing Transportation of Freight":

Rule 39. Cars containing lumber and articles taking lumber rates may be loaded in excess of the marked capacity to the extent of ten per cent of said marked capacity, provided that said ten per cent does not exceed 4,000 pounds and cars so loaded will be charged for at the regular carload rating, but if loaded in excess of 4,000 pounds the transportation company may decline to accept same for transportation until load has been lightened to conform to the rule above.

In order to arrive at weights it will be the duty of shippers to furnish transportation companies information as to the contents of cars, the quantity, kind, dimensions and conditions (whether green or dry) so that an estimate of the weight can be made by use of the classification giving the weight. This rule applies only at points where scale weights are unobtainable.

Mine Timbers Scarce in England

The exigencies of war have caused the authorities in England to take careful stock of some of their resources. It is found that the home supply of mine timbers, chiefly pit props, will barely last three years. The year's requirements are 4,000,000 tons. In round numbers that is equivalent to 2,000,000,000 feet, board measure. Consequently, there are now growing in England, Scotland, and Wales small timber ready to cut for mine timber, the equivalent of 6,000,000,000 feet, board measure, or about three-fourths as much as the estimated stand of yellow poplar in the United States.

Fortunately, there are enormous quantities of timber suitable for pit props within reach of England. Supplies are already being drawn from Canada, where the resources of that class of timber are very great. The United States has enough to supply the world. Small trees of any species will do, provided their trunks are long enough. The forests of paper birch and aspen in the North, loblolly pine in the South, and lodgepole pine in the West are resources of great magnitude. These are aggressive species, and neither axe nor fire can keep them down. Aspen and paper birch are short-lived, but they quickly attain sizes suitable for mine props. Loblolly pine is also of rapid growth, but it reaches large size if left to grow; while lodgepole pine grows very slowly but enormous areas are covered with it in dense stands. There is no danger of a pit prop famine.

To Consolidate Business Under One Roof

As intimated in *HARDWOOD RECORD* a short time ago when James E. Stark purchased the controlling interest in the Memphis Veneer & Lumber Company, the offices of James E. Stark & Co. and the Memphis Veneer & Lumber Company are being consolidated. The offices used by the latter are being doubled in floor space in order to give sufficient accommodation to the large corps of employees. There has been very little change in the management of the Memphis Veneer & Lumber Company, following securing of control by Mr. Stark. J. E. Walsh has been made sales manager for both firms. He is being ably assisted by J. C. Steele and J. E. Thomas. James E. Stark & Co. are engaged in the handling of hardwood lumber at wholesale, while the Memphis Veneer & Lumber Company manufactures both lumber and veneers, making a specialty of mahogany, which is imported in large quantities from South America and Honduras.

Oak Hurt by High Freight Rates

It would appear strange that high freight rates should hinder the importation of American oak into England and give Japanese oak an advantage over it in that country. Advance in carrying charges ought to affect oak from Japan as well as oak from America; but such does not seem to be the case, judging from a recent article in the *London Timber Traders' Journal*. That paper learns from many quarters that a steady and rapid increase in the sale and consumption of Japanese oak is taking place. All descriptions are saleable, and it is finding its way into consumption in all directions—for cooage work, for employment in the building trades, among cabinet makers, and in all other industries where oak is needful. It is not surprising that it should meet with favor, at the present time, as putting on one side its undoubted merits, it holds the field at the present time as the only oak that is obtainable, and looks like maintaining this position so long as the freight difficulty hinders the shipment of American supplies, and the continental position stops the export of Russian and Austrian wood. There has been a decided upward movement in prices.

Late Glasgow Market Report

The timber trade of Glasgow and the west of Scotland has been remarkably dull during the past few weeks, buyers still keeping to the policy of purchasing only against immediate requirements, and putting into stock as little as they possibly can. Prices indicated are not of the nature to encourage speculative buying, nor are they likely to be otherwise for some considerable period. Taken all over, F. O. B. values are about the same, but advances in the freight position seem to reach no limit, and in some cases the freight asked is more than the value of the timber. The shipyards, still busy with admiralty requirements, seem to call for most materials in large quantities with the exception of timber, a state of affairs which is likely to continue for a long time. When the war is over, however, there is every probability of a boom in the shipbuilding industry to replace the wastage caused by the war. Stocks all over are becoming lower every day, with almost nothing coming in to replace them.

Recent arrivals include the S.S. "Athenia" and S.S. "Lakonia" from Baltimore and Newport News with oak planks, scantlings and boards, quartered oak boards, whitewood, and silver pine or Virginian spruce, and large clearances from both shipments have taken place. The S.S. "Kyleakin" arrived a few days ago from Mobile with a large quantity of pitch pine



WALNUT LUMBER ON LOGANSPORT, IND., YARD OF H. A. McCOWEN & CO., OF LOUISVILLE, KY.

For the first four months of 1915 the total building permits issued in these 67 cities reach a total of \$191,056,490, compared with \$203,674,619 for the corresponding period of 1914, a decrease of 6 per cent. A detailed statement follows:

	April, 1915.	April, 1914.	—Per cent— Gain. Loss.
Akron	\$ 381,305	\$ 659,030	42
Albany	285,745	1,156,595	75
Atlanta	446,337	565,879	21
Baltimore	388,213	635,215	39
Birmingham	169,791	318,144	47
Bridgeport	1,492,413	210,905	608
Buffalo	1,190,000	1,280,000	7
Chattanooga	44,295	219,430	80
Chicago	6,829,700	9,465,800	28
Cincinnati	1,317,485	964,423	37
Cleveland	3,076,385	2,594,115	18
Columbus	406,555	683,555	40
Dallas	492,175	565,335	13
Dayton	210,260	421,300	50
Des Moines	225,223	181,178	24
Detroit	4,268,460	3,013,725	42
Duluth	340,178	440,491	23
East Orange	132,501	541,272	75
Fort Wayne	238,520	388,550	39
Grand Rapids	298,394	132,134	126
Harrisburg	95,275	292,175	67
Hartford	582,602	453,843	28
Indianapolis	776,511	1,037,466	25
Kansas City	1,125,170	736,665	53
Lincoln	195,999	172,540	13
Los Angeles	1,591,299	1,898,304	16
Louisville	282,400	447,870	37
Manchester	909,520	113,421	702
Memphis	438,355	420,085	4
Milwaukee	1,173,693	1,343,502	13
Minneapolis	1,951,035	1,912,290	2
Nashville	70,078	28,595	73
Newark	549,846	754,142	27
New Haven	465,320	249,485	86
New Orleans	339,571	204,587	66
New York City	18,064,958	15,267,899	18
Manhattan	6,920,467	5,446,463	27
Bronx	3,057,143	1,928,742	58
Brooklyn	5,284,656	5,230,120	1
Queens	2,412,905	2,422,248	..
Richmond	389,787	230,236	69
Oklahoma	46,865	55,825	31
Omaha	389,420	593,035	34
Paterson	124,426	293,458	57
Peoria	317,305	292,650	56
Philadelphia	3,449,900	3,075,905	12
Pittsburgh	974,283	1,158,225	16
Richmond	270,114	557,131	33
Rochester	1,159,257	1,156,109	..
Salt Lake City	252,852	321,200	21
San Antonio	95,500	204,540	53
St. Joseph	130,320	74,820	74
St. Louis	986,719	1,734,412	43
St. Paul	829,914	1,204,759	31
Schenectady	101,748	184,453	45
Scranton	118,952	137,383	24
Seattle	837,105	1,227,930	32
Shreveport	63,817	160,698	60
Sioux City	201,670	317,837	36
Spokane	127,775	214,610	40
Springfield, Ill.	115,115	79,015	46
Syracuse	271,474	483,750	44
Toledo	959,042	772,144	24
Topeka	108,875	69,875	56
Troy	60,745	37,339	63
Utica, N. Y.	573,565	277,065	107
Washington	1,029,020	851,309	21
Wilkes-Barre	119,746	86,194	39
Total	864,652,631	865,531,427	1

The Search for Wood Preservatives

In a recent bulletin on "Tests of Wood Preservatives," issued by the Forest Products Laboratory at Madison, Wis., the complaint is made somewhat wearily that "by-products for which no use could be found have often taken their last stand as possible preservatives of wood." Samples of all sorts of stuff have been sent to the laboratory with the suggestion that they be tried out to determine if they might not be valuable as preservatives. Skimmed milk is a favorite suggestion. The refuse from tanneries is another. The waste liquor from pulp plants appeals to some who fancy that it may possess mysterious properties for preserving wood from decay. The fact that fumes from smelters will kill trees by settling on their leaves and plugging the pores through which the tree breathes, suggests to some people that the same substance may preserve wood from decay; and the laboratory occasionally receives bottles of condensed fumes from which to make tests. Some of these substances could not possibly possess preservative properties of value; but the laboratory has proceeded patiently to test everything that has the remotest promise. A complete list of all substances tried or suggested would look like the pharmacopoeia of a Chinese apothecary.

Comparison of March Exports for Two Years

The following figures which have just been published afford means for comparing certain exports for March, 1915, with those for the same month last year:

	1914	1915
Cotton	\$43,360,475	\$ 53,524,270
Mineral oils	11,450,031	10,546,412
Meat and dairy products	10,274,173	28,274,194
Breadstuffs	8,060,403	59,661,053
Cottonseed oil	1,877,024	2,131,546
Cattle, hogs, and sheep	88,670	22,276
Total	\$75,110,776	\$154,159,760

Shooks and Packing Cases Wanted

The Bureau of Foreign and Domestic Commerce at Washington announces that an American consular officer in England reports that a firm

in his district desires to communicate with American manufacturers and exporters of shooks and packing cases. A copy of the specifications may be examined at the Bureau of Foreign and Domestic Commerce and its branch offices. It is stated that the firm usually buys about 50,000 shooks and packing cases at a time. Quotations should be made c. i. f. destination. In making inquiries, the index number 16,499 should be mentioned.

Hardwood News Notes

MISCELLANEOUS

The West Virginia Flooring and Trim Company has been incorporated at New York, N. Y.

The Maryland-Carolina Lumber and Timber Company is a new incorporation at Winton, N. C.

A new wholesale hardwood concern at McKeesport, Pa., is the C. F. Dahlstrom Lumber Company.

The Richmond Strip Company is a newly incorporated concern at Richmond, Va.

The High Point Casket Company at High Point, N. C., lost its factory by fire on Saturday, April 24.

At Greenville, Tenn., the Consolidated Chair Corporation has suffered a loss by fire.

The Enterprise Screen Company has been incorporated at Milam, Tex., with \$5,000 capital.

At Cincinnati, O., the firm of Blackburn & Bolser is reported to have gone out of business.

L. S. Smith has been appointed receiver for the Tri-State Lumber Company of Uniontown, Pa.

P. D. Phillips has been appointed receiver for the Thomasville Variety Works, Thomasville, Ga.

At Nashville, Tenn., the John Anderson Company recently began the wholesale lumber business.

At Boston, Mass., the Massachusetts Plumbers' Woodwork Company was incorporated a short time ago.

The Advance Lumber Company, Cleveland, O., has decreased its capital stock from \$500,000 to \$5,000.

The Desk Cabinet Company has been incorporated at Newbern, N. C., its capitalization being \$25,000.

The Campbell & Cameron Company's planing mill and box factory located at Ashland, Wis., was sold recently.

The Standard Planing Mill Company has been incorporated at Ashland, Ky., with a capital stock of \$20,000.

It is reported that the Sheldon Fixture Company at Sheldon, Ark., is offering to settle at forty cents on the dollar.

The Chicago Mill & Box Company has been incorporated at St. Bernard, Cincinnati, O. The capital stock is \$250,000.

At Norfolk, Va., the Poplar Lumber Corporation has filed a bankruptcy petition in the United States bankruptcy court.

The American Hardwood Lumber Company is opening a wholesale and retail hardwood lumber yard at Los Angeles, Cal.

The Vincennes Gate Company, an incorporated concern, has started business at Vincennes, Ind. The company has a capital stock of \$25,000.

At Paw Paw, Mich., the Paw Paw Basket Company has suffered a fire loss, reported to be \$5,000. This has, however, not been substantiated.

At Rochester, N. Y., the Empire Seating Company, an incorporated institution, has started business with an authorized capital stock of \$25,000.

The Texas Hardwood Company is the style of a recently incorporated Houston, Tex., concern. The company will do a wholesale lumber business.

A. B. Sowles, sixty-six years old, a prominent lumber manufacturer of Paducah, Ky., died on April 25 from pneumonia. He is survived by his widow and four children.

The Indiana Quartered Oak Company of New York announces that since April 16 its offices have been located in the Vanderbilt Concourse, opposite the Grand Central Terminal.

The Boone Ford Lumber Company has started business at Asheville, N. C., with a capital stock of \$50,000. W. S. Whiting, A. C. Barnard and D. E. Merrick of Asheville are the incorporators.

A new planing mill has been erected by the Cecil Lumber Company which will operate in the neighborhood of Wheeling, W. Va. Work was started the latter part of April on the new structure.

It is reported from Hastings, Minn., that a casket factory is in process of construction at that point. Ground was broken the end of April for the building, which will cost from \$15,000 to \$20,000.

C. H. Pearson, 49 Broadway, New York, N. Y., announces that on March 1 the corporation C. H. Pearson Company was dissolved and that C. H. Pearson will continue the business of importing in all kinds of domestic and foreign hardwoods.

The Johnson City Lumber & Manufacturing Company has recently been organized at Johnson City, Tenn. Foundation work for the building was started a few days later. The plant will manufacture vehicle materials, textile mill loom supplies, special bent woodwork, etc.

... returned to New York after a business stay at the company's office here. Some flooring is now being turned out at the Canadian mill, but trade is not so active.

W. K. Jackson of Jackson & Field has lately been in Canada, looking after the interests of the firm, which has a large colonization and timber tract in the northern part of Ontario. Conditions are rather quiet there at present, owing to the war.

< CHICAGO >

J. K. Williams of the Western Lumber Company, Chicago, spent several days in Chicago last week on the business of the firm. A visit of two or three days to the Lake View plant.

H. E. Sear of the Heaton Brothers Company, Ft. Wayne, Ind., spent a few days in Chicago last week.

J. W. Johnson of the C. M. Johnson and Company, Chicago, and J. W. Johnson, Chicago, were in Chicago for a few days of last week on business. Mr. Johnson was seen making a visit to western markets and taking up some of the best of the lumber in California.

R. W. Hall, president of the Chicago Veneer Company, Danville, Ky., was in Chicago for the day in conference with officers of the National Veneer & Panel Manufacturers Association.

J. A. Bink of Pittsburgh, Pa., passed through Chicago on his way to and from Madison, Wis., where he attended the meeting of the Northern Hardwood and Hardwood Manufacturers Association.

C. L. Frost of the Paist Brothers Lumber Company, Jackson, Miss., spent a few days of last week in Chicago on business.

D. S. Watson, secretary of the Little Rock Lumber and Manufacturing Company, Little Rock, Ark., was in the city for a few days a week ago.

Local lumbermen from out of town who attended the funeral of O. C. Aker were C. H. Berridge, Greenleaf, Ind., and Earl Palmer, Paducah, Ky. Hardwood Record acknowledges receipt of "Wood Construction," volume 1, No. 1, issued by the Ohio Association of Retail Lumber Dealers. The book contains a complete story of the recent annual meeting of that organization and a great deal of interesting reading matter along other lines.

J. V. Stinson, Huntingburg, Ind., large and well-known operator in hardwoods and veneers in Indiana, Kentucky and Tennessee, was in the city May 8. He says that he is running his Huntingburg mill on double shift. In fact, he has run it on double time for eight weeks since the first of the year. He also stated that quartered oak is moving in splendid shape and that he is getting for it every cent that he secured before the war.

< NEW YORK >

The Interstate Commerce Commission has again suspended the tariffs carrying new regulations covering delivery of freight by lighter in New York harbor. These are the tariffs which the lumber trade opposed because of the extra charge of twelve cents per ton for loading or unloading lumber from the boats to the dock.

The hardwood trade of Memphis must have heard of some great attraction up this way. If one is given to reading signs. We have recently had as visitors here S. C. Major, S. C. Major & Co.; R. M. Lockwood, Memphis Hardwood Flooring Company, and M. B. Cooper, Three States Lumber Company, prominent in the Tennessee hardwood trade. All were here on business and reported some improvement in the general eastern district.

Capt. W. R. Bell, one of the Metropolitan district's oldest lumbermen, died May 3 at his home in this city. Capt. Bell was in his ninetieth year and during his life in the local trade had seen two generations of lumbermen come and go. He was in the retail business on the upper east side of the town. Before entering the lumber business he was a seafaring man and a master at the age of twenty-three. He was commodore of the fleet of the Star Line to New Orleans which operated the finest steamers afloat at that time. He is survived by a widow and two children.

< BUFFALO >

T. Sullivan & Co. have been receiving good-sized stocks of brown ash by rail recently and will soon have some of this sort of lumber by lake. E. W. Gerlitz has returned from Michigan, where he sold a large stock of hardwoods to be shipped direct from the mill.

Miller, Sturm & Miller state that the hardwood demand has shown a good improvement lately and fair sales have been made in the local market, especially in plain oak and maple.

The new office building of Day-report & Ridley has been completed and was occupied May 1. It contains the headquarters of the McLean Mahogany & Cedar Company as well.

The Buffalo Hardwood Lumber Company states that business has been better during the past two weeks. The yard has been getting in stocks of Tennessee cedar and red gum.

G. Elias & Bro. are now completing extensive additions and improvements to their planing mill, which will be much more commodious than before. A pretty fair building trade in this city is now reported.

The Yeager Lumber Company finds the hardwood trade holding up well, though no brisk business has started yet. Ash, oak and cypress are in fair demand.

Blakeslee, Perrin & Darling state that there is a better inquiry for hardwoods than a few weeks ago. The better grades of chestnut are in improved demand.

Horace F. Taylor of Taylor & Crate has returned from a trip to the firm's operations in Mississippi. He stated that some basswood and birch will be brought down the lake by the firm this season.

F. B. Lott, vice-president of the A. J. Chestnut Lumber Company, has

< PHILADELPHIA >

Building work in the month of April exceeded April of last year by 800,000 operations started during the month numbered 1,826 and cost \$44,900. The first four months of 1915 year show 6,232 operations costing \$12,327,700, an increase of \$1,929,575 over the corresponding period of 1914.

Local lumbermen interested in obtaining a 30-foot channel in the Delaware river were disappointed when information was received here to the effect that the amount asked for had been cut down to \$250,000 by the appropriation committee in the state senate, at Harrisburg. It was said the amount now called for in the bill is tentative and will be increased if the legislature is able to pass bills that will raise more income for the state.

The wedding of Miss Edith Stephenson, daughter of Mr. and Mrs. Arthur Herbert Stephenson of Overbrook, and Mr. F. Rice Whiting of Merion, will take place on Saturday evening, June 5, at the Ritz Carlton hotel. Mr. Whiting is secretary-treasurer of the Whiting Lumber Company.

H. C. Magruder, who has been doing business for himself with an office in West Philadelphia, has entered the employ of the Woodland Lumber Company, Commercial Trust building, as a salesman.

The West End Planing Company of Huntingdon, capitalized at \$5,000, has been granted a state charter.

John O. Shentz, former state treasurer, has been appointed permanent receiver for the International Lumber & Development Company, whose former officers and promoters were sent to jail. Mr. Shentz will make a trip to Mexico and look over the land to see whether it is worth operating. He is to make a report to the United States district court within ninety days.

The Thomas E. Coale Lumber Company, Bellevue-Court building, on May 1 purchased the yard of the Whiting Lumber Company, northwest corner of Twentieth and Dauphin streets. This marks the entry of the Coale company into the retail field, but the wholesale business will be carried on as formerly from the downtown offices. No decision has been made as yet concerning who will be in charge at the big uptown yard. All the Whiting employes have been retained. It is said that Frank R. Whiting will devote his time to his lumber manufacturing operations along Lake Huron. F. Rice Whiting, his son, has not announced as yet his exact plans.

< PITTSBURGH >

The Mutual Lumber Company has been shipping a large amount of lumber to the automobile concerns in Detroit, Toledo and other cities. Manager H. E. Ast is very familiar with this trade and has found it very profitable to work this year.

The big sawmill of the Kaul & Hall Lumber Company at St. Marys, Pa., which has been shut down for a year, has started up with twenty-five men employed. The company will run the plant on the hardwood cut for at least two months.

The Acorn Lumber Company is pushing its hardwood business this year, especially in the East, and is meeting with excellent success. The price situation is the worst feature of the business, according to President H. F. Dombhoff, who does not believe in selling lumber without a satisfactory profit.

Pittsburgh wholesalers are much encouraged by the big industrial announcements which have been made here the past two weeks. In addition to the enormous war orders which have been placed with Pittsburgh firms and which are bringing hundreds of thousands of dollars to Pittsburgh, the big steel companies have announced important extensions to their plants and the railroads are arranging to spend money in old time fashion. The Carnegie Steel Company has ordered big plants to be built at Duquesne, Pa., and New Castle, Pa.

W. H. Deeter of Meyersdale, Pa., has sold to the Grider Lumber Company of Parsons, W. Va., 3,000 acres of timber which is a part of the old Kendall & Deeter Lumber Company holdings. There is much hardwood on the tract and it is probable that operations will be started shortly.

The Kendall Lumber Company has resumed operations at its plant at Thornwood, Pa., which has been shut down since last December. The company has a woods force of about 100 men working and also a large mill force.

The Toppliff-Ely Company, manufacturer of children's vehicles, has started work on a \$25,000 addition to its plant at Washington, Pa. The company uses a large amount of hardwood in its plant.

The W. P. Craig Lumber Company is liquidating as a corporation. W. P. Craig will continue the business at 1104 Empire building individually and will handle a fine line of hardwood and general lumber.

The West Penn Lumber Company reports a pretty good market for lumber among the manufacturing concerns. Prices are unsatisfactory, however, and demand is pretty jerky.

THINK

Of Us, When in Need of Better Hardwoods!

TENNESSEE VALLEY

Hardwood Lumber and Hardwood Flooring

When you get



Are the Best

Our Motto—"Dry Stock. Straight National Grade. Prompt Shipment"

Our four band mills have a capacity of 150,000 feet per day, and our

Hardwood Flooring Plant

will manufacture 50,000 feet per day.

We want your business, and you will want our Lumber, if you will give us a trial order. Get our prices, give us an order, and be convinced.

We have at present a well assorted stock of

**15,000,000 Feet of Fine Quartered White Oak
Plain White and Red Oak, Poplar, Ash,
Tupelo and Sap Gum**

Send Us Your Inquires

H. H. HITT LUMBER COMPANY
DECATUR Eastern Representative **ALABAMA**
(W. F. BIXBY, Jamestown, N. Y.)

WE WANT WALNUT

If you have Black Walnut Logs 14" and larger in diameter and 8' or longer in length, write us for prices and particulars. We are in the market now for two million feet.

PICKREL WALNUT CO., 4025 Clara Avenue, ST. LOUIS

DUGAN LUMBER CO.

Manufacturers and Shippers **Hardwood Lumber**

MEMPHIS TENNESSEE

West Virginia Hardwoods

We have ready for prompt shipment

- 12,000 10 4 1s and 2s No. 1 Common Ash
- 45,000 4 4 1s and 2s Chestnut
- 50,000 4 4 No. 1 Common Chestnut
- 240,000 4 4 Wormy Chestnut
- 120,000 4 4 No. 3 Common Chestnut
- 28,000 5 4 1s and 2s and No. 1 Common Chestnut
- 75,000 5 4 Wormy Chestnut
- 25,000 6 4 Wormy Chestnut
- 75,000 4 4 Log run Maple
- 15,000 5 4 Log run Maple
- 10,000 6 4 Log run Maple
- 48,000 10 4 Log run Maple
- 2,500 12 4 1s and 2s and No. 1 Common Maple
- 50,000 4 4 No. 1 Common Poplar
- 60,000 4 4 No. 1 Common and Better Red Oak
- 10,000 5 4 1s and 2s Red Oak
- 24,000 5 4 No. 1 Common Red Oak
- 68,000 6 4 1s and 2s and No. 1 Common Red Oak
- 15,000 6 4 Log run White Oak
- 15,000 8 4 1s and 2s and No. 1 Com. White Oak
- 50,000 8 4 Sound Square Edged White Oak
- 36,000 8 4 Stock Widths White Oak
- 75,000 7x9 Hardwood Switch Ties
- 75,000 7x9 White Oak Switch Ties
- 100,000 3x4 and 3x5 Oak and Hardwood Mine Rails
- 3 cars 1/2" Slack Barrel Staves, 40 and 42" long
- 9 cars Chestnut Telephone Poles

Alton Lumber Company

Lock Box No. 86

BUCKHANNON, WEST VIRGINIA

Band Mill Circular Mill
Mill Creek, W. Va. Todd, West Va.

MENTION HARDWOOD RECORD WHEN WRITING

Salt Lick Lumber Co.

SALT LICK KENTUCKY

MANUFACTURERS OF

Eureka **Oak Flooring**

Complete stock of 3/8" and 13/16" in all standard widths

The Standard Lumber Company, 1145 Broadway, New York, N. Y., is a corporation organized under the laws of the State of New York and has a capital of \$1,000,000.

The Standard Lumber Company, 1145 Broadway, New York, N. Y., is a corporation organized under the laws of the State of New York and has a capital of \$1,000,000.

General Knowledge, which is the common element of the Bible, is considered the point of departure and will serve as a study run shortly. He is a regular contributor to the "Herald."

< BOSTON >

The Boston Lumber Company, with headquarters at 100 State Street, in Boston, Mass., is reported going out of business. Some portions of its suspended general manufacturing, including some adjustment of its machinery or improvement in conditions of trade to better continued production. The Boston interests will be founded and added up the various losses of the day, but the fact is that the company has been in a very unprofitable financial condition for some time and the succeeding financial interests found it increasingly difficult to maintain profitable production through the changing developments in the situation of the industry.

The Hawkins Lumber Company has been incorporated at Boston with a capital of \$12,000. B. Hawkins is president and V. M. Hawkins is vice president. The Brookline Lumber & Supply Company has been organized at Brookline, capital \$25,000, by Wm. C. Foster and A. T. McDonald.

< BALTIMORE >

M. S. Baer of Richard P. Baer & Co. returned last Saturday from a trip to Ohio and adjacent states in search of orders. He reports that the feeling in the section visited is appreciably better, with a stronger undertone to the trade and a more pronounced disposition to provide against future needs. Conditions vary somewhat, business being more active in the eastern part of the territory visited than in the western part, but everywhere the attitude of hardwood buyers was one of greater helpfulness. Mr. Baer also conferred with E. C. Williamson, the Columbus representative of his firm.

J. Richardson of London, England, was a visitor here last week. Mr. Richardson came over as the representative of the British government to get lumber for gunstocks and other war material.

Another visitor is W. S. Drake of the Calcasieu Lumber Company of Austin, Tex., who brought his wife to the Johns Hopkins hospital for treatment. Mr. Drake registered at the Hotel Belvedere and will remain until he feels assured about Mrs. Drake.

Information comes from London that A. Temple Deane of the well-known firm of Alfred Deane & Co., London and Liverpool, has returned home from the war in poor health. Mr. Deane, who is well known in Baltimore, was one of the first to volunteer when war was declared, and he spent all the winter in the trenches in Flanders and northern France. The exact nature of his disability is not known, but that he survived is a source of much gratification to his many friends on this side of the Atlantic.

Daniel MacLean has acquired the interest of George W. Eisenhauer in the Eisenhauer MacLean Company, one of the largest hardwood concerns in this section, with extensive yards on South Central avenue. Business will go on as before, no change in methods being made. Mr. Eisenhauer has been in poor health for a number of years and spent all of last winter in the Blue Ridge mountains. He still finds it desirable to stay there to get the benefit of the fresh air and the rest, and runs down to Baltimore only at intervals. His inability to give much attention to the business prompted him to sell out. He has other interests to which he will devote his attention. Mr. MacLean was one of the organizers of the firm of Eisenhauer & MacLean, which was succeeded by the company.

R. E. Wood, president of the R. E. Wood Lumber Company, has been on an extended visit to the company's mill at Fawnra, N. C., which has continued operations throughout the winter. On his return home he stopped to see H. L. Bowman, the sales manager of the company, who has been ill for some time and is slowly recovering at Hot Springs, Va.

Damage estimated at \$10,000 was done by fire which originated in the boiler room of the establishment of J. B. Wallis & Sons, building supplies, at Arlington, April 28.

The Mayo Dan Lumber Company has been organized at Washington, D. C., with a capital stock of \$10,000. Offices have been secured at 105 Riggs building. Sidney Blaber is president of the company, Joseph V. Sheehy, vice president, and A. W. Machen, secretary.

< COLUMBUS >

According to the report of the Columbus building inspector there were 310 permits issued during the month of April, having a valuation of \$465,955, as compared with 375 permits and a valuation of \$682,555 in April, 1913. Since the first of the year the department has issued 853 permits having a valuation of \$1,164,205 as compared with 898 permits and a valuation of \$1,744,895 for the corresponding period in 1913.

One of the important happenings of the past week is the announcement by C. A. Finnegan, president, and Eugene D. Hoffeller, secretary of the New Columbus Buggy Company, that all manufacturing will be dis-

Perkins Glue Fast Becoming the Standard For All Veneer Work



Manufacturers who use glue for veneer laying and built-up panel work are rapidly realizing the advantages of a glue that does away with the hot, bad-smelling glue room necessary with hide glue and are adopting the modern and efficient

Perkins Vegetable Veneer Glue

because it does away with the cooking process, being applied cold. It is equally as efficient as hide glue and at a saving of no less than 20 per cent over hide glue costs. It gives off no bad odor and may be left open a number of days without souring or in any way affecting its adhesive qualities.

Every shipment is absolutely uniform. The use of Perkins Glue does away

with blistered work and is affected in no way by climatic changes, thus increasing the advantages of manufacturers, who must ship their goods to hot, cold or damp climates.

Unsolicited testimonials from hundreds in all glue using lines praise its efficiency and economical application.

Write us today for detailed information.

PERKINS GLUE COMPANY

Originators and Patentees

805 J. M. S. Building, SOUTH BEND, IND.

continued and the buildings will be converted into power plants for manufacturing enterprises. All of the finished products, raw materials and equipment are to be sold at public auction May 12 and 13. This includes a lot of lumber for the manufacture of buggies and carriages.

The Campbell Lumber Mill Company of Bryan, O., has been incorporated with a capital of \$10,000 by J. F. Campbell, Charles F. Wertz, L. B. Davis, C. W. Nester and M. V. Barstow. A general lumber business will be conducted.

Steps are being taken by the officers of the National Handle Company of Warren, O., which was destroyed by fire recently, for the rebuilding of the plant as soon as practicable.

Three buildings of the Bloomville Lumber Company of Bloomville, O., were destroyed by fire recently, entailing a loss of approximately \$10,000.

The Brighton Pole and Shaft Company of Cincinnati has been incorporated with a capital of \$10,000 by George W. Platt, B. E. Moore, Neville Ritebie, A. L. Quill and D. McLaren. Wagon and vehicle accessories will be made.

R. W. Horton of the W. M. Ritter Lumber Company reports a better demand for hardwoods in central Ohio territory. Building operations are rather active, not only in the larger cities but in the smaller cities and towns. Some factories are buying stocks also. Prices are well maintained at former levels.

J. A. Ford of the Imperial Lumber Company reports an improvement in the demand for hardwoods.

◀ CINCINNATI ▶

E. T. Hagemeyer, a cousin of Bartlett Hagemeyer, connected with the Tennessee Lumber and Coal Company, with offices in Cincinnati, recently was wedded to Miss Merle James of Cincinnati. Mr. Hagemeyer is with the Baldwin Piano Company of this city.

Richey, Halsted & Quick, whose offices present a scene of unusual activity at this time, thus confirming the general expression of opinion that a marked revival in the market now is on hand, report an insistent demand for plain oak, but the call seeming to be practically confined to the wholesaler.

W. Kimball of Kimball & Kopecke, Knoxville, Tenn., was a visitor in Cincinnati during the week and attended the meeting and annual election of the Cincinnati Lumbermen's Club Monday evening.

J. M. Logan, head of the J. M. Logan Lumber Company, Knoxville, Tenn., also visited Cincinnati this week, making a tour of inspection of his local yards.

W. J. Eckman of the M. B. Farrin Lumber Company recently returned from an extended tour of the West, visiting practically all the chief cities

in the Rocky Mountain states and along the coast. While giving signs of a gradual improvement, Mr. Eckman asserts that business in the far West, as far as the lumber market is concerned, is far from being in a satisfactory condition.

The many friends of Fred W. Mowbray are relieved to learn that his condition is not as serious as was at first feared. Mr. Mowbray of the Mowbray & Robinson Company last Saturday suddenly was taken with acute pains in his side and after a brief consultation with the doctor was ordered to the Bethesda hospital for an immediate operation. Mr. Mowbray's condition at first was quite alarming to his friends, but his constitution stood him in good stead and latest reports from the bedside were to the effect that he had passed the danger stage and was recovering rapidly. Mr. Mowbray, who is forty-three years old, enjoys the reputation of being one of the best known lumbermen in Cincinnati, besides ranking probably at the head of Cincinnati successful businessmen, his concentration to business causing his company to rise from a modest affair to one of the most substantial business houses in the Queen City.

◀ TOLEDO ▶

The Gotshall Manufacturing Company is busily occupied with the new buildings under way at its plant. The new sawmill has been completed and is now practically ready for the machinery which will be installed within a few days. The planing mill is under way but will not be finished for some time. The new plant will be up-to-date and modern in every respect.

W. T. Hubbard recently sold his stock of 700,000 feet of hardwood lumber to the Schauss Manufacturing Company. The sale was made because of the sale of the Erie street yards of the W. T. Hubbard Lumber Company to the International Harvester Company which will erect a handsome office building on the site. The Hubbard company will move its yards to more convenient quarters on the Clover Leaf railroad.

The Bloomville Lumber Company of Bloomville, O., recently sustained a loss of \$10,000 when fire destroyed three buildings of the concern.

The National Handle Factory at Findlay, O., was destroyed by fire recently at a loss of \$5,000. The loss was covered by insurance. It has not yet been determined whether the factory will be rebuilt.

President W. S. Booth of the Booth Column Company has resigned his position with that concern and is giving all his attention to the new factory for automobile bumpers in which he has been interested for some time past. The bumper patent is his own design. The bumper factory is located in the D. & A. Paint Company building, with separate factory and offices. Machinery is now being installed and the plant will be ready for operation within a few days. The bumpers were formerly made



Indiana's Original Giant

This photograph was made while the tree was being cut for our mill.

It stood in Putnam County, Ind., and was a genuine FORKED LEAF WHITE OAK—beyond question the finest white oak that ever grew.

Your customers were delighted with that quiet beauty, that rich, even color and figure that for all time have given to goods made from Indiana oak an *Individuality*.

You can please them again. How? Simply by buying a parcel of almost anything in lumber or sawed veneers from our yards. You can select from a full assortment. We positively carry no southern stock and can prove it.

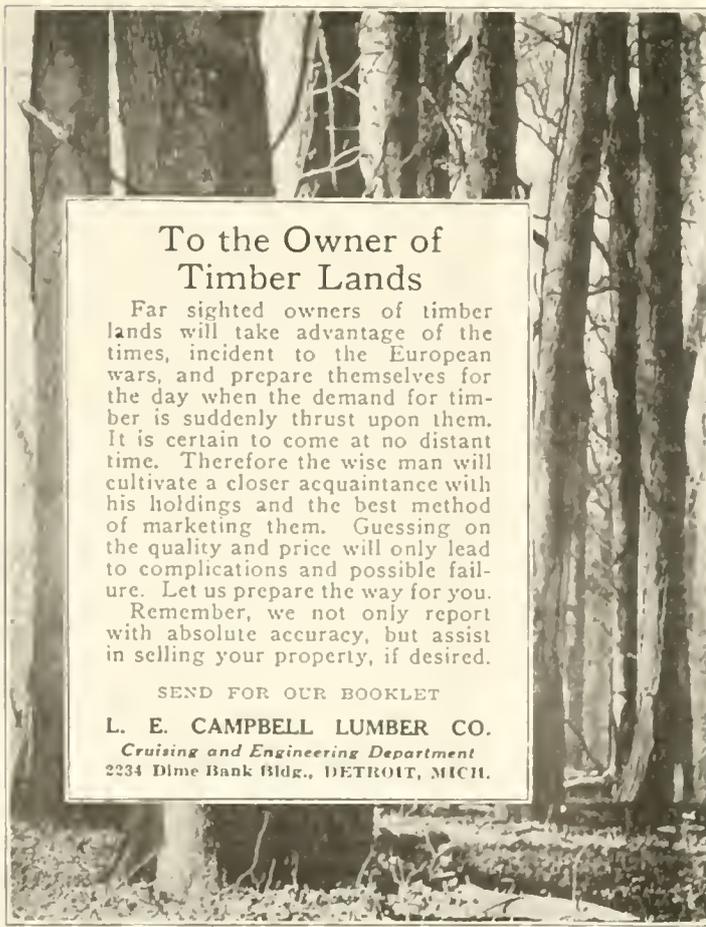
And remember, we have built up our business by giving

Just a little better quality than you expect

Charles H. Barnaby

Greencastle, Indiana

HAVE YOU OTHER NEEDS FOR HIGH-GRADE
HARDWOODS? WE CAN FILL THEM.



To the Owner of Timber Lands

Far sighted owners of timber lands will take advantage of the times, incident to the European wars, and prepare themselves for the day when the demand for timber is suddenly thrust upon them. It is certain to come at no distant time. Therefore the wise man will cultivate a closer acquaintance with his holdings and the best method of marketing them. Guessing on the quality and price will only lead to complications and possible failure. Let us prepare the way for you.

Remember, we not only report with absolute accuracy, but assist in selling your property, if desired.

SEND FOR OUR BOOKLET

L. E. CAMPBELL LUMBER CO.
Cruising and Engineering Department
2234 Dime Bank Bldg., DETROIT, MICH.

at the plant of the Booth Column Company. The column company will retain its present name but will devote all its time in the future to the column trade. The officers of the concern now are: President, W. T. Hubbard, vice president, David Trotter, secretary, H. J. Ellis, treasurer, R. A. Lander. The Booth Column Company reports a fine trade in columns, the better call coming from eastern markets. The demand is about evenly divided between interior and exterior columns.

< EVANSVILLE >

Thomas Christian of Macy & Wertz, returned from a business trip in the northern and central part of the state. He reports a brisk picking up in the hardwood trade during the past few weeks.

D. R. McLaren of the D. R. McLaren Lumber Company is back from a business trip through the southern states. Mr. McLaren reports that cotton in the South is moving better, and business in all lines is showing a marked improvement.

W. P. Schumml of the Fullerton-Powell Hardwood Lumber Company is planning to take a fishing trip on the lakes in Wisconsin this summer with a party of friends. Mr. Schumml has promised his friends to bring back enough lake fish to have a fry for the members of the Evansville Lumbermen's Club.

Charles W. Talge of the Evansville Veneer Company, well known among the hardwood manufacturers of this section, has gone to Antigo, Wis., where he and his wife will spend the summer on the lakes. In the fall he will locate in Indianapolis where he intends to make his future home.

The annual dinner given the employes of the Blount Plow Company of this city took place on Saturday, May 1. It was attended by the officials of the company, the employes and their families. Colonel Henry F. Blount, the president of the company, came here from Washington, D. C., to attend the dinner. He and several others gave addresses. These dinners to the employes have been given for several years. In the history of the Blount Plow Company there has never been any labor disturbance and the relations between the employers and the employes are most cordial.

Bert Tisserand, who for four years was connected with the J. C. Greer Lumber Company of this city, on May 1 accepted a position with the Brooks-Senlon Lumber Company of Kentwood, La. He will have charge of the state of Indiana and the city of Louisville, Ky. His headquarters will be at Indianapolis.

Edgar B. Martin has been appointed receiver for the real estate and machinery department of the Hercules Motor Car Company at New Albany, Ind., on petition of the first mortgage bondholders, whose claims aggregate about \$20,000.

A great deal of building is going on in Evansville and building materials are from five to ten per cent cheaper than they were this time last year. The permits for the months of March and April exceeded those for the corresponding period of last year. A great many apartment houses and residences are being erected. Two large bank buildings are going up and several large additions to manufacturing plants have been planned.

J. C. Greer of the J. C. Greer Lumber Company reports that the company's stave mills in Tennessee and Mississippi are being operated on full time and business is improving right along. He says both March and April were splendid months and that May has started in all right.

Manufacturers here are expecting to get a big increase in trade in the South American republics after the present war in Europe is over. The Globe-Boss World Furniture Company, the Karges Furniture Company, the Crescent Furniture Company and many other large wood-consuming factories here now have representatives in the South American field looking after trade. For many years the bulk of this trade was enjoyed by Germany and England but it is now believed the tide is turning in behalf of the American manufacturers. Carriage, wagon, plow, chair, table, folding bed and many other manufacturers here are looking with anxious eyes to the South and in the course of a few years expect to greatly increase their business with the republics of South America. The improvement of the Ohio river by a system of movable dams is also expected to greatly stimulate trade with the South. A government dam across the Ohio river, seventeen miles below this city, is now being constructed at a cost of \$2,500,000.

The Bedna Young Lumber Company reports its large mill at Jackson, Tenn., is being operated on full time and the business outlook is better than it has been for some time past.

Local sawmill men report that they are getting all the logs they need for sawing purposes and the price is a little lower than a year ago this time. A great many logs are being brought in from the Green and Pond river countries in Kentucky. Many logs used at the local mills are also brought in from Tennessee and the South.

< MEMPHIS >

Manufacturing operations among hardwood interests here are somewhat more irregular than they have been recently. Several mills have resumed operations, but some of those which have been running heretofore have closed down within the past fortnight. Among those which have shut down for the time being are the Lamb-Fish Lumber Company at Charleston, Miss.; Geo. C. Brown & Co., Proctor, Ark., and the Mark H. Brown Lumber Company, Mound City, Ark. Among the more prominent mills to resume is that of

the Three States Lumber Company, Burdette, Ark. Lee-Wilson & Co. are operating only one of their mills at present. While the Mark H. Brown Lumber Company is closed down at its main plant at Mound City, it reports that its Memphis mill is being operated.

There is no doubt that the improvement in the hardwood lumber situation has been somewhat slow in materializing. Some large orders have been booked in red gum, and sap gum has been selling at a very satisfactory rate. There has also been a good demand for ash in all dimensions and some large sales of high-grade cottonwood have been effected. The fact remains, however, that there is no large business in plain or quartered oak in either the higher or lower grades, and that cypress and some other items are moving somewhat slower than anticipated. Members of the trade are still inclined to take a somewhat optimistic view of the outlook, but the fact that some mills are closing down after having been operating for quite a while is taken as rather conclusive proof that local conditions are not nearly as good as could be desired. There is no doubt that the strike at Chicago has had an unfavorable influence on the hardwood situation here because Memphis dealers and manufacturers sell freely to contractors and other interests in Chicago identified with the building trades.

Among the more hopeful features in the situation are the tendency toward increase in the number of employes on the leading railroads in the United States, broadening activity in a number of channels, including the steel trade itself, and easy money rates. It is also noted that, aside from the strike in Chicago, which is checking building operations along this line in other parts of the country are increasing at a very good rate. Memphis is doing more in the way of building now than at any time since the war and recent dispatches from other leading cities in the United States also show a return to something approximating normal activity, in striking contrast with the small amount of work in this direction since the war began. Some encouragement is also taken from the fact that ocean freight rates are much lower than they have been for a long while and that this has led to some revival of business in lumber with European countries, particularly Great Britain and Italy. Foreign demand, however, is only for special stock as indicated by the big order placed for red gum and as also further indicated by the active request at the moment for sap gum in stock running from 3/8 to 5/8 in thickness. Some ash and hickory are also being sent to Europe, but this represents special stock in practically every instance.

Lumbermen are very much pleased with the announcement that financial arrangements have been completed which will make it possible to progress rapidly with the building of the new bridge across the Mississippi river at Memphis by the Rock Island, the St. Louis Southwestern and the St. Louis, Iron Mountain & Southern. It is understood that \$7,500,000 has been raised and it is pointed out that work will be rushed with all possible dispatch. There have never been ample facilities here for west-bound traffic in either lumber or logs and lumber interests believe that the building of this new bridge will tend to relieve the congestion which has too frequently appeared in that direction.

The shingle plant of the Hines Lumber Company of Memphis, located at Trezevant, Tenn., has recently resumed operations. It is giving employment to about twenty-five men and is cutting from 50,000 to 75,000 shingles per day. Although this mill is owned by the Hines Lumber Company, it is being operated by W. W. Murray of Trezevant.

C. H. Markham, president of the Illinois Central, on a recent visit to Memphis, declared that the outlook for business in the South was exceptionally good. He said that it was probable that less cotton would be raised, but that other crops would be substituted therefor and that diversification would prove a most helpful factor. The Illinois Central and practically all other roads operating through the Memphis gateway, are doing a better business than at any time since the war broke out and reports show that they are securing increases in both their net and gross income as compared with more recent months.

A short time ago the shops of the St. Louis Southwestern (Cotton Belt) Railroad, Pine Bluff, Ark., were closed down on account of the financial stringency. This step was taken as a part of the retrenchment plans of this road. Now it is announced that these shops will open within the next few days. They will be operated at about half capacity. The presence of a very large amount of "bad order" equipment is largely responsible for the decision of the management to resume.

The Southern Star Lumber Company has been formed at McKenzie, Tenn., by Roscoe and Clyde Smith, Louisville, Ky. These gentlemen were formerly associated with the Ohio Valley Company. The new firm will engage in the handling of hardwood lumber at wholesale.

← BRISTOL →

Most of the large mills in this section are now running. Several new mills have begun operation within the past few weeks and others will start up during May. There is now more activity in manufacturing than for many months.

The United States Spruce Company will shortly begin the erection of a new mill at Marion, Va., its large plant at that point having been destroyed by fire some weeks ago.

Forest fires that have raged in this section for the past two weeks have done considerable damage. The unusual damage is thought to be due to the extreme drouth that has prevailed for several weeks. Rains of the present week have done much toward checking the flames.

The R. C. Duff Lumber Company has purchased a large tract of timber near Duffield, Va., and will soon begin cutting upon it. The company

If You Are

the first to order you will surely get the best value you ever saw in any of the following items:

- 15 cars 4/4 1st and 2nds Chestnut
- 10 " 4/4 No. 1 Common Chestnut
- 3 " 4/4 No. 3 Common Chestnut
- 10 " 4/4 Sound Wormy Chestnut
- 1 " 5/4 Sound Wormy Chestnut
- 1 " 8/4 No. 1 Common and Better Chestnut
- 3 " 4/4 1st and 2nds Poplar
- 2 " 4/4 Clear Saps and Selects Poplar
- 5 " 4/4 No. 1 Common Poplar
- 5 " 5/4 No. 1 Common Plain Red Oak
- 2 " 5/4 No. 1 Common and Better Plain Red Oak
- 10 " 5/4 No. 3 Common Oak
- 15 " 4/4 No. 3 Common Oak
- 15 " 4/4 1st and 2nds Plain Red Oak
- 50 " 4/4 No. 1 Common Plain Red Oak
- 30 " 4/4 No. 2 Common Plain Red Oak
- 1 " 4/4 Quartered White Oak



SPECIAL PRICE FOR QUICK SALE:

- No. 1 Com. Hickory: 8 cars 1 1/2" to 4"
- No. 2 Plain Oak: 5 cars 1"
- No. 1 Com. Poplar: 15 cars 5/8" to 4"
- No. 1 Common Ash: 3 cars 2"
- No. 1 Plain Oak: 20 cars 1" to 4"
- 1 car 2 1/2"

Goodlander-Robertson Lumber Company

MANUFACTURERS AND WHOLESALERS
HARDWOOD LUMBER

Yards and Office:
Kansas Avenue Memphis, Tenn.



Kentucky Hardwoods

- 5 cars 2' Log Run Beech, 50% 14-16'
- 5 cars 1" No. 1 Common Poplar, 40% 14-16'
- 2 cars 1 1/4" No. 1 Common Poplar, 40% 14-16'
- 5 cars 1" Sound Wormy Chestnut, 50% 14-16'
- 5 cars 1 1/4" Sound Wormy Chestnut, 50% 14-16'
- 1 car 1 1/4" Sound Wormy Chestnut, 50% 14-16'
- 3 cars 2" Sound Wormy Chestnut, 50% 14-16'
- 5 cars 1" No. 1 Common Plain White Oak
- 5 cars 1" No. 2 Common Plain Red Oak
- 5 cars 1" No. 2 Common Plain White Oak
- 3 cars 1" Com. & Bet. Sound Wormy Plain White Oak
- 2 cars 10" and up 1s & 2s Plain White Oak
- 1 car 10" and up 1s & 2s Plain Red Oak
- 2 cars 10" and up No. 1 Common Plain White Oak

Buskirk-Rutledge Lumber Co.

INC.
LEXINGTON, KY.

BAND MILLS: Quicksand, Ky., Straight Creek, Ky.

J. K. WILLIAMS

A. T. WILLIAMS

Williams Lumber Co.

(MANUFACTURERS)

WHOLESALE HARDWOOD LUMBER

Band Mill Planing Mill Dry Kiln

Fayetteville, Tenn.

We manufacture PLAIN and QUARTERED OAK, ASH, CHESTNUT and other HARDWOODS

Our Specialty is Quartered White Oak

We Manufacture Dimension Stock—Hickory a Specialty

has secured a good deal of business for the past year or more, and has run fairly fine.

The Wood-Mosaic Lumber Company has resumed operation of its band mill at Hoff City, eleven miles south of Bristol. The mill has been idle for a year.

The Klumpert Lumber Company has just put into operation a second band mill near Ft. Totten. The company has completed a line of railroad connection with the Carolina, Clinchfield & Ohio Railway at Kingsport.

◀ KNOXVILLE ▶

The Maple Lumber Company announces the establishment of a retail lumber business in connection with its wholesale interests. In expanding its business to this extent, the company proposes to make improvements in its plant and yards. Carl F. Maple, president and general manager of the company, has been identified with the hardwood lumber business here for the past sixteen years. His company has been in the yard and wholesale business for nine years, and is widely and favorably known as one of Knoxville's best enterprises.

Edward Vestal has just returned from a selling trip east and in North Carolina.

Friends of Robert Vestal are very glad to see him looking so well since his return from the west, where he had gone for his health.

Chas. C. Cannon of Paulina, Ia., is a visitor here this week. Mr. Cannon is vice president of the J. M. Logan Lumber Company.

J. M. Logan has just returned from a trip east and north where he went in the interest of his company.

◀ LOUISVILLE ▶

The Louisville Hardwood Club, which investigated the question of the duty on Japanese and Siberian oak flooring, has found that the Treasury Department, after having ruled that it could come in duty free, reversed itself later on by deciding that since white oak is a cabinet wood, it does not matter in what form it enters, and hence flooring, though not regarded as a cabinet product, must pay a 15 per cent ad valorem duty. Oak flooring concerns in this section had been much interested in the competition with foreign material on the Pacific coast, and the development brought out by the club was received with satisfaction. Another point which was suggested, and which may interest flooring manufacturers in the North who come in competition with Canadian stock, is that at present the product of the Canadian flooring factories is being admitted to this country duty free, while American concerns must pay both the regular 25 per cent duty and a 7 1/2 per cent war tax on their product. The ruling of the department with regard to the admission of Japanese flooring does not appear to have been adapted to the Canadian situation, but doubtless would be if proper attention were called to it.

An unusually interesting talk was heard by members of the Louisville Hardwood Club, April 27, at the Seelbach hotel, when John J. Saunders, manager of the Louisville office of R. G. Dun & Co., spoke on "Credits." Mr. Saunders pointed out the immense value of credit, taking the ground that it usually amounts to ten times the capital used by a concern, and hence is its greatest asset. He said that the ancient Athenians recognized credit, which is one of the oldest of business customs. Analyzing present business conditions, Mr. Saunders said that better trade is ahead, because business has been adjusted to a war basis, and domestic conditions, such as crops, money, etc., are all favorable.

James Richardson, buyer for Wm. Mallinson & Sons, Ltd., of London, was in Louisville last week. Mr. Richardson is representing his company in the purchase of war munitions, and has been getting in touch with lumbermen in a position to supply the materials required by the British government.

W. A. McLean, president of the Wood-Mosaic Company, and one of the most aggressive hardwood manufacturers in the country, is operating his mills in Highland Park and New Albany right along, and reports that trade is picking up. The flooring business is looking especially good just now.

The mill of the Parkland Sawmill Company, at Beech and Woodland, is now running, operations having begun the first of the month. Charles Talbot is in charge of the mill, having bought a nice lot of oak logs. The product will be chiefly quartered oak. Roscoe Willett will look after the sales end of the business.

Eddie F. Stemmelen, of the E. & J. Lumber Company, filed a voluntary petition in bankruptcy last week, giving liabilities of \$7,143 and assets of \$3,070. Mr. Stemmelen has been doing business from offices in the Keller building for several years, first as the Stemmelen Lumber Company, and then with the Stemmelen Bros. & Fullenlove Company, which was incorporated. Later control of this was disposed of to H. J. Gates and Thomas Fullenlove, and Mr. Stemmelen then continued with his brother Joseph in the E. and J. Lumber Company. The failure was not a surprise.

The plan of the Mengel Box Company of Louisville, which put in a moving picture show at its sawmill at Mengelwood, Tenn., some months ago, apparently is taking well, as the Honaker, Va., Lumber Company has just purchased a machine from a Louisville motion picture supply house for operation at its plant. The Virginia concern believes that the supply of an amusement feature for its employes will be of considerable benefit.

Reports from country shipping points in Kentucky indicate that tie buyers for the railroads are active again, and that a big movement of ties is now on. At Cadiz, a point in western Kentucky, it was reported that 100 cars were shipped in April.

Consuming factories appear to be operating on a more favorable basis than heretofore. The furniture concerns are getting more trade, judging by the business coming to the panel factories, as well as the lumbermen. Daniel Wertz of Maley & Wertz, Evansville, Ind., who was in Louisville last week, said that the furniture houses there have been doing better, and that many of them are now running close to full time. The implement and vehicle concerns are also increasing their output, a wagon factory near Louisville reporting that last month was the largest on record for it.

J. E. Barton, state forester for Kentucky, organized the Interstate Forest Fire Association last week at Jenkins, Ky., getting Virginia timber owners as well as those in that part of Kentucky into the organization, which it is expected will represent an acreage of 250,000. The Consolidation Coal Company is one of the leading members. Another meeting will be held May 25 to complete organization. A complete force of patrols will be established to protect the valuable hardwood timber from fire.

< ST. LOUIS >

April receipts of lumber in St. Louis as reported by the Merchants' Exchange were 19,065 cars of lumber received, as against 15,770 cars during the same month in 1914, showing a gain this year of 3,295 cars. Shipments were 11,087 cars, compared with 11,346 cars last April, a decrease of 259 cars.

Building operations for last month show a big falling off, when compared with the same month last year. The estimated value of buildings for which permits were taken out last month was \$986,719, while last year the estimated value of permits taken out amounted to \$1,734,412, a falling off of \$747,693. The number of permits issued in April last year were 1,178, while the number issued during April this year were 1,110. This indicates that while about the same number of buildings were erected, there were more large buildings built last year than this.

One of the warehouses of the Hafner Manufacturing Company, together with the stock of sash, doors and blinds it contained, was destroyed by fire April 26. The loss is estimated at \$70,000. The lumber in the yard of the American Hardwood Lumber Company caught on fire several times, but the loss was trivial. Heroic work by the fire department prevented it from being destroyed. In spite of the fire, there was no interruption of business by the Hafner Manufacturing Company. A new and larger warehouse will be built as soon as the insurance loss is adjusted.

The stork visited the home of C. P. Jennings, manager of the hardwood department of the Berthold & Jennings Lumber Company, a few days ago and left a little daughter, the second one in the household.

< MILWAUKEE >

The C. A. Kuhl Lumber Company of Milwaukee has been incorporated with a capital stock of \$26,000 by Charles A. Kuhl, Alvina Kuhl, August O. Bublitz and Amanda Bublitz.

The Badger Lumber & Manufacturing Company of Oshkosh, Wis., has been incorporated with a capital stock of \$20,000 by H. I. Boynton, Paul Steinbilber and Richard Salzsleder.

The Goethel Blow Piping & Ventilating Company of Milwaukee has been incorporated with a capital stock of \$2,000 by Peter J. Smith, Edward Smith and Kate S. Goethel.

The Sporleder Manufacturing Company of West Allis, an outlying suburb of Milwaukee, manufacturer of sash and doors and general woodwork, recently filed a voluntary petition in bankruptcy in the Milwaukee federal court. Liabilities were scheduled at \$65,749.28, of which \$37,606.83 was secured and \$28,142.45 unsecured. Assets were placed at \$61,807.11, consisting in part of the following: Buildings, \$44,000; real estate, \$11,300; stock on hand, \$2,000; debts due on open accounts, \$3,453.26.

Doud & Sons of Winona recently placed their sawmill at Marsh, Wis., in operation. The company has many millions of feet of timber to cut, comprising hardwood, pine and hemlock.

Charles Sell and C. C. Fritz were in Milwaukee recently purchasing equipment for the new interior finish plant which has been erected at Shawano, Wis. It was expected that the plant will be placed in operation early in May.

Considerable new equipment, including a new Corliss engine, has been installed in the plant of the Kewaunee Manufacturing Company at Kewaunee, Wis.

The Peshtigo Lumber Company at Peshtigo, Wis., has placed its sawmill in operation. Logs are being hauled over the Wisconsin & Michigan railroad from Taylor Rapids, where the whole winter's cut was banked.

The Wisconsin Industrial Commission has issued an interesting bulletin, which shows that many lives have been saved as a result of the Wisconsin movement for industrial safety. The bulletin cites the instance of one manufacturer who reduced accidents in his establishment seventy-five per cent the first year he carried on this campaign of education. The average reduction has ranged from thirty to sixty per cent.

The box factory building at Plymouth, Wis., has been leased by the

"Made in Bluefield"

*We are Manufacturers
of*

Oak Flooring
Interior Finish Poplar Siding
Ceiling and Dimension
Boards

CAN SHIP MIXED CARS OF ROUGH
AND DRESSED MATERIAL, ALL FROM
STRICTLY WEST VIRGINIA TIMBER

*Planing Mill and
Dry Kiln Facilities*

The McClellan-West Lumber Co.
Bluefield, W. Va.

Peytona Lumber Company
Huntington West Va.

—MANUFACTURERS—

PLAIN SAWN
RED AND WHITE OAK
YELLOW POPLAR
BASSWOOD
CHESTNUT
ASH AND MAPLE

BAND MILLS:
Huntington, W. Va. Accoville, W. Va.

Kentucky Veneer Works

HIGH-GRADE—WELL-MANUFACTURED

Veneers

IN SAWED AND SLICED QUARTERED
WHITE OAK AND QUARTERED RED GUM.
OUR ROTARY CUT GUM AND POPLAR
CROSSBANDING VENEERS ARE EXCEP-
TIONALLY GOOD.

Louisville

Kentucky

CINCINNATI

Hardwood Manufacturers and Jobbers

OHIO VENEER COMPANY
Manufacturers & Importers FOREIGN VENEERS
2624-34 COLERAIN AVENUE

C. CRANE & COMPANY
Manufacturers of Hardwood Lumber, Oak & Poplar especially
Our location makes possible quick delivery of anything in timbers
and hardwood lumber

DAY LUMBER & COAL CO.
Manufacturers YELLOW POPLAR and WHITE OAK
GENERAL OFFICE—JACKSON, KY.

BAND SAWED WISCONSIN HARDWOODS

Dry Stock For Prompt Shipment

BASSWOOD		BIRCH	
20M 4/4 No. 3 common	70M 4/4 No. 1 com. & bet. plain	100M 4/4 No. 1 com. & bet. red	
30M 1x4 No. 2 and 3 common	5M 5/4 1st and 2nd red	10M 5/4 No. 1 common red	
15M 5/4 No. 1 com. and better	10M 5/4 No. 1 common plain	3M 6/4 1st and 2nd plain	
25M 5/4 No. 1 common	3M 6/4 1st and 2nd red	4M 8/4 1st and 2nd plain	
10M 5/4 No. 2 common	6M 8/4 1st and 2nd red		
20M 5/4 No. 3 common			
13M 6/4 1st and 2nd			
15M 6/4 No. 1 common			
15M 6/4 No. 3 common			

WHITE OAK	ROCK ELM
10M 8/4 No. 1 and No. 2 com.	50M 8/4 No. 2 com. and better

HARD MAPLE
40M 8/4 No. 2 common and better
Dec 1914 cut of well assorted HARDWOODS AND HEMLOCK will
soon be in shipping condition.

Send us your inquiries

ARPIN HARDWOOD LUMBER COMPANY
Grand Rapids, Wis. ATLANTA, WIS.
Saw mills and planing mill at Atlanta, Wisconsin.

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR
Milwaukee, Wisconsin

Stolle Lumber Company of Tripoli, Oneida county, which will open the plant soon and take up the manufacture of cheese boxes, berry boxes, chicken crates and egg cases.

The Western & Fall River Lumber Company of Madison, Wis., has incorporated under the laws of Illinois. The company's capital stock is \$150,000 and its Illinois interests are valued at \$15,000.

The Menlo Bay & Excelsior Company of Menlo, near Rhinelander, Wis., has resumed operations at its plant after a closedown of several months.

The John Schroeder Lumber Company of Milwaukee has placed its sawmill at Ashland, Wis., in operation on a day shift. About 150 men have been given employment.

The Farmers' Building Supply Company has been incorporated by the Wheeler Timlin Lumber Company at Wausau, Wis., for the purpose, it is said, of erecting a sawmill on the old Gooding & Myren site at Wittenberg, Wis. E. B. Hager of Wausau will be in charge of operations at Wittenberg.

The Shawano Hub Manufacturing Company of Shawano, Wis., has its plant ready for operation. A large warehouse has been erected by the concern and new equipment has been installed in the plant. George Harding, one of the officials, will be general manager.

The Flambeau River Lumber Company has placed its plant at Ladysmith, Wis., in operation and officials of the company expect to keep the sawmill busy until well along into November. The company has two drives coming down the Flambeau river.

With the incorporation of the Milwaukee Wooden Shoe Manufacturing Company, a rather unique industry has been launched in Milwaukee. The capital stock of the new concern is \$5,000 and the incorporators are Christ L. Wosgaard, manager of the Eighth Avenue Lumber Company, Svend Peterson and Knud E. Jacobson. Mr. Wosgaard is now directing the establishment of a plant and the work of manufacturing wooden soled shoes will start within the near future.

The Hardwood Market

< CHICAGO >

The continuance of the strike of building employes and the throwing out of work of many thousands of men not directly interested in the strike, but whose work is vitally affected by discontinuance of other branches of local unions, has tied up the lumber business locally, and until this vital question is definitely settled there is no prospect of any marked change.

Mills and yards have been closed down, with the exception of necessary forces to maintain outside shipments, and local lumbermen and builders are justified in feeling the utmost contempt toward the so-called union officials who alone have been responsible for this disastrous controversy at this time when any work for anybody should be welcome. The fact that the strike is not popular among the employes is shown by the effort to circulate a petition among the 16,000 carpenters on strike, requesting officials to ask for redressance of the offer of the 2½-cent raise which was made some time ago by the carpenter contractors.

With this disposition on the part of the men, and it would seem that in the other controversies the same feeling prevails, it is possible that a readjustment may be effected in the near future. As the matter now stands Mr. Thompson, the new mayor, is making strenuous efforts in collaboration with the city council for a readjustment along amicable lines and lines that will have some measure of permanency.

Calling the strike under present conditions by the official heads of the unions is an unqualified outrage. The hopeful and buoyant feature is the realization that with the resumption of building operations which can reasonably be expected within a week or two, there will be a sufficient stimulus and addition to building operations to partially make up for the loss of business during the last month. Had the strike not come on, local building operations would have been in very fair shape and a great deal of lumber would have gone into building construction that has now been tied up in dealers' yards and mill yards. Of course, the strike means that in a good many cases structures that were planned will be postponed because the strike made impossible a sufficiently early start to get such structures under cover before the cold weather of next winter breaks. However, the indications are that there are sufficient other structures being planned constantly to be started as soon as the strike is settled up, partially making up for this loss.

On the whole when building is resumed it will be in fairly satisfactory shape, and it can be expected that the yard trade will go ahead with the shipping up of purchases and restocking.

The factory trade is not doing any great amount of buying, but there is a genuine tendency to go a little further in the way of large orders and orders for advance shipment, which condition is attributed to the fact that the average buyer is cognizant of the probable stiffening of hardwood values and wants to protect his future interests. Also, with modestly increasing production, the factory trade naturally needs more raw material.

On the whole the strike situation is most portent and a serious barrier to the resumption of good business in the local trade. With this spectre dead and buried there can be justification for optimistic hopes for spring and summer business.

< NEW YORK >

It is one thing to say that the general situation in the local lumber business is showing better but quite another to specify just what goes to make the improvement. The local hardwood market so far as rough lumber is concerned is still far from satisfactory, both as to volume of business and range of prices. Whatever the curtailment of output affected in the closing months of last year, it has not caused any stiffening of prices nor made more difficult the securing of such lumber as has been in demand. We must be content with the thought that without the curtailment affairs would have been infinitely worse. The busy season is in full swing—according to the calendar—but the demand is below normal and even less than this time last year. About the only hope is that the good business in other lines will be reflected in the lumber business through a larger demand for those articles, the manufacture of which calls for hardwood lumber. Local yards and factories are not carrying the amount of lumber they formerly did and a brisk demand will bring them into the market with real business.

< BUFFALO >

The hardwood trade has been holding at about the same level as for a number of weeks, with a somewhat better inquiry in the building line, though the class of construction work going up is for the most part of a kind not using a large amount of hardwoods. There is a better demand for flooring, as is natural at this season. Most industrial lines are still running on a curtailed basis and the orders placed for hardwoods are almost invariably for prompt shipment. Prices continue about the same as a month ago and are not very firm.

About the same woods are wanted as for some time, the chief ones being plain oak, maple, ash, birch and chestnut, the last mentioned in the better grades. Poplar is quiet. A larger movement of lake hardwoods to this port will be seen this year, as mill prices are now somewhat more favorable. The woods coming in include maple, birch, basswood and brown ash, and the movement will be quite a little better, in all probability, than last year.

Permits for April showed a total of \$1,190,000, a falling off of seven per cent from the same month last year, when the total was \$1,280,000. For the first four months of this year the permits amounted to \$2,709,000, as against \$2,871,000 in the same period of 1914, a decline of only a little over five per cent.

< PHILADELPHIA >

The lumber business has improved greatly in this city in the past two weeks. Mill prices have advanced, and many wholesalers report advances, too. There is a great deal more buying and less bargain hunting than for some time back. Retailers know the day is past when they can place orders at their own figures, and many are providing not only for the present but for future needs. Corporations are in the market, industrial concerns enlarging their plants owing to war orders, box factories report trade as picking up, and the railroads and shipyards are in the market for certain kinds of lumber. Of the hardwoods plain oak, basswood, and ash are in the best shape. Cherry, beech, birch and chestnut are moving quite well. Mahogany, Circassian walnut, and the fancy woods are maintaining price schedules without trouble. White pine prices remain about the same, but the demand has increased; prices on spruce are rather uncertain, although volume is good; hemlock is reported as low in price; cypress lumber and shingles are in firm demand, with prices a bit better than reported recently.

< PITTSBURGH >

A little more life is seen in the hardwood business here the past few weeks. This comes chiefly from manufacturing concerns. Yard trade is still irregular and is not of a satisfactory volume. Manufacturers have been buying more lumber, although in small quantities as a rule. Railroads have put in some very good requisitions for oak lately. The automobile trade is holding up well.

< BOSTON >

Conditions in the hardwood market are unchanged. Several factors bearing on the situation are the subject of much speculation as to the final outcome but the dealers do not claim any definite judgment as to the future. Black walnut alone stands out as an item of great activity and strong prices, its returning popularity and its use in the manufacture of firearms creating a large demand. Hickory is also employed to a considerable extent in war machinery, and shows increased consumption.

< BALTIMORE >

The hardwood situation appears to have undergone further improvement. No decided acceleration of the movement is to be reported, nor have prices shown a marked advance, but the feeling is none the less better, and greater confidence in the future is being manifested. The change is attributed chiefly to the action of a number of the railroads which have announced that they are in the market for large quantities of materials and which have placed extensive contracts for rolling stock. With the railroads actively in the market, the demand generally will be

V E N E E R

BIRD'S EYE
That Will
Not Turn Yellow

Our positively permanent protection against the yellowing of bird's eye maple veneer (a bleaching process) enables us to give you a product of certain, lasting whiteness. This beautiful snowy lustre is fast making our bird's eye the popular wood for bedroom furniture.

Order some now for your July samples.

BIRD'S EYE VENEER COMPANY
ESCANABA MICHIGAN

Rotary Cut Veneers

in Gum
in Oak
in Ash

Flat Drawer Bottoms

Band Sawn Hardwood Lumber

All kinds
All grades
All thickness

Made by ourselves
In our own mills

Stimson Veneer & Lumber Co.
Memphis Box 1015 Tennessee

RED GUM

(Leading Manufacturers)

Baker-Matthews Manufacturing Co.

Sikeston, Mo.

Band Sawn Southern Hardwoods

SPECIALTIES

RED GUM, PLAIN OAK

SEND US YOUR INQUIRIES

OUR SPECIALTY

St. Francis Basin Red Gum

WE MANUFACTURE

Southern Hardwoods

— Gum, Oak and Ash —

J. H. Bonner & Sons

Mills and Office,
QUIGLEY, ARK.

Postoffice and Telegraph Office,
METH, ARK.

Our Corps of Inspectors

Intelligent! Highly Trained!
Conscientious!

is assurance that you will get
what your order calls for
when you buy Gum from us

Himmelberger-Harrison Lumber Company
Cape Girardeau, Missouri

BLISS-COOK OAK CO.

BLISSVILLE, ARK.

MANUFACTURERS

Oak Mouldings, Casing, Base and Interior
Trim. Also Dixie Brand Oak Flooring.

As Well As

OAK, ASH and GUM LUMBER

Can furnish anything in Oak, air dried
or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

stimulated and business will get an impetus such as it has not experienced since before the war. Furniture manufacturers and other buying who have been holding back manifest greater interest in the offerings and some of the firms here report that April has been their best month for some time past. On the other hand, it is also to be said that the trade remains rather spotty, with orders coming in freely one day and being much in abeyance on another. There is still wanting that steadiness characteristic of a really spirited movement, and the effect upon prices so far has not gone beyond a steadying in the quotations. For a time rather wide fluctuations prevailed and the sellers hardly knew what to ask, being apprehensive that if they held out for a fair price they would lose an order, and if they granted material concessions they might be overhauling money needlessly. This uncertainty has to a considerable extent waned, and an appreciable increase in firmness is to be noted. Hardwood men now believe that an actual advance is not far off. No one particular wood stands out above the rest, whatever improvement has taken place applying to all in about equal degree. A little more inquiry for chestnut is noted, and poplar is in better demand.

The foreign trade continues to be affected by the scarcity of room on steamers and by the high ocean freight rates. Foreign buyers want the lumber, but so far no adequate provision for meeting these wants has been made. Grain and other freights get the preference, with lumber having to take its chances. As far as returns go, they are satisfactory enough, the main problem being to make shipment.

← COLUMBUS →

The hardwood trade in central Ohio has shown more activity during the past fortnight. Buying on the part of retailers is better. Some buying is also being done by factories. On the whole the tone of the market is better and future prospects appear brighter.

Travelers report retailers' stocks fairly large, but since they are selling in better volume, they are expected to continue buying liberally. Building operations are active, not only in the large cities but also in the smaller cities and towns in Ohio. This is one of the best features of the market and is expected to continue throughout the summer. Most of the buying on the part of retailers is for immediate delivery, although some orders call for shipment the latter part of May.

Factories making vehicles, furniture, and implements are the best customers among manufacturers but are buying only what they need for the immediate present. Shipments are coming out promptly all along the line and no complaints are heard of car shortage.

Prices generally are well maintained at the levels which have prevailed for some time. Some cutting is reported where stocks have accumulated but generally speaking prices are upheld. Dry stocks in the hands of mill owners are only fair. Collections are bad all along the line.

Both plain and quartered oak are in fair demand at quotations which are unchanged for the past month. There is also a good demand for chestnut stocks, especially sound wormy. Ash is quiet. Poplar is moving fairly well and all grades are in fair demand. Basswood is fairly active and other hardwoods are unchanged.

← CINCINNATI →

The hardwood market in this district recently settled down to reasonable activity, showing enough natural strength and elasticity reasonable for the spring of the year following an unusual winter depression. The call appears to be general, with mills and dealers reporting an encouraging inquiry situation and orders with the large millmen of sufficient volume to keep the mills working steadily to supply the increasing demand. As is the usual case, the supply back of the mills continues light and in some cases, where the business depression was taken most seriously and the owners were timid in taking on a heavy supply, this shortage now is making itself felt in a loss due to an incapacity to fill telegraph and telephone rush orders. The latter is coming fairly strong now from the building trade, although the last week of unsettled weather has given the supply men a chance to recuperate from the sudden and insistent onslaught on their supply.

The spring in this section followed so closely upon the heels of winter that many dealers and builders were caught napping. From about three weeks ago up to the present time, the building trade enjoyed a sudden and almost unequalled boom. There was a general rush for hardwoods by the builders, especially in the flooring and siding line and many dealers found themselves hard pressed to meet this demand. Those who during the winter viewed the altogether discouraging situation with optimism, despite the most discouraging outlook, went along on the theory that it was quite impossible for the market to get any worse and therefore it was only a matter of time until the turn for the better came. These dealers stocked up heavily when stock of all grades was the easiest and cheapest to obtain and now are reaping the harvest.

As noted above, the market at this writing shows a reasonable activity, but cannot be classed as decidedly encouraging in any upward trend. On the other hand, there is no sign of any retrograde movement. The demand is spotty, showing little if any decided color.

Quartered and plain oak in some quarters is said to have a slight advantage over other stock, with the plain perhaps looking up a trifle better than the quartered and may, therefore, be said to be the best seller in the Cincinnati market during the past ten days. Thick ash and thick maple are moving with a certain steadiness which gives basis for the prediction that a few

weeks will see this lumber moving in a satisfactory manner. The better grades of poplar are moving more freely than for the past several weeks and if the demand continues in this quarter in the same volume, normal market soon will be noted in poplar. There appears to be a heavy demand recently for the lower grade, also. Birch is going along at a fairly satisfactory clip and gives promise of rising from its recent lethargy in the near future. The cypress market has picked up to a great extent, both inquiries and sales increasing.

Business from the box factories continues to be a source of much gratification to the hardwood men in Cincinnati. The higher grades of flooring are in good call and activity along this line gives reason for an expectant advance.

The implement and furniture trade is one of the best assets the hardwood industry has at present. Unusual rush of business in these two lines, as with the builders, has been the cause of heavy demand upon the dealer in hardwood and one of the prime movers in keeping the market up to such an extent that a good forward showing is noticed when business conditions are compared with a month or two back.

Railroad buying is steadily increasing and while the carriers at this time have not yet reached the heavy stage, they are of sufficient volume to be indicative of a much larger movement in this direction soon. The automobile manufacturers continue their heavy call and are one of the mainstays in the hardwood business.

With the hardwood business branching out with the advent of warm and seasonable weather, the consumers have been suddenly awakened to the fact that all stocks are in strong hands. While a couple of months back all dealers appeared to be anxious to move their accumulation at almost whatever was offered, there now appears to be no disposition toward cut rate offerings. The demand is slowly returning to its normal strength and in lines such as building, box factories, implement, carriage and auto manufacturers the demand is insistent and the quick supply necessary, so that dealers are in a position to do the dictating. In fact, nearly all dealers report little trouble in moving available stock right now.

◀ TOLEDO ▶

Some improvement is noted in the local market, especially from Toledo factories and from the building trades, the latter giving the better signs of life. A good many inquiries are coming in, indicating better trade a little later on. The automobile factories are using hardwoods fairly freely and other Toledo concerns are coming across with orders. The building trades are extremely active and the demand for hardwoods from these sources good. Building in Toledo has far outrun the record of last year, which was a banner season for Toledo, and prospects are that these conditions will continue. A fine new residence district to be known as Ottawa Hills is under way here and the first palatial residence of many such planned is to be that of John N. Willys, president of the Willys-Overland Automobile Company. Other fine homes are now in the hands of architects and many new investment structures of immense value are now under way here.

A big order of war munitions involving a million and a half of dollars has found its way to Toledo factories and this has meant factory additions which involves considerable building. The International Harvester Company is putting up a five-story building which will cost several thousand dollars, and it is hinted that an immense farm implement factory will be erected in Toledo some time within the year. Business is good and promises to be better. Prices remain unchanged. Dealers are already beginning to fill in depleted stocks.

◀ EVANSVILLE ▶

Hardwood lumber manufacturers of Evansville and vicinity are satisfied with the trend of the market for the past few weeks. April was the best month of the year in the volume of business done. Practically all the large hardwood mills in this section are now being operated on full time. Orders are coming in nicely, and inquiries are more numerous than they have been for some time past, and manufacturers look for a steady trade the balance of the year. There is more confidence in the trade than there was at the beginning of the year and a feeling exists that the European war will come to a close within a year and that this will be followed by a great period of prosperity in the United States.

The export business has picked up during the past few weeks. Several large manufacturers here have been shipping considerable lumber to London and Liverpool and to countries in South Africa. Manufacturers say they see no reason why the export trade should not continue good.

Crop conditions are quite encouraging and unless indications fail Indiana will have the largest wheat and corn crop this year on record. There is no denying the fact that conditions in many lines of trade are better than they were a few months ago. Most of the wood consuming factories here are being operated on time. Furniture manufacturers report that trade in the West and Southwest is better and orders are coming in nicely. Veneer manufacturers also report a great increase in orders.

◀ KNOXVILLE ▶

For the last thirty days most of the wholesalers and millmen have been talking better prospects, but the real orders have not shown up in very large volumes. Conditions seem to be about the same as for the last

Paepcke Leicht Lumber Co.

Conway Building 111 W. Washington Street
CHICAGO

RED GUM

AMERICA'S FINEST CABINET WOOD

- Consider its good qualities.
- It has strength.
- Can be brought to a very smooth surface and consequently will take high polish in finishing.
- Will not split easily.
- Runs strong to wide widths and long lengths.
- Is not easily marred or dented.
- It can be supplied flat and straight—free of warp and twist.
- Has beauty, color, life and character.
- Considering its numerous good qualities, it is the lowest priced good hardwood on the market today.
- We are the largest producers of Gum in the world.
- Have a large and well assorted stock on hand at all times.
- Can manufacture special thicknesses on short notice.

We guarantee

- QUICK SHIPMENTS
- GOOD GRADES
- DRY STOCK
- GOOD WIDTHS
- GOOD LENGTHS
- SATISFACTION

Band mills at
HELENA, ARK. BLYTHEVILLE, ARK.
GREENVILLE, MISS.

Write, phone or wire for prices

Paepcke Leicht Lumber Co.

Conway Building 111 W. Washington St.
CHICAGO

six months. Stocks are only fair and there seems to be a shortage of low grade poplar, chestnut and better red, and quartered white oak, but plain oak and the upper grades of poplar and chestnut remain about the same, with fairly good stocks.

On account of local demands all of the planing mills and retail yards are running full time with normal force. Prospects for building in this locality are thin and good. Millinery and yard men are going along about the same, hoping for better business soon.

< BRISTOL >

Trade conditions in this section are reported to be improving slowly. The process of improvement has been very tedious, but the lumbermen say that conditions are gradually improving. A larger volume of stock is moving and there is more activity in manufacturing, due to a general belief that there will be pronounced improvement in business during the next few months and that by the time lumber now being cut can be prepared for market that it will command a better price than is now obtainable. The lumbermen seem to be confident that business will improve materially during the remainder of the year and that 1915 will after all be a fair business year.

Mutual Fire Insurance

Best Indemnity at Lowest Net Cost
Can Be Obtained From

- | | |
|---|--------------------|
| The Lumber Mutual Fire Insurance Company, | Boston, Mass. |
| The Lumbermen's Mutual Insurance Company, | Mansfield, Ohio. |
| The Pennsylvania Lumbermen's Mutual Fire Insurance Company, | Philadelphia, Pa. |
| The Indiana Lumbermen's Mutual Insurance Company, | Indianapolis, Ind. |
| The Central Manufacturers' Mutual Insurance Company, | Van Wert, Ohio |

Long Time Investments

Timberlands are real estate, the most tangible and enduring property there is

So long as this world is inhabited there will be a demand for the land.

So long as civilization shall endure there will be a call for products of the forest.

In some sections lands are worth more for agricultural use than is now asked for the timber and the lands.

Logs are a first and most profitable crop.

Find out the price of the
lands you want. Write us

James D. Lacey & Co.

Timber Land Factors

CHICAGO, ILL., 1750 McCormick Building.
PORTLAND, ORE., 1313 Northwestern Bank Building.
SEATTLE, WASH., 1069 White Building.

< LOUISVILLE >

Business is better. This is a brief statement of the situation, but it is significant enough to mean a good deal to those who have been going through the lean times which have prevailed. Of course, nothing even remotely resembling a boom has developed, but lumbermen are getting some fairly respectable orders now and business is being placed for delivery in thirty, sixty and ninety days hence, showing that consumers are expecting the world to last at least that much longer. This is in sufficient contrast with the single car orders, which have been placarded for rush delivery, and followed through by telegraph, to indicate a much more comfortable situation. The increase in the demand has strengthened the market considerably, but no marked increase in price have been observed, at least on staple items. It will take a steady consumption of several months, on the present basis of production, to get the supply down to a point that will justify radical advances. On the other hand, the scarcity of thick lumber of various kinds, including oak, ash and walnut, has been affecting prices favorably for some time, and though manufacturers have been cutting much stock of this sort lately, little of it is ready for the market, and hence it is having slight effect on values. Plain oak is selling better than heretofore, and quartered oak is also likely to be improved by the mahogany situation. The scarcity of mahogany logs is sure to show in the price of lumber shortly, though up to the present the demand has not been great enough to enable advances to be made.

< ST. LOUIS >

Hardwood conditions have shown comparatively little change for the better during the past couple of weeks. While trade is slightly more active, it has not shown the improvement anticipated. This in spite of pleasant weather. There is a fair call for plain white oak and red oak is also in fairly good request, much better than it has been. The demand for choice cottonwood is improving and the same condition exists as to bone dry ash and wide poplar boards. Car oak is being ordered more freely. More orders have come in for this item than for almost any other, which is a good indication as to future business on this item. Cypress of the higher grades is having a better call than for some time, and while prices are improving they are not what they should be. Cypress conditions, in general, are better, however. Local distributors are supplied with pretty well assorted stocks and are prepared to take care of all urgent requests from the trade.

< MILWAUKEE >

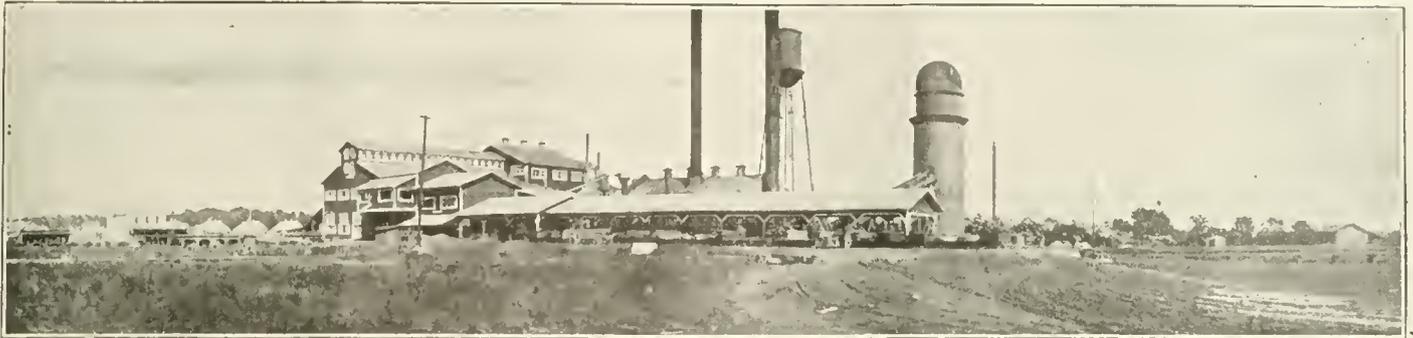
One of the brightest features in the Milwaukee situation is the continued activity in the building field, a fact which is bound to result in a satisfactory lumber business. Trade has been showing steady improvement during the past few weeks, but everybody seems to look for a decided increase in business during the month of May. Building activities will be farther advanced during the next two weeks and the demand for hardwood and general interior finish ought to be much stronger. Some wholesalers say that trade at the present time is better than a year ago, although the consensus of opinion seems to be that it is not about the same level.

Figures prepared by W. D. Harper, Milwaukee building inspector, show that while the actual building investment during the month of April showed a slight falling off, the number of permits issued showed a good increase, a fact which indicates more widespread activity. During the month just closed 600 permits were granted for structures to cost \$1,173,693, as compared with 537 permits and a building investment of \$1,343,502 during the corresponding period in 1914. Inspector Harper says that the amount of building planned and already launched gives promise that the building record of 1915 will exceed that of a year ago and equal the banner year of 1913.

While there is still a disposition on the part of the factory trade to buy only enough stock to meet present requirements, the increased activity in the building field and the improved demand from some other sources have made it necessary for the factory consuming trade to buy a little more freely. Stocks on hand at the sash and door and general interior finishing plants are light and a brisk trade from this source is looked for within the next few weeks. Meanwhile, wholesalers are not inclined to make any concessions in price at this time and values are being well maintained in most lines. Of course there are isolated instances of price cutting, a result of the efforts to secure orders, but this situation is not general by any means.

The box factories seem to be meeting with a fair business and some good orders for hardwood are being placed. This has resulted in a little more activity in low grade stocks. Some of the furniture manufacturing concerns are complaining that business is not quite so good as it might be, but orders for hardwood from this source are coming in fairly well.

New hardwood stocks from northern Wisconsin are not expected to arrive in the Milwaukee market before the latter part of May, when basswood usually makes its appearance. Birch does not arrive until a little later in the season. Some wholesalers expect that a shortage will be experienced in some lines of available dry stocks before new stocks are in proper condition to use.



GENERAL VIEW OF MAIN SAWMILL PLANT.
Equipment two bands and four resaws. Daily ten-hour capacity 150,000 feet.

LAMB-FISH LUMBER COMPANY

Band Mill and General Offices: Charleston, Miss., U. S. A.

THE LARGEST HARDWOOD MILL IN THE WORLD, ANNUAL CAPACITY, 40,000,000

CABLE ADDRESS—"LAMB."

Codes Used—Universal, Hardwood, Western Union, A. B. C. 5th Edition, Okay

STOCK LIST No. 5—May 1915

	3/8"	1/2"	5/8"	3/4"	4/4"	5/4"	6/4"	7/4"	8/4"	10/4"	12/4"
1st & 2nd Qtd. White Oak, 6" & Up...	118,000	88,000	93,000	24,000	85,000	12,000	13,000	.....	10,000	.....	.....
1st & 2nd Qtd. White Oak, 10" & Up...	.....	.....	25,000	21,000	24,000	3,000	.....	.....	.....	.....	.....
No. 1 Com. Qtd. White Oak, 4" & Up...	27,000	90,000	16,000	56,000	37,000	28,000	2,000	.....	3,000	.....	.....
No. 2 Com. Qtd. White Oak, 3" & Up...	6,000	4,000	13,000	12,000	15,000	2,000	.....	.....	.....	.....	.....
Clr. Qtd. Wh. Oak Strips, 2 1/2-3 1/2"	.....	.....	.....	.....	43,000	.....	.....	.....	.....	.....	.....
Sap no defect	.....	.....	.....	.....	18,000	.....	.....	.....	.....	.....	.....
Clr. Qtd. Wh. Oak Strips, 4-4 1/2"	.....	.....	.....	.....	28,000	.....	.....	.....	.....	.....	.....
Clr. Qtd. Wh. Oak Strips, 5-5 1/2"	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
No. 1 Com. Qtd. Wh. Oak Strips, 2 1/2-5 1/2"	.....	.....	.....	.....	6,000	46,000	.....	.....	.....	.....	.....
1st & 2nd Pl. White Oak, 6" & Up...	260,000	72,000	94,000	53,000	54,000	2,000	22,000	11,000	38,000	.....	.....
No. 1 Com. Pl. White Oak, 4" & Up...	300,000	155,000	88,000	152,000	400,000	52,000	39,000	15,000	10,000	.....	.....
No. 2 Com. Pl. White Oak, 3" & Up...	179,000	17,000	76,000	48,000	152,000	34,000	17,000	.....	.....	.....	.....
No. 3 Com. Pl. White Oak, 3" & Up...	.....	23,000	18,000	18,000	18,000	.....	.....	.....	.....	.....	.....
1st & 2nd Pl. Red Oak, 6" & Up...	1,000	13,000	.....	27,000	30,000	44,000	15,000	.....	18,000	.....	.....
No. 1 Com. Pl. Red Oak, 4" & Up...	12,000	11,000	37,000	75,000	15,000	38,000	71,000	.....	18,000	.....	.....
No. 2 Com. Pl. Red Oak, 3" & Up...	2,000	.....	.....	2,000	15,000	25,000	3,000	.....	.....	.....	.....
No. 3 Com. Pl. Red Oak, 3" & Up...	.....	.....	.....	.....	113,000	.....	.....	.....	.....	.....	.....
Sound Wormy Oak Core Stock	.....	.....	.....	.....	250,000	.....	.....	.....	.....	.....	.....
1st & 2nd Red Gum, 6" & Up...	329,000	522,000	102,000	381,000	15,000	87,000	113,000	7,000	38,000	6,000	.....
No. 1 Com. Red Gum, 4" & Up...	157,000	122,000	.....	482,000	49,000	200,000	35,000	.....	49,000	.....	3,000
1st & 2nd Qtd. Red Gum, 5" & Up...	.....	.....	.....	.....	6,000	.....	7,000	.....	24,000	.....	.....
Sap Gum Box Boards, 13-17"	.....	.....	.....	.....	15,000	.....	.....	.....	.....	.....	.....
1st & 2nd Sap Gum, 6" & Up...	23,000	6,000	66,000	80,000	148,000	33,000	67,000	.....	47,000	10,000	10,000
No. 1 Com. Sap Gum, 4" & Up...	.....	.....	119,000	239,000	369,000	314,000	59,000	.....	14,000	.....	.....
No. 2 Common Gum, 3" & Up...	252,000	8,000	350,000	20,000	45,000	15,000	130,000	.....	32,000	.....	.....
No. 3 Common Gum, 3" & Up...	.....	.....	.....	.....	300,000	15,000	34,000	.....	.....	.....	.....
Clr. Sap Gum Strips, 2 1/2-5 1/2"	.....	.....	.....	.....	44,000	.....	.....	.....	.....	.....	.....
1st & 2nd Ash, 6" & Up...	.....	.....	.....	.....	.....	.....	.....	.....	12,000	.....	.....
No. 1 Com. Ash, 4" & Up...	.....	.....	.....	.....	18,000	.....	.....	.....	.....	.....	.....
No. 2 & No. 3 Com. Ash, 3" & Up...	.....	.....	.....	.....	50,000	.....	.....	.....	.....	.....	.....
1st & 2nd Cypress, 6" & Up...	.....	.....	.....	.....	70,000	.....	.....	.....	.....	.....	.....
Select Cypress, 6" & Up...	.....	.....	.....	.....	84,000	.....	.....	.....	.....	.....	.....
Shop Cypress, 5" & Up...	.....	.....	.....	.....	85,000	.....	.....	.....	.....	.....	.....
No. 1 & No. 2 Com. Cypress	.....	.....	.....	.....	150,000	.....	18,000	.....	6,000	.....	.....
Pecky Cypress	.....	.....	.....	.....	118,000	.....	.....	.....	.....	.....	.....
Log Run Elm	.....	.....	.....	.....	42,000	.....	3,000	.....	.....	.....	.....
Com. & Better Tupelo	.....	.....	.....	.....	28,000	.....	.....	.....	.....	.....	.....
Com. & Better Cottonwood	.....	.....	.....	.....	11,000	.....	.....	.....	.....	.....	.....

Especial attention directed to Item of Oak Core Stock. Facilities for surfacing and kiln-drying. Oak Bridge and Crossing Plank, Switch and Cross Ties Specialized in.

ALL ORDERS CAREFULLY AND QUICKLY FILLED



VIEW OF MILL SKIDWAY, WITH PART OF LOGS STORED IN BACKGROUND

Advertisers' Directory

NORTHERN HARDWOODS.		Lamb-Fish Lumber Company... 9 45	VENEERS AND PANELS.		Mitchell Bros. Company.....		
Arpin Hardwood Lumber Co.....	40	Paepeke Leicht Lumber Co.... 9 43	Alnapee Veneer & Seating Co....	52	Salt Lick Lumber Company..... 34		
Harnaty, Charles H.....	9 36	Penrod-Jurden & McCowen.... 9 56	Bird's Eye Veneer Company.....	41	Stearns Salt & Lumber Company 4		
Boyle, Inc., Clarence.....	5	Stimson, J. V..... 9 56	Itasca Veneer Company.....	52	Stephenson, I., Co., Trustees... 51		
Buffalo Hardwood Lumber Co... 54	Stimson Veneer and Lumber Co.. 41	SOUTHERN HARDWOODS.		Strable Manufacturing Co.....	51		
Cobbs & Mitchell, Inc.....	3	Alton Lumber Company.....	34	Wilce, T., Company, The.....	5		
Connor, R., Company.....	53	Anderson-Tully Company.....	6 9	Young, W. D., & Co.....	7		
East Jordan Lumber Co.....	51	Atlantic Lumber Company.....	9	WOODWORKING MACHINERY.			
Ellas, G., & Bro.....	54	Baker-Matthews Mfg. Co.....	9 42	Alpena Industrial Works.....	2		
Hatten Lumber Company.....		Bliss-Cook Oak Company.....	9 42	Cadillac Machine Company.....	49		
Hoffman Bros. Company.....	9 10	Bonner, J. H., & Sons.....	9 42	Gerlach, The Peter, Company....	47		
Jackson-Wyatt Lumber Co.....	4	Boyle, Inc., Clarence.....	5	Merabon, W. B., & Co.....			
Kneeland-Higelow Co., The.....	7	Brown, Geo. C., & Co.....	9 10	Phoenix Manufacturing Co.....			
Kneeland-McLurg Lumber Co....	53	Buffalo Hardwood Lumber Co... 54	Long-Knight Lumber Company.	9	VENEER MACHINERY		
Litchfield, William E.....	4	Burkholder, S., Lumber Company. 47	Louisville Veneer Mills.....		Merritt Manufacturing Company... 55		
McIlvain, J. Gibson, & Co.....	2	Buskirk-Hutledge Lumber Co... 9 38	Milwaukee Basket Company.....	52	LOGGING MACHINERY.		
McLean, Hugh, Lumber Co.....	54	Carnahan-Allport Lumber Co... 6 9	Mississippi Veneer & Lumber Com-	3	Baldwin Locomotive Works.....	49	
Miller, Anthony.....	54	Crane, C., & Co.....	pany.....		Lidgerwood Mfg. Company.....	49	
Mitchell Bros. Co.....	3	Day Lumber & Coal Company.. 9 40	Nartzik, J. J.....	5	DRY KILNS AND BLOWERS.		
Mowbray & Robinson Co.....	4 9	Dugan Lumber Co.....	34	Ohio Veneer Company.....	40	Grand Rapids Veneer Works....	48
Palmer & Parker Co.....		Ellas, G., & Bro.....	54	Palmer & Parker Company.....	56	Morton Dry Kiln Company.....	10
Parry, Chas. K., & Co.....		Faust Bros. Lumber Company.... 10	Rayner, J.....	49	P'hila. Textile Mch'y. Company...	48	
Powell-Myers Lumber Co.....	4	Franeke, Theodor, Erben Gmb. H.	Roddis Veneer and Lumber Co... 49	Pickrell Walnut Company.....	34	Standard Dry Kiln Company....	49
Rib Lake Lumber Company.....		Goodlander-Robertson Lumber Co. 9 37	Sanders & Egbert Company.....		LUMBER INSURANCE.		
Rice Lake Lumber Co.....	53	Himmelberger-Harrison Lbr. Co.. 42	Standard Veneer Company.....		Central Manufacturers' Mut. Ins.	44	
Richardson Lumber Company....	7	Hitt, H. H., Lumber Company... 9 33	Stimson Veneer & Lumber Co.... 41	Company.....	Epperson, U. S., & Co.....		
Ross & Wentworth.....	7	Huddleston-Marsh Lumber Co.... 5	Tomabawk Box and Veneer Co.. 52	Company.....	Indiana Lumbermen's Mut. Ins.	44	
Standard Hardwood Lumber Co.. 54	Lamb-Fish Lumber Company... 9 45	Waeljen, Geo. L., & Co.....	52	Company.....	Lumbermen's Underwriting All-		
Stearns Salt & Lumber Company. 4	Litchfield, William E..... 4	Wisconsin Seating Company....	52	Company.....	ance.....		
Stephenson, I., Co., Trustees... 51	Little Rock Lumber & Mfg. Co... 6 9	Wisconsin Veneer Company.....		Company.....	Lumber Mutual Fire Insurance		
Stimson, J. V..... 9 56	Long-Knight Lumber Company. 9	East St. Louis Walnut Co.....		Company.....	Company.....	44	
Strable Manufacturing Company.. 51	McClellan-West Lumber Co.... 9 39	Evansville Veneer Company.....		Company.....	Lumbermen's Mut. Ins. Co.....	44	
Sullivan, T., & Co..... 54	Mellvain, J. Gibson, & Co..... 2	Franeke, Theodor, Erben Gmb. H.		Company.....	Manufacturing Lumbermen's Under-		
Tegge Lumber Co..... 40	MeLean, Hugh, Lumber Co..... 54	Hartzell, Geo. W.....		Company.....	writers.....		
Von Platen Lumber Company.... 51	Miller, Anthony..... 54	Huddleston-Marsh Lumber Co.... 5		Company.....	Pennsylvania Lumbermen's Mut.		
Willson Bros. Lumber Company.. 4	Mowbray & Robinson Company.. 4 9	Long-Knight Lumber Company. 9		Company.....	Fire Ins. Company.....	44	
Wistar, Underhill & Nixon..... 4	Paepeke Leicht Lumber Co.... 9 43	MAHOGANY, WALNUT, ETC.		Company.....	Rankin-Benedict Underwriting Co.		
Yeager Lumber Company, Inc.... 54	Parry, Chas. K., & Co.....	East St. Louis Walnut Co.....		Company.....			
Young, W. D., & Co..... 7	Penrod-Jurden & McCowen.... 9 56	Evansville Veneer Company.....		Company.....			
OAK.		Peytona Lumber Company..... 39	Franeke, Theodor, Erben Gmb. H.				
See List of Manufacturers on	page	Roddla Lumber and Veneer Co..					
POPLAR.		Salt Lick Lumber Company..... 34	Hartzell, Geo. W.....				
Alton Lumber Company..... 34	Anderson-Tully Company..... 6 9	Slaymaker, S. E., & Co.....					
Atlantic Lumber Company..... 9	Day Lumber & Coal Company... 9 40	Spotswood, E. R., & Son..... 9 37	Huddleston-Marsh Lumber Co.... 5				
Day Lumber & Coal Company... 9 40	Faust Bros. Lumber Co..... 10	Standard Hardwood Lumber Co.. 54	Long-Knight Lumber Company. 9				
Faust Bros. Lumber Co..... 10	Jackson-Wyatt Lumber Co..... 4	Stimson Veneer and Lumber Co.. 41	McCowen, H. A., & Co.....				
Jackson-Wyatt Lumber Co..... 4	Willson Bros. Lumber Company.. 4	Sullivan, T., & Co..... 54	Palmer & Parker Co.....				
RED GUM.		Vestal Lumber & Manufacturing	Penrod Walnut & Veneer Co.... 56				
Anderson-Tully Company..... 6 9	Co..... 6 0	Wbltmer, Wm., & Sons..... 4	Pickrell Walnut Company..... 34				
Baker-Matthews Mfg. Co..... 9 42	Williams Lumber Company..... 38	Williams Lumber Company..... 4	Purcell, Frank.....				
Bliss-Cook Oak Company..... 9 42	Wistar, Underhill & Nixon..... 4	Wistar, Underhill & Nixon..... 4	Rayner, J..... 5				
Bonner, J. H., & Sons..... 9 42	Yeager Lumber Co., Inc..... 54	Yates, John B., Lumber Co..... 4	Sanders & Egbert Company.....				
Brown, Geo. C., & Co..... 9 10	HARDWOOD FLOORING.		Eastman, S. L., Flooring Co..... 51				
Himmelberger-Harrison Lbr. Co.. 42	Bliss-Cook Oak Company..... 9 42		Kerry & Hansen Flooring Co... 51				
		American Rule & Mfg. Company..					
		Broderick & Bascom Rope Co.... 43					
		Childs, S. D., & Co..... 47					
		Gerlach, The Peter, Company.... 47					
		Lumbermen's Credit Assn.....					
		Perkins Glue Company.....					

CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion.....20c a line
 For two insertions.....35c a line
 For three insertions.....50c a line
 For four insertions.....60c 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 charges for copies of paper containing the advertisement.

EMPLOYES WANTED

WANTED EXPERIENCED

Lumber Salesmen to handle as a side line on a commission basis, mahogany lumber direct from the largest mill in the country. State what territory you cover and class of lumber you sell. Reply to P. O. Drawer 199, New Orleans, La.

WANTED

Experienced Panel Salesman, one capable of handling large output on very attractive terms. Address, "BOX 40," care HARDWOOD RECORD.

LUMBER FOR SALE

FOR SALE.

1 car 8/4 No. 1 Common Hickory.
 1 car 8/4 No. 2 Common Hickory.
 5 cars 5/4 No. 1 Common Plain White Oak.
 10 to 12 months on stocks.
 S. BURKHOLDER LUMBER CO.,
 Crawfordsville, Indiana.

DRY STOCK FOR SALE

Some items on which we are quoting low prices for quick shipment:

65,000 ft. 3/4 1sts & 2nds Plain Red Oak.
 48,000 ft. 3/4 No. 1 Com. Plain Red Oak.
 100,000 ft. 4/4 No. 2 common Gum.
 36,000 ft. 8/4 1sts & 2nds White Cane Ash.

Write us for description and prices.
 THE HYDE LUMBER CO., South Bend, Ind.

LUMBER WANTED

You have
OLD CUSTOMERS

but
NEW ONES

must be added constantly to move your Lumber these days.

To this end accurate knowledge of factory needs is essential.

We have this information in strictly up-to-date form, all tabulated and ready for instant use. It is proving a big asset in many hardwood offices these days. Can you afford to give your competitor this advantage?

Let us tell you more about it.
 HARDWOOD RECORD, Ellsworth Building,
 Chicago, Ill.

LOGS WANTED

WANTED—BLACK WALNUT LOGS.

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

WANTED—BLACK WALNUT LOGS

We pay cash for Black Walnut Logs 10" and up in diameter. Inspection at shipping point.

MALEY & WERTZ,
 Evansville, Ind.

DIMENSION STOCK WANTED

WANTED—OAK DIMENSION STOCK

Plain and Quartered Clear Red and White. Wide schedule of sizes. Spot cash payment.

D. K. JEFFERIS CO.,
 Pullman Bldg., Chicago, Ill.

WANTED

1½x1½x8" or multiples Hard Maple, 1x1 and 1¼x1¼x4 to 6' long Hard Maple, Beech or Birch, 1½x3¼x35 and 47" Hard and Soft Maple.
 HUFF-STICKLER LUMBER CO., South Bend, Ind.

DIMENSION STOCK FOR SALE

FOR SALE.

¾ Dry Dimension in Plain Oak, Poplar, Basswood, Maple and Beech.

Accurately cut as to size, and specifications followed to the letter.
 WALLER MANUFACTURING CO., Lexington, Ky.

FOR SALE.

2 cars 2x2—30" Oak Squares. Dry.
 2 cars 1x1—30" Oak, Ash & Hickory squares. Dry.

1 car 3x3—30" Oak Squares, green.
 1 car 2½x2½—30" Oak Squares, green.
 AMORY DIMENSION MILL CO., Amory, Miss.

CHEAP

Want to contract for large quantity Dimension Stock, square and sound, also selected stock, any sizes, cut to order; multiple lengths, Gum, Oak, Elm, Beech, Hickory, Ash, Maple, chair stock, billets, rim strips, hames, handles, tongues, bow strips, etc.
 L. E. ROOK, Humboldt, Tenn.

TIMBER FOR SALE

40,000 ACRES HARDWOOD TIMBER

Less than 15 miles of main line of Chesapeake & Ohio R. R. in eastern part of Virginia. Easy logging and will cut about 6,000 feet per acre. Price \$20.00 per acre on easy terms.

Address "BOX 42," care HARDWOOD RECORD.

WAGON STOCK WANTED

WANTED

Both Red and White Oak, also mixed car-stock, all kinds of Wagon Stock such as tongues, reaches, bolsters, axles, etc. Kindly quote best delivered prices, and state quantities can furnish.

Address "BOX 51," care HARDWOOD RECORD.

TIMBER LANDS FOR SALE

FOR SALE

Tract of 56 Acres with the ground for \$1,000; contains 300,000 ft. or more Oak, Chestnut, Ash and Gum wood; 3 miles from railroad. Address for further particulars

W. F. MORRIS, Greenwood, Del.

MACHINERY FOR SALE

FOR SALE.

1 Ironside two-saw trimmer 6 to 16 ft. A1 condition. Will sell at a bargain.

HOLMES & BALMER, Lima, Ohio.

BUSINESS OPPORTUNITIES

FACTORY FOR SALE.

Small factory now fitted for staves and heading, easily converted to any kind of woodworking plant. A bargain. Address

TOMAHAWK STAVE & HEADING CO.,
 Tomahawk, Wis.

CONNECTION WANTED

Firm in Detroit would consider acting as exclusive sales agents for Michigan and Canada of southern hardwood and yellow pine concern. A-1 Canadian connection.

Address "BOX 52," care HARDWOOD RECORD.

FOR SALE

Band mill and 10 acre yard in Memphis, Tenn., on Illinois Central tracks; fully equipped, now in operation, best location in city; owners selling because desirous of moving to Frisco tracks on which their timber arrives.

Address "BOX 53," care HARDWOOD RECORD.

MISCELLANEOUS

FOR RENT.

For July and August, 10-room furnished house, within two blocks of Lake Michigan and one block of Sheridan Road. Ideal summer home. Apply to L. W. CROW, care Mears-Slayton Lumber Co., Chicago.

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you.

Swage your CHISEL and SOLID TOOTH CIRCULAR, your BAND, GANG and CYLINDER SAWS with the

"SIMPLEX"

The only 8 in 1 Roller Die Swage made.
 WRITE FOR PRICES.

The Peter Gerlach Company,
 CLEVELAND, SIXTH CITY

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO.
 Chicago

We also make Time Checks, Stencils and Log Markers.





THIS BIG LOG

Eight feet in diameter, was snaked 800 feet up a 30 per cent grade, over rough ground, with a 1 1/8-inch Yellow Strand Powersteel cable that had been in constant use for over six months. This same cable yarded over 7 1/2 million feet of lumber without breaking. It was still serviceable at the end of the season.

Yellow Strand Powersteel

is made especially to withstand the tremendous strains and the wear and tear of logging. It is strong, elastic, flexible, economical.

Try Yellow Strand Powersteel yourself and you'll soon find out that "A Yellow Strand In Your Rope Means Yellow Gold In Your Pocket." Order direct or through any of our agents.

FREE Our illustrated monthly magazine—**THE YELLOW STRAND**—free for one year to all rope users. Write for it.

Ask for Catalog No. 50

Broderick & Bascom Rope Co.,
St. Louis, Missouri

OFFICES.....St. Louis and New York

FACTORIES.....St. Louis and Seattle

AGENTS EVERYWHERE

GRAND RAPIDS VAPOR KILN

Surface Checking

A common fault with air dried lumber and baked dry stock. Surface checking results when the outside of the lumber dries and shrinks faster than the inside and something "lets go."



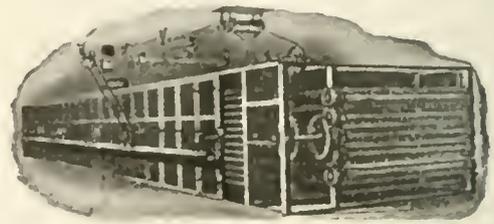
You have no control over the humidity and temperature of the weather and little if any over these conditions in other kilns.

Surrounding the stock with vapor in a Grand Rapids Vapor Kiln entirely removes the tendency to surface check. This uniform vapor drying condition (always under control) removes moisture from lumber without degrade.

GRAND RAPIDS MICHIGAN

PROCTOR VENEER DRYER FIREPROOF —AN— UNPARALLELED SUCCESS

No
Splitting
Nor
Checking
No
Clogging
Nor
Adjusting



Recommended by
all those
who
have tried
it

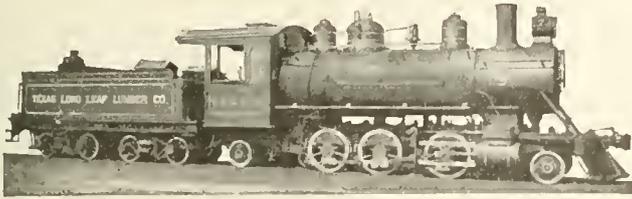
THE PHILADELPHIA TEXTILE MACHINERY COMPANY
DEPT. L, HANCOCK & SOMERSET STS. PHILADELPHIA, PA.

Hardwood Record's

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. **It's the BEST sales medium for hardwood lumber.**

Baldwin Loggers

are built for SERVICE, and they will SERVE YOU WELL



The 2-6-2 type, illustrated above, can be used in either switching or main line work. It is a safe engine on sharp curves and uneven tracks, and steams freely in the heaviest service.

THE BALDWIN LOCOMOTIVE WORKS
PHILADELPHIA, PA., U. S. A.

Cable Address:—"Baldwin, Philadelphia"

REPRESENTED BY

- F. W. WESTON.....50 Church Street, New York, N. Y.
- CHARLES RIDDELL.....625 Railway Exchange, Chicago, Ill.
- C. H. PETERSON.....1610 Wright Building, St. Louis, Mo.
- GEORGE F. JONES.....407 Travelers' Building, Richmond, Va.
- A. W. HINGER.....722 Spalding Building, Portland, Oregon

Dry Kiln Trucks

that are cheaply made are dear at any price. To stand up under the strain of rough handling, a truck has to be first correctly designed and then built to last.



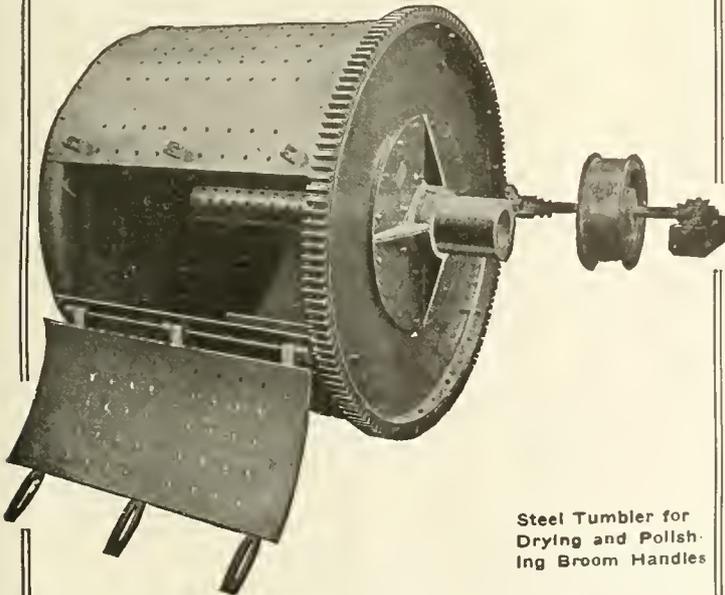
STANDARD Trucks

are the easiest-running and longest-lasting that money can buy. Yet they don't cost any more than inferior trucks.

Our Truck Booklet, illustrating styles for all dry kiln purposes, will be sent with prices for the asking. Address: The Standard Dry Kiln Co., 1559 McCarty St., Indianapolis, Ind.

Broom Handle Machinery

Let us tell you about our STEEL TUMBLERS FOR DRYING AND POLISHING BROOM HANDLES. This system is rapidly supplanting all others. More economical; less time required for drying; no polishing afterwards; greater per cent of straight handles turned out.



Steel Tumbler for Drying and Polishing Broom Handles

CADILLAC MACHINE COMPANY

Complete Line of Broom Handle Machinery

CADILLAC, MICH.



RELAYING LOGS 3600 FEET

OVER TWO SPANS
LIDGERWOOD
OVERHEAD RELAY
SKIDDER

Skids logs over intervening ridges—One continuous operation, from one setting—Saves railroad building
Write for Particulars

Lidgerwood Mfg. Company

96 LIBERTY ST., NEW YORK
Woodward, Wight & Co., Ltd., New Orleans.
Lidgerwood Mfg. Co., Seattle, Wash.

Doesn't It Look Good To You?



2 4 7 10 11 13 14 15 17 19 20

MICHIGAN, GRAND RAPIDS: Stow & Davis Furniture Company; tables: George A. Davis, buyer: 40,000 feet 4/4 basswood; 15,000 feet 4/4 red birch; 30,000 feet 4/4 sound wormy chestnut; 30,000 feet 4/4 cull gray elm; 30,000 feet 4/4 and 8/4 mahogany; 15,000 feet 4/4 and 6/4 hard maple; 20,000 feet 5/4 and 6/4 soft maple; 25,000 feet 4/4 plain red oak; 75,000 feet 4/4 plain white oak; 200,000 feet 4/4 quartered white oak; 20,000 feet 4/4 poplar; 50,000 feet red gum, all thicknesses. Dimension stock: Buyers of 3x3-30 oak squares. Panel stock: Buyers of 5-ply quartered oak and mahogany table tops.

HARDWOOD RECORD CHICAGO

Specimen of one of the thousands of patented tabbed index cards involved in Hardwood Record's copyrighted Information Service, showing annual requirements for Lumber, Dimension Stock, Veneers and Panels employed by wholesalers and hardwood manufacturing consumers throughout the United States and Canada.



Illustration of Oak Cabinet in which this Information Service is filed.

ILLINOIS

Key

1	Ash	12	Hickory
2	Basswood	13	Mahogany
3	Beech	14	Maple
4	Birch	15	Oak
5	Butternut	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous including: Dogwood, Holly, Locust, Persimmon, Sycamore..
8	Cottonwood	19	Dimension stock
9	Cypress	20	Veneers and panel stock
10	Elm		
11	Gum		

Fac-simile of state key card between which the tabbed information cards are filed alphabetically by towns, by means of which instant reference can be made to the buyers of any kind of wood, in any locality in the United States and Canada.

THIS service is comprised in more than sixty bulletins, and additional bulletins of corrections and additions are printed frequently.

This service is kept positively up-to-date, and is indispensable to lumber and veneer sales departments.

It is an exclusive service disposed of only to HARDWOOD RECORD advertisers.

LET US TELL YOU ABOUT THE MODERATE COST

Hardwood Record, 537 South Dearborn Street, Chicago

M I C H I G A N
FAMOUS FOR HARD MAPLE AND GREY ELM

“Ideal” Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—“IDEAL.”

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

I. Stephenson Co., Trustees - WELLS, MICHIGAN

EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

We offer for prompt shipment:

- 100M 4/4 End Dried White Maple
- 10M 5/4 End Dried White Maple
- 19M 6/4 End Dried White Maple
- 21M 6/4 No. 1 Common and Better Hard Maple
- 50M 12/4 No. 1 Common and Better Hard Maple
- 30M 16/4 No. 1 Common and Better Hard Maple
- 25M 4/4 White Pine Crating Lumber
- 18M 4/4 No. 2 Common and Better Soft Maple

FULL THICKNESS BAND SAWN QUICK SHIPMENT

“Chief Brand” Maple and Beech Flooring

in 3, 5 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

VON PLATEN LUMBER CO.

Iron Mountain, Michigan

MANUFACTURERS OF

BIRCH BASSWOOD ELM MAPLE

- | | |
|--|---|
| 50 M ft. of 5/4 No. 3 Common Basswood. | 100 M ft. of 6 ft. No. 3 Common Maple. |
| 30 M ft. of 12/4 No. 2 Common & Btr. Maple. | 100 M ft. of 5/4 No. 2 Com. & Better Birch. |
| 50 M ft. of 8/4 No. 3 Common Maple. | 30 M ft. of 8/4 No. 1 Com. & Better Birch. |
| 100 M ft. of 12/4 No. 3 Common Maple. | 15 M ft. of 10/4 No. 1 and 2 Common Birch. |
| 100 M ft. of 5/4 No. 1 and No. 2 Common Maple. | 50 M ft. of 6/4 No. 2 Com. & Btr. Rock Elm. |
| 150 M ft. of 6/4 No. 2 & Better Maple. | 100 M ft. of 6/4 No. 3 Com. Elm. |

Strable Mfg. Company

Manufacturers of

Hardwood Lumber

AND

Maple Flooring

Saginaw Michigan

WE WANT TO MOVE:

- 50,000 ft. 8/4 No. 2 and better Soft Maple
- 150,000 ft. 4/4 No. 2 and better Soft Maple.
- 75,000 ft. 6/4 No. 2 Common Soft Elm.
- 75,000 ft. 6/4 No. 3 Common Soft Elm.
- 30,000 ft. 4/4 No. 2 Common Soft Elm.
- 100,000 ft. 4/4 No. 1 Common Basswood.
- 37,000 ft. 4/4 No. 2 Common Basswood.

SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH.

ASK US ABOUT IT

S. L. EASTMAN FLOORING CO.

SAGINAW BRAND

MAPLE FLOORING

SAGINAW, MICH.

HARDWOOD RECORD'S

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East.

IT'S the BEST SALES MEDIUM for HARDWOOD LUMBER

VENEERS AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed bide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you

Gentlemen—Our Plant



But what's inside of those walls is what really counts. Everything to provide for service. And the quality idea is instilled in all our force, from the highest to the lowest.

Wisconsin Seating Co.

Auto Dashes Tops and Panels Chair Backs and Seats
NEW LONDON, WISCONSIN

MAKERS OF TIME PROOF PANELS

VENEERS

Sliced Quartered White Oak
and American Walnut

Let Us Quote You

The Buckeye Veneer Co.
Dayton, Ohio

TOMAHAWK VENEER & BOX CO.

Manufacturers of Draw Bottoms in Birch and Basswood, Pin Blocks, Back Panels, also Heading and American Cheese Boxes our Specialties

TOMAHAWK

WRITE FOR PRICES.

WISCONSIN

OUR BIRCH VENEERS

ARE THE PRODUCT OF
HIGH GRADE LOGS, FIRST-CLASS EQUIPMENT AND
OVER TEN YEARS' EXPERIENCE

MILWAUKEE BASKET COMPANY, South Milwaukee, Wis.

Door Panels

Three and Five Ply
All Woods

For One, Two, Five and Six Panel Doors
All Carried in Stock Ready for
Immediate Shipment

Geo. L. Waetjen & Co.

Milwaukee

Wisconsin

Sliced Quartered Oak Figured Gum American Walnut

Cut to Dimension, Jointed and Taped,
Ready to Lay ROTARY CUT

CHESTNUT ASH POPLAR
PINE OAK WALNUT

Knoxville Veneer Co.

P. B. RAYMOND, General Manager, Knoxville, Tenn.

WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

BIRCH

4-4 and thicker, No. 1 Common and Better also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

Rice Lake Lumber Co., Rice Lake, Wis.



Our New Mill in Phillips, Wis.

A Complete Stock

EVERYTHING IN
NORTHERN HARDWOOD

Send Us Your Inquiries

R. CONNOR CO., Marshfield, Wis.

ARE YOU IN THE MARKET FOR THE BEST **Wisconsin Hardwoods?**

Send for Price List "H. R." Today

These Items Are in Excellent Shipping Condition

- | | |
|---|--|
| 500,000' 4/4 No. 2 Common and Better Unselected Birch. | 500,000' 4/4 No. 2 Common and Better Hard Maple. |
| 300,000' 4/4 No. 1 Common and Better Unselected Basswood. | 1 Car 8/4 No. 2 Common and Better Basswood. |
| 350,000' 4/4 No. 2 Common Basswood, Rough. | 1 Car 5/4 Nos. 1, 2, and 3 Basswood. |
| 400,000' 4/4 No. 3 Common Basswood, Rough. | 3 Cars 4/4 No. 3 Common Ash. |
| 300,000' 6/4 No. 2 Common and Better Soft Elm. | 5 Cars 6/4 Soft Elm Scoots. |
| 100,000' 6/4 No. 3 Common Soft Elm. | 3 Cars 6/4 Birch Scoots. |
| | 1 Car 4/4x11" and Wider 1st and 2nd Basswood. |

KNEELAND-McLURG LUMBER CO.

Manufacturers of Hardwoods

PHILLIPS, WIS.

A Prominent Veneer Man says:

“I believe your new service showing the exact requirements of the Veneer and Panel Trade to be highly accurate, and a necessary part of the office equipment of any progressive veneer or panel factory.”

The same information would cost you thousands of dollars. The cost of our service is a small fraction of that.

Ask your competitor to tell you how it has helped him, and then write us for details.

B U F F A L O

The Foremost Hardwood Market of the East

Standard Hardwood Lumber Co.

OAK, ASH and
CHESTNUT

1075 Clinton Street

ANTHONY MILLER
HARDWOODS
OF ALL KINDS

893 Eagle Street

G. Elias & Bro.
HARDWOODS

White Pine, Yellow Pine, Spruce,
Hemlock, Fir, Lumber, Timber, Mill-
work, Boxes, Maple and Oak Flooring

955 - 1015 ELK STREET

Hugh McLean Lumber Co.

OUR SPECIALTY:

QUARTERED
WHITE OAK

940 Elk Street

BUFFALO HARDWOOD
LUMBER CO.

We want to buy for cash

Oak, Ash and Other Hardwoods

All grades and thicknesses.
Will receive and inspect stock at shipping point.
Branch yard, Memphis, Tenn.

940 Seneca Street

Yeager Lumber Company, Inc.

Specialties:

Oak, Ash and Poplar

932 ELK STREET

T. SULLIVAN & CO.
HARDWOODS

Specialty - Brown Ash

No. 2 ARTHUR STREET

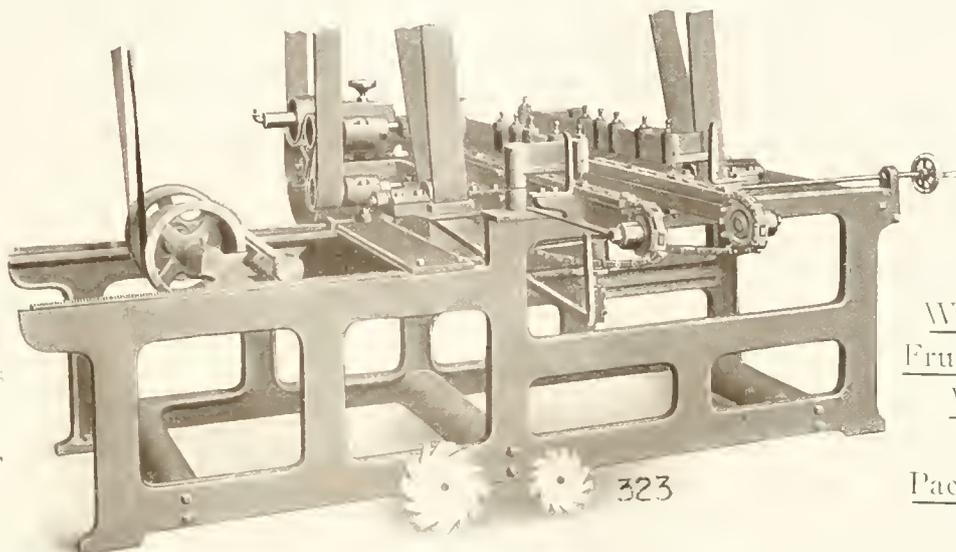
The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

PANEL HEADS FOR VENEER BOXES

TWO SIZES

No. 1 for board
5/8" to 1 1/4"
in thickness
3/4" to 12"
in width,
6" to 20"
in length.

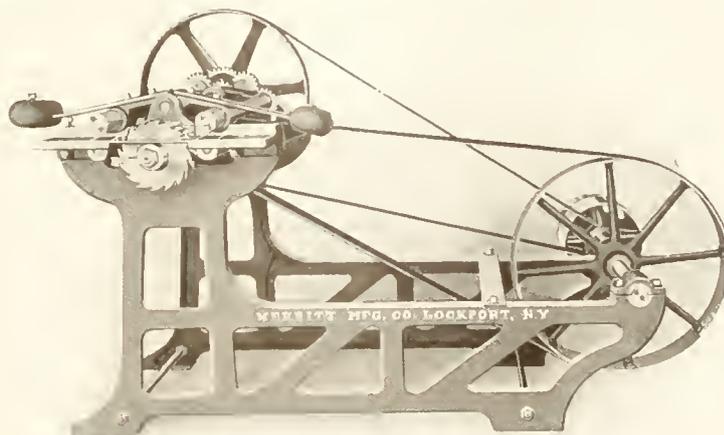
No. 2 for boards
same widths
and thicknesses,
6" to 36"
in length.



Also for
Wire Bounds,
Fruit Packages,
Vegetable
Crates,
Packing Boxes,
etc.

"MERIT" CRATE HEAD TENONER

For Ripping the
Tenoned, Grooved and
Equalized Boards
into Cleats



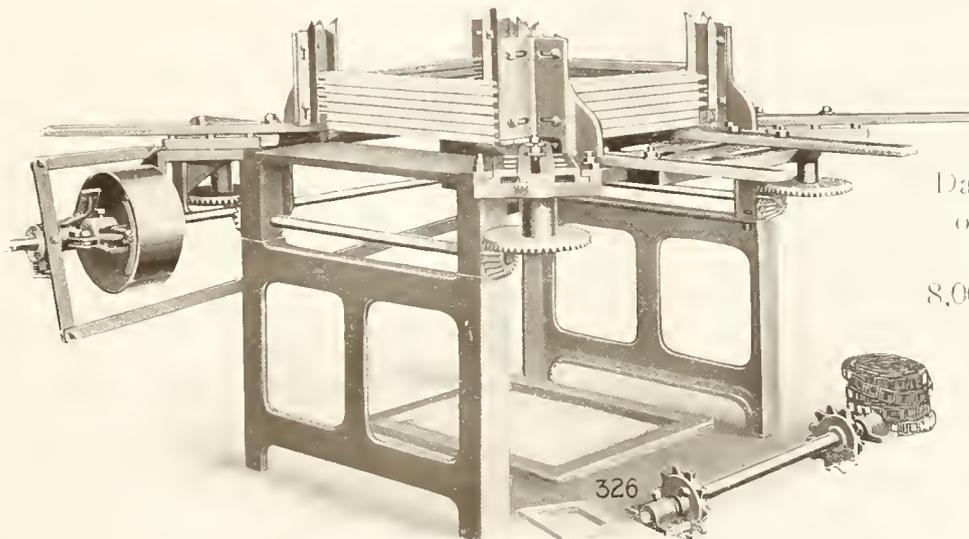
"MERIT" PONY
GANG RIP SAW

"MERIT" CRATE HEAD COUPLER

TWO SIZES

No. 1
for
coupling cleats
6" x 6"
to
12" x 20"

No. 2
for
coupling cleats
6" x 6"
to
24" x 36"



Daily capacity
of the three
machines
8,000 to 10,000
Heads

MERRITT MFG. COMPANY

LOCKPORT, N. Y., U. S. A.

BOTH NORTHERN and
SOUTHERN OAK

HARDWOOD LUMBER and
ROTARY VENEERS

STIMSON'S MILLS

J. V. STIMSON
HENTENBERG, IND.

J. V. STIMSON HARDWOOD CO.
MEMPHIS, TENN.

STIMSON VENEER & LUMBER CO.
MEMPHIS, TENN.

Entire Line of Well Manufactured
HARDWOOD LUMBER

from $\frac{3}{8}$ " thick up

IN DRY STOCK

including

OAK AND RED GUM

PLAIN AND QUARTER SAWN

WALNUT	POPLAR
HICKORY	ASH
ELM	MAPLE

ABC AND WESTERN UNION CODE

Tells all there is to know about every
commercial forest tree of America.

AMERICAN FOREST TREES

(WRITTEN IN THE LUMBERMAN'S LANGUAGE)

*Completely illustrated with
original photographs and draw-
ings and handsomely bound.*

(Price \$6 Prepaid)

HARDWOOD RECORD, 537 S. DEARBORN ST.
CHICAGO, ILL.

PENROD Walnut & Veneer Co.

Manufacturers

EXCLUSIVELY
WALNUT LUMBER AND VENEERS

KANSAS CITY, MO.

PENROD-JURDEN & McCOWEN

Manufacturers of

HARDWOOD LUMBER AND VENEERS

Announce the Opening of
GENERAL OFFICES in

MEMPHIS, TENN.

Veneer Mills,
HELENA, ARK.

Band Mills,
BRASFIELD, ARK.

Aardwood Record

Twentieth Year,
Semi-Monthly.

CHICAGO, MAY 25, 1915

Subscription \$2.
Single Copies, 10 Cents.



ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

J. Gibson McIlvain & Company

1420 Chestnut Street PHILADELPHIA, PA.

Everything in Lumber

We Offer the Following in Dry Stock:

4 4 No. 1 Common Birch 200,000 ft.
 5 8 No. 1 & 2 Soft Yellow Poplar . . . 90,000 ft.
 1 car 4 4 No. 1 & 2 Basswood, 10" & over.
 7x24 No. 1 Heart Split Cypress
 Shingles 160,000

QUICK SHIPMENT

RIGHT PRICES

A Prominent Veneer Man says:

“I believe your new service showing the exact requirements of the Veneer and Panel Trade to be highly accurate, and a necessary part of the office equipment of any progressive veneer or panel factory.”

The same information would cost you thousands of dollars. The cost of our service is a small fraction of that.

Ask your competitor to tell you how it has helped him, and then write us for details.

HARDWOOD RECORD,

CHICAGO, ILL.

M I C H I G A N
FAMOUS FOR HARD MAPLE AND GREY ELM

MICHIGAN HARDWOODS, OUR OWN MANUFACTURE

Sales Department

COBBS & MITCHELL, Inc.

CADILLAC, MICH.

MAY 4, 1915.

DRY STOCK LIST

4/4 Basswood 1s & 2s.....	100 M
1x9 Basswood 1s & 2s.....	11 M
4/4 Basswood No. 1 Common.....	100 M
4/4 Basswood No. 2 Common.....	300 M
4/4 Basswood No. 3 Common.....	50 M
4/4 Basswood No. 2 Common and Better.....	200 M
4/4 Birch 1s & 2s Sap.....	17 M
4/4 Red Curly Birch 1s & 2s.....	1/2 M
4/4 Cadillac Gray Elm 1s & 2s.....	25 M
4/4 Cadillac Gray Elm No. 1 Common.....	100 M
4/4 Cadillac Gray Elm No. 2 Common.....	300 M
4/4 Cadillac Gray Elm No. 2 Common and Better..	100 M
8/4 Cadillac Gray Elm 1s & 2s.....	45 M
4/4 White Maple End Dried (Clear).....	9 M
4/4 Birdseye Maple End Dried.....	3 M
5/4 Maple Step 1s & 2s.....	15 M
4/4 Maple No. 3 Common.....	65 M
4/4 Maple No. 4.....	7 M
4/4 Elm and Basswood No. 4 Common.....	40 M

"It is not what lumber costs you, so much as what you can get out of it, that decides its value for your work."

DRY 5-4 CADILLAC GRAY ELM

WE HAVE THREE CARLOADS OF CHOICE 5/4 CADILLAC GRAY ELM WHICH RUNS FROM 80 TO 90 PER CENT TWELVE INCHES AND WIDER AND LARGELY 14 INCHES AND WIDER. IF YOU CAN USE IT, MAY WE QUOTE PRICES FOR PROMPT SHIPMENT?

MITCHELL BROTHERS CO.
CADILLAC, MICH.

SALES DEPARTMENT

A Good Way to Make Money

is by using the wood for which there is the greatest demand, and by the judicious buying of that material. FIGURED RED GUM is unquestionably the most popular wood now used for furniture, interior trim, etc., and has by reason of its thorough adaptability and great beauty of figure and color, established itself as "America's Finest Cabinet Wood."

We easily lead all competition in the production of FIGURED RED GUM Veneers. We carry an immense stock at all times, from which to select samples for your inspection. Full sized samples on request. No expense to you.

You can certainly obtain better figured Veneers and better value by buying from headquarters.

THE LOUISVILLE VENEER MILLS

MAKERS OF GOOD VENEERS AND PANELS FOR MORE THAN QUARTER OF A CENTURY
LOUISVILLE, KENTUCKY

J. RAYNER
VENEERED PANELS
 ALL WOODS
 SEND FOR STOCK LIST
MAHOGANY LUMBER
 CARROLL AVE. AND SHELDON ST.
 CHICAGO

A floor to adore



For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company
 22nd and Throop Sts. CHICAGO, ILL.

Salt Lick Lumber Co.
 SALT LICK KENTUCKY
 MANUFACTURERS OF

Eureka
Oak Flooring

Complete stock of $\frac{3}{8}$ " and $\frac{13}{16}$ " in all standard widths

Clarence Boyle, Inc., Lumber Exchange Bldg.
 Chicago
WHOLESALE LUMBER
Always in the market for OAK, GUM and POPLAR

Wanted Fifteen thousand 6x8x8 No. 1 Sawn, White or Chestnut Oak Ties, for which we will pay 70c each delivered Pennsboro, W. Va. Terms, cash less 2% on arrival of cars.

JOHN B. YATES LUMBER COMPANY
 PENNSBORO, WEST VIRGINIA

THE POWELL MYERS LBR. CO.
 of SOUTH BEND, IND.

Anything and Everything
in Dimension Hardwoods
Cut to Order

WE SPECIALIZE IN
*Chair Posts and Rockers Band Sawn to Pattern.
 Timbers, Plank, Wagon, Implement, Chair and
 Furniture Stock.*

Our FLOORING PLANT is now complete. We are prepared to furnish promptly

Made **(MR)** Right

OAK FLOORING

in carload or less than carload shipments, scientifically cured, perfectly worked, uniform in color and texture

THE MOWBRAY & ROBINSON CO., Cincinnati, O.
 FACTORY—QUICKSAND, KENTUCKY
 YARDS—Detroit, Mich.; Rochester, N. Y.; Brooklyn, N. Y.; Cincinnati, O.
 BRANCH OFFICES—Indianapolis, Ind.; Grand Rapids, Mich.; Cleveland, O.; Buffalo, N. Y.; Boston, Mass.

"STEARNS"
 QUALITY
LUDINGTON

Hardwood Specialists

5,000,000 feet
 4-4 to 8-4
BEECH

A complete stock of thoroughly dry Beech in all grades

We specialize in Kiln Dried Stock

The **STEARNS**
 SALT & LUMBER CO.
LUDINGTON, MICH.

WALNUT WANTED

If you have any
WALNUT TIMBER WALNUT TREES
WALNUT LOGS

for sale, write us at

LOGANSPORT, INDIANA
SALEM, INDIANA
LOUISVILLE, KENTUCKY
NASHVILLE, TENNESSEE

We will send representative to measure at shipping point and PAY CASH

H. A. McCOWEN & CO.

WE WANT TO BUY WALNUT

If you have for sale any
Walnut, whether in the tree
or the log, get in touch
with us today. We will send
a representative to your ship-
ping point. We pay cash.

EAST ST. LOUIS WALNUT COMPANY
EAST ST. LOUIS, ILLINOIS

THE SOUTH
 PROMINENT SOUTHERN MANUFACTURERS



- | | |
|---|--|
| 5 cars 4 4" 1s & 2s Plain White Oak. | 1 car 4/4" No. 2 Common Quartered White Oak. |
| 10 cars 4 4" No. 1 Common Plain White Oak. | 1 car 4 4" 1s & 2s Plain Red Oak. |
| 5 cars 4 4" No. 2 Common Plain White Oak. | 5 cars 4 4" No. 1 Common Plain Red Oak. |
| 1 car 3/8" 1s & 2s Plain White Oak. | 5 cars Com. & Better Sound Wormy, Red & White Oak. |
| 1 car 3/8" No. 1 Common Plain White Oak. | 5 cars No. 3 Common, Plain Red & White. |
| 2 cars 4/4" 1s & 2s Quartered White Oak. | 1 car 4/4" 1s & 2s Red Gum. |
| 5 cars 4 4" No. 1 Common Quartered White Oak. | 2 cars 4/4" No. 1 Com. Red Gum. |
| | Oak Car Material. |
| | Oak Bridge & Crossing Plank. |

Band Sawed Stock. Dry and Ready for Immediate Shipment. Your Inquiries Solicited

Garnahan-Allport Lumber Company
 SUCCESSORS:
 VARNER LAND & LUMBER COMPANY
 Allport, Lonoke Co., Ark.

COTTONWOOD

OAK

PLAIN AND QUARTERED RED AND WHITE

RED AND SAP GUM

High Grades

Band Sawn Lumber

We Make a Specialty of Thin Stock

COTTONWOOD

AND GUM VENEERS

THREE-PLY GUM PANELS

BOX SHOOKS—EGG CASES

Write Us for Prices

Anderson-Tully Company
 MEMPHIS, TENN.

EVERYTHING'S NEW Starting new mill, new yards, new piles, new everything — *but* with experienced men behind it we decided to begin right—with a definite policy. Our location gives us the chance to purchase standing timber wherever we want to—hence we select the best.

OUR POLICY

We figure the time is right for a stock of soft textured oak and our aim in selecting timber has been to provide just that asset. We now announce that this policy enables us to offer you positively selected soft textured stock in plain and quartered red and white oak. You are positive of getting what you want.

Also manufacture ash and aim to give you what you want, when you want it. Instance, our 1sts and 2nds are all piled to widths. Really, we have a novel plan all the way through. We are sure you would be interested in further details.

Little Rock Lumber & Manufacturing Co., Little Rock, Ark.

VESTAL LUMBER AND MANUFACTURING COMPANY
 KNOXVILLE, TENN.

Manufacturers

PLAIN OAK

QUARTERED WHITE OAK

Tennessee Red Cedar

BLACK WALNUT

POPLAR

MILL ON LOUISVILLE & NASHVILLE AND SOUTHERN RAILROAD, AT VESTAL, TENNESSEE, A SUBURB OF KNOXVILLE

BAY CITY, MICH.

THE LARGEST PRODUCING CENTER OF MICHIGAN HARDWOOD
 LOWER PENINSULA HARD MAPLE

When You Think This, Think Bay City

500M 4/4 No. 2 Common & Better Hard Maple
 500M 4/4 No. 3 Common Hard Maple
 100M 4/4 No. 2 Common & Better Soft Maple
 100M 4/4 Birch, Mill Run
 200M 4/4 Basswood, L. R.
 110M 4/4 1st & 2nd Basswood
 75M 4/4 No. 1 Common Basswood
 90M 4/4 No. 2 Common Basswood
 40M 5/4 1st & 2nd Basswood
 90M 5/4 No. 1 Common Basswood
 60M 5/4 No. 3 Common Basswood
 125M 5/4 No. 2 Common & Better Beech
 160M 6/4 No. 3 Common Beech

Richardson Lumber Company

100,000 ft. 4/4 No. 1 Common and No. 2 Common Birch.
 100,000 ft. 4/4 No. 3 Common Birch.
 10,000 ft. 6/4 No. 3 Common Birch.
 20,000 ft. 1x6 to 1x7 1st and 2nds Hard Maple.
 150,000 ft. 4/4 No. 3 Common Hard Maple.
 750,000 ft. 5/4 No. 3 Common Hard Maple.
 50,000 ft. 6/4 No. 3 Common Hard Maple.
 75,000 ft. 8/4 No. 2 Common and Better Beech.
 500,000 ft. 6/4 No. 2 Common and Better Beech.
 250,000 ft. 5/4 No. 2 Common and Better Beech.
 400,000 ft. 5/4 No. 3 Common Beech.
 100,000 ft. 6/4 No. 3 Common Beech.
 20,000 ft. 6/4 No. 1 Common Elm.
 20,000 ft. 6/4 No. 2 Common Elm.
 45,000 ft. 5/4 1st and 2nds Basswood.
 50,000 ft. 5/4 No. 1 Common Basswood.
 60,000 ft. 5/4 No. 2 Common Basswood.
 100,000 ft. 5/4 No. 3 Common Basswood.
 15,000 ft. 6/4 No. 1 Common Basswood.

Yours truly,
The Kneeland-Bigelow Company

HARD MAPLE		BEECH	
16/4 1s & 2s, 8" and up.....	124,800 ft.	6/4 No. 2 C. & B.....	\$5,000 ft.
16/4 No. 1 Com.....	34,700 ft.	6/4 No. 3 Com.....	68,000 ft.
16/4 No. 2 C. & B., 4 to 7" wide.....	9,000 ft.	5/4 No. 2 C. & B.....	409,000 ft.
12/4 1s & 2s, 8" and up.....	203,800 ft.	5/4 No. 3 Com.....	31,000 ft.
12/4 No. 1 Com.....	28,000 ft.	4/4 No. 1 C. & B.....	53,000 ft.
10/4 1s & 2s, 8" and up.....	163,200 ft.	4/4 No. 2 & 3 Com.....	\$59,000 ft.
8/4 1s & 2s, 8" and up.....	180,200 ft.	4/4 No. 8 Com.....	57,000 ft.
8/4 No. 1 Com.....	8,200 ft.		
8/4 heart culls.....	72,000 ft.	BASSWOOD	
6/4 1s & 2s, 8" and up.....	288,000 ft.	4/4 No. 2 C. & B.....	446,000 ft.
5/4 1s & 2s, 8" and up.....	168,800 ft.	4/4 No. 8 Com.....	30,000 ft.
5/4 Bird's Eye.....	920 ft.		
4/4 Bird's Eye.....	480 ft.	ELM	
4/4 White.....	97,500 ft.	4/4 Full cut.....	28,000 ft.
4/4 1s & 2s, 8" and up.....	650,000 ft.		
4/4 Heart culls.....	61,200 ft.	ASH	
4/4 Plank trim.....	87,000 ft.	4/4 Full cut.....	18,000 ft.
BIRCH		CHERRY	
5/4 No. 2 C. & B.....	6,200 ft.	4/4 Full cut.....	1,600 ft.
5/4 No. 8 Com.....	3,000 ft.		
4/4 No. 1 Com.....	52,000 ft.	OAK	
4/4 No. 2 C. & B.....	180,200 ft.	4/4 Full cut.....	6,000 ft.
4/4 No. 2 Com.....	28,000 ft.		
4/4 No. 8 Com.....	93,500 ft.		

W. D. Young & Company

800,000 ft. 4/4 No. 1 and No. 2 Common Hard Maple.
 250,000 ft. 5/4 No. 1 and No. 2 Common Hard Maple.
 40,000 ft. 5/4 No. 1 Common and Better Hard Maple.
 9,000 ft. 5/4x11 1/2" and wider 1st and 2ds Hard Maple.
 5,000 ft. 9/4x12" and wider 1st and 2ds Hard Maple.

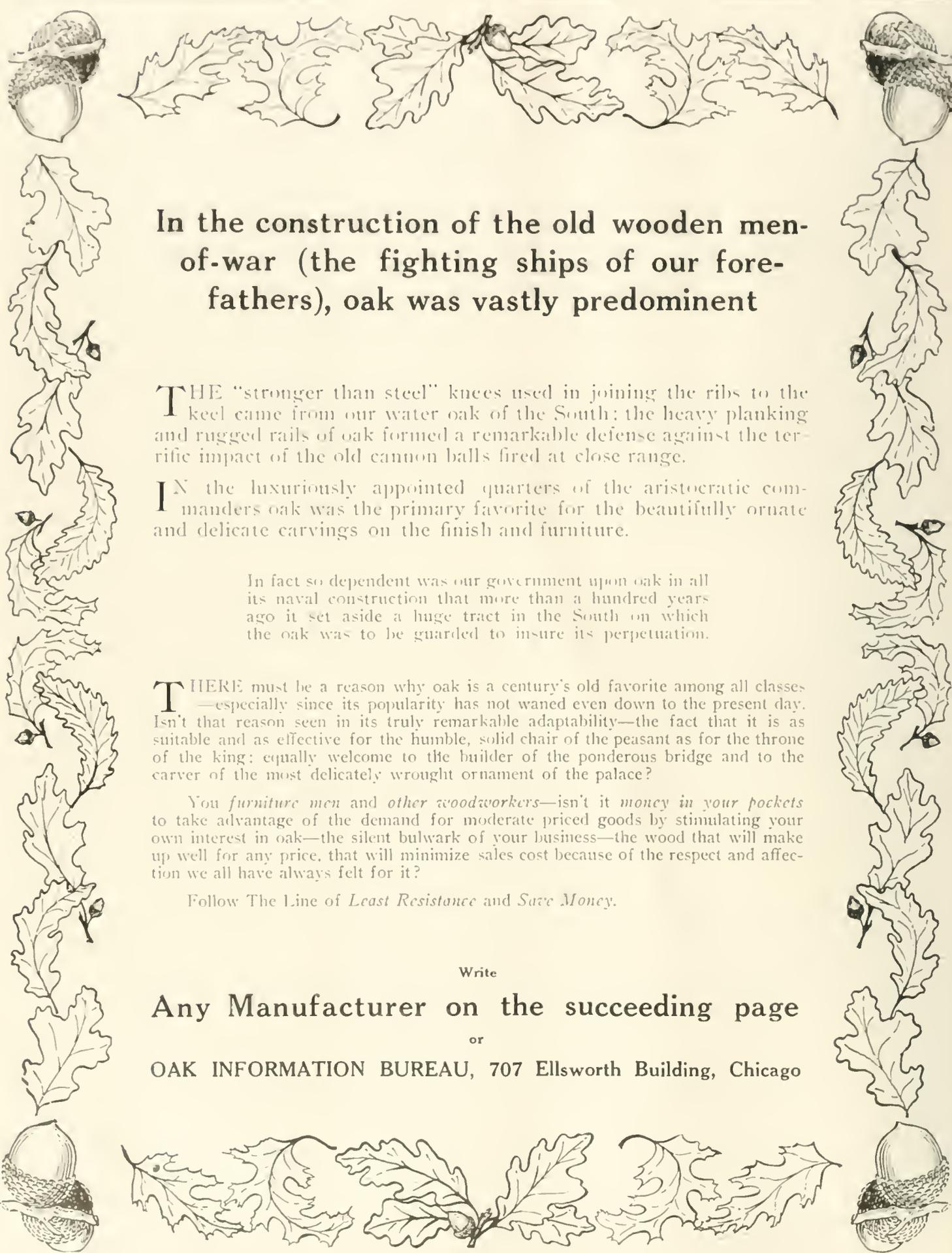
4,000 ft. 4/4 1st and 2nds Hard Mapls.
 700 ft. 5/4 1st and 2nds Birds Eye Hard Maple.
 300,000 ft. 4/4, 5/4 and 6/4 No. 3 Common Hard Maple.
 150,000 ft. 4/4 No. 3 Common Birch.
 15,000 ft. 5/4 No. 3 Common and Better Balm.
 50,000 ft. 4/4 Wormy Pine Mill Culls for boxing.
 500,000 ft. 4/4 and 8/4 No. 2 and No. 3 Hemlock for boxing.

Ross & Wentworth

Let the following manufacturers know your needs:

KNEELAND-BIGELOW CO.
RICHARDSON LUMBER CO.

ROSS & WENTWORTH
W. D. YOUNG & CO.



In the construction of the old wooden men-of-war (the fighting ships of our forefathers), oak was vastly predominant

THE "stronger than steel" knees used in joining the ribs to the keel came from our water oak of the South; the heavy planking and rugged rails of oak formed a remarkable defense against the terrific impact of the old cannon balls fired at close range.

IN the luxuriously appointed quarters of the aristocratic commanders oak was the primary favorite for the beautifully ornate and delicate carvings on the finish and furniture.

In fact so dependent was our government upon oak in all its naval construction that more than a hundred years ago it set aside a huge tract in the South on which the oak was to be guarded to insure its perpetuation.

THERE must be a reason why oak is a century's old favorite among all classes—especially since its popularity has not waned even down to the present day. Isn't that reason seen in its truly remarkable adaptability—the fact that it is as suitable and as effective for the humble, solid chair of the peasant as for the throne of the king; equally welcome to the builder of the ponderous bridge and to the carver of the most delicately wrought ornament of the palace?

*You furniture men and other woodworkers—*isn't it money in your pockets to take advantage of the demand for moderate priced goods by stimulating your own interest in oak—the silent bulwark of your business—the wood that will make up well for any price, that will minimize sales cost because of the respect and affection we all have always felt for it?

Follow The Line of *Least Resistance* and *Save Money*.

Write

Any Manufacturer on the succeeding page

or

OAK INFORMATION BUREAU, 707 Ellsworth Building, Chicago

The following manufacturers have made a study of oak production. In sending them your requirements you will be insuring yourself the best in stock and service.

ALABAMA

H. H. Hitt Lumber Company, Decatur. (See page 33.)
Cromwell Hardwood Lumber Company, Montgomery.

ARKANSAS

Carnahan-Allport Lumber Company, Allport. (See page 6.)
Thane Lumber Company, Arkansas City.
Bliss-Cook Oak Company, Blissville. (See page 41.)
Pnepeke Leicht Lbr. Co., Blytheville and Helena. (See page 43.)
Penrod-Jurden & McCowen, Brasfield and Helena. (See page 52.)
Crittenden Lumber Company, Crittenden.
Dermott Land & Lumber Company, Dermott.
Fee-Crayton Hardwood Lumber Co., Dermott.
J. H. Bonner & Sons, Heth. (See page 41.)
Little Rock Lumber & Manufacturing Company, Little Rock. (See page 6.)
Miller Lumber Company, Marianna.
Salline River Hardwood Company, Pine Bluff.
Geo. C. Brown & Co., Proctor. (See page 12.)
Muirhead Lumber Company, Weldon.

ILLINOIS

H. B. Blanks Lumber Company, Cairo.
Thomas McFarland Lumber Company, Cairo.
Utley-Holloway Lumber Company, Great Northern Bldg., Chicago.

INDIANA

S. Burkholder Lumber Co., Crawfordsville. (See page 47.)
F. M. Cutsinger, Evansville.
John A. Reitz & Sons, Evansville.
Bedna Young Lumber Company, Greensburg.
Chas. H. Barnaby, Greencastle. (See page 36.)
J. V. Stimson, Huntington. (See page 52.)
Long-Knight Lumber Company, Indianapolis.
Coppes Bros. & Zook, Nappanee.
Wood-Mosaic Company, New Albany.
North Vernon Lumber Company, North Vernon.
C. & W. Kramer Company, Richmond.
Swain-Roach Lumber Company, Seymour.
Fullerton-Powell Hardwood Lumber Company, South Bend.

Fort Wayne.

Hoffman Brothers Company. (See page 12.)
Perrine-Armstrong Company.

KENTUCKY

Arlington Lumber Company, Arlington.
Wright-Kitchen Lumber Company, Ashland.
Clearfield Lumber Company, Inc., Clearfield.
Day Lumber & Coal Company, Jackson. (See page 42.)

Louisville.

W. P. Brown & Sons Lumber Company.
Churchill-Milton Lumber Company.
Kentucky-Indiana Hardwood Company.
Norman Lumber Company.

Lexington

Buskirk-Rutledge Lumber Company. (See page 28.)
Kentucky Lumber Company.
E. R. Spotswood & Sons. (See page 39.)
Turkey Foot Lumber Company, Inc.

LOUISIANA

The Ferd Brenner Lumber Company, Alexandria.
Boeuf River Ld. & Lbr. Company, Logtown.
The Hyde Lumber Company, Lake Providence.
Thistlethwaite Lumber Company, Ltd., Washington.

MASSACHUSETTS

The Atlantic Lumber Company, Boston.

MICHIGAN

Thomas Forman Company, Detroit.

MISSISSIPPI

Alexander Bros., Belzoni.
Lamb-Fish Lumber Company, Charleston. (See page 43.)
Paepcke Leicht Lumber Company, Greenville. (See page 43.)
D. H. Hall Lumber Company, New Albany.
Tallabatchie Lumber Company, Phillpp.
Carrier Lumber & Manufacturing Company, Sardis.

MISSOURI

Tschudy Lumber Company, Kansas City.
Galloway-Pease Company, Poplar Bluff.
Eaker-Matthews Manufacturing Co., Sikeston. (See page 41.)
Garetson-Greaseon Lumber Company, St. Louis.
Thos. E. Powe Lumber Company, St. Louis.

NEW JERSEY

Hadentine Lumber Company, Camden.

NORTH CAROLINA

Asheville Lumber Company, Asheville.
Carr Lumber Company, Pisgah Forest.

OHIO

Yellow Poplar Lumber Company, Coal Grove.
W. M. Ritter Lumber Company, Columbus.
Barr-Holaday Lumber Company, Greenfield.
Cincinnati.

Hay Lumber Company.
Mowbray & Robinson Company. (See page 5.)
Bayou Land & Lumber Company.
C. Crane & Co. (See page 42.)
The John Dulweber Company.
The New River Lumber Company.

PENNSYLVANIA

J. M. Murdock & Co., Johnstown.
Aberdeen Lumber Company, Pittsburgh.
Babcock Lumber Company, Pittsburgh.

TENNESSEE

J. M. Card Lumber Company, Chattanooga.
Bedna Young Lumber Company, Jackson.
Klumball & Kopcke, Knoxville.
J. M. Logan Lumber Company, Knoxville.
Vestal Lumber & Manufacturing Co., Knoxville. (See page 6.)
Farris Hardwood Lumber Company, Nashville.
John B. Ransom & Co., Nashville.
Little River Lumber Company, Townsend.

Memphis

Anderson-Tully Company. (See page 6.)
R. J. Darnell, Inc.
May Bros.
Memphis Band Mill Company.
Nickey & Sons Company, Inc.
Paepcke Leicht Lumber Company. (See page 43.)
Penrod-Jurden & McCowen. (See page 52.)
Russe & Burgess, Inc.
E. Sondheimer Company.
VandenBoom-Stimson Lumber Company.
Welsh Lumber Company.
J. W. Wheeler & Co.

VIRGINIA

U. S. Spruce Lumber Company, Marion.
Bolce Lumber Company, Inc., Richmond.

WEST VIRGINIA

Lewis Lumber Company, Albright.
The McClellan-West Lumber Company, Bluefield.
The Alton Lumber Company, Buckhannon.
West Virginia Timber Company, Charleston.
Pardee & Curtin Lumber Company, Clarksburg.
Maryland Lumber Company, Denmar.
C. L. Ritter Lumber Company, Huntington.
Rockcastle Lumber Company, Huntington.
Kenova Saw Mill Company, Kenova.
Clay Lumber Company, Middle Fork.
The Parkersburg Mill Company, Parkersburg.
The Meadow River Lumber Company, Rainelle.
Warn Lumber Corporation, Raywood.
American Column & Lumber Co., St. Albans.

WISCONSIN

G. W. Jones Lumber Company, Appleton.

The durability, strength, standing ability and beauty of oak are proof against all comers for all time. It is more firmly intrenched today than ever before.



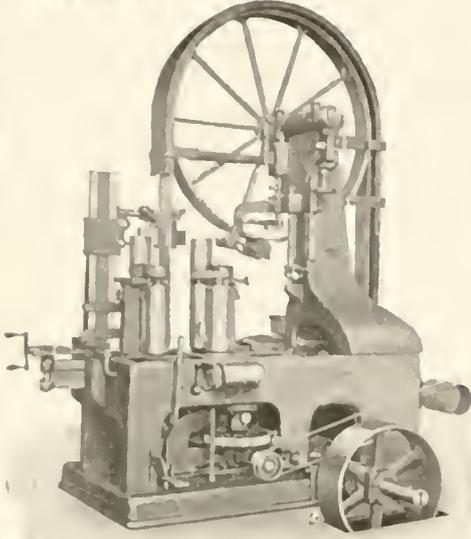
PERFECTION

A Specially-Not & Side Line

The Editor
Nov. 14 1914

By using to
the best of the
the best of the
and created by
at 11:30
are doing perfect
work and giving
every satisfaction
In fact, we
would not think
of duplicating
this plant with-
out duplicating
the machine.
We further wish
to state that
among all the
experts that
we have had
anything to do
with, in erecting
our plant at this
point, your ship-
ments have been
received by us in
the most satis-
factory manner.

Yours truly,
SOUTHERN
BRAZIL
LUMBER
CO.



New Standard 60-in Band Resaw

WM. B. MERSHON & Co.
SAGINAW MICHIGAN



Drying Troubles Disappear

wherever The Standard Moist Air Dry Kiln is installed. Here is a drying system so far perfected that it really is adaptable for drying the finest hardwoods. In

The Standard Dry Kiln

the drying elements are so easily and so exactly controlled that anyone can operate it with the most satisfactory results.

Get our List of Users and read what they say. We'll send it with the catalog on request. Address: The Standard Dry Kiln Co., 1550 McCarty St., Indianapolis, Ind.



Phoenix 6 ft. Pony Band Mill

Will cut 30,000 feet of 1" lumber in 10 hours and cut it good.

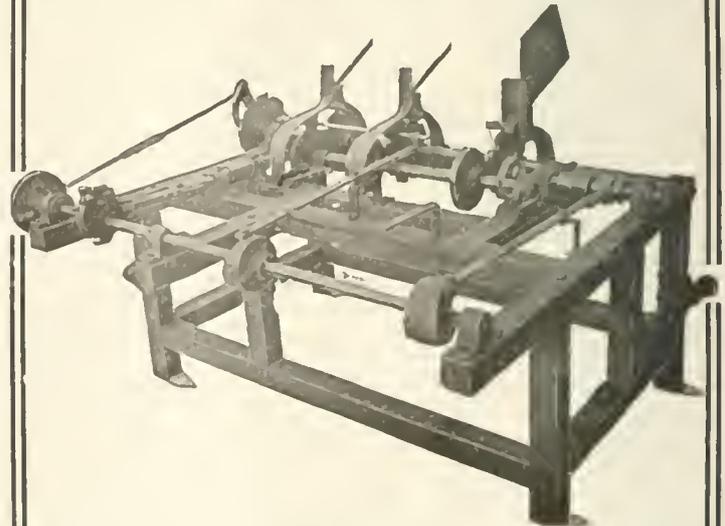
Nearly 200 of these mills sawing wood in the U. S. A.

PRETTY GOOD RECOMMENDATION, ISN'T IT?

MODERATE PRICE

PHOENIX MFG. CO.
EAU CLAIRE WISCONSIN

Broom Handle CHUCKING AND BORING MACHINE



It rounds end of handle and bores small hole in other end automatically at same time. Capacity, 45,000 handles in ten hours. All the operator has to do is to keep the handles fed to the machine. Used by the largest producers. Write for details and price.

CADILLAC MACHINE CO.
Makers of Handle Makers Tools. CADILLAC, MICHIGAN

THE EAST

LEADING MANUFACTURERS AND JOBBERS

WM. WHITMER & SONS

INCORPORATED

Manufacturers and Wholesale-
salers of All Kinds of

"If Anybody Can,
We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Franklin Bank Bldg. PHILADELPHIA

Willson Bros. Lumber Co.

MANUFACTURERS

WEST VIRGINIA HARDWOODS

Oliver Building

PITTSBURG, PA.

WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.

Specialist in Hardwoods

Manufacturers are requested to supply lists of stock for sale

WISTAR, UNDERHILL & NIXON

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

QUARTERED WHITE OAK

NICE FLAKY STUFF

PALMER & PARKER CO.

TEAK	MAHOGANY	EBONY
ENGLISH OAK	VENEERS	DOMESTIC
CIRCISSIAN WALNUT		HARDWOODS

103 Medford Street, Charlestown Dist.
BOSTON, MASS.

SPECIALS

OAK POPLAR CHESTNUT

All Kinds Band-Sawn Hardwoods

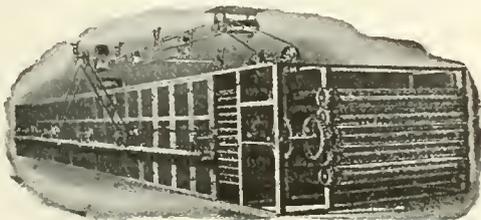
JACKSON-WYATT LUMBER CO.

Franklin Bank Bldg. Philadelphia, Pa.

PROCTOR VENEER DRYER FIREPROOF

— AN —
UNPARALLELED SUCCESS

No
Splitting
Nor
Checking
No
Clogging
Nor
Adjusting



Recommended by
all those
who
have tried
it

THE PHILADELPHIA TEXTILE MACHINERY COMPANY
DEPT. L, HANCOCK & SOMERSET STS. PHILADELPHIA, PA.

Carolina Spruce Company

OFFERS FOR SALE

Two cars 8/4 common and better Basswood
One car 4/4 1st and 2nd Basswood
Three cars 4/4 No. 2 common Basswood
Two cars 4/4 No. 3 common Basswood
Two cars 5/4 common and better Chestnut
Three cars 8/4 common and better Chestnut
Three cars 8/4 common and better Red Oak
Four cars 4/4 common and better Red Oak
Two cars 4/4 No. 2 common Red Oak

BAND SAWN STOCK

Mills: Pensacola, N. C. Capacity, 90,000 ft. per day

Charles K. Parry & Co. Sole Selling Agents Philadelphia
Land Title Building



RELAYING LOGS 3600 FEET

OVER TWO SPANS

LIDGERWOOD
OVERHEAD RELAY
SKIDDER

Skids logs over intervening ridges—One continuous
operation, from one setting—Saves railroad building

Write for Particulars

Lidgerwood Mfg. Company

96 LIBERTY ST., NEW YORK

Woodward, Wight & Co., Ltd.,
New Orleans.

Lidgerwood Mfg. Co.,
Seattle, Wash.



The kind of timber that enables us to maintain our policy of



Honest Inspection
Intelligent Selection



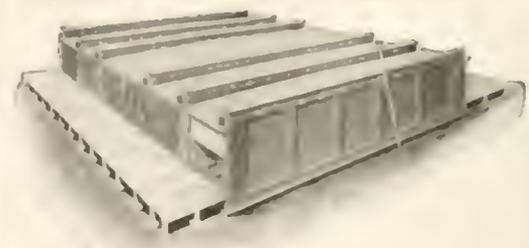
Hoffman Bros. Company, Fort Wayne, Ind.

Morton Humidity System

Progressive Kilns

Compartment Kilns

Pocket Kilns



We build kilns to suit every requirement in the lumber industry. Lumber properly kiln dried sells quicker and brings a better price.
The Morton Kiln Produces Quality Lumber

Write for our 3 Complete Catalogs and Specialty Folder GO-G
MORTON DRY KILN CO., 351-357 W. 59th St., Chicago, Ill.

Table of Contents

COVER PICTURE—Twin Beeches.	
REVIEW AND OUTLOOK:	
New Influences Bring Change in National Life	14
General Market Conditions	13
The Cover Picture	14
Danger in Overdoing	14
Important if True	15
Man and Nature as Tree Planters	15
A Promising Indication	15
SPECIAL ARTICLES:	
Common Walnut to the Front	16
March Lumber Exports	18
Revising Freight on Lumber	19
The Lumbermen's Round Table	20
Pertinent Legal Findings	21
Tree Dyes of the United States	22
Tangible Evidence of Railroads' Activity	22
Southern Mills Logging Close to Cut	23
Interesting Traffic Developments	26
CLUBS AND ASSOCIATIONS:	
Traffic Conference Fruitful	17
Meeting of Furniture Manufacturers	18
Chair Manufacturers Meet	23
National Lumber Manufacturers Meet	24-26
Miscellaneous	27-29
THE MAIL BAG	27
WITH THE TRADE	29-31
PERTINENT INFORMATION	31-33
HARDWOOD NEWS	33-38
HARDWOOD MARKET	38-44
CLASSIFIED ADVERTISEMENTS	47

SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, \$2.00 the year; in foreign countries, \$1.00 extra postage.

In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

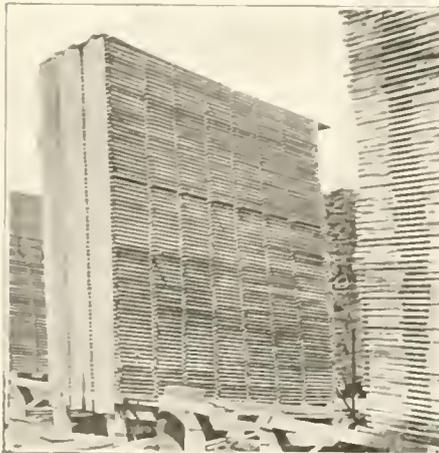
Both display and classified advertising rates furnished upon application. Advertising copy must be received five days in advance of publication dates.

Entered as second-class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.

We manufacture our own stock. Will quote low prices on the following items:

- | | |
|----------------------------------|-------------------------------------|
| 1 car 1 1/4" 1st and 2nd Poplar | 1 car 2" 1st. and 2nd Plain Red Oak |
| 5 cars 2 1/4" 1st and 2nd Poplar | 10 cars 1" No. 1 Com. Plain Red Oak |
| 3 cars 1 1/4" Saps, Poplar | 3 cars 2" No. 1 Com. Plain Red Oak |
| 1 car 1 1/4" Saps, Poplar | 10 cars 1" No. 2 Com. Plain Red Oak |
| 2 cars 1 1/4" Saps, Poplar | 3 cars 2" No. 2 Com. Plain Red Oak |
| 1 car 2" Saps, Poplar | |
| 15 cars 1" No. 1 Com. Poplar | |
| 5 cars 2 1/4" No. 1 Com. Poplar | |
| 3 cars 1" No. 1 Com. Red Gum | |

Faust Bros. Lumber Co.
JACKSON, MISS.



GUM BOX BOARDS

THE care which any lumber receives or does not receive on the mill yard is reflected in its condition when it reaches your factory. In no case is this more true than with gum box boards.

The photograph shows our exacting care of this stock—the most careful piling possible, protecting boards on front and rear of all piles and a perfect alignment of foundations. This is done because we want you to be pleased with our lumber—not just because we like to do it.

Just bear this photograph in mind when you need box boards. It won't cost anything to let us quote you and we can prove you will get perfect stock.

GEORGE C. BROWN & CO., Proctor, Arkansas



Hardwood Record

Copyright, THE HARDWOOD COMPANY, 1915

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Edgar H. Defebaugh, President
Edwin W. Meeker, Managing Editor
Hu Maxwell, Technical Editor

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO
Telephones: Harrison 8086-8087-8088



Vol. XL

CHICAGO, MAY 25, 1915

No. 3



Review and Outlook



General Market Conditions

THREE FEATURES MARK THE CONDITION of the general hardwood trade, namely, more favorable reports from the eastern points, report of increase in export shipments, and tendency to hold log cut and lumber production closely in check among southern mills.

As to the first, this is a rather surprising development in view of the fact that all traditions of business have demanded that the East is always the first to be depressed and the last to respond to improvement. This seems to have been upset under present circumstances as the most favorable reports on the movements of lumber, and in fact in other lines of business, emanate from large eastern centers generally. Why this should be it is difficult to say, but it is unquestionably a fact nevertheless.

As to the second point, it is not to be inferred from this that the export hardwood business is in good shape or that it will soon be, but figures compiled by exporters at different points show a material increase over previous figures, in fact over the figures for April of a year ago. This is particularly true of Baltimore.

This development is undoubtedly due to the urgent necessity for raw materials of this character in foreign lands and willingness of foreign buyers to accept the responsibility for the stock after it leaves the American ports. Thus, the American exporters are willing to ship their stocks, not being compelled to assume the risk of shipments under present conditions of warfare.

Judging from reports, the condition of lumber stocks in all foreign markets forecasts a tremendous demand for American lumber of all kinds as soon as shipping is free to go where it will. However, this would not at present effect a resumption of normal shipments, because the willingness to assume the responsibility of the movement abroad is not in any way general. This feature of the trade has been more or less encouraging, and it is rather anticipated there will be a further gradual development along the same lines.

Reports from southern sections, particularly the Mississippi delta country, show that sawmill operators are not stacking up any great quantities of logs, either from their own timber or on contract with logging companies. They do not want to be compelled to operate in order to protect their logs, and in some cases are maintaining their log supply for only a week or two ahead, thus placing themselves in a position to close down if it should become necessary to do so. Quite a number of southern mills, which resumed operations or continued operations right along after the opening of the war, have cut up their logs and are now closed down. Others desiring to at least partially maintain their organizations are operating on a reduced basis,

and on the whole the outlook for the future of the southern stocks of hardwood lumber is good.

It is probable that the present condition or proportion of production will be maintained, but it is generally estimated that the actual output of hardwood lumber in the South at the present writing is only about fifty or fifty-five per cent of normal. In the North there has been a radical reduction, although in some cases the operators have put in a big supply of logs, which will necessitate their running on a normal basis. However, as a whole, they will show a very marked decrease in production probably down to the point of the southern amount, which gives a favorable outlook for minimizing price-cutting in the future and for the establishment of a better plane just as soon as present stocks and those which will be manufactured within the next few months are sufficiently broken to make the demand commensurate with supply.

All through the country the lumber yards at the consuming factories are in a disorganized condition. This can be seen very easily on a day trip by rail through those points where the larger consuming factories are located. At some of those it will be seen the available stock is scarcely discernible, and these are yards which ordinarily present quite a formidable appearance.

The trade employing building materials has not been buying recently—that is, up to the last month or so—but the real excellence of building conditions at most points has made it necessary to put in certain stocks that show an imminent probability of demand.

The development in railroad purchases should not be taken as a too hopeful sign until its consistency is established. It appears now that the railroads are fairly well launched in a comprehensive buying campaign, but there remains the possibility that they may be buying simply to provide for positively necessary repairs, new equipment and other construction, and with this necessity met, may resume their former policy of retrenchment. However, there is no reason for believing that this might be a fact, although it is well under present conditions to plan for any contingency. Under the present buying campaigns, the roads will unquestionably take up a tremendous amount of lumber, and their going back into the field is an extremely encouraging development for the lumber trade.

Favorable signs are easily discernible in a great many different directions. The exact extent to which the manufacture of supplies for export under extraordinary conditions influences the normal movement abroad is hardly a determinable factor, but it unquestionably has had a great deal to do with the good reports coming from some of the staple lines such as steel. Summarizing, the business of the steel interests will actually show that they are doing a better domestic business in the normal lines of goods than they have for some time back.

New Influences Bring Changes in National Life

THE COUNTRY has seemingly become immune to undue excitement over anything since the warhead captions on daily papers have become so common. It used to be that a caption extending across the page in three or four-inch type would cause everybody to forget business and become excitedly interested in the subject covered. However, the extensive use of this kind of display has had a more or less stabilizing effect on everybody. People are not so easily moved by the headlines as they used to be, and as a consequence have a tendency to wait for verified details of preliminary reports on almost any subject.

This has resulted in the maintaining of a calm front which followed the excitement of the Lusitania disaster, and the real calmness of the country as a whole speaks well for its basic stability.

The uneasy stirring which can be sensed at almost any place in the United States today is not only a result of the turmoil on the other side, but is undoubtedly attributable to a large extent to the changing of our own economic plans within our own borders as applied to our internal relations.

The astonishing growth of the automobile industry and continued increase of sales of automobiles in spite of business conditions, means more than appears on the surface. Unquestionably the automobile is effecting a change in the customs and habits of the average individual in a position to buy any machine from the \$200 or \$300 roadster to the high priced limousine. In other words, those of the middle class who make up the bulk of the purchases are changing their method of life to the extent that they are enjoying themselves more out of doors in their automobiles and are sacrificing to a certain extent their sense of demand for the comfortable luxuriousness of the inside of the home. A great deal of money formerly spent in beautifying and making more complete the home furnishings, is now spent in purchasing and maintaining the automobile.

That this condition is here to stay is undoubtedly true and its effect will always be felt, although it is entirely likely that it will be felt in a lessening degree when once the crest of the demand for machines is reached. In other words, the automobile will become more and more, and is becoming more and more, a business necessity rather than merely an organ of pleasure, and when it is generally accepted in that light, its effect upon the purchases of other commodities will not be so keenly felt.

This development, coming in connection with the general necessity for economizing, has made exceptionally popular the moderate priced articles in almost every line that goes to the inside of the American home. Thus the prospects are best for sales of articles of that classification and for raw material going into the construction of such articles.

The wise manufacturer of the household commodity is he who devotes his thought and energy to making as attractive as possible, without increasing the cost, his line of moderate priced goods—that is, making them desirable from the purchasers' standpoint both by reason of quality and appearance as well as by reason of price.

The Cover Picture

FREAK TREES ASSUME all sorts of fantastic forms, and many persons amuse themselves trying to explain the origin of various unusual shapes and postures. A favorite explanation put forth by unscientific people has been that Indians had a hand in bending, binding, twisting, and distorting forest trees to make them grow in the form of freaks. That origin may be dismissed once for all as pure guesswork, and wholly outside the domain of probability. Each tree of unusual shape has its own explanation and it is often very simple. The slender palmetto palms which in Florida often describe beautiful parabolic curves with the top tufts resting on the ground thirty or forty feet from the base, are victims of their own top-heaviness. They careen because the stems are too limber to sustain the heavy crowns. Similar curves in the long, slender boles of hardwoods are frequent in northern thickets. Weight of winter snow on the crowns is usually the cause of the bend. It is seen in white oak sapplings oftener than in any other because young white oaks retain

their dry leaves during the winter and provide a lodging place for snow.

In some localities where the prevailing winds blow from one direction, and are very strong, the trees are apt to have most of their limbs on one side, pointing away from the wind. Such deformities are most frequently seen on exposed sea coasts. If the wind is very strong and incessant, trees may grow flat on the ground like logs. The wind holds the sapplings down until they grow prostrate.

The cover picture which illustrates this issue of *Hardwood Record* is a freak of another kind. A branch is common to two trees, and apparently has grown out of each. The phenomenon is interesting, but the cause is not far to seek. It is a case of natural grafting. The common branch did not originate in both trunks. It sprang from one and after pressing for a time against the other, grew fast to it by a process of grafting. In the case under present consideration it occurred when both trees were small.

The form of the connecting limb shows that it sprang from the tree on the left—the one with the badly decayed trunk. That tree is larger than the other and is probably considerably older. It is likely that the limb of the larger tree grew fast to the trunk of the smaller when the latter was quite small. That form of union among trees would be much more common than it is, except that the swaying of the trunks in the wind prevents branches in contact from healing over with young bark. Any person familiar with forests of broad-leaf trees has many times seen branches rubbed raw and barkless where they lie against a trunk or another branch. That is the wind's work in defeating the natural growing-together process. Once in a great while some peculiar circumstance prevents the rubbing, and then a graft, like that in the picture, is likely to take place. Trees of different species may thus unite. Such a union between a sycamore and a red oak was featured in the cover picture of this paper for March 10, 1914. In that case, the oak's limb united with the sycamore trunk.

The two beech trees shown in this issue stand four and a half miles south of Salem, Indiana. The trees have been known nearly one hundred years, and were united when first discovered. They have grown very slowly. The connecting limb is about twenty feet from the ground, and was, of course, at that height when the first joining took place, since the growth of a tree does not elevate limbs any higher than when they first appear.

Danger in Overdoing.

ENTHUSIASTS ARE PRONE to spoil things. State forest lands among the Adirondacks in New York have been standing out as a shining example of it. People with more enthusiasm than sober judgment want those splendid regions left alone as a home for wild life. Nature must not be molested in those favored haunts. It is intimated that the sentiment which backs that policy is not unadulterated enthusiasm but has some leaven of politics mixed with it. At any rate, it seems to an outsider that it is carrying the matter pretty far when no timber on those lands can be cut, though much of it is mature and falling by decay.

The case in New York is a pretty good text for sermonizing for other sinners. There is a line between overdone enthusiasm and underdone business which a goodly number of people fail to see. At the Forest Products Exposition in Chicago last year, a man who stands high enough in the scientific world to entitle his opinion to weight, was heard to say that lumbermen ought to be sent to prison for cutting timber. That was simply a case where over-zealous enthusiasm in the cause of conservation tripped the scientist's judgment and induced a remark which the occasion did not call for.

The foregoing may be excused as extreme cases; yet they are not so extreme but that they represent a class of people who hurt a good cause by misrepresenting it. They are the people who would lock up all the national and state forest lands and keep them as parks and reserves. Persons of the other extreme would throw all reserves open and let the spoils be disposed of in a free-for-all scramble.

The middle ground is the safe ground in most instances, and that is particularly true with the question of handling public resources like the Adirondack forests and the government's timbered lands. A

resource which is not for use is a poor asset; and it is equally true that a resource given over to abuse is a poor asset. The right thing is to "eat the cake and have it," which, fortunately, is wholly practicable in dealing with timber and water power. Unreasoning enthusiasts fail to perceive the line between the different classes of resources and would lock up those which ought to be used. Such people hinder rather than help.

Important if True

IF REPORTS OF A NEW PROCESS of seasoning lumber in a few hours are true, it is a most important discovery; but the meager descriptions of the process and the results thus far received on this side of the Atlantic are not sufficient, at this stage, to convince the ordinary Missourian that the claim is wholly worthy of belief.

The process is described as French, and it is the work of electricity and certain chemicals. News items have gone round the trade papers before concerning processes of seasoning wood by electricity, but no practical results seem to have followed. The present invention is said to be different from the others. Lead plate electrodes are placed on each side of the lumber and it is immersed in a solution containing ten per cent of borax, five per cent of resin, and a little soda. It is claimed that application of the current expels the sap and fills the wood cells with borax and resin.

Violent indeed must be the force that will expel the water from green lumber in one night, if the lumber has any substantial thickness. It has never yet been done by heat alone, without destroying the structure of the wood. The wood cells are like so many minute tubes, filled with water and corked at both ends. By a slow process the water can work its way through the walls of the cells and escape; but it takes time. Application of steam under pressure until the water in the wood has been heated to the boiling point, or slightly above, and then the sudden pulling of a partial vacuum, have been found sufficient to take part of the water out of wood in a short time, by causing it to boil under the reduced pressure and force its way as steam through the cell walls. But the boiling quickly extracts the heat from the wood, and the boiling ceases, and the rapid evaporation stops long before the wood is seasoned.

The claims made for the French "electro-curing" process is that it is different. The inference is that in some mysterious way the electricity drives the water out and replaces it in the wood cells with borax, soda and resin. The statement that this takes place falls much short of a scientific explanation of how it is done. However, from a practical standpoint, the why does not make much difference, provided the timber is really seasoned without being damaged, and that the process is cheap enough to be used in a business way.

Probably the conclusions thus far reached have resulted from laboratory experiments with thin sheets of veneer. Such might be dried in a few hours without injuring the wood; and it can be done without any patented or mysterious application of electricity and chemicals; but the quick seasoning of lumber and heavy timbers is a different matter. One is not warranted in saying that it cannot be done in the manner set forth, but is justified in waiting for further proof of it.

Man and Nature as Tree Planters

AN ITEM relating to the planting of forest trees has been going the rounds of the press, to the effect that during the year 1914 the United States Forest Service planted 1,074 acres of trees, and during 1915 proposes to plant 2,700 acres. Some of this area is to be planted with young nursery-grown stock, and some by sowing seed broadcast.

The United States Forest Service is, by all odds, the largest organization in this country, having for its purpose the protection and perpetuation of the forest. Consequently, it is interesting to compare its work in tree planting with that of Nature in her own way. Supposing that the Forest Service should continue to plant trees at the rate contemplated for the present year. Not until the lapse of 56,000 years would the vacant land in this country, that ought to be in forest, be planted once. In other words, the progress

by actual hand planting is so slow, the area so large, and the need so great, that the result is almost negligible.

Fortunately, the forces of the Forest Service are attacking the problem from a different quarter. They are undertaking to make the trees do their own planting. The trees have always done this, and always will, if they are permitted to do so; but many agencies, due to man, hamper them in this work, and man must help the forests overcome the obstacles. Otherwise, natural planting will come to a stop, and that virtually means the end of forests, because what little can be done by men with their hands in an area so vast as our, will amount to nothing. Man's principal assistance is rendered in suppressing forest fires.

Nature has provided every forest tree with means for planting its seeds. Some seeds have wings, as maples, ashes, and most pines and other soft woods; some with keels for sailing, as elms and birches; some with bracts or parachutes, as basswood; some with balloons, as cottonwood and sycamore; others, as mangrove, are equipped for traveling over water that has no current, while the seed of the California sassafras is largely dependent upon running streams for planting; walnuts and hickory nuts are planted by rodents, while the bluejay is an industrious chestnut scatterer.

Man does many wonderful things, but as a planter of forests, he is weak, unless he can call to his aid forces other than his own individual power. That is really where his strength lies. He makes Nature do her own work, but he sees to it that it remains done, by preventing the destruction of seedlings by fire.

Forestry methods assist trees to plant seeds by leaving a few seed trees where lumbering is carried on. If everything is cut clean, the vacant ground remains vacant, but a tree here and there scatters seeds over the vacant spaces. Formerly many lumbering operations, and the fires which followed, left no trees; consequently, no means of reseeding the ground were at hand. That policy has been responsible for much forest destruction. Ordinarily, a tree can be depended upon to scatter seeds from fifty to one hundred feet from its base; but some light seeds with exceptional means of flight may drift miles before the wind, while others may be carried that distance on water, or birds may transport them much farther. Trees are so abundantly supplied with seeds that if one seed in a thousand finds a suitable place for growing, the future forests will be provided for.

In some of the countries of Europe, where land is scarcer than in America and foresters more plentiful, hand-planted trees have largely taken the place of those formerly planted by Nature.

Not until landowners in this country take it upon themselves to plant trees on their own vacant acres, will hand-planting make much headway. When every farmer provides for his own wood lot and grows as much timber as he needs, and a little to sell, then hand-planted timber will really amount to something in the United States.

A Promising Indication

AN ADVERTISEMENT for two thousand laborers in one bunch is an occurrence so unusual of late that it may be accepted as a promising indication. The call has come from a mining district in West Virginia where a large operator has made his wants known to the United States Department of Labor at Washington. The proper authorities are handling the matter in a way calculated to avoid a rush and congestion of laborers in that district. There is no question that the call for two thousand miners would be responded to by many times that number, if no system were followed in meeting the demand. The wages to be paid range from \$2 to \$2.55 a day, depending upon the work to be done.

The coal business has been stimulated directly by the war. The mines in England have all they can do to meet the home demand and a part of the demand of England's allies. Markets which heretofore were supplied by English mines must now buy elsewhere, and the demand upon America has greatly increased. The effect will be felt in other lines of industry, though not to as great an extent as if the coal now being mined were for home consumption instead of export.

Common Walnut to the Front

One of the most interesting developments yet recorded in connection with the re-orientation of American Black walnut in the domestic market has been the demand for No. 1 and No. 2 common walnut, which a great many consumers formerly thought were not sufficiently good for their purpose.

It has been demonstrated by actual test that, price and cutting value considered, the common grades are a much better proposition from the standpoint of the consumer than firsts and seconds, and buyers who have seen the light on this proposition have been wondering why they never took advantage of the opportunity before.

The situation is really duplicating what happened a good many years ago in connection with oak. The factory men who insisted on buying good oak lumber, and cutting it up for every purpose, were finally convinced that they were wasting money, and the average factory now buys mostly No. 1 common oak, finding that this grade gives it a sufficient amount of clear cuttings for its long lengths, and that it is not much of a trick to get all of its cuttings out of the common boards, especially if the sawyers exercise anything like intelligence in handling the lumber.

This is what is happening in the walnut field. Of course, the pressure from abroad, caused by the demand for American black walnut for gunstock purposes, has taken much of this available thick walnut in the upper grades, and with over a hundred furniture factories in this country "going to" walnut in strong fashion, and finding a big demand for it from their retail distributors, there has been a steady call for good walnut lumber from them. The piano manufacturers and store fixture concerns have been using it right along, and so it is easy to see what has happened to firsts and seconds, which most factory men have been specifying.

Though there is plenty of walnut lumber to be had, the bulk of the product is naturally under the firsts and seconds grade, just as the product of any other domestic timber is. To concentrate the demand on the upper grades is thus illogical from an economic standpoint, and, as it happens, has worked out badly from the practical standpoint of dollars-and-cents advantage to the consumer.

The abnormal demand for walnut, especially in the upper grades, has forced the price on this grade up to a high figure, the price responding to the operation of the universal law of supply and demand. On the other hand, No. 1 and No. 2 common walnut, as well as cull lumber, have remained at a relatively low price, and in view of the plentiful supply of these grades, make an excellent buy for the consumer. Most factory men who have investigated the proposition have come to the conclusion that it is entirely unnecessary for them to use firsts and seconds exclusively, and the result has been a considerable development of the demand for common lumber.

CONSUMERS SEE THE LIGHT

In some cases the consumer has begun by transferring the demand from a straight grade of firsts and seconds to clear face. Since most furniture products show but one face, many manufacturers have seen at once that they could save the difference between the cost of firsts and seconds and clear face, and at the same time get a grade that would be just as good for their purposes as the more expensive selections.

From this the step to No. 1 common was short. Actual analysis of the cutting values of this grade, together with the requirements of the factory, has usually been all that is necessary to demonstrate the utility of this grade, and when the difference in price is considered, it is evident that it is not only more than enough to make up for any difference in waste and labor costs, but that it makes a good deal of "velvet" for the buyer on the side.

Probably ninety per cent of the furniture factories of the country use No. 1 common lumber in oak, mahogany and other cabinet woods. There is no reason why the same should not be true of walnut. It is bad business from every standpoint to concentrate the demand on any one grade, and when this grade happens to be the one pro-

duced in the most limited amount, it is obvious that such a demand will force the price up to a very high point, while leaving the market value at low grade, which could be used to great advantage, below what their intrinsic value indicates as a fair price.

A prominent walnut manufacturer, who is familiar with the furniture situation, said recently to a representative of *Hardwood Record*:

TESTS PROVE GRATIFYING

"It would be a great advantage to the furniture manufacturers if they would consent to use No. 1 common and No. 2 common grades instead of firsts and seconds. There is a large supply of both of these grades, especially in mel, and the prices are very reasonable indeed. There is not the slightest doubt that this stock has far greater cutting value than the higher grades, prevailing prices considered. We have convinced a number of furniture manufacturers of this fact, and have been supplying them with common lumber, which they have cut up to great advantage and to their complete satisfaction."

Another lumberman who is in close touch with the development of the walnut trade and with the requirements of the furniture factories, commented as follows:

"Every furniture manufacturer seems to be laboring under the impression that he has to have firsts and seconds walnut and cannot use any other grade. This is true of less than ten per cent of the trade, and with the other ninety per cent there is no more license to use firsts and seconds than a box manufacturer has to use high-grade lumber. Furniture manufacturers as a rule have a great many small and narrow cuttings, and it would be far more economical, and just as satisfactory, to use the low-grade lumber for this purpose as firsts and seconds. Those who have tried it out have found that their results are extremely gratifying, especially taken in connection with the saving in the cost of the material."

Summing up the situation, it appears that walnut, which has "made good" with the consuming trade and with the ultimate consumer, is in ample supply in all grades below firsts and seconds, and can be had at extremely reasonable prices in those grades. The upper grades, especially thick stock, have been depleted because of the heavy call from Europe for material for gunstocks and aeroplane propellers, and hence prices have risen, while the supply is below normal.

The logic of the situation seems to point to the adoption of the common grades of walnut by furniture manufacturers, who will not only be avoiding the high prices established by the European demand for upper grade stock, but will be actually saving money and getting just as satisfactory lumber for their purposes by using No. 1 and No. 2 common.

The appeal to help out by buying a bale of cotton has been followed by appeals to buy an extra car of lumber, to buy an extra barrel of apples, to buy a hogshead of tobacco and, in fact, the appeal to buy has been heard on nearly all sides. Incidentally it may be mentioned that buying hardwood lumber at the present time should prove a good investment and not merely an act of helping out.

When peace comes to Europe it will probably be found that practically all the timber yards over there have been about stripped bare for military requirements and other emergency calls, and there will be an unusual demand upon the resources of this country until they are stocked up again.

Perhaps one explanation of why oak has not been more conspicuous in the furniture exhibited during the year is in the fact that oak has not been so actively exploited as some of the other woods.



Traffic Conference Fruitful



Measured by actual tangible results, there is very little to be said regarding the first joint conference held at Memphis, Tenn., Wednesday, May 14, between the committees representing the hardwood lumber industry and that representing the railroads east and west of the Mississippi. The conference was called to order at the Hotel Chisca at 10 o'clock and lasted throughout the day. The only interruption came with the serving of luncheon at which the visiting railroad men were the guests of the Southern Hardwood Traffic Association.

The sessions were executive and it was agreed by both the lumbermen and the railroad men that practically nothing should be given out for publication. It was pointed out that the discussions were largely preliminary, dealing with a number of different subjects and covering the scope of the work to be undertaken in the future in the way of a readjustment of freight rates as well as the possibility of successful accomplishments along this line. It can be said authoritatively, however, that the meeting was entirely harmonious and that after adjournment representatives of both the lumber industry and the railroads declared that the harmonious spirit shown at this conference augured well for the future success of the conference method as a means of adjusting rate and other matters in controversy between the lumbermen and the carriers.

SUBJECTS DISCUSSED

The principal subjects discussed may be summed up as follows:

First:—Necessity for adjustment of gum rates on a lower level than other hardwoods.

Second:—Whether adjustment of other hardwood rates shall be on a mileage or a group basis.

Third:—At what distance should differential for two-line haul disappear.

Fourth:—Adjustment of west side rates.

Fifth:—Necessity for special adjustment of rates on timbers based on lower rates with minimum rates.

It may be said, however, that, in addition to the foregoing, there were a number of other matters brought up by both the representatives of the hardwood lumber industry and the railroads, including the two main cases now pending before the Interstate Commerce Commission. These are known as I. & S. 184 and I. & S. 520 and involve higher freight rates both east and west of the Mississippi river to western destinations and also to Ohio river crossings. Neither the lumbermen's committee nor the railroad committee had any definite idea as to what the outcome of these cases would be or when decisions would be handed down by the commission. It was suggested, however, that it might be several months before that tribunal gave out anything definite in regard to its attitude on the issues involved in these two cases.

It may be definitely stated that a number of propositions were submitted to the railroad representatives by the lumbermen and that the former took these matters under advisement, promising to hold a conference between themselves later and reach decisions. It is probable that the announcement of these decisions on the part of the railroad officials will represent the first concrete and tangible results of the conference.

DATE FOR NEXT MEETING UNCERTAIN

It is known that there will be another joint conference in the future, but just when it will be held is quite indefinite. It may be within two months or it may be longer. It was pointed out by those who attended that both the railroads and the lumbermen have a vast amount of work ahead and that it will be impossible for some time to arrange a date that will be suitable for all interested.

LUMBERMEN INSIST ON FAIR READJUSTMENT

One of the subjects on which much stress was laid by the lumbermen was the absolute necessity for a reduction in the west side rates. The lumbermen were unanimous on this point and they were also quite emphatic. F. R. Gadd, Wisconsin Lumber Company, said that the railroads either had to lower their west side rates or the lumbermen engaged in business in that territory would have to quit. It is

also understood that the lumbermen made a very vigorous request for gum rates on a lower basis than those prevailing on other hardwoods. This was one of the principal subjects brought to the attention of the joint conference and it was likewise the principal feature of the harmony conference held here April 7. Just what the attitude of the railroads will be toward this phase of rate revisions, however, is entirely unknown.

John W. McClure, president of the Southern Hardwood Traffic Association, said that the meeting was entirely satisfactory and that a spirit of harmony prevailed throughout. He further said that as this was the first joint conference, very little in the way of definite results was anticipated by the members of the lumbermen's committee. He thought it might take two or three months, or, perhaps, even a longer time before anything definite would be accomplished. He pointed out, however, that the spirit of harmony which prevailed was a harbinger of successful accomplishments in future and declared that the lumbermen had every reason to be encouraged over the attitude of the railroads as disclosed in the discussions had at this meeting.

THE CONFEREES

The conference convened at 10 o'clock and was presided over by John W. McClure. All the members of the lumbermen's committee were present, as follows: East side:—John W. McClure, Bellgrade Lumber Company, Memphis; W. B. Burke, Lamb-Fish Lumber Company, Charleston, Miss.; S. B. Anderson, Anderson-Tully Company, Memphis, and J. H. Townshend, secretary and general manager Southern Hardwood Traffic Association. West side:—Walker Welford, Chickasaw Cooperaage Company, Memphis; F. R. Gadd, Wisconsin Lumber Company, Chicago; R. L. McClelland, Paepcke-Leicht Lumber Company, Chicago, and C. D. Hendrickson, C. D. Hendrickson Lumber Company, Memphis. In addition to these eight representatives of the Southern Hardwood Traffic Association, George Land, traffic manager for the Lamb-Fish Lumber Company, Charleston, Miss., and James Morgan, manager for the Cooperaage Traffic Bureau, St. Louis, were present in an advisory capacity.

The eight southern railroads having representation on the railroad committee sent fourteen officials to look after their interests, as follows:

Illinois Central:—F. B. Bowes, vice president in charge of traffic, Chicago; D. W. Longstreet, Chicago, B. D. Fort, Memphis and Joseph Hattendorf, in charge of traffic for southern lines, with headquarters at Memphis.

Louisville & Nashville:—D. M. Goodwyn, general freight agent, Louisville, Ky.

Rock Island:—H. W. Morrison, assistant freight traffic manager, Little Rock.

Frisco System:—F. C. Riley, assistant freight traffic manager, St. Louis, G. F. McGregor, assistant general freight agent, Memphis, and B. H. Stannage, assistant general freight agent, St. Louis.

Mobile & Ohio:—Charles C. Taylor, assistant general freight agent, Memphis.

Iron Mountain:—C. E. Perkins, freight traffic manager, St. Louis.

St. Louis-Southwestern:—J. D. Watson, freight traffic manager, St. Louis.

Southern Railway:—J. M. Culp, vice-president in charge of traffic, Washington, D. C., and Carroll P. Cooper, special executive official, with headquarters at Memphis.

Everybody Sees the Hole

An Ohio Valley lumberman, who happens to be the sort of man who sees the doughnut instead of the hole, was recently commenting on the fact that when business is good, nobody says much about it.

"We all want to get as much of it as we can before the information becomes common property," he said. "But when trade is poor we tell everyone we meet about it."

Maybe that's the reason why prosperity is so long arriving.



Meeting of Furniture Manufacturers



On May 12 the second annual meeting of the Federation of Furniture and Fixture Manufacturers was held at the Congress Hotel, Chicago, and by action of the meeting the name was changed to Federation of Furniture Manufacturers. The president and vice-president, respectively Robert W. Irwin and H. H. Marcusson, were re-elected for another year.

The federation consists of the following organizations, most of which held executive meetings either as bodies or through committees:

- National Furniture Manufacturers' Association—Auditorium Hotel, May 11.
- Committee of executive committee—May 12. J. S. Linton, secretary.
- National Association Upholstered Furniture Manufacturers—Sherman House, May 11 and 12. J. L. Malloy, secretary.
- National Association Chair Manufacturers—Congress Hotel, May 11. J. L. Malloy, secretary.
- Desk Manufacturers—Chicago Congress Hotel, May 10. M. Wulpl, commissioner.
- Extension Table Manufacturers' Bureau—Congress Hotel, May 11 and 12. M. Wulpl, commissioner.
- Metal Bed and Spring Manufacturers' Bureau—Congress Hotel, May 11. M. Wulpl, commissioner.
- Kitchen Cabinet Manufacturers' Association—Auditorium Hotel, May 12. L. L. Waters, secretary.

In addition to the foregoing there were represented at the federation meeting manufacturers of store fixtures, wood novelties, opera and church chairs, case goods, chairs, refrigerators, and parlor frames.

At the opening of the federation meeting it was announced that no officers receive pay for their services, but it is hoped that in course of time a paid secretary may be employed.

THE GRADING QUESTION

Chairman Irwin's address opened the day's proceedings, and following that, the nominating committee was appointed. It was composed of the chairmen of the various organizations named above.

The lumber grading committee's work is one of the most important matters before the federation, and the leading address on that topic was made by E. V. Babeock of Pittsburgh, president of the National Hardwood Lumber Association. In a thirty-minute address the speaker presented an outline of lumber statistics, including the annual output, the number of mills at work, the laborers employed, the capital invested, and other data of that kind, after which the particular questions involved were taken up.

Mr. Babeock insisted that the chief thing desired by both the buyer and the seller of lumber is a system of grading that will remain fixed. It does not matter particularly just how the rules are worded, provided they are clear and explicit, and when once agreed upon they should remain. The undesirability of frequent changes was pointed out. Such a thing upsets the plans of all concerned. Experience in buying and selling is rendered of little value, if changes are to upset custom and understandings at too frequent intervals.

Prices will adjust themselves. Supply and demand will do that regardless of grading rules; but rules somewhat permanent are desirable, for the purpose of furnishing a basis for doing business. On that subject the speaker quoted as follows from an address by the late Fred A. Diggins, delivered on a former occasion:

The law of supply and demand will always establish the price at which 1,000 feet of firsts and seconds Nos. 1, 2 and 3 common may be sold and our only function is to say what shall constitute 1,000 feet of firsts and seconds Nos. 1, 2 and 3 common in the exchange between producer and wholesaler or consumer. We should do this with the full realization of the fact that the real intrinsic worth of lumber and not our classification of it will eventually determine the value of any grade we may describe and that if we raise or lower an existing standard a corresponding increase or decline must naturally follow such legislation.

Mr. Babeock stated that satisfactory progress had already resulted from the joint work of a committee from the National Hardwood Lumber Association and a similar committee from the Federation of Furniture and Fixture Manufacturers. Two meetings had been held, one as long as nine months ago, and common ground had been found on which both parties could stand. The two committees will meet again in joint session in Chicago June 9, 1915.

The federation gave a vote of thanks to Mr. Babeock for his address and for his general interest in the matter.

RATES ON FURNITURE

C. S. Bather, traffic manager for the federation, brought up a matter which he said was of very great importance to members, but its seriousness seemed to be wholly unappreciated by a majority of

the furniture manufacturers. Their lack of interest appeared in the fact that of 1,600 requests for vital and important information sent to members, 1,153 paid no attention to it, and returned no answer whatever. And that was in the face of a movement under way by the railroads in a number of states in the Mississippi valley to cancel the commodity rates on furniture. That would mean an advance in rates from eighteen to sixty three per cent on furniture shipments.

The information asked for was wanted for the purpose of preparing a protest to take before the proper authorities. It is likely that the matter will come before the Interstate Commerce Commission next month and Mr. Bather said that the information which should be in hand to make a strong case before the commission has not yet been furnished by the manufacturers of furniture.

ONE SHOW A YEAR

Of all the proceedings of the meeting, the sharpest debate and the most of it was brought about by the proposal to hold only one furniture show a year in the future instead of two as in the past. It developed that Grand Rapids was practically against the field. The Grand Rapids furniture manufacturers want two shows a year. Most of the others would be satisfied with one; and some expressed themselves as willing to get along without any.

The committee which had the matter in charge had been at work on it for months, and had taken a comprehensive canvass of the field. The total recorded vote pro and con was 614, and eighty per cent favored one furniture exhibit a year; and three favored July to one for January as the time for holding it.

So far as the majority was concerned, there was no question that the vote of the meeting would be in favor of one show only; but the matter never came to a direct vote on that question. Numerous speeches pro and con were made, and it was so pointedly intimated that Grand Rapids would hold its two furniture shows anyhow, that a way was found out of the dilemma without inviting revolt. The whole matter was again referred to the committee for another report next year. The discussion was good natured but very earnest. Some of the speakers insisted that the question of one or two shows a year had been coming up regularly for consideration for the past twenty-five years and it would seem that the time had come for ending the agitation one way or the other.

It was a double question. "One show a year and one line a year" was the wording of the proposition. Some of the manufacturers were anxious to be free from the necessity of preparing two lines of samples a year, as it entails a large additional expense. Manufacturers from Jamestown, N. Y., stated that furniture fairs are things of the past in that town, and that the furniture makers are glad of it. No business has been lost on account of the discontinuance of the fairs, and a heavy expense has been cut off.

March Lumber Exports

The following figures show the exports of lumber and other wood products from the United States during March. The totals are compiled from reports by the Department of Commerce:

Article	March, 1914.	March, 1915.
Logs and round timber...	22,965,000 feet	3,516,000 feet
Firewood, etc.	\$22,407	\$7,892
Square timber...	12,547,000 feet	10,357,000 feet
Lumber...	187,178,000 feet	\$2,320,000 feet
Railroad ties...	101,833 pieces	216,167 pieces
Shingles...	1,763,000	445,000
Box shooks...	667,944	1,020,971
Barrel shooks...	41,849	56,263
Staves...	5,963,231	2,516,971
Heading...	\$32,378	\$27,143
Other cooperage...	\$281,797	\$164,921
Empty barrels...	\$74,922	\$32,731
Doors, sash, blinds...	\$104,124	\$26,465
Furniture...	\$506,818	\$209,417
Woodenware...	\$49,427	\$15,552
Total value...	\$8,604,434	\$3,473,612

What we need now is a business building propaganda to replace that old shop-worn, trust-busting idea. Trusting-busting never did get us anything.



Revising Freight on Lumber



On May 12, in room 2040, Transportation Building, Chicago, a number of lumbermen assembled under the erroneous impression that they had been invited to meet with a freight committee of the railroads to discuss or to present evidence in a hearing regarding freight on lumber. It was a mistake, so far as the call to meet was concerned; but the railroad committee was on hand to take the question up in executive session. The matter was explained to the lumbermen, and they were told that the committee was not authorized to hear what they might have to say; but that those with something to say on the subject would be heard at some future time and at some other place. The lumbermen thereupon took their departure.

The matter which is thus starting through the railroad freight mill is more important than may appear at first glance. The purpose appears to be to establish a higher rate on dressed than on rough lumber. If that is done, it will hit pretty wide. No one supposes that the railroads contemplate lowering the present freight on rough lumber; so whatever change is made must consist in an advance in the freight on dressed lumber.

In the hardwood region, that will hit the flooring, ceiling and siding people chiefly, but it will catch others also. If the proposed effect is correctly understood, it will cost considerably more if the plan is carried out, to ship a car of flooring ready to lay than an equal weight of flooring in the rough.

It is not easy to tell how far-reaching that result will be; but it would without doubt lead to considerable change in the centers of manufacture. Rough stock for flooring, siding, and ceiling would be shipped, in many cases, into the consuming centers, there to be converted into finished products.

YELLOW PINE HARD HIT

The hardwood interests would not be the only ones to suffer if the plan, as outlined, should be put into execution. The yellow pine of the South would catch it severely. It is a custom with most large yellow pine mills to run their lumber, or a considerable part of it, through planers for the sole purpose of decreasing its weight by removing the shavings that are cut away in dressing. This is called "surfacing." The lumber is not made ready for any particular use, but goes into the general market. The weight thus planed away amounts to from 300 to 600 pounds per 1,000 feet. That much refuse and waste is left behind, and freight need not be paid on it. In the aggregate, it amounts to a large sum saved to the mills which ship the lumber.

Sawmills in the southern states plane approximately 6,000,000,000 feet of lumber a year, chiefly for the purpose of decreasing its weight from shipping purposes. According to figures compiled by the government the following table gives the amount of lumber planed yearly in the states named. These figures do not include stock known as "general mill work."

State	Annual planing mill product, feet
Louisiana	1,223,205,884
Arkansas	1,050,739,000
Texas	587,872,500
Alabama	584,684,000
Mississippi	539,616,437
Florida	497,712,997
Georgia	396,903,714
South Carolina	368,301,000
Virginia	223,337,762
Missouri	73,765,677
Total	5,454,537,981

Some of the southern states, for lack of data, are not included in the foregoing table, and the total quantity of planed lumber put out annually by southern mills will not fall short of six billion feet; and the larger part of this is run through the planers simply to reduce its weight for shipping purposes.

WHO WILL BE GAINER?

Now, if the railroads raise the freight on dressed lumber, the sawmill men will not make anything by dressing it, and they naturally will quit doing so. It will be nothing in their pockets to lessen the shipping weight of a thousand feet of lumber if the railroads, by raising the rate, simply put the difference in their own pockets.

Estimating that on an average 450 pounds of shavings are removed from each thousand feet of lumber passing through planers, it appears that 13,000,000 tons are cut yearly from the freight bills of the southern mills alone, by surfacing lumber before sending it to market.

The railroads have evidently been figuring that out; hence the movement to raise the charge on dressed lumber, thereby making up what is lost to the roads in freight charges when that thirteen million tons of shavings are left behind.

If the railroads should be successful in advancing the rate on dressed lumber until there is a considerable differential between rough and dressed, some interesting problems will be brought up. Exactly similar results need not be expected in all parts of the country; but there is no doubt that many large mills which now surface lumber to decrease its weight, will quit doing so. In each region the problem to be worked out will require an answer to the question: Is it cheaper to ship the rough lumber at its greater weight but lower rate, or the dressed lumber at smaller weight but higher rate?

The present problem is not quite the same, as the supposed future problem will be, because rough and dressed lumber now go at the same rate, and it is simply a question of difference in weights in determining whether or not to dress the lumber. It is understood, of course, that the cost of surfacing the lumber will not be changed by any differential that may be brought about in freight rates. In the past the sawmill man has figured out whether the saving of freight on dressed stock would more than pay him for dressing it. If so, he dresses, it; if not, it goes rough.

If the proposed change goes into effect, the probable result will be that a great deal of lumber which is now being shipped surfaced, will go rough. The railroads will by that means succeed in hauling and getting freight on thirteen million tons of worthless shavings which are not being hauled at present.

Wooden Motor Truck Tires

According to a Renter telegram, German motor trucks are being equipped with wooden tires, owing to the scarcity of rubber in that country. No information as to the kind of wood used is given. Many persons will be surprised at the amount of wear that wooden tires and wooden wheels will stand. Before the days of railroads in western Canada a vehicle known as the Red river cart did most of the summer hauling between Winnipeg and the Rocky Mountains. The wheels, including the tires, were of wood. Paper birch was generally employed as tires. A single pair of such tires was good for a journey of a thousand miles over the plains of Assinaboia and Saskatchewan; but most of the journey was over sodded ground, which had small tendency to wear the tires. Yet, often there were miles of gravel at a stretch in the valleys of the water courses. In pioneer days it was customary to make oxcart wheels of cuts sawed from the ends of sycamore, tupelo, or black gum logs. Such wheels, without a scrap of iron about them, lasted a year or more, trundling about the farms and along the country roads. It is not impossible that the Germans will find wood a fairly satisfactory substitute for rubber tires for freight trucks; but probably it will prove less satisfactory on passenger autos which go at high speed. The jolting, due to the limited ability of the wood to absorb shocks, might speedily shake the auto to pieces, and it certainly would be unpleasant for the riders passing over rutty roads.

If they would ever let that peace dove settle down properly in Mexico it would not only help the lumber trade down there, but it would give the sawmill machinery men a chance to develop some business.

More dry kilns and planing mills along with the hardwood sawmills would help some in promoting the use of hardwood in building operations, and it would save some on the freight item, too.



The Lumbermen's Round Table



How Much Did You Make?

The hardwood seller who buys and sells, and often ships direct, cannot always tell without considerable figuring just what his net profit on any particular car of lumber was. However, it is to his interest to know this, and to keep before him, in compact and graphic form, the various expenses and charges connected with the handling of the car. If he does this correctly, he will be able to tell at the end of the month or the year what his gross profits were, and his net will be this amount less deductions for overhead, including office and traveling expenses.

A well-known hardwood man has evolved a system which puts all of these facts before him. He uses a card system, and the cards representing individual cars of lumber are always within his reach. He does not need to consult ledger, correspondence files or anything else to find out what he wants to know, because it is all put down in black and white on these cards. Thus he can recapitulate or refer to any particular detail of the transaction without any loss of time, and he is never delayed in going back over his business for a month or longer period and finding out just where he is at.

The card shows the number of the order, date received, name of customer and address, car number, the number of the order as shown on customer's blank, the destination and routing of the shipment, and name of the consignee. Here are all the big facts about the order itself.

Next is an arrangement for entering the actual handling of the order, including terms, invoice number and character of inspection. The number of feet invoiced, the point where the stock was loaded and the rate are indicated, and the date shipped is also shown. If the stock was purchased outside and not shipped from the concern's own yard, this is also indicated on the card, the purchase number, shipping instructions, etc., being shown.

The recapitulation provides for the items of selling invoice and cost invoice, and the following deductions: freight inbound, freight outbound, two per cent discount, rebate, expenses and inspection fees, with net profit figured at the bottom.

A card like this is a mighty interesting thing, and the dealer who is using such a system can find a lot to interest him after he has shipped a few hundred cars under such a system.

One Kind of Dimension

The concern which can supply dimension lumber without having to spend money for manufacturing it to the particular size wanted is certainly going to make more money than if this expense has to be added. That is one reason why the plan of piling lumber according to width is growing, both in yards that make a specialty of dimension and those which do not attempt to remanufacture.

A leading concern specializing in poplar, cutting it to size for various purposes and also shipping the lumber as it comes from the mill, has recently adopted the plan of assorting it for widths, and has found that it is saving a good deal of money thereby. As a car is unloaded, each grade is piled according to the width, six inch being put together, seven inch and on up to twelve inch, each inch being given a separate pile, as it has been found that customers call for certain widths and do not want others mixed in. The wider stock of course covers a greater range, but it is piled according to the usual classifications. The result is that the lumberman, without putting a board to a saw, is in a position to carry on what amounts to a dimension business.

The same concern, which has given attention to many of the minor details of the business which escape a great many others, has recently erected a shed along its switch, by means of which loading and unloading may be carried on, no matter what the weather. It was found that so much time was lost and so much delay suffered when no shelter was provided that the burden on the company was considerable, in spite of the fact that the handlers were paid on a piece basis. The inspectors and a number of other hands were

employed by the day, and having them tied up for hours at a time merely meant spending money without any return. The new plan gets away from this entirely.

Are Lumbermen Easy Marks?

A recent case in which several hardwood men dropped a few hundred dollars apiece emphasized the fact that lumbermen seem to be "easier" than most other business men, especially when it comes to extending credit. Now credit is the same as money, for it involves putting out merchandise, which has a definite intrinsic and market value.

In this particular instance a young man who started in the wholesale business was given credit by one of the hardwood manufacturers, and this fact was made the basis for securing credit from many of the others. Now, as a matter of fact, in view of his limited financial resources, extension of credit by one concern must practically have exhausted the line to which he was entitled; yet the reasoning of the other concerns which extended credit was in the opposite direction, and to the effect that if one substantial house had extended credit, they were justified in doing so as well. Thus the newcomer got from each concern with which he did business as much credit as he was really entitled to in the aggregate, and when the bankruptcy court came to clean up his assets, there was little enough left for the creditors.

If lumbermen were as careful in the extension of credit as they are in other departments of their business, a better showing would be made in the matter of net profits; for, be it remembered, credit losses come out of profits every time. There's no getting away from that.

The Value of a Good Name

A certain hardwood concern which has been doing business for a long time, and is rated as successful, has nevertheless adopted a policy similar to that of the railroads, who charge all the traffic will bear. In this case the lumbermen give as poor value for the money as the customer will take. In other words, the pressure is put on every car, so as to make it yield the maximum of profit.

What is the result of this? In some instances, large profits are undoubtedly made. Cutting the corners yields more than normal returns, of course. But, on the other hand, this house is constantly fighting with buyers over the settlement of kicks, and complaints are as numerous almost, as there are cars shipped. In addition to being a very uncomfortable way to do business, this makes for lost time, and lost time means lost money.

An even worse phase of the situation, however, is that the percentage of regular customers which this house has is very small. In other words, its methods do not make for repeat orders, and repeat orders are the bread-and-butter of the business. It's all right to enjoy the turkey with gravy occasionally, but if the regular, staple business can't be counted on, and if the people with whom the lumberman is most familiar don't care to be listed among his customers, then conditions are certainly far from ideal.

This concern has many salesmen on the road, and they get a good many orders. But it is a fight to land the business, and the cost of putting it on the books must be considerably above normal. Hence, even assuming that its margin of profit is larger than if it tried to give the maximum instead of the minimum value, its net cannot be any more than that taken by the hardwood man who is following a more liberal policy.

There is another hardwood manufacturing concern, known all over the country for the quality of its stock. It sells readily everywhere and it brings several dollars a thousand above the regular market price. It has no kicks and no complaints, and it can figure net profit from the invoices without any deductions for settlements with dissatisfied customers.

Which has the correct policy?



Pertinent Legal Findings



Employer's Liability for Defective Machinery

An operator of a woodworking machine cannot recover for injury sustained on account of a defective condition of the machine unless he shows what the defect was and that the employer was guilty of carelessness in not discovering and repairing it. (Michigan supreme court, *Lydman vs. De Haas*, 151 Northwestern Reporter 718.)

Recovery of Lumber Sold to Insolvent Buyer

When lumber has been delivered on credit under a contract of sale on a misrepresentation by the buyer that he was solvent, whereas he was not, the seller, on discovering the fraud, may recover the lumber not only from the buyer, but from any third person to whom the purchaser may have transferred it, unless such third person bought the lumber in good faith and for a valuable consideration. If the lumber were transferred to cancel a pre-existing debt owing from the buyer to the third person, the latter cannot be deemed to be an innocent purchaser for value. (Pennsylvania supreme court, *W. G. Ward Lumber Company vs. American Lumber & Manufacturing Company*, 93 Atlantic Reporter 470.)

Duty to Warn Inexperienced Saw Operator

A lumber company is liable for injury to an inexperienced operator of a circular saw, resulting from failure to warn him against the unappreciated danger of boards jumping while being sawed. (Vermont supreme court, *Carleton vs. E. & T. Fairbanks & Co.*, 93 Atlantic Reporter 462.)

Authority to Promise Payment for Material

One who was in charge of building construction as agent of a general contractor may be found to have had authority to promise to pay for materials furnished a subcontractor, although such authority was denied, where it appears that he was in general charge of the work, buying and paying for material, hiring and paying workmen, and completed the work after abandonment of it by subcontractors. (North Carolina supreme court, *Powell & Powell vs. King Lumber Company*, 84 Southeastern Reporter, 1032.)

Accepting Delivery of Freight

After opening a car for the purpose of unloading it, and resealing it with a lock, to which he retained the key, a consignee of freight will not be heard to deny that he accepted delivery, so far as concerns the delivering railway company's liability for subsequent loss of the freight by fire, not shown to have been caused by negligence attributable to the railway company. (Nebraska supreme court, *McEntire vs. Chicago, Rock Island & Pacific Railway Company*, 152 Northwestern Reporter, 305.)

Binding Quality of Signed Contract

A person who signs a written contract, after full opportunity to read it, and without having been misled as to its contents through fraud of the other party, will not be permitted to avoid its effect by denying knowledge of its terms when he signed the instrument. (Kentucky court of appeals, *United Talking Machine Company vs. Metcalf*, 175 Southwestern Reporter, 357.)

Sufficiency of Offer to Sell

A manufacturer of lumber writes a wholesale dealer that he has "about" 500,000 feet of lumber of certain grade on hand, for which he "wants" a stated price f. o. b. the mill. Is the dealer entitled to treat this as an offer to sell, and to convert the transaction into a bind contract of sale by signifying his acceptance of the terms? This most important legal question, involved every day in the lumber world, is answered in the negative by a decision just announced by the supreme court of Nebraska, in the case of *Nebraska Seed Company vs. Harsh*, 152 Northwestern Reporter, 310. That court holds that the manufacturer's letter must be regarded as a mere invitation to the addressee to enter upon negotiations to buy the lumber. The case before the court was one involving negotiations

for a sale of seed, but the principles fit the case we have supposed perfectly.

The theory adopted by the court is that such a letter must be deemed to be on the same plane as a general circular letter inviting negotiations, especially where it does not offer to sell a definite quantity. Under the reasoning of the supreme court, the manufacturer may have less or more than 500,000 feet of lumber on hand, in the case supposed. If he has more, he is entitled to insist on selling all, rather than keep the excess for which there may be no satisfactory market. If he has less, he cannot be committed to sell full 500,000 feet.

The addressee of the letter must distinguish it as being either an offer to sell or an invitation to negotiate, realizing that, if it is of the latter character, it has probably been submitted to others and is subject to contract of sale made with a third person before being availed of by the particular addressee.

Loss of Lumber in Railway Fire

In a suit against a railway company for loss of lumber piled near its right-of-way through fire in burning off the right-of-way, the burden is on the company to show that the loss was not caused by any careless act on its part, and not on the owner of the lumber to affirmatively establish negligence. (North Carolina supreme court, *Stemmler vs. Randolph & Cumberland Railway Company*, 85 Southeastern Reporter, 21.)

When Materialman Is Not Entitled to a Lien

One Clinton was awarded a contract to provide two flights of stairs to be installed in a building, but his contract did not obligate him to affix them to the building for which they were to be specially constructed. He sublet the work to plaintiff who manufactured the stairs after obtaining the specifications therefor from the owner. Under this state of facts, plaintiff afterwards brought suit to enforce a lien against the building, but the Indiana appellate court decided that there is no right of lien in such case, since the transaction amounted to the furnishing of materials to a materialman, and the Indiana lien law makes no provision for a lien in such case. The court holds that since Clinton was not to install the stairs, but merely furnish them, he was a materialman, and not a contractor. Plaintiff's contention, which was not upheld, was that the case was one of a subcontractor who built an essential part of the house by the use of labor and materials, and furnished it on the premises for that particular improvement, under an employment by the contractor (Clinton) who had undertaken with the owner to furnish the necessary labor and materials, and produce a completed portion of the house for use in its construction. (*Rudolph Hegener Company vs. Frost*, 108 Northeastern Reporter 16.)

Assumption of Risk by Lumber Teamster

A teamster experienced in handling lumber assumed the risk of being injured through a defective condition of a chain used in binding a load, where he knew of that condition, and continued to use the chain after complaining of its insufficiency. (Michigan supreme court, *Kelley vs. Davison*, 151 Northwestern Reporter 671.)

Authority of Representatives

An agent of a lumber company engaged to buy lumber has no implied authority to bind the company by agreeing to pay another person a commission to assist in negotiating a purchase. It does not appear that it is usual or necessary for such a representative to employ at his principal's expense another person to assist him in the discharge of his duties. (Texas court of civil appeals, *Cummer Manufacturing Company vs. First National Bank*, 173 Southwestern Reporter 536.)

That stream of world's gold is now flowing this way again, and quite a lot of it comes in return for a stream of golden grain that is going from here to war-torn Europe.



Tree Dyes of the United States



We were long cut off the supply of aniline dyes, which formerly came from Germany to the United States. Some of the colors have become very abundant, but others will last from one to two months. These are the most important of those being reported. Some steps have been taken toward building up a coal tar dye industry in this country, but the fruition of the plans lies a long way in the future. The situation will soon be a pity. Of course, we can live without aniline dye, but no nation, either savage or civilized, ever did it.

At present we fall back upon its own resources, but there may come a time when some of our neglected forest supplies will be drawn upon. They were used once. Before coal dyes were invented, the people used bark, big roots, chipped wood and made dyes. The colors were not so brilliant as the aniline dyes; but some people prefer colors not too brilliant. The sublimed tones of genuine oriental rug are not dissimilar to what might be produced from the bark and wood of certain American forest trees. The people have almost forgotten what our forests contain in the way of coloring matter.

A government commerce report, issued by the Department of Commerce, recently discussed the dye situation very fully, except that the report was somewhat lame concerning the resources of our forests in dyestuffs. It was stated that the black oak (*Quercus nigra*) is the source of "the only natural dyestuff indigenous to the United States." It is a mistake in name, for it is the yellow oak (*Quercus velutina*) and not the black oak (*Quercus nigra*) that supplies the germination for dyeing purposes. The yellow oak has a much wider range than the black oak, and is also more abundant.

The government report also mentioned is entirely too modest in allowing that yellow oak is our only source of tree dye in this country. There are many others. The pioneers knew them by the dozen. Those people understood nothing about chemistry, but they learned by experience that certain barks would dye cloth, yarn, wool and leather. Following are a few native trees whose wood, bark, roots and fruit have been employed for dyeing.

First of all is yellow oak. It ranges from Maine to Minnesota and southward to Florida and Texas. It covers a million square miles. The coloring matter lies in a thin layer under the bark, being a part of the inner bark.

Butternut (*Juglans cinerea*) was formerly a valuable dye material. It usually colored brown, but the shades could be varied. The "Confederate gray," the cloth much used for Confederate uniform in Tennessee and Kentucky during the Civil war, was dyed with the bark of this tree. It was not the historic "Confederate gray." The tree is found in all northern states east of the Mississippi river, and even westward, and it grows also in most of the southern states.

Black walnut (*Juglans nigra*) furnished dyes from the outer hulls of the nuts. The color was slightly darker than that produced by butternut bark, and was not so popular.

Osage orange (*Toxylon pomiferum*) was limited in its original range to about 10,000 square miles of northern Texas and southern Oklahoma, consequently it was not widely known to early settlers; but the roots, bark and wood produce a fine yellow dye that has been compared with fustic.

Yellow wood (*Cladastis lutea*) yields a yellow dye, to which the wood owes its name. The tree is confined to Kentucky, Tennessee, Alabama and North Carolina, and is nowhere abundant. The homespun of the pioneers was occasionally colored with this dye.

Mesquite (*Prosopis juliflora*) furnished dyes with which the Spanish horsemen of Texas, New Mexico, Arizona and southern California imparted the yellow colors to saddle leather.

Staghorn sumac (*Rhus hirta*) supplied a dye for coloring fine leather, as well as the tannin for dressing it. The dye was yellow and was occasionally employed in coloring cloth.

Alder (*Alnus sp.*) appears not to have been used in America by any people except the Indians. It dyes a reddish color, and down to a few years ago was employed by natives of the northwest Pacific coast in coloring their fishnets. Alder dye used for the same purpose is said to be the oldest recorded dye in the world. It is mentioned in

the *Kalevala* of Finland, supposed to date nearly 3,000 years ago.

Red gum (*Liquidambar styraciflua*) was used by the early Swedish settlers of Pennsylvania and New Jersey in dyeing purple, but the secret of the process seems to have been lost.

Loquat (*Eubotrya pseudoacacia*) is said to possess possibilities in the way of dye, but authenticated records of its use appear not to be at hand. A very similar tree of China supplies the brilliant yellow dye so admired in China silks.

Bluemood (*Coccoloba obtusata*) is found in the valley of the Rio Grande in Texas, where the largest trees are thirty feet high and six or eight inches in diameter. It is known also as logwood because of its resemblance to the dyewood of that name in tropical America. Locally, a black dye is obtained by boiling the finely chipped heartwood. There is no account that it has ever been used commercially.

Dogwood (*Cornus florida*) was the source of the famous "Indian red" with which the vain warriors dyed their eagle feathers and buckskin clothes. They procured the dye from the roots of dogwood. They used in the same way the roots of western dogwood (*Cornus nuttallii*). This is probably the most brilliant dye to be procured from American trees.

Tangible Evidence of Railroads' Activity

The plant of the American Car & Foundry Company at Binghamton, a suburb of Memphis, has resumed operations with about 250 men. This company has entered into a contract with the Missouri Pacific-Iron Mountain Railway to do a great deal of car building and car repairing. In fact, it is stated that the orders which have been placed by this system alone will keep this plant in steady operation throughout the summer. There is every indication, however, that the railroads are beginning to reënter the market for equipment and that they are also finding it necessary to do a great deal more repair work, with the result that the outlook for the American Car & Foundry Company is very greatly improved.

Only within the past few days the shops of the St. Louis Southwestern (Cotton Belt) Railroad, Pine Bluff, Ark., have resumed operations with about half of their usual force. The order to resume resulted from the fact that there was a large accumulation of bad order equipment. It is also a well established fact that this road is receiving a much larger volume of tonnage than a short time ago and this is also believed to have played an important part in the determination of the management to start the machinery again.

The Illinois Central system has completed plans for the construction of modern car repair sheds at Nonconah, just south of Memphis, at a cost of \$200,000. It is announced that actual work will begin in a short time. The company has been building big terminals here for about a year and while these were being built temporary shops were erected. The Illinois Central is also completing the erection of an ice plant at Nonconah to cost \$150,000, and W. L. Parks, vice president of the road, is authority for the statement that these improvements are only a part of the general plans for making Nonconah the most important terminal on the Illinois Central, with the exception of those at Chicago.

Lumbermen here are watching developments in railroad circles with great interest, particularly those bearing upon construction work and the increase of equipment. Within the past few days information has been received here that the Pennsylvania system has awarded contracts for 14,000 new cars and information has likewise been received that some of the other big systems have recently begun to place orders for additional equipment. The railroads have been out of the market for the past eighteen to twenty-four months, and lumbermen have felt their absence keenly as a large part of the lumber and timber sold from the South has heretofore gone either directly or indirectly to the railroads. It has been predicted for some time that the railroads would find it necessary to reënter the market for equipment, and the fact that orders are now being placed for new cars is accepted as positive evidence that such a development is already at hand.



Chair Manufacturers Meet



The National Association of Chair Manufacturers held its semi-annual meeting on May 14 in the Auditorium hotel, Chicago. The program contained a number of interesting papers, among which were the following:

"Reducing Waste in Drying," by Thomas D. Perry of Grand Rapids, Mich.

"Fitting the Man to the Job," by Harry L. Fogelman.

"A Pile of Gold," by H. H. Marcussen, former president of the Metal and Spring Bed Manufacturers' Association.

"Necessity of Cooperation," by Edwin F. Trefz of the Chamber of Commerce of the United States of America.

The freight committee of the association made its report for the past six months, and C. S. Bather gave an account of his efforts along the line of uniform classification of chairs.

The paper by Mr. Perry explained at considerable length the structure of wood and by what processes wood may be seasoned. This led to a description of various types of dry kilns and their history, with successes and defects, and he concluded with the following description of what he called a vapor kiln:

The vapor kiln is the latest development of the lumber drying art. In this kiln we have adequate control of the heat, humidity and the circulation. Humidity control means that the water vapor in the atmosphere of the kiln can be increased or decreased at will. The lumber on entering the kiln can be immersed in a hot fog which will be an absolute safeguard against casehardening and its attendant evils. This hot fog, which is maintained to a more or less degree through the entire drying process, is an absolute preventive of fire in the kiln. It is impossible to light a match or carry a lighted candle or lantern in this type of kiln, as the fog is too dense to permit a flame to live.

This fog, when properly combined with heat and pressure, may be forced into the lumber in such a way that the free moisture can be rapidly vaporized and the moisture contained in the cell walls can be heated and expanded so that the cell walls will be opened, the constrictions loosened and the opportunity afforded for the removal of all acid and organic matter. To refer to an analogy in the kitchen: if a potato is steamed or boiled it will expand to the full limit of its skin and usually crack or open the skin. At the same time the steamed potato is drier at the center than the baked specimen. Lumber with cells thus expanded and opened has lost its power of contraction, because the pores and sap cells are empty. Is it not clear that lumber thus dried cannot swell or change dimension appreciably after leaving the kilns? Not only will the usual shrinkage of kiln drying be avoided but as a rule air dried lumber (which is always shrunken) will be increased in dimension during the kiln drying on account of the expansion of the individual sap cells. In kiln drying lumber green from the saw there will be less than half the usual shrinkage in air drying due to the same cause.

This process, which has proven so successful in producing perfectly dried lumber free from defects and of permanent dimension, consists of a system of steaming, direct radiation and effective circulation, which eliminates the contents of the pores and sap cells, dissolving all acids and organic matter, and extracting them from the pores and cells of the lumber, leaving only fibre which will not shrink or swell to an appreciable extent after this treatment. This ideal kiln has the means of controlling humidity, heat and circulation, which are the three important factors of kiln drying and these can only be assured by a kiln built on these scientific lines. Drying must be uniform at all points, and this can only be attained by uniform circulation. There is considerable difference between circulating air by gravity and the strong draught generated by a fan.

The addition of a steam spray can only be successful when the steam is brought in contact with every inch of every board in the load. This can only be achieved by the constant circulation of the steam under very slight compression. In fact, every cubic foot of air in the kiln must be kept in circulation and must contain varying percentages of humidity—high at the commencement and low at the finish—whilst the heat must be adjusted in inverse ratio. This process may be described as a saturation-sweating-evaporation process, and when a kiln is installed correct in every detail, the lumber will not only be dried in half the time required by any other process but will be free from defects, so far as the action of the kiln is concerned.

ELIMINATION OF SHRINKAGE

In a bake-oven kiln the sap cells will be shrivelled up with contents dried to a coagulated form. This dried and shrivelled cell when exposed to moisture will again swell. Consequently bake-oven dried lumber will shrink because its sap cells shrivel and it will again swell because its shrivelled cells will swell when exposed to moisture.

Let us think what this means to woodworkers. It means that when the lumber is dried by the humidity or expansion process the interior trim placed in a building will not show the usual shrink or swell. Doors, wainscoting, bookcases and every part of the handsome and expensive wood-

work that is popular in the up-to-date office and home could be made with imperceptible joints and the elaborate arrangements designed by architects for concealing shrinkage and swelling in panels, frames and lapped joints could be eliminated.

Think what it would mean to manufacturers of panels and glued-up stock if they could know that the heavy centers would be uniformly dry and would not shrink or swell; if they could know that the tendency to twist and warp when re-sawing was removed. Think what it would mean in the cabinet trade if case parts, drawers and doors could be fitted snug and true, without the necessity and expense of refitting; if parts could be fastened rigidly together without danger of changing from shrinking and swelling.

It means that woodwork, which, because of its variable shrinkage in different climates has been displaced by pressed steel which has no change of dimension in moist localities, can again come into its own, superseding this self-same steel, which is subject to such severe temperature expansion. The thoughts suggested by this line are far reaching.

The speaker dwelt with particular emphasis upon the great reduction of waste that results from seasoning lumber correctly.

Southern Mills Logging Close to Cut

Inquiry among manufacturers of hardwood lumber here develops the fact that production is probably about 60 per cent of normal. There are some mills which are running on full time. There are others which are working part time and there are still others which are closed down at the moment. In the meantime, it is estimated that the sale of southern hardwoods is about as large as the amount produced, with the result that there is no special accumulation. Some are running their plants on full time because they believe that present conditions and the outlook justify this course. There are others who are running their plants on partial time, not because they believe that conditions justify this course but because they are anxious to prevent a complete disorganization of their forces. There are still others who have simply concluded that there is nothing in manufacturing southern hardwoods and putting them on the market at present prices, and they have closed down their plants awaiting more favorable conditions for the disposal of their output.

There is perhaps greater irregularity in the hardwood business than there has been at any time recently. Some members of the trade are doing a good business while others report that business is quite slow. Practically everybody agrees that the most pronounced feature of the situation is the lack of a steady flow of orders. Periods of great activity are followed by others which are characterized by unusual quiet, all of which indicate that the situation is still far from normal so far as the manufacture and distribution of southern hardwoods is concerned.

A rather unusual feature is the method being pursued by manufacturers of hardwood lumber regarding getting out timber. It has been the custom at this time to get out logs on a pretty liberal scale. Just now, however, almost every manufacturer feels that it is unwise to store logs and this attitude has resulted in getting out timber as it is needed for the mills.

One firm a few days ago said that it did not get out more than five to ten days' supply ahead and that it proposed to pursue this course until conditions are much better. The firm in question said that if conditions became such as to justify closing down its plant at any time it would be in position to do so without being under the necessity of cutting up a great many logs after it had decided that it was wisest to close down. It also has made the observation that most of the manufacturers of lumber in the Memphis territory are pursuing a similar course for very similar reasons.

War correspondents have told us something of the importance of gasoline in war and how it is replacing horses, but nearer home we can see gasoline replacing the mule in handling lumber trucks on the yard as well as trucks for lumber and log handling.

When it comes to boosting hardwood for interior trim the birch people have been doing good work that other hardwood interests might well pattern after.



R. H. DOWNMAN, NEW ORLEANS, LA.,
PRESIDENT



W. E. DELANEY, CINCINNATI, O., FIRST
VICE PRESIDENT



ROYAL S. KELLOGG, CHICAGO, ILL., SEC
RETARY



National Lumber Manufacturers Meet



The thirteenth annual meeting of the National Lumber Manufacturers' Association was held in the Hoo Hoo House, on the exposition grounds, San Francisco, May 12, 13 and 14, and elected the following officers for the coming year:

PRESIDENT—R. H. Downman, New Orleans, La.
FIRST VICE PRESIDENT—William E. DeLaney, Cincinnati, Ohio.
SECOND VICE PRESIDENT—John H. Kirby, Houston, Tex.
THIRD VICE PRESIDENT—J. H. Blood, Seattle, Wash.
TREASURER—F. A. Freeman, Pasadena, Cal.
SECRETARY—R. S. Kellogg, Chicago, Ill.

The meeting was pronounced a success in all particulars, in spite of the fact that some of the delegates barely succeeded in reaching the meeting before its closing session. They ran into a spring flood on the Sacramento river and were compelled to resort to wagons, automobiles, local trains, and even to canoes with Indian steersmen to overcome the obstacles interposed by overflowing rivers; but the troubles were mastered and the welcome awaiting the late arrivals at the Golden Gate made up for all the perils and perplexities in reaching the journey's end.

The formal welcome to the exposition was tendered in a speech by C. C. Moore, president of the fair.

FOREST PRODUCTS FEDERATION

In his opening address President R. H. Downman spoke of the Forest Products Federation, which is being backed by the National Lumber Manufacturers' Association, and he expressed considerable disappointment because the support had not been stronger.

This was followed by discussion of the subject of advertising wood in general as a means of combating the campaign being carried on with such energy and persistence by dealers in substitutes. Many of the best known lumbermen of the country took part in the discussion, and it was shown that the Forest Products Exposition in the Coliseum, Chicago, last year, had led directly to many sales of lumber which could be attributed directly to that cause, as well as many others which doubtless came as an indirect result.

The plan of the Forest Products Federation calls for the expenditure of at least \$50,000 a year for five years for the promotion of lumber and other forest products. The work was not confined to speeches, but action was taken which resulted in practical pledges that the necessary \$50,000 a year would be raised. The lumbermen of the West coast were liberal in their pledges of support, guaranteeing from that source from \$5,000 to \$10,000 a year, if present plans are carried out.

SECRETARY'S REPORT

The financial affairs of the association, and the business conditions and prospects were shown in the report of Secretary Kellogg. A summary of the cash resources follows:

Cash	\$1,111.40
Dues from affiliated associations	5,991.04
Advances to National Lumber Manufacturers' Interinsurance Exchange	1,268.90
	\$11,371.04
Less:	
Accounts payable	\$1,013.62
Bills payable—due June 30, 1915	2,000.00
Bills payable—due July 25, 1915	3,000.00
	6,193.62
Excess of resources over liabilities	\$ 5,177.42

The size and form of the monthly bulletin has been changed. The information concerning cut and shipments of lumber is briefed and simplified in the belief that it will be more serviceable. This statistical work which had been previously done in St. Louis has been transferred to Chicago with considerable saving of expense.

The Forest Products Exposition held last year in Chicago cleared \$9,000, and the money is being held by the association to finance future expositions. Possibly several expositions will be held next winter in different cities in co-operation with local lumbermen.

The Interinsurance Exchange, which was discussed at former meetings, has become a reality, the secretary said, and it promises great success.

The establishment of the trade extension department of the National association will give three strong and highly useful departments with which to serve the lumber industry. The "Blue Book" and the Interinsurance Exchange have already justified themselves and the trade extension department will do so quickly if given an opportunity. Never before has there been so great a need for a strong, well equipped national organization to fight the battles for wood and render service to the lumber manufacturers of the United States. Too many times in the past the industry has suffered greatly, and sometimes irreparably because of dissensions and lack of a medium through which to express itself. No matter how well financed and how energetic may be the organization which represents any group or class of lumber manufacturers the field is too big and the problems too many for it to do as well or as economically many things which a national organization, representing the entire industry, can do and should do.



C. T. MITCHELL, CABILLAC, MICH., MEMBER BOARD OF GOVERNORS



R. M. CARRIER, SARDIS, MISS., MEMBER BOARD OF GOVERNORS



R. E. GOODMAN, GOODMAN, WIS., MEMBER BOARD OF GOVERNORS

PACIFIC COAST LUMBERMEN

A noticeable feature of the San Francisco meeting was the strong showing made by the West coast lumbermen. That was to be expected, from the geographical location of the meeting; but, aside from that, they took a foremost place in the discussion of problems of national concern to lumbermen, and of special moment to those of the Pacific slope.

Major E. G. Griggs of Tacoma, Wash., discussed the fir situation, and insisted that successful business was difficult because the cost of logs was out of proportion to the selling price of lumber. The remedy, as he viewed it, was for lumbermen to stand together in the war against substitutes, and to spend the money necessary to secure advertising. Lumber has nothing to fear if the lumbermen will get behind their product. The competition from Canadian shingles, and the assistance that the Panama canal will give in shipping lumber in that direction, were discussed in an optimistic vein by Mr. Griggs.

The problems which make rough or smooth the path of redwood lumber in California were presented in an address by Capt. E. A. Selfridge of Willits, Cal., who found consolation in the fact that the dealers in this wood seemed to have no troubles peculiar to themselves, but had experiences common to many.

COMMITTEE MATTERS

The appointment of the following committees was announced by the president:

RESOLUTIONS COMMITTEE—E. G. Griggs, Tacoma, Wash.; George N. Wendling, San Francisco, Cal.; J. E. Rhodes, New Orleans, La.; E. A. Hamar, Chassell, Mich.

NOMINATING COMMITTEE—Edward Hiacs, Chicago, Ill.; J. W. Dempsey, Tacoma, Wash.; E. A. Hamar, Chassell, Mich.; O. O. Axley, Warren, Ark.; E. A. Selfridge, Jr., San Francisco, Cal.

COMMITTEE ON CREDENTIALS—George E. Watson, New Orleans, La.; H. S. Childs, Minneapolis, Minn.; Thorpe Babcock, Tacoma, Wash.

The committee on credentials reported the basis of representation of the various associations, figured on their annual output, as follows:

	Output.	No. of Members.
Pacific Coast Sugar and White Pine Manufacturers	136,433,000	3
Georgia-Florida Sawmill Association.....	250,000,000	5
Michigan Hardwood Manufacturers' Association...	287,000,000	5
Hardwood Manufacturers' Association of the United States	500,000,000	7
Southern Cypress Manufacturers' Association....	567,292,000	8
Western Pine Manufacturers' Association.....	683,000,000	9
North Carolina Pine Association.....	763,000,000	10
Northern Hemlock and Hardwood Manufacturers' Association	850,000,000	11
Northern Pine Manufacturers' Association.....	962,345,000	12
West Coast Lumber Manufacturers' Association...	1,797,210,000	20
Southern Pine Association.....	4,500,000,000	47
Total	10,122,847,000	117

On behalf of the forestry committee a report was made by J. A. Freeman of Pasadena, Cal., who gave no countenance to the alarmist claims that a timber famine is impending in this country.

The committee on railroads reported by letter that it had found little it could do during the past year. F. R. Pierce of St. Louis is chairman of this committee.

A report by letter was made by W. A. Whitman of Tacoma, Wash., chairman of the committee on standardization, who said that little had been done toward putting into operation the recommendations formerly made by his committee.

The third committee to report by letter was that on advertising. Its chairman is A. T. Gerrans, who stated in his letter that in his opinion the trade extension department, when organized, would take the place of the advertising committee. The advertising committee was therefore discharged after being tendered a vote of thanks for its efficient work.

Charles F. Simonson, the association's manager of the Interinsurance Exchange reported that on April 20 last insurance in force amounted to \$1,430,877, which had grown from \$654,312 on February 15 last.

PAPERS AND ADDRESSES

A number of appropriate addresses were delivered before the different sessions of the meeting, and formal papers were read.

Frank L. Brown, one of the exposition commissioners, entertained the members with a brief account of how San Francisco rose out of the ruins of a fire and earthquake and had been rebuilt at a cost of \$400,000,000. California alone has spent \$17,500,000 in financing the fair, and the people of the Pacific coast have not asked the government to contribute one dollar.

W. W. Reed of Eureka, Cal., read a paper under the caption of "Efficiency in Logging." The point which he emphasized most was the bonus system. His experience had made him a strong advocate of that method of increasing the output, although he had found drawbacks, particularly at the start when loggers are disposed to view the bonus system with suspicion. When the matter becomes better understood the feeling of distrust disappears and results speak for themselves.

A number of papers were called for on the program, but those who had undertaken their preparation were unable to attend.

D. E. Skinner of Seattle was scheduled for a paper on "The Cost of Lumber Production," but not being able to attend the meeting, he sent a letter which very ably covered part of the ground assigned him. The matter of cost of producing lumber is now under investigation by the Forest Service, and Mr. Skinner's letter pointed out certain lines that might, he thought, be followed with advantage.

"Specific Against General Lumber Advertising" was the title of a paper read by Thorpe Babcock, secretary of the West Coast Lum-

for Manufacturers' Association. He believed that kind of advertising would pay, and that just results would be had from such. As the general public is government, and there is a time and place for every thing, he recommended the project.

Downman. It was pointed out that express prices had advanced 82% in the last two years, and during part of the time the express rates were going 15 cents, then 20 cents, and now 25 cents a thousand for association load, including the advertising expenses. He believed it would pay an insurance premium, and that advertising was merely the paying of a premium on the business it will bring. If 100 of the mills were returning, President Downman said he would be paying \$24,000 a year to the express association fund and he would not be doing this if he did not know that it paid.

The following papers and addresses were delivered before the meeting:

- President, The California Redwood Association, George J. White, New Orleans, Secretary, C. L. South, Cypress Manufacturers' Association.
- President, Manufacturers' Association, J. A. Gale, Tacoma, Wash., manager of the Pacific Marine Lumber Company, and Everett Sisson, San Francisco.

BOARD OF GOVERNORS

The association proceeded to elect the board of governors, and the results appear below:

R. M. Carter, Secretary, Moss, Clinton, T. McNeil, California, Mica, R. B. Goodwin, Goshen, Wis., Edward Hill, Chicago, George N. Wendling, San Francisco, C. L. J. G. Swain, Boston, E. C. Knapp, Portland, O., W. H. Smith, Tacoma, E. A. Sisson, D. San Francisco, C. L. C. Goshen, Goshen, Tacoma, Wis.

The California Redwood Association by appropriate action, became a member of the National Association.

A suggestion that the next meeting of the association be held in New Orleans was referred to the board of governors, which alone has power to decide the place of meeting. A decision will be announced in due time.

Objection was raised to the continuance of the association as a member of the National Fire Protection Association, because of dissatisfaction with the anti-kiln campaign with which that association has been connected; but the matter was smoothed over, and no secession took place.

The members of the association were guests of Pacific coast lumbermen in an outing among the hills north of San Francisco, where they visited the Muir Woods and saw some of the famous redwood trees in their native surroundings.

Interesting Traffic Developments

In a decision in the case of the Fetterman Row and Column Manufacturing Company, of Ittabena, Miss., versus the Southern Railway Company, in Mississippi, the commission held that rates on wooden porch columns in carloads from Ittabena, Miss., to points in Ohio and points east are found to be unreasonable to the extent that they exceed the rates concurrently applicable on lumber by more than three cents per hundred pounds. Evidence in the case showed that the columns were made of gum lumber. The commission found that the rate on these columns should not exceed the rate on the lumber from which they are made by more than three cents.

An application by various carriers serving Memphis for authority to establish rates on logs from Memphis to Paducah via Hollow Rock, Tenn., without observing the provisions of the fourth section has been denied.

Proposed increased on lumber rates from Wilson, Ark., to Cincinnati, O., have been suspended until November 1.

The National Wholesale Lumber Dealers' Association, acting for Frost & Davis Lumber Company, has attacked the lumber rate between Hartford, N. C., to Goshen, N. Y.

The Olen Elliott Lumber Company of Birmingham, Ala., claims that the Atlanta, Birmingham & Atlantic Railway is violating the fourth section on rates in force to Covington, Ky.

After unsatisfactory results from informal complaints, the Hollister-French Lumber Company of South Bend, Ind., has filed a formal complaint against the Michigan Central with the Interstate Commerce Commission. The company attacks the rate charged between Michigan City, Ind., and Naperville, Ill. At the time the shipment moved, there was in effect a sixth class rate of 61½ cents on hardwood lumber from Michigan City to Chicago. The rate from Chicago to Naperville was 3 cents. The rate from Chicago to Michigan City was 4 cents. Complainants declare the same rate should apply on traffic over identical rails but in an opposite direction.

Demurrage charges is a subject of a complaint filed by the Beekman Lumber Company of Kansas City against the Missouri Pacific. The complaint grows out of the embargo at Cypress, Ill.

The Powell Myers Lumber Company of South Bend, Ind., has filed a complaint against the Louisville & Nashville, attacking the rate charged on lumber shipped from Equality, Ill., to Mason City, Ia.

The Connor Lumber and Land Company of Laona, Wis., has filed a complaint against the Akron, Canton & Youngstown Railway Company, attacking various lumber rates from Laona to Indiana, Kentucky, Michigan, Pennsylvania, Ohio, New York and West Virginia points.

The case of the Jefferson Lumber Company versus the Central of Georgia has been dismissed at the request of the complainant.

- Hearings have been arranged as follows:
- Memphis, Tenn., May 29, before Examiner La Roe, 1. and S. 599 barrels to Gulf ports.
 - Saratoga, La., June 1, before Examiner Mackley, 1. & S. 619, lumber to eastern cities.
 - Houston, Tex., June 7, before Examiner Mackley; West Lumber Company versus Missouri, Kansas and Texas.
 - Nashville, July 8, before Examiner Kelly; Nashville Lumber Company versus Louisville and Nashville.
 - Meridian, Miss., July 12, before Examiner Kelly; C. L. Gray Lumber Company versus Alabama, Tennessee and Northern.
 - Pittsburgh, July 29, before Examiner Burnside; Joseph W. Coltriel Lumber Company versus Morgantown and Kingwood Railway Company.

Hardwood is not only becoming an important factor in house trim, but hardwood consumed by the building trade is becoming an item of considerable importance to the hardwood industry. There is a chance to make it still more important by persistent and intelligent exploitation.

There has been pretty good evidence of benefits in the way of large consumption coming from the exploitation of black walnut. This is an excellent native wood that should never have been neglected, and now that it is in favor again those interested in it should keep it there.

Those familiar with the eastern mistletoe only have no idea of the great losses due to this parasite in the forests of the West, where it counts next to fire and insects in the amount of damage done.

We are reminded by the Forest Service that William Pena in his charter of rights provided that for every five acres of forest cleared one acre should be preserved in woods. The pioneer Quaker had some good forestry sense, for a better forestry system could not be devised than that of having one-fifth of every farm in a woodlot.

The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter.

B 914—Wants to Buy 7/4 Beech in Dimension Stock
Frankfort, Ky., May 11.—Editor HARDWOOD RECORD: We are in the market for 20 to 30 cars 7/4 beech lumber and dimension stock. Do you know who has it to offer?

This company has been given the names of a few concerns who might have this lumber. Others in a position to supply it can have the name on writing to this office. EDITOR.

B 915—Wants to Buy Oak Dimension for Chairs

Peru, Ind., May 15.—OAK INFORMATION BUREAU, Chicago: Referring to your advertisement in the current issue HARDWOOD RECORD. Can you furnish me the names of mills which cut out oak dimension stock for chairs, and advise in this case whether they are prepared to cut out only straight pieces like legs, rails, etc., or whether they can also cut out rockers and back posts?

Those interested can have the name on writing HARDWOOD RECORD.—EDITOR.

B 916—English Firm Loses Mail

HARDWOOD RECORD has just received the following letter which explains itself:

Liverpool, May 7.—Owing to the fact that in the unfortunate sinking of R. M. S. "Lusitania" the American mail she was carrying has gone to the bottom of the ocean with her, we would request you to be good enough to insert this letter in your next issue, so that we may ask our many correspondents in your country to be good enough to send us duplicates of any mail they may have addressed to us between the dates of April 22 and May 1 (both dates inclusive), as the last letters we have received from your side were dated April 21 from friends in the Middle West and April 23 from our senior, Mr. G. Y. Tickle, who is at present in your country, writing us from the eastern seaboard; as by this method they will help us in minimizing as far as possible any inconvenience through this loss of mail.

For the convenience of many American friends whom we cannot approach personally we would say our senior may be addressed "Box 795 P. O. Plainfield, N. J.," as all letters so addressed will be forwarded to him to the various points of his travels. TICKLE, BELL & Co.

B 917—Wants to Buy Straight Grain Hard Maple for Bending

Detroit, Mich., May 20.—Editor HARDWOOD RECORD: A subsidiary of this company uses large quantities of a straight-grained hard maple for bending in the rough, for shipment at the rate of a car every five days, and is now ready to arrange for the season's requirements. Specifications are as follows:

Material 8/4" thick must be live stock, random widths, and not more than 20 per cent 4", 10', 14' and 16' lengths only, to cut into clear strips 5 1/4" long free from knots or burls that would affect bending, and free from shake; wane measured out. The stock must be suitable for bending into automobile steering wheel rims. He cut strips 1 5/8"x2", 5 1/4" long, and same must be clear.

On account of the purpose for which this material is used, we have found that it can be purchased as a special grade to better advantage to both buyer and seller, as the number of knots in the piece does not make so much difference, provided of course that they can be sawed out and not interfere with our cutting out clear strips 5 1/4" long.

By specifying 10', 14' and 16' lengths, we have allowed for sawing out any large knots that may be in the piece and still allow us to get clear sticks. We get two lengths out of 10' boards and three lengths out of 14' or 16', but prefer to buy as large percentage of 14' lengths as possible. Care should be taken that no sticker marks or doty spots show from piling.

We prefer to purchase stock thoroughly air-dried and which has been on sticks from a year to a year and a half, and prices should be quoted F. O. B. Detroit, stating whether the material is cut, how long on sticks, how many cars could be furnished in ninety days and how soon can ship first car.

Anyone interested in further details of this order should write HARDWOOD RECORD.—EDITOR.

B 918—Wants Birch and Maple Squares

Chicago, Ill., May 22.—Editor HARDWOOD RECORD: Can you tell us the names of several manufacturers of birch and maple squares 1x1x24-60" in length? This must be clear stock and straight, as it is to be used in the manufacture of handles.

The address of the above correspondent will be supplied on application. EDITOR.

References to "Mail Bag" Items Must Be Accompanied by Stamped Envelope to Receive Attention.

Clubs and Associations

Business Tour of Pan-Americans

The Pan-American Financial Congress which met May 24 in Washington, D. C., has planned a tour which embraces a number of cities, including Annapolis, Baltimore, Philadelphia, Pittsburgh, St. Louis, Chicago, Detroit, Buffalo, Boston and New York. One of the principal matters to be given consideration by the members of this conference is that of improving transportation facilities between the republics of America. It is evident that one of the first matters calling for action relates to means of carrying on trade by sea. Representatives from all the countries of America are in attendance.

Program of Business, National Hardwood Association

THURSDAY, JUNE TENTH.

9:30 a. m.—Registration of members and guests in convention hall, second floor, Hotel Sherman.
10:30 a. m.—Officers' and committee reports.
Greetings.....President E. V. Babcock
Report of the secretary-treasurer.....Frank F. Fish
Inspection rules committee.....Hugh McLean
Overweight claims.....James E. Stark
Transportation.....Emil Guenther
1:00 p. m.—Intermission for lunch.
2:00 p. m.—Report of committee on officers' reports.
Addresses.
Cooperation Versus Competition.....Harry A. Wheeler
Vice-president Union Trust Company, Chicago, Ill.
Closer Cooperation Between Buyer and Seller.....
.....Robert W. Irwin
President Federation of Furniture Manufacturers,
Grand Rapids, Mich.
Benefits of Uniform Inspection Rules.....E. W. McCullough
Secretary and General Manager National Implement & Vehicle Association, Chicago, Ill.
Thursday at 8 o'clock Complimentary Banquet Tendered by the National Hardwood Lumber Association.
Secure Tickets at Registration Desk.

FRIDAY, JUNE ELEVENTH.

10:00 a. m.—Convention called to order.
Addresses.
Individual Regulation of Hardwood Production.....
.....R. B. Goodman
President Northern Hemlock & Hardwood Manufacturers' Association, Oshkosh, Wis.
Lumbermen's Club.....Frank K. Rodman
President Lumbermen's Club of Cincinnati, Ohio.
Southern Hardwood Conditions.....C. G. Kadel
President Lumbermen's Club of Memphis, Tenn.
The Wholesale Lumber Dealer.....George J. Pope
President Lumbermen's Association of Chicago.
The Export Situation.....Geo. D. Burgess
President National Lumber Exporter's Association, Memphis, Tenn.
State Lumber Organizations.....C. H. Kramer
President Indiana Hardwood Lumbermen's Association, Richmond, Ind.
12:30 p. m.—Intermission for lunch.
1:30 p. m.—Report of committee on resolutions.
Addresses.
The National Chamber and Trade Associations...E. F. Trefz
Field Secretary, Chamber of Commerce of U. S., Washington, D. C.

New business.
Unfinished business.
Election of president and vice-president to serve one year.
Seven directors to serve three years.
One director to serve one year.
Friday night at 8 o'clock informal smoker and buffet luncheon, cabaret, vaudeville, music and other things. Everybody invited and welcome.

Lumbermen to Meet at Oshkosh

The Northern Hemlock and Hardwood Manufacturers' Association will hold its summer meeting at Oshkosh, Wis., in the last week of July. The association recently moved its offices from Wausau to Oshkosh, and will occupy a suite on the first floor of the F. R. A. building.

May Meeting Philadelphia Exchange

At the May meeting of the Philadelphia Lumbermen's Exchange an invitation was given E. A. Sterling, secretary of the Forest Products Federation, to make an address at the next meeting, the first Thursday in June. The Exchange also decided to keep its committee working until the legislature, now in session at Harrisburg, passes a suitable housing bill. The special committee, headed by S. Ashton Souder, urged the governor to veto the Gransback bill, a toothless housing measure, and the chief executive of the state did as requested.

The Exchange also decided to write the governor urging him to look out for the interests of large shippers of freight by appointing efficient business men to the seven vacant places on the Pennsylvania Public Service Commission. The Exchange further went on record as favoring a central city location for the municipal convention hall which is to be built by the city in the near future.

Delegates to the annual meeting of the Academy of Political and Social Science made an interesting report of the proceedings.

Chicago Resolutions on Death of Local Lumbermen

The Lumbermen's Association of Chicago at a recent meeting prepared the following resolutions on the death of Oliver O. Agler and Milton Miller who died recently.

WHEREAS, We have learned with profound sorrow of the death of Oliver O. Agler of Upper Meriden, members of this association, who passed away on Monday afternoon, April 26, 1915, at Geneva, Ill.; and

WHEREAS, Mr. Agler has been our associate in the lumber trade for over thirty-two years a citizen whose upright and noble life was a standard of emulation to his fellows; and

WHEREAS, In the death of Mr. Agler the lumbermen of Chicago and vicinity have sustained the loss of a friend and associate whose unfailing loyalty and business integrity have endeared him to his business associates hereabouts;

Resolved, That the members of the Lumbermen's Association tender their personal sympathy to the widow and his business associates in this hour of their affliction and bereavement and commend them for consolation to Him who orders all things for the best; and so it further

Resolved, That these resolutions be spread upon the records of this association and an engrossed copy be sent to the family of our deceased member and a copy be furnished to the lumber press.

WHEREAS, This association has learned with profound sorrow of the death of Milton Miller, secretary of the Christensen Lumber Company, member of this association, who died Wednesday morning, May 12, 1915; and

WHEREAS, Mr. Miller, having been prominently identified for many years with the lumber trade of Chicago, we point with pride to the life of our late associate as a bright example of business integrity and upright and worthy of emulation; therefore be it

Resolved, That the members of the Lumbermen's Association of Chicago in sorrow, tender to his bereaved family their condolence and warmest sympathy in this hour of their greatest affliction; and be it further

Resolved, That these resolutions be spread upon the minutes of the association and a copy be sent to the family of our deceased member and the lumber press of this city.

New York Golfers Enthuse

The first meeting of the "Knot Golfers," an association of golf enthusiasts from the ranks of the local lumber trade, was held May 18 at the Oakland Club, Flushing. The boys were given the privileges of the club and the links through the courtesy of Peter H. Moore, the local hardwood retailer, who is gaining a place in the front ranks of golfers hereabouts. Twenty-four lumbermen packed their bags for the trip to Flushing and twenty-four said they would come again, which sounds like faint praise, but is really deep appreciation for the fine time arranged for them. Mr. Monroe left nothing undone that would go to make the visit a pleasant one.

The tourney was run off in two sections, forenoon and afternoon and the close of the day found some of the entrants pretty tired though able to make the nineteenth hole unaided. The Oakland course is one of the sportiest in the district and is laid out over a stretch of ground both flat and rolling, affording fine opportunity for the display of skill. Those playing included: Henry Cape, A. E. Lane, A. C. Crombie, A. R. Carr, Guy Robinson, P. H. Moore, T. N. Nixon, R. J. Perrine, Sam E. Barr, R. Bickford, L. P. Rider, G. F. Herdling, G. P. Hedden, T. M. Sizer, C. G. Meeks, J. Crowell, J. H. Gress, G. Ross, H. McDowell, A. C. Puddington, W. S. Van Clief, R. N. Schaffer, H. V. Meeks and J. S. Carvalho. Henry Cape turned in the best gross score with 95 in the morning and 92 in the afternoon. H. McDowell had the best net with 81 for both morning and afternoon. The next round will be played about the middle of June probably at Searsdale.

Lumber Trade Club Organized at New York

The Lumber Trade Club of New York was formally organized at a meeting and luncheon May 11, at which time officers and governors were chosen. Eleven incorporators were present and all seemed to find much encouragement for the project in the results so far accomplished. Already over 100 applications are in hand and in a short time the required number will have been secured and the contracts completed.

The Lords Court building has made an attractive offer of rooms and furnishings which will probably be ready for occupancy by July 1. The rooms are on the seventeenth floor of that building, 27 William street. The officers elected are:

President—Van W. Tyler.

First vice-president—C. H. Hershey.

Second vice-president—John L. Cutler.

Third vice-president—Charles E. Hill.

Secretary—E. F. Perry.

Treasurer—F. R. Zabuskie.

Directors: The above and J. Y. Sweeton, W. D. Magovern, A. E. Lane, A. C. Crombie, A. R. Carr, H. G. Gott, B. L. Tim, I. N. Rodgers, F. M. Steves, J. G. Strats, F. R. Clark, Geo. M. Stevens, C. W. Manning, M. J. Hoban and C. E. Kennedy.

Monthly Golf Play

The second monthly tournament of the Philadelphia Lumbermen's Golf Club was held on the afternoon of April 12 on the links of the Whitmarsh Valley Country Club, and thirty-nine members and two guests played. John Slonaker won the prize for the best low net score. E. B. Humphreys and Horace W. Snodley won the prize for the best ball of partners. The game was played during a heavy rain storm, which made the scores uniformly high.

Dinner was served following the tourney, and Irving A. Collins was elected to membership. A letter of thanks was received from the Pine Valley Golf Club thanking the member for the gift of the two old golfing prints, which were sent to the New Jersey club after the April tournament.

Elaborate Invitation to Golf Tournament

Secretary F. R. Gadd of the Lumbermen's Golf Association of Chicago, has issued a very attractive announcement and invitation to the coming tournament of that association which will be held at the Beverly Country Club, Eighty-seventh street and Western avenue on Tuesday, June 8. The tournament competition is open to all lumbermen who are members of the Lumbermen's Golf Association.

It is announced in the invitation that the play for the championship will continue Wednesday and Thursday, June 9 and 10 at the Midlothian Country Club, Midlothian. This is the primary event and will be carried over for three days. The first round will be a qualifying round of thirty-six holes, the lowest eight gross scores in qualifying round to continue in match play for the association championship on Wednesday and Thursday. The first round Wednesday will be played in the morning over eighteen holes; the semifinal round in the afternoon, eighteen holes, and the final round Thursday morning and afternoon over the thirty-six holes. The rounds will all be match play. The winner of this event will be awarded a gold medal and the runner up a silver medal by the Lumbermen's Golf Association.

The American Lumberman cup will be awarded for the lowest gross score, eighteen holes, afternoon play; the Stillwell cup for the lowest gross score, thirty-six holes, morning and afternoon play; the Lumbermen's Association of Chicago cup for the lowest net score, eighteen holes, afternoon play, full handicap to apply; the Hettler cup at match play against bogey, eighteen holes, afternoon play, three-quarter of handicap to apply; president's trophy for best choice net score on eighteen holes, full handicap to apply; E. C. Crossett trophy, an approach and putting contest on ninth hole open to all players having a par or better score, afternoon play, on the eighteenth hole; E. L. Grant trophy, best net score on odd holes, afternoon play, full handicap to apply; F. L. Johnson, Jr., trophy, lowest gross score, morning or afternoon play, made on second

hole. There are four flight events, each carrying a medal prize.

The invitation contains full details of rules, transportation and arrangements. Fitting arrangements have been made for the entertainment of the visitors and convenient arrangements have been put into effect with the club so that the inconvenience of paying for various services rendered will be minimized.

National Association of Manufacturers' Convention Announced

The National Association of Manufacturers, with headquarters at 20 Church street, New York, has issued a detailed announcement of its twentieth annual convention which will be held at the Waldorf-Astoria hotel, New York, on May 25 and 26. Among those who will speak are former president, Wm. H. Taft, Senator Warren G. Harding of Ohio, and others of national reputation. The subject of Mr. Taft's address will be the "Clayton Act and Other Things."

James A. Emery of the National Council for Industrial Defense will outline the work of the newly created federal trade commission, which is vested with plenary powers over corporate business interests. There will be a general discussion of the effect of the activities of this body on the manufacturing industry.

The Federal Commission on Industrial Relations, which has been investigating the causes of industrial unrest, will also receive consideration. The attitude which this commission has taken toward employers in general and the trend taken by the commission at its various hearings, will be discussed by Walter Drew of the National Erectors' Association.

As an indication of the importance of the National Association of Manufacturers it has been estimated by experts that the members of this association supply about one-half of the world's railroad trackage and equipment; three-fourths of the world's means of telephonic communication, and the mechanical equipment, paper and ink necessary to produce one-third of the newspapers and magazines published in the



LATE MILTON MILLER OF CHICAGO
Mr. Miller was secretary of the Christensen Lumber Company. Died on Wednesday, May 12.

world. Members of the association also produce more shoes in one day than are produced by all the leading foreign competitors of the United States in a week. They produce eighty per cent of the automobiles made throughout the world, and gather with machines made in their factories, half of the harvest of the world.

Grand Rapids Club Holds Election Today

The Grand Rapids Lumbermen's Association has announced two tickets for the annual election to be held today, May 25, at Grand Rapids. The ballots have been in the hands of members for the past couple of weeks and are returnable on the evening of the annual meeting.

At the head of each ticket is the committee responsible for the same and judging from indications, there will be quite little excitement in the campaigning for the different officers.

Ample plans have been made for a profitable and pleasant meeting.

The committee composed of Earl Crossman, F. L. Fassett and J. W. Warner submits the ticket known as "the instlers." On this Arthur M. Manning is recommended for president; Robert K. Jardine, first vice-president; Walter C. Winchester, second vice-president; Adrian Van Keulen, secretary, and Glenn Fitzgibbons, treasurer.

The committee composed of F. I. Nichols, David Wolf and A. L. Dennis recommends the ticket entitled "the boosters," showing N. J. G. Van Keulen, president; G. W. Perkins, first vice-president; E. E. Dennis, second vice-president; A. M. Manning, secretary, and David Boland, treasurer.

Cedar Men Plan Meeting

The Northwestern White Cedar Association has accepted the invitation extended by Baudette and Spooner, Minn., to hold the annual meeting at Baudette. A special train will leave Minneapolis and it is expected there will be at least one hundred aboard.

The meeting will take place on June 26 and 27. President T. M. Partridge of Minneapolis will preside.

Arkansas Association Plans Convention

The Arkansas Association of Lumber Dealers has given out details of its eleventh annual convention to be held at Little Rock, on Friday and Saturday, May 28 and 29. J. D. Weber is secretary of the organization. The convention will be held at the Hotel Marion.

The following is a summary of the probable program:

FRIDAY

Following informal opening with addresses of welcome, responses, etc., President C. E. Hopkins of Cotter will deliver his annual address. This will be followed by the reports of the secretary and the treasurer.

Carl J. Baer, secretary of the Little Rock Chamber of Commerce, will deliver an address on "Profitable Farming and a Closer Relation of Retail Lumbermen to the Farm."

Following the luncheon the afternoon session will be opened with an address by O. O. Axley of the Southern Lumber Company, Warren, Ark., on "Co-operation and the Campaign Against Wood Substitutes." J. R. Morehead will talk on the subject of "What the Association Stands For." Other addresses will be "Sound Facts about Hoo-Hoo" by George H. Grayson, and "The Awakening of the Lumberman" by L. F. Ross.

There will be a theater party in the evening.

SATURDAY

Saturday's session will include committee reports, election of officers, naming of time and place of next meeting, discussions on treatment of competitor, educating the consumer and improving the retail lumber yard.

Inspection Report National Association

The May bulletin of the National Hardwood Lumber Association just issued shows the total amount of hardwood lumber inspected under the bonded certificates of the association during the month of April to be 11,677,467 feet. This total compared with April, 1914, shows a slight difference.

The earnings of the inspectors performing this work was slightly in excess of their salaries and expenses.

Golf Tournament in East

The program of the Lumber Trade Golf Association's tenth annual tournament issued by that association has been received by HARDWOOD RECORD. The tournament will be held at the Woodland Golf Club at Boston, June 8 and 9.

The Woodland Park hotel at Aburndale, Mass., has been selected as the headquarters during the tournament. The annual dinner of the association will be held on Tuesday, June 8, at eight o'clock at the hotel, and will be preceded by the annual meeting at seven o'clock.

The booklet contains a list of all questions as to prizes, score cards, matches, ties, entrance fee, etc. It also gives detailed information as to how to reach the golf course.

The officers for 1915 are: Frank Buck, Philadelphia, Pa., president; Frank W. Lawrence, Boston, Mass., vice-president; W. H. Smedley, Philadelphia, Pa., treasurer; H. A. Reeves, Jr., Philadelphia, Pa., secretary.

Date Set for Evansville Outing

The date of the annual summer outing of the Evansville Lumbermen's Club has been fixed for Tuesday, June 8. The outing will be held on the steamer John S. Hopkins, one of the finest steamers in the local port. A trip of several miles will be made up the Ohio and Green rivers. The boat

will leave Evansville at two o'clock and return at eleven at night. A banquet will be served and there will be dancing and refreshments on board the boat. It is expected that over 200 lumbermen, their families and friends will take in the outing. Secretary Mertice says he hopes to make the June affair the greatest event in the history of the local club.

With the Trade

Mississippi Veneer & Lumber Company

Several years ago the Hardwood Products Company of Neenah, Wis., established at Cedars, Miss., a sawmill and veneer plant for the manufacture of raw material for use in the Hardwood Products Company's door and interior finish factory at Neenah. Gradually the southern operating business was enlarged and the company found it expedient to dispose of some of its veneers, lumber and panels for the commercial trade.

The southern operation was formerly operated as the Kimberly-Wing Company, but recently was incorporated as the Mississippi Veneer & Lumber Company, it still being controlled as heretofore.

The company owns a large tract of hardwood timber located fifteen miles south of Vicksburg, Miss., on the main line of the Yazoo and Mississippi Valley Railroad. The timber is mostly red and white oak, red gum, white ash, cypress and other southern hardwoods. The timber supply is sufficient to last a good many years.

The main factory and mills are located at Cedars, Miss., a few miles north of the timber. The company operates a modern band mill with a ten-hour capacity of 25,000 feet, and a modern veneer mill. It also has a large three-story factory for the manufacture of panels. It maintains a mill town, owning a hotel and a number of dwellings for the use of employees at Cedars.

In the manufacture of panels the southern plant is supplemented by additional panel plant at Neenah, Wis., where panels and veneers of birch, quartered oak and northern hardwoods are made up.

The company gets out rotary cut veneers in plain red and white oak, selected red gum, sap and unselected gum, white ash, poplar, cypress and cottonwood. The panels are made up in red and white oak, unselected and red birch, selected rotary-cut red gum, sap and unselected gum, white ash, poplar, cypress and in fact about all the woods commonly used for this purpose.

New Company Organizes

It is announced that the Badger Lumber & Manufacturing Company, which has purchased the box factory and sawmill of the Campbell-Cameron Company, Oshkosh, Wis., has perfected its organization. Directors and officers have been elected. H. I. Boynton is president; Richard Salzieder, vice-president, and Paul Steinhilber, secretary-treasurer.

The company will manufacture boxes, screens for doors and windows, and a general line of millwork.

Tennessee Company to Erect Buildings

The Johnson City Lumber & Manufacturing Company, Johnson City, Tenn., will erect three buildings to contain 30,000 square feet of floor space, boiler house and office building. The company will install a band sawmill, planing mill, woodworking plant, including bending plant, with 200 H. P. steam plant. It will manufacture lumber, dimension stock, benches, bent rims for vehicles and round tables, and wooden parts for looms for textile mills. Also other woodworking specialties.

Accepts Position with West Virginia Company

W. C. Barlett, who has for years occupied the position of sales and office manager of the W. E. Heysler Lumber Company, Cincinnati, O., has resigned that position, his resignation becoming effective on May 15. On that day he became sales manager of the American Column & Lumber Company, St. Albans, W. Va.

Mr. Barlett has established a wide acquaintance in the hardwood manufacturing and consuming trade. He takes with him a world of experience and the best wishes of his unlimited number of friends for his continued success.

Walter Clark to Erect Plant

The Walter Clark Veneer Company, Grand Rapids, Mich., has completed plans for the erection of a three-story and basement brick warehouse on the corner of Granville and Prescott streets, south. It is said the purchase price of the property was \$7,000.

The company has been awaiting the decision of the Pere Marquette railroad regarding placing siding alongside the property, and with a final affirmative decision on this question has finished plans.

The new building will be 111x165 feet and work will be commenced June 1. The structure will cost about \$25,000.

Mr. Clark has been doing business at Grand Rapids for thirteen years. He started business in quarters for which he paid four dollars a month. Mr. Clark's road representatives are Leon Snyder and Ernest Devries.

Considering Operating Philadelphia Company's Property

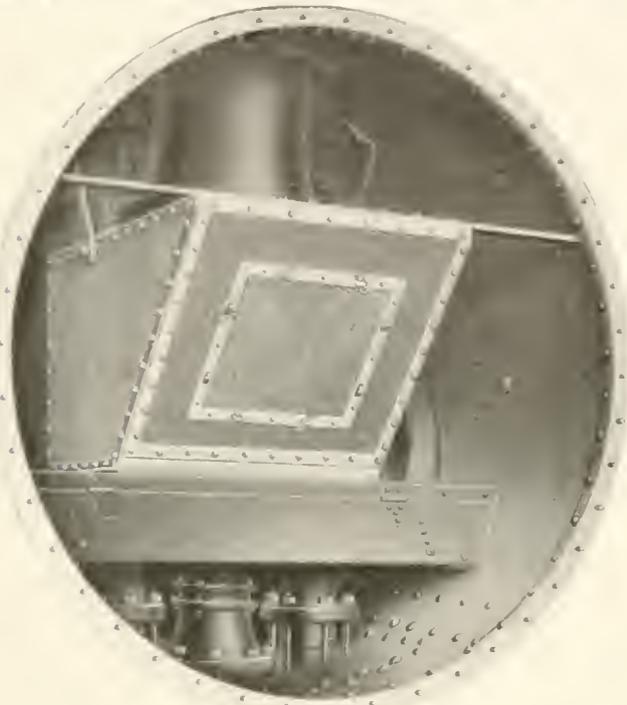
John O. Sheatz, receiver for the International Lumber & Development Company, Drexel building, Philadelphia, left New York on May 13 to inspect the San Pablo ranch of the company, situated at Champeton, state of Campeche, Mexico. With Mr. Sheatz are C. B. Hobart, who has had ten years' experience in Mexico, and who has been made general

namely, of the property. William Nelson Little and F. L. Meister, two of the three appraisers appointed by Judge Thompson, in the Philadelphia United States District court. These men together with the third appraiser, Charles F. Lane, now in Yonkers, and Frank W. Shriver, chairman of the stockholders' protective committee, will make a thorough examination of the property and will report on the advisability of operating it.

The company went into the hands of the receiver following the conviction of its former officers and promoters, who were found guilty of conducting a swindle through the mails.

An Efficient Spark Arrester

At a recent meeting of the Forest Fire Protective Association, Burton W. Mudge & Co. of Chicago, offered for exhibition the Mudge-Slater spark arrester, an entirely new contrivance, that is new in its design and its



AN EFFICIENT TYPE OF LOCOMOTIVE END SPARK ARRESTER, MADE BY BURTON W. MUDGE & CO. OF CHICAGO

general principles, for the effective elimination of sparks from locomotive smokestacks without hindering the efficient operation of the locomotives.

In this connection is shown a photograph which gives a fair idea of the general character of the design, the top, bottom and back of which are of sheet steel, the sides and front of punched metal or netting, all formed around and reinforced with angle irons. Summarizing the advantages offered by this arrester, the Mudge company says that after severe tests and two years' constant service on many locomotives running through a heavily wooded country the officers of the company were convinced, in spite of previous experience, that it is possible to entirely eliminate fires caused by sparks from smokestacks.

The second feature is the ease with which it can be removed from smokestacks for evidence where suits are brought for damages from fire. It can easily be removed without disarranging or damaging a single part of the arrester. As to inspection and maintenance, the company claims that it is possible to inspect all around the spark arrester without removing various plates, nettings, etc., which results in considerable saving in labor and insures reliable and constant inspection.

As to the question of steaming with this arrester in place, contrary to past experience, it is reported to be found that locomotives equipped with this spark arresting device steam more freely, and that the coal consumption is materially reduced. This claim is based on the assertions of engineers on locomotives equipped with the Mudge-Slater spark arrester, who maintain they can cover their runs with from five to nineteen per cent less coal.

If all that the manufacturers claim of this contrivance is correct, it should be very valuable to manufacturers operating their own locomotives as well as railroad companies operating through territories liable to be damaged by locomotive spark fires.

Charles J. Allen

Charles J. Allen, member of the lumber firm of Shover & Allen, Dayton, O., shot himself through the head, May 22, while driving in his automobile to Possum Creek bridge, a few miles south of the Soldiers' Home, near Dayton. The engine of the car was still running when Mr. Allen was found, a cigar was in his mouth and his right hand clutched a revolver. Coroner McKemy has been unable to establish any cause for Allen's act. A quantity of cash in his pockets and a credit rating association's report also found in his clothes dispels any belief that he was in financial trouble. Before coming to Dayton Mr. Allen

lived at Safford, O. He was thirty-five years old. For several years he was vice-president of the Union Association of Lumber, Sash and Door Salesmen. Mr. Allen was well known in Cincinnati lumber circles and the report of the act came as a distinct shock to the Queen City lumbermen.

John F. Cronin

John F. Cronin, retail lumber dealer of New York and for over thirty years associated with the lumber business of the city died after a brief illness at his home in Bronx Borough May 11. He was 53 years old. Mr. Cronin was one of the best known and most popular men in the trade. He began in the business as an employee and by steady effort and sheer ability rose to a point that numbered him among the city's best lumbermen. His reputation was the best and all who knew him held him in high esteem. He is survived by a wife and one daughter.

Starts His Own Business

John J. Gullyen, for many years a widely known figure in the Philadelphia lumber trade, has gone into business for himself, and he now heads the Gullyen Lumber Company, a wholesale concern, which has opened up offices on the fourteenth floor of the Widener building, Chestnut street, near Broad. The firm has been incorporated under the laws of Pennsylvania and is capitalized at \$20,000.

Mr. Gullyen got his first experience in the business on the lumber wharf of Taylor & Betts in 1885. He remained with the firm until it was succeeded by W. S. Taylor & Co. When Thomas B. Hammer left the Taylor firm to go into business for himself, Gullyen went with him. Three years ago the head of the new firm left Hammer and associated himself with the Producers' Lumber Company, remaining there until a few weeks ago.

Lumbermen's Alliance April Fires

Bulletin 81 of the Lumbermen's Underwriting Alliance shows that April fires among the members totaled \$21,822.63 in loss. There were six fires as follows:

Property	Loss
Marion County Lumber Co., Marion, S. C.	\$ 29.16
Bell Lumber Co., Marion, S. C.	32.22
Thompson & Ford Lumber Co., Grayburg, Tex.	90.85
W. T. Smith Lumber Co., Chapman, Ala.	218.52
Southern Pine Lumber Co., Hubolt, Tex.	6,441.91
G. W. Fouke Lumber Co., Hawkins, S. C.	15,000.00

Walter Mueller Wins Iron Cross

Walter Mueller and Fritz Mueller, both of the firm of J. F. Mueller & Sohn, Hamburg, Germany, have been at the front in the European war since its beginning. Walter Mueller is a lieutenant in one of the cavalry



WALTER MUELLER, J. F. MILLER & SOHN, HAMBURG, GERMANY, WHO HAS WON THE IRON CROSS FOR BRAVERY IN THE GERMAN RANKS

regiments serving with the ninth army corps. The last letter received from him on this side was from Bierencourt, a little village in France. He is at present in active service in France and has received the Iron cross for bravery.

Fritz Mueller, one of the owners of the company, is serving with the riding artillery.

Practically all of the men in the Mueller offices are fighting either in the East or West, and several already have perished.

The Japanese agent of the Mueller company was in Tsingtau during the siege by the Japanese and volunteered his services there.

It is little incidents of old-time friends and acquaintances who are involved in the conflict, and who perhaps have fallen dead or wounded, that bring home to us most closely the horrors of the war.

HARDWOOD RECORD is sure that many American friends of these well-known and well-liked Germans are united in hoping that they may come through unscathed, and that when the conflict is finally over, they will give to us the privilege of seeing them once more.

William R. Gardy

William R. Gardy, a well-known wholesaler of Philadelphia, died at his home in Buckingham, Pa., on May 5 at the age of forty-nine years. He was buried three days later in the St. James the Less Cemetery. He started in business in Philadelphia in 1905, handling yellow pine only, but soon embraced hardwoods. Mr. Gardy manufactured lumber at Downings, Va., from 1888 to 1893, removing his mill to Leedstown, Va., in the latter year. He had another mill at Garytown, Va., and he also was a member of the firm of Gardy & Goad, which manufactured lumber at Lancaster Court House. When the firm of Gardy & Goad was dissolved, Mr. Gardy went to Philadelphia and took up his residence there.

Pertinent Information

Trade Opportunities Abroad

Prospective buyers in Uruguay are in the market for clothes pins and wooden chair seats. Americans who care to inquire further into the matter may address the Bureau of Foreign and Domestic Commerce, Washington, D. C. The index number for the clothes pins is 16,704 and for the chair seats, 16,708.

Forest Products Available for Export

The Forest Service is collecting information concerning the lumber and other forest products available for export from the United States. The information will be compiled by ports and will be arranged to show the particular products that may be sent abroad. Inquiries have been sent to exporters and other persons who may be in a position to supply commodities for export.

Lists of particular woods will be compiled. That is a departure from the usual custom of collecting statistics of lumber shipments. Such have usually listed a few woods only, seldom more than half a dozen; but the contemplated list will include the following: Longleaf pine, shortleaf pine, North Carolina pine, white pine, Norway pine, hemlock, spruce, red cedar, white cedar, white oak, red oak, hard maple, soft maple, red gum, yellow poplar, chestnut, beech, birch, basswood, rock elm, soft elm, white ash, brown ash, hickory, cottonwood, tupelo, sycamore, walnut, cherry, locust, persimmon and dogwood.

It may be noted that Pacific coast and Rocky Mountain woods are not included in this inquiry, but will probably be covered by supplemented lists. The schedule of articles to be included in the list of exports embraces most commodities made of wood in any considerable quantity in this country, and note is taken of raw material and partly manufactured stuff. Special blanks are provided for the following articles: Logs, lumber, timbers, dimension, scantling, billets, ties, shingles, lath, veneer, poles, mine timbers, flooring, tight cooperage stock, slack cooperage stock, box shooks, car material, chair stock, dowels, furniture stock, gun stock blanks, handle stock, implement stock, last blocks, match wood, pattern lumber, paving blocks, pegwood, ship timbers, shuntle and bobbin blanks, sounding board stock, spoolwood, tank stock and vehicle stock.

The chief purpose in collecting this information is to have it available for the use of consuls and commercial agents in foreign countries in their campaigns for the extension of American trade.

Porch Furniture in the Tropics

A recent consular report speaks of a neglected opportunity for Americans to sell porch furniture and accessories in the tropics south of us where the people spend much of their time sitting or lying in the shade. They build their houses with as much outdoor space under shelter as possible, and live there. Swings capable of being used for a full-length nap should prove very popular, as well as the two-seated arrangements swung to wooden frames that are a familiar sight on so many lawns in the United States. A swing having some sort of adjustable sides, which could be used to hold a fretful child on a hot night, in place of a stifling bed inside the house, cut off from cool air currents, would doubtless be well received. Any other porch equipment such as has been developed in the United States should have a good prospect of sale in all tropic countries south of us. The obviously natural life is to be out of doors as much as possible there, and the houses represent the logical evolution of this instinct. Hammocks are not needed; the natives weave better ones than can be gotten from the United States and for much less money than imported hammocks would cost, but any other sort of appliance or feature for a semioutdoor life will in all probability be bought extensively.

New Idea in Fuming Oak

A new process of fuming oak was described in a recent number of the London *Timber Trades Journal*. The usual way of evaporating ammonia for fuming has been to allow it to drop from a tank outside the vat on a series of slides inside, and finally into a jar on the floor, this dripping process extending over a period of from twelve to twenty-four hours.

The new method is to place in a long, shallow pan about one-third the quantity of ammonia usually required, and place this over a coil of steam pipes. The advantages claimed for this way over the old method are that a more uniform color is obtained, the work is done in half the time, and much less ammonia is required.

Timberland Assessment Annulled

A matter of great interest to timber land owners of Louisiana, and indirectly of interest in the country generally, was disposed of by the Louisiana Supreme Court in a decision handed down on May 11. In that state a jury of experts was employed to fix the value of timber land, and the assessors simply adopted the values set by the experts. An appeal was taken on the legal ground that the assessors did not exercise their own judgment, as the law requires, but accepted values fixed by others. The court held that by doing so, the assessments were rendered null and void. The question has been very prominently before the people of Louisiana and has caused much discussion. The owners of timber appealed to the courts because they regarded the assessments unreasonably high.

Philippine Trade Review

The first number of a monthly paper published at Manila, Philippine Islands, has been received. It is devoted to the interests of lumber, hemp, sugar, copra, tobacco, engineering, mining, and shipping. The lumbering interests are well represented. The paper is edited by A. W. Marnham. The beginning promises well, and the field is large. At the present time the export trade of the islands is suffering greatly for lack of vessels to carry products to market. That trouble will be remedied in course of time.

Heavy Cut on Government's Arkansas Lands

The report of Acting Forest Supervisor R. C. Huey of Hot Springs, covering the period from July 1, 1914, to April 30, 1915, has just been forwarded to the Department at Washington.

The report shows a total cutting of 6,373,000 feet for the period. This cutting represents a sale price of \$16,836.58, and while the cut was slightly less than for the same period last year the amount of timber sold this year has been much greater than the sales of last year. This year's report shows sales aggregating 18,795,500 feet, the price being \$58,776.60, as against last year's sales of a total of 11,463,000, for the price of \$33,873.31, or an average this year of \$3.13 per thousand against an average price of \$2.96 per thousand for last year.

The report indicates that settlers and small mills have been heavy purchasers during the year, and it would appear that in spite of the somewhat depressed condition of the timber market generally there are good prospects that in the future the 20,000,000 feet allowed annual cut from the Arkansas National Forest will be reached, and at steadily advancing prices.

Twenty-five per cent of the net receipts from these sales of timber is given to the state for use in schools and roads in the counties wherein the forest lies. An additional ten per cent is also used by the Forest Service in improving the roads through the national forest.

Wood Exploitation on Java

The director of Agriculture, Industry and Commerce in Dutch Indies states that on June 19, 1915, the resident of the district "Rembang" will give out by public tender the exploitation of the djati wood forests of Ngrapah during the four coming years. Maps and calculation of the present quantity of wood can be obtained at resident's office at "Rembang."

The minimum price for timber of at least 16' 8" long is \$9.50 per cubic meter (1 cubic meter is equal to 1,308 cubic yards). It is expected that there will be about 548 cubic meters of timber of 16' 8" and up; 1,097 cubic meters of timber of 10' to 16' 8"; 3,839 cubic meters of timber under 10', and 20,000 cubic meters of fire wood.—(Translated from *De Indische Mercuur*, Amsterdam.)

Nail Holes in Flooring Make It Durable

Nail holes bored in hardwood flooring make it subject to duty as a manufactured article, according to a decision last week by the Board of General Appraisers. A protest by the Canadian Pacific Railroad had been registered in connection with the classification of hardwood flooring, planed, tongued, grooved and bored, which had been denied free entry. General Appraiser McClelland in his opinion says, in part: "Every effect produced on the flooring in question, except the boring of the nail holes, was produced by a machine known as a matcher and planer, and but for these nail holes it unquestionably would be entitled to free entry as claimed and it remains therefore only to determine whether the addition of the nail holes changes its classification. These holes are made at regular distances apart—from four to eight inches—by what is called a boring machine attached to the planer, and are designed to serve two purposes, viz., to

saw the time of the carpenter in the laying of the flooring and to prevent the splitting of the boards. The boring of these holes unquestionably is a very simple and inexpensive process, but if the process is to be deemed one of manufacture and advancement it may serve to defeat the claim of progress.

"We have said that we are satisfied that it was the purpose of Congress in this latest revision to place all kinds of lumber, regardless of how it is treated, so long as it has not lost its identity as lumber, on the free list. The question there under consideration was simply changes in condition produced by the planer and matcher. The issue here is very different for the effect of the boring of these small holes is to place this flooring in a condition beyond that of sawed boards or lumber planed and tongued and grooved and ready for use as such. It might be urged that because these holes were bored in connection with the planing process at very inconsiderable cost, although a step beyond planing, tonguing, and grooving, it was too insignificant to be considered as changing the dutiable character of the merchandise, but we do not think that the question of cost should control or even influence a decision on that point.

"It may still be open to question whether this flooring, although prepared for a particular use, even though it be known as flooring, is a manufactured article, but we deem it unnecessary to discuss that question at this time."

Steel Passenger Car Construction

The number of steel cars and those with steel under frames and wooden superstructure in use in the United States on January 1, 1915, was 18,600, compared with 1,302 such cars in service January 1, 1909. The number of cars of that kind built in 1914 was 4,295. The construction of all wood passenger cars has practically ceased. The wooden cars in service January 1, 1912, numbered 48,126, on January 1, 1915, 43,512. The following list gives the cost of all-steel cars of different types:

	Average Cost
Postal	\$11,000
Mail and baggage	10,000
Mail, baggage and passenger	10,000
Baggage and passenger	10,000
Baggage or express	8,500
Passenger	12,800
Parlor, sleeping, dining	22,000
Business	15,000
Motor	20,000

Another Long Flagstaff

Within recent years many long flagstaffs have been reported, and the latest candidate for first place grew in British Columbia and is Douglas fir. Consul General R. E. Mansfield at Vancouver, B. C., recently made a special report on the remarkable stick. It will be forwarded soon to Great Britain as a present from the provincial government, and will be placed in the Kew Botanical Gardens, a few miles out from London. The staff is 216 feet in length, without flaw or defect.

In its original state the stick was 5 feet in diameter at the butt and 14 inches in diameter at the top, and perfectly straight. Dressed into shape, the staff has a diameter of 32 inches square at the butt for a distance of 16 feet. For the next 100 feet it is octagonal in shape, and for the last 100 feet it is round. The upper 200 feet is a gentle taper from 32 inches to 12 inches in diameter. The staff is now in the yards at False Creek, Vancouver, awaiting shipment. It will be forwarded as a deck load on one of the big liners running out of Vancouver. The flagstaff at the courthouse in Vancouver, which is 204 feet long, came from the same timber limits. The old Douglas fir flagstaff at the Kew Gardens was for many years the tallest in the world. It was recently taken down on account of decay. The tallest now in existence is said to stand in the exposition grounds at San Francisco.

Ship Yards Will Need Wood

War is destroying ships on all the seas. Vessels to take their place must be built when peace returns, and shipyards will become large buyers of wood for new vessels. But the demand will not stop there. Many ships that will survive will need interiors. When things settle down to normal level again travelers will board familiar ships—familiar still in their outward seeming—to find themselves in strange quarters. For all the large liners which have been chartered by the governments as armed merchant cruisers, store ships, patrol vessels, and the like, will have new interiors. History will not be able to tell us how many thousands of tons of doors, bulkheads, and carved, fretted fittings of saloons have been given to the furnace flames, while all woods too hard for burning have gone inconspicuously overboard. Verily this war waste is to be found in many unsuspected corners, and the internal arrangements of many noted liners will strike oddly on the eye of the traveler boarding one of his former favorite ships after she has done her part in the naval services of this war.

Want Wooden Pulleys

An American consular officer in New Zealand reports that a firm of mechanical engineers in his district is desirous of communicating with American manufacturers of wooden pulleys. Best terms and prices should be given, and catalogues should be sent. Further particulars may be had by inquiring at the Bureau of Foreign and Domestic Commerce, Washington, D. C., giving the index number 16,525.

Lumber for Salmon Boxes

Approximately 30,000,000 feet of lumber was used last year in the manufacture of salmon boxes. The total pack of canned salmon on the North Pacific last season was about 4,717,000 cases. It requires about six and an eighth feet of lumber for every case. The 1915 pack of salmon is expected to be considerably larger than in 1914. Packers estimate that it will total at least 5,500,000 cases, which will mean about 40,000,000 feet of lumber for boxes.

Inspection of Handle Stock

A writer in *Wood Turning* offers the following rules for inspecting handle blanks:

General appearance of the blank—color, and harshness, live or dead. Reject "dozy" pieces, decayed or dead stock. Grade down sapstained pieces.

Grain—closeness, regularity, absence of deformation, direction. Reject very wide grain, grade down flatwise sawing with grain along wide side of stock.

Wayne and bark—reject pieces which will not make full handles—grade down those which may leave wayne on high parts of the handles.

Checks, splits, wind shakes. Reject all which may make defective handles, grade down those which show the least suspicion of wind shake in any part, as such handles cannot be depended upon.

Knots—Reject any and all pieces which carry knots which may reach to the handle after turning. Grade down all pieces containing knots of any character as they are likely to weaken the handle even if they do not actually run into the part left after turning. The presence of a knot, even though it all turns off, disturbs the grain for a considerable distance around the knot, and therefore lowers the grade of each and any piece containing a knot, except possibly very close to, or at the extreme end of any blank.

The Glasgow Lumber Market

A recent report by Consul John N. McCunn, at Glasgow, Scotland, gives valuable information concerning the lumber business in that vicinity, as is shown in extracts which follow:

Seventy foreign woods are required to meet the needs of Glasgow, the different kinds of which vary greatly from many causes, but chiefly from climatic conditions, area of growth, and methods of manufacture.

At the beginning of last year the market opened encouragingly, followed soon by a tendency to dullness, which condition continued more or less throughout the year. This was attributed to the belief that values were not likely to be maintained, in view of an unfavorable prospect in shipbuilding, the main support of the timber market. It was also thought that imports were heavier than the demands warranted; consequently merchants bought just enough to supply immediate requirements, expecting prices to fall. The war brought the timber trade practically to a standstill.

A shortage in packing case material soon became evident, with the result that prices advanced thirty to forty per cent within a few weeks.

As Russia could not be depended on to supply the market, importations from Canada and Sweden at advanced prices were made to supply the deficit.

A demand for timber was created by government orders for huts, beds, tables, and other necessities for the quartering of soldiers.

The loss of steamers and the advance in freight rates brought orders to the Clyde shipbuilding yards for new tonnage that otherwise in all probability would not have been received. A shortage of supply in teak caused an advance of about ten per cent over the previous year's prices.

Furniture woods, except three-ply wood, that were in active demand at high prices at the close of 1913 weakened gradually under the pressure of heavy imports, but there was evidence of improvement before the close of the year.

A limited business was done in American hardwoods, but toward the end of the year depleted stocks and higher freights gave the market a firmer tone. White oak and elm logs, California redwood, greenheart, hickory, and ash remained firm at about the 1913 prices.

With decreasing stocks and buyers disinclined to import under the present high freight rates, prices are bound to rise eventually in this market.

Only about half of the timber consumed in this district is imported direct to Glasgow, as the large-dimensioned timber can be more profitably handled afloat; consequently logs from Canada, British Columbia, the United States, and other places intended for Glasgow are mostly discharged at Greenock, on the Clyde, thirty miles below Glasgow. These are floated to timber ponds in the vicinity of Greenock and shipped thence by water or rail as desired.

Baltic and White Sea exports, chiefly deals and battens, for convenience are shipped to ports on the east of Scotland, principally Grangemouth, whence they are either transhipped in barges via the Forth & Clyde Canal to Glasgow timber yards situated thereon or brought by rail direct to the city.

The wood imported direct to Glasgow harbors during 1914 amounted to 2,400,000 board feet, which represents about one-half of the total importation. The imports at Grangemouth during the year totaled 4,300,000 board feet, a large proportion of which was transhipped direct to Glasgow.

New York's State Tree

The New York State College of Forestry, when called upon to select the most representative tree of the state to be planted at the San Fran-

cisco Exposition as a permanent contribution, selected the white pine, and sent with it some New York soil balled round the roots to give it a friendly setting in the strange land by the western sea. The choice was not a bad one, though white pine's importance in that state is historical rather than present. The production of pine there is now exceeded by both maple and hemlock.

Lumbermen as Soldiers

The lumbermen of Great Britain have 7,500 men on the firing line on the continent. Some of them were the first to respond when the call for soldiers came, and since then others "keep a-coming." Statistics are not at hand to show how many German, French, Belgian, Austrian and Russian lumbermen are at the front but there is no reason to suppose that they are less numerous than the British.

Swedish Matches of Ash

In Sweden the match manufacturers pay from \$20 to \$25 a cord for ash for making matches. It has been the common understanding in this country that the Swedish match is made of aspen, a tree of the cottonwood family; but a recent consular report by Ernest L. Harris at Stockholm speaks of the lumbering of large quantities of ash for the match trade in the north of Sweden. The prevailing notion has been in regard to ash that it is not well suited for matches because of the hard and soft streaks in the wood, corresponding to the annual rings of growth. Another requirement for match wood is that it must burn with a clear, white flame, and that the coal must die on the stub quickly after the blaze goes out. The infrequent occurrence of ash in regions as far north as Sweden causes surprise that it should be selected for matches in preference to the abundant and satisfactory aspen.

Opening for Shoe Findings in Italy

Italian manufacturers of shoes have heretofore procured most of their supplies from countries now at war, and it has become necessary to look elsewhere for some of these. The wooden articles needed are lasts, shanks, pegs, and heels. Lasts are of sugar maple, shanks of paper birch, and heels usually of birch. The shank is a thin piece of wood placed between the shoe's outer and inner soles to stiffen them. American manufacturers of these articles could easily supply Italy's wants. The consumption of wood in the United States for boot and shoe findings amounts to more than 66,000,000 feet a year. This places it among the large wood-using industries of the country.

Example of War Rates

As an illustration of the effect the war is having on cargo rates, the case of the schooner William T. Lewis, being loaded with 2,000,000 feet of lumber at Everett, Wash., is cited. The vessel is to get \$50,000 for carrying its cargo to England, although the cargo is valued at only \$25,000.

Lumber Wanted in Spain

An American consular office in Spain reports that a firm in his district desires to communicate with American exporters of lumber. Bank references are given. The particulars may be obtained by addressing the Bureau of Foreign and Domestic Commerce, Washington, D. C. In making inquiry, the index number 16,349 should be given.

Is It a Joke?

The following squib from an English paper may be submitted to those who want to guess whether or not it is a joke, and if it is a joke, why? "One difference between American and English railroads is that in America the sleepers are on top of the rails and in England they are under them."

It should be explained that in England they give the name sleeper to the timber called a cross-tie in America.

Hardwood News Notes

◀ MISCELLANEOUS ▶

The G. D. Booth Lumber Company succeeds G. D. Booth, Marshfield, Wis.

At Palatka, Fla., the Florida Woodenware Company suffered a loss by fire.

The J. D. Humphrey Woodworking Company has become an involuntary bankrupt.

At Clyde, O., the Clyde Cooperage Company has called a meeting of its creditors.

The Portsmouth Planing Mills, Portsmouth, Va., have become involuntary bankrupts.

At Anniston, Ala., the Halle Buggy Company has been incorporated with \$50,000 capital.

The Baxter Stave Company has been incorporated at Jelks, Ark., with \$75,000 capital stock.

B. A. Kohler has been appointed receiver for the H. D. Williams Cooperage Company, Leslie, Ark.

George Z. Stephenson has been appointed receiver for the Household Cabinet Works, Providence, R. I.

At Platteville, Wis., the Tomahawk Box & Veneer Company, Tomahawk, Wis., will locate a branch factory.

The Consol Chair Corporation, Greenville, Tenn., has gone into bankruptcy on an involuntary petition.

At Lincoln, Neb., the Handicraft Furniture Company has been purchased by the state board of control.

It is reported that H. C. Gunderson ofaudette, Minn., will erect a sash and door factory at that place.

The Wolf Creek Lumber Company has been incorporated at Huntington, W. Va., with a capital stock of \$100,000.

F. N. Weaver has been appointed receiver for the American Furniture Manufacturing Company at Asheville, N. C.

Fire did considerable damage to the plant of the Gulf Woodworking Company, New Orleans, about ten days ago.

H. C. Hancock of Chassell, Mich., and others are organizing a stave company to erect a factory at Arnhem, Mich.

The Trent River Lumber Company has been incorporated at Pollocksville, N. C., with a capital stock of \$25,000.

The Detroit Buggy Company, Detroit, Mich., in its bankruptcy petition shows assets of \$422,391.13 and liabilities of \$329,650.71.

Fire did damage estimated at \$100,000 in the box plant and lumber yards of S. T. Alcus & Co., Ltd., box makers and dealers in hardwood lumber, New Orleans, the early part of this month.

◀ CHICAGO ▶

The second report of actual sales of hardwood lumber has been issued by the Hardwood Manufacturers' Association of the United States for the month of April. This is an even more comprehensive report than the one for March, and contains a line of information that will be of remarkable value to anybody handling a general line of hardwoods.

A pamphlet entitled "Co-operation in Export Trade," a reproduction of an address by William S. Kies of the National City Bank of New York before the American Academy of Political & Social Science of Philadelphia, has just been received.

The Lamb-Fish Lumber Company is issuing a very handsome stock list containing in addition to the mere listing of the company's stock a detailed description showing the excellence of that material. It also contains some authoritative opinions on market conditions here and abroad. This is an analysis of lumber conditions from the other side showing conditions of stock, etc.

W. H. Weller, secretary of the Hardwood Manufacturers' Association, Cincinnati, O., spent a few days in Chicago last week.

E. D. Beals, president of the Hardwood Products Company, Neenah, and the Mississippi Veneer & Lumber Company, Cedars, Miss., passed through Chicago on May 14 on his way north from a trip to the southern mills.

E. D. Galloway and Max Pease of the Galloway-Pease Company, Saginaw, Mich., and Poplar Bluff, Mo., spent several days with the local trade a week ago.

R. S. Huddleston, president of the Huddleston-Marsh Lumber Company, Chicago, left last week for a ten days' trip east. He will be busy on affairs in connection with his company.

V. L. Clarke of the Des Moines Sawmill Company, Des Moines, Iowa, spent several days on business in Chicago. Mr. Clarke has been interested in matters looking toward increased development of the company's business.

F. L. Zaugg, manager of the Wisconsin Seating Company, New London, Wis., made a profitable business trip of several days' duration to Chicago last week. Mr. Zaugg says that this company is doing a satisfactory business in the varied line of its manufacture.

The Universal Level & Tool Company has just started business at 2512 W. Monroe street, Chicago.

Walter B. Burke of the Lamb-Fish Lumber Company, Charleston, Miss., is spending a week at French Lick Springs, Ind.

Garrett E. Lamb, president, and R. B. McCoy, treasurer of the Lamb-Fish Lumber Company, Charleston, Miss., were in Chicago last week on their way to Clinton, Iowa, where these two members of the Lamb-Fish company reside.

F. R. Gadd of the Wisconsin Lumber Company, Chicago, was among the prominent lumbermen representing the lumber interests at the traffic conference at Memphis last week.

G. W. Jones of the G. W. Jones Lumber Company, Appleton, Wis., passed through Chicago on Monday on his way south to the company's mills at Helena, Ark.

L. M. Borgess was in Chicago the latter part of last week on his way north. Mr. Borgess is of the Steele & Hibbard Lumber Company, St. Louis, Mo.

G. C. Robson of the Heineman Lumber Company, Merrill, Wis., together with Mrs. Robson and their young son, spent several days in Chicago the latter part of last week.

H. W. Baker, Jr., of the Baker-Matthews Manufacturing Company, Sikeston, Mo., spent last week in Chicago on business.

< NEW YORK >

The May meeting of the North Carolina Pine Association will be held in New York, May 27 and 28. In connection with the formal opening of the exhibition is a beautiful exhibit of North Carolina pine at the Grand Central Terminal. The exhibit which has been installed at great expense in the country life exhibition, is in eight room-houses of the semi-Dungelow type, the lumber throughout (slakes only excepted), being North Carolina pine.

The meeting in New York will bring perhaps the largest number of manufacturers of lumber ever assembled in New York, and the local trade has been invited to attend the opening festivities. The reception committee is headed by Geo. W. Jones of the Camp Manufacturing Company, New York.

J. F. Stevon, president of the Stevon Company, manufacturer of hardwood flooring, Toronto, was a recent visitor in New York and called on some of the local hardwood men in the interest of business. Mr. Stevon is also head of several other enterprises over the border.

< BUFFALO >

Seymour H. Knox, who with his cousin, F. W. Woolworth of New York, built up the five and ten-cent store business of this country, died at his home here on May 16, aged 54 years. As a capitalist he was interested in a number of banks and other enterprises and was a stockholder in three large lumber companies, the Great Southern Lumber Company, the United States Lumber Company and the Batburst Lumber Company. His fortune is estimated at about \$20,000,000. He left a wife, one son and two daughters.

A merger of two organizations of manufacturers of this state occurred on May 18, when the Associated Manufacturers & Merchants of New York state was formed, with headquarters in this city. It comprises 650 manufacturers and merchants; employs more than 200,000 people, and represents an investment of more than a billion dollars. The object is to bring about closer relations between employer and employe and to aid in the enactment of fair and reasonable laws.

Fleming Sullivan, who graduates next month at Cornell University, is to become a lumberman, and will assume charge of the hemlock and yellow pine department of his father's firm, T. Sullivan & Co.

Hugh McLean, with a number of other Buffalo business men, left here a couple of weeks ago on a fishing trip to the Pytonga Club, which is located not far from Quebec.

Herbert S. James, formerly a member of the local hardwood trade, has taken an office at 66 Broadway, New York, and expects soon to remove his family there from Greenfield, Mass. He has been in the timber tract business for some time.

Taylor & Crate received the first hardwood cargo brought in here this season, consisting of 600,000 feet of birch and basswood on the steamer I. W. Stephenson.

Frank T. Sullivan continues business on his own account at the yard of H. H. Salmon & Co., on Buffalo Creek, and is doing quite a good trade, having had one cargo of hardwoods in this season.

The Standard Hardwood Lumber Company reports trade as fair in plain oak, chestnut and maple. A. W. Kreinbender is giving a good deal of time to the affairs of the Buffalo Package Company, whose affairs are being settled up.

Davenport & Ridley are selling a fair amount of beech at present. Stocks of maple have lately been coming in from Pennsylvania and this wood is also selling quite well.

O. E. Yeager has returned from a few days on business in New York. The Yeager Lumber Company says that trade is holding steady, with oak, cypress and white ash in fair demand.

Vice-president E. B. Lott of the A. J. Chestnut Lumber Company returned to Buffalo from his New York sales district last week. He reports that the lumber trade is as quiet as ever there, the building interests appearing to be watching the war news more than anything else.

G. Elias & Bro. report the hardwood trade as quiet, but state that there is quite a fair amount of building going on here. The yard expects to receive two lake cargoes of building lumber next month.

< PHILADELPHIA >

The Pennsylvania Lumbermen's Association will hold its midsummer meeting at the Hotel Kitatinny, Delaware Water Gap, July 14 and 15. It is hoped this will be the best attended meeting in the history of the organization. At the last meeting of the board of directors the following firms were elected to membership: Smedley & Mehl, Ardmore; Thomas Haines & Co., Malvern; Frank C. Gillingham & Sons Co., Philadelphia.

The Woodland Lumber Company, Commercial Trust building, has engaged H. C. Magruder, who has recently been engaged in the wholesale brokerage business, as a salesman.

G. W. Schaffner has been added to the selling force of Hallowell & Souder. He was formerly employed by Samuel H. Shearer & Son.

The Tacony Lumber Company has been incorporated to take over the business of W. I. Underwood & Co. The new company is capitalized at \$20,000 and has the following officers: W. I. Underwood, president.

W. I. Penning, vice president and secretary, John F. Coulbourn, treasurer.

Harry J. Wain has been added to the sales force of Arthur B. Lane.

The United States Spruce Lumber Company of Marion, Va., has appointed L. L. Babby local manager. Mr. Babby has opened an office in the Commercial Trust building and will look after New York and New England in addition to the local territory.

Joseph P. Dunwoody, a widely known local lumberman, has opened an office in the Lincoln building as representative of the Walterboro Lumber Company of Walterboro, S. C. Mr. Dunwoody has had retail yard experience, served as a hardwood inspector, spent ten years in the manufacturing end, and the last three years as a salesman. His last connection was with the Patton Lumber Company, this city.

Kirby and Hawkins, Harrison building, have started a hardwood department with H. F. Thompson, formerly a local inspector for the National Hardwood Lumber Association, in charge. Previous to this time the firm sold railroad ties only.

The Hardtline Lumber Company, Inc., Camden, recently closed a deal for 3,000,000 feet of choice West Virginia hardwood to be cut to order. A considerable portion of the lumber is maple, the rest being basswood, birch, poplar and ash.

The Gill Lumber Company, Land Title building, has obtained exclusive selling rights for the output of the Freeman Smith Lumber Company, Millville, Ark., in New Jersey, eastern Pennsylvania and New York.

The Francis Kramer Company has removed from Sixth and Spring Garden streets to larger quarters at Third and Cumberland streets.

P. C. Hargrave has been employed as salesman by the Gill Lumber Company and will cover the Harrisburg district.

John Birkinbine, for twenty three years president of the Pennsylvania Forestry Association, died at his home in this city on May 14. He was seventy-one years old.

A. J. Cadwallader & Co., Morris building, have appointed John J. Fleming as their New York representative. He will also sell in New Jersey and New England.

The Empire Lumber Company has made A. Van Horn its eastern representative. Mr. Van Horn on May 15 opened his headquarters at 1925 North Park avenue, this city.

The Connecting Railways Company, which purchased the three and one-half acre yard of the Charles Este Lumber Company, 20th street and Glenwood avenue, has made settlement for the same. The price was \$150,000, the plot being assessed at \$110,000.

< PITTSBURGH >

The Aberdeen Lumber Company has been exceptionally fortunate in getting its full share of hardwood orders for export trade to the nations of Europe which are at war. It is shipping over 500,000 feet of gum, cottonwood and chestnut this month for that purpose.

W. P. Craig, who lately liquidated the W. P. Craig Lumber Company and is now selling lumber on commission, started right off by booking an order for 50 cars of hardwood this week. The lumber will go to a glass company and this is one of the nice orders that has been taken here for a long time.

The Kendall Lumber Company is shipping heavily on its automobile contracts. Its other hardwood business is looking well especially that with the railroads, and the company's sales to date are pretty satisfactory considering general conditions.

The E. H. Shreiner Lumber Company announces that hardwood buyers everywhere are making their purchases with extreme care. It is very hard to interest them beyond the next sixty days.

The Acorn Lumber Company has been getting its usual good share of hardwood orders and has been fortunate in lining up some very nice eastern trade. The last week or two business has not shown much improvement.

The Luquesne Lumber Company is doing a good business from its eastern office although lately buying in the Pittsburgh district has been quite as satisfactory. There is considerable inquiry out this month for stocks for the manufacturing concerns in tri-state territory.

The B. W. Cross Lumber Company has moved its office from the ninth floor of the Oliver building to 247 Oliver building where it is very nicely located. Mr. Cross is making special strides at present on the yard trade in this vicinity. Industrial operations throughout the Pittsburgh district continue to show much improvement in the way of larger pay rolls and more big contracts awarded by corporations and railroads for large projects. These are gradually being reflected in larger purchases of lumber and during the next sixty days it is confidently expected that business will take quite a considerable turn for the better for these reasons.

The plant of the Standard Steel Car Company of Pittsburgh which is located at New Castle, Pa., was damaged to extent of \$50,000 by fire May 14. The power plant and motor truck department suffered most. The company is one of the largest buyers of hardwood in this vicinity and employed 400 men at this point.

< BOSTON >

A large amount of stock on the hardwood yard of Holt & Hugboe Company on Medford street in the Charlestown district is being moved to a new location nearby as the wharf section of its original yard has been

leased to a wholesale coal company for twenty years and will be occupied entirely by a large coal handling plant. John B. Bugbee, the dean of the Boston hardwood trade, is still active in handling the policies of this long established business.

Damage amounting to about \$30,000 was caused by a fire on May 19 in the yard of Geo. E. Keith Company of Brockton. The lumber was piled in open sheds on three sides of the yard and the fire which started from some unknown cause spread so rapidly that only the heavy stock on hand was saved.

A special commission is to be appointed upon recommendation of the corporation counsel and chairman of the industrial development board to consider the urgent need of improvement in freight and terminal facilities in Boston.

The business of C. V. Sanders at Taunton has been taken over by the Sanders Lumber Company; capital \$70,000, C. V. Sanders holding the position of president, and having associated with him, among others, Francis Boggs, who is also a member of a Boston wholesale firm.

A new organization among the local woodworking plants is the Brett-Raynor-Boyer Company of Cambridgeport, with capital of \$20,000., O. D. Brett and his associates as appear in the firm's style having been previously engaged in a similar business in Lynn, Mass.

← BALTIMORE →

Suit was instituted May 11 in the Federal Court at Lynchburg, Va., by the Virginia Lumber and Extract Company of Wilmington, Del., against the O. D. McHenry Lumber Company of Clifton Forge, Va., asking for an order to compel specific performance of an agreement to sell to the plaintiff 20,000 acres of timber land in Botetourt county, Virginia. The complainant alleges that it leased the timber from the O. D. McHenry company with right to purchase within five years, and that it now seeks to take advantage of the option, but that the defendant refuses to sell. An injunction is asked to restrain the McHenry company from selling the land to others.

The Skinner Shipbuilding Company of this city, which went into the hands of receivers some time ago, has been reorganized as the Baltimore Dry Dock and Shipbuilding Company, with a capital stock of \$1,100,000, \$500,000 being preferred seven percent stock and the rest common stock. None of the stock is offered for sale, all of it being taken by the bondholders of the old company. The incorporators are three Baltimore attorneys, who are of course acting for others. The Skinner company succeeded the old Columbian Iron Works, which built some of the first constituents of the new United States Navy, but afterward became involved in difficulties. There are docks and yards at two points in the harbor here, and much of the work done has been the construction of wooden vessels.

J. E. Morgan of the Morgan Company of Oshkosh, Wis., and H. A. Sellen of the Mergan Sash & Door Company of Chicago, were in Baltimore this week and conferred with C. A. Hanscom of the Morgan Millwork Company, West North avenue, an affiliated corporation, about various business matters. Both were handsomely entertained and their stay proved to be most pleasant. Mr. Sellen, in discussing the business outlook, expressed himself as greatly encouraged, and said he expected good results to follow the settlement of the strike in the building trades of Chicago. Work had been held up very much by the strike, and the resumption of activities would serve to stimulate the demand for lumber and mill work of all kinds.

The value of the structures for which building permits were issued here in April was not quite as large as for the two previous months, somewhat of a reaction having set in after the first spurt, but there is nothing to be dissatisfied over, and continued progress is assured. The total on accounts of new buildings was \$755,522, with \$39,800 more for 50 additions and \$54,000 for alterations, a grand total of \$849,322. For the two previous months the aggregate was over a million each month, so that a slight let-up is to be noted. But various large structures are in prospect, and the showing is to be regarded as very fair in view of the prevailing conditions and the uncertainty created by the war.

J. C. Banton, a saw mill man of Big Island, Bedford county, Virginia, has filed a voluntary petition in bankruptcy in the Federal court at Lynchburg, giving his liabilities as \$2,062.89 and his assets as \$1,569, \$599 of this amount being exempt under the law.

Richard P. Baer & Co., located in the tower of the Maryland Casualty building, are showing some fine samples of tupelo gum, which have been perfectly dressed by Joseph Thomas & Son of this city. The samples are sent out to customers in foot lengths and have not a single flaw. The wood is used especially for enameling.

The death of Gen. William D. Gill, senior member of the firm of Wm. D. Gill & Son, necessitated some change in the nature of the firm, and the business has been incorporated with a capital stock of \$420,000. Edward P. Gill, brother of the deceased, has been elected president. The firm deals chiefly in long leaf pine, having a big yard and wharves, together with planing and resaw plant, on Philpot street, but also handles hardwoods to some extent. It has long been very successful in bidding on big government contracts, and enjoys great prominence. Apart from incorporating, no other modification in the method of conducting operations is contemplated.

← COLUMBUS →

J. J. Weisand has leased a tract of land at the corner of Erie and Pennsylvania avenues, East Liverpool, Ohio, upon which he will erect a lumber plant.

At Bryan, the Lytle Lumber Company has gone out of business. The plant was sold to the Campbell Lumber Company, which was recently incorporated under the laws of Ohio with a capital of \$10,000. The backers of the company come from Evanston, Ill., where a lumber concern under the same name is operated. The incorporators are J. F. Campbell, Charles E. Wertz, L. B. Davis, C. W. Nester and H. V. Barstow. Mr. Lytle will locate at Dashler, Ohio.

The Taylor Lumber Company has recently started the wholesale lumber business at Portsmouth.

A disastrous fire recently occurred at the plants of the M. J. Bergin Lumber Company and the Nelson Lumber Company at Columbus. It is believed the fire originated from tramps sleeping in a lumber shed. The fire caused a loss of approximately \$6,000 to the M. J. Bergin Lumber Company and \$30,000 to the Nelson Lumber Company.

It is announced that the plant of the Bloomville Lumber Company of Bloomville, Ohio, acquired recently by Columbus men and which suffered a fire loss of \$10,000, will be rebuilt. The storage building, barn and mill was destroyed. R. S. Miller is secretary. Gasoline engine and planing mill machinery must be replaced.

The Chamber of Commerce of Cincinnati, Ohio, has approved a recommendation of its committee on canal development that the legislature be requested to pass a resolution petitioning Congress to have the United States army make a survey for a deep-water canal from Lake Erie to the Ohio river along the route of the Miami and Erie canal. The army is to survey that part of the canal from Toledo to Defiance as part of the proposed deep-water canal from Chicago to Lake Erie. The chamber wants the survey extended from Defiance south to Cincinnati.

The Everett Lumber & Supply Company of North Baltimore has filed papers with the secretary of state increasing its capital stock from \$15,000 to \$50,000.

The Pioneer Pole & Shaft Company of Piqua has filed papers with the secretary of state reducing its capital stock from \$3,000,000 to \$1,875,000.

R. W. Horton of the W. M. Ritter Lumber Company reports a slightly better demand for hardwoods in central Ohio territory. Most of the buying is being done by dealers, although some factories are also buying hardwood stocks. Factories making vehicles and furniture are the best customers. Prices are generally well maintained at the levels which have prevailed for some time.

J. A. Ford of the Imperial Lumber Company reports a better demand for hardwoods since the spring building season has opened.

H. M. Hayward, who has been the central Ohio representative of the Kansas City Hardwood Flooring Company, has given up his office to accept a responsible position in the hardwood department of the Long-Bell Lumber Company of Kansas City. He took up his new duties May 24.

← CINCINNATI →

W. H. Weller, secretary of the Hardwood Manufacturers' Association of the United States, with offices in Cincinnati, left Wednesday on a short business trip to St. Louis, Mo., and Evansville, Ind., in the interest of association work.

The Lumbermen's Club of Cincinnati met in an informal social session May 19, at the Metropole hotel. The meeting was more for fellowship than business, and other than a resolution to make these noonday luncheons a weekly affair, as many varied Cincinnati business clubs now are doing, no business was transacted. The next regular meeting of the club will take place early in June, when the annual outing will be held. The committee on arrangements for the outing, appointed some time ago, is expected soon to make its report as to the date of the picnic, the place and entertainment to be offered the members. At the outing a business session will be held, as is done each month. As in former years, a determined effort will be made to make this year's affair excel all others and hints dropped by the arrangement committee give basis for the prediction that their efforts will not have been in vain.

Cincinnati lumber dealers in some quarters are considerably concerned regarding the probable action of the department of agriculture at Washington on the agitation for a quarantine on chestnut nursery stock and chestnut lumber retaining the natural bark in certain states. Early in the week a public hearing was held by the department of agriculture to discuss this proposed quarantine. The states to be put under the ban would be Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, Connecticut, New York, New Jersey, Pennsylvania, Delaware, Maryland, Virginia and West Virginia and some portions of Ohio, North Carolina, Iowa and Nebraska. The failure of Congress to appropriate funds for the further control of the chestnut bark disease after July 1, 1915, was the cause of bearing in Washington.

J. A. Bolser, president of the Globe Lumber Company, reports the recent completion of a deal for 100,000 feet of yellow pine timber from the South. Mr. Bolser is one of the most optimistic lumbermen in the city at present and while admitting business is not what it should be, still he appears well satisfied with conditions.

< INDIANAPOLIS >

The Long Bell Lumber Company will move its local offices from the State Life building to 1608 Merchants building.

A contract for the interior hardwood trim for the new postoffice building at Tiffin, O., has been received by the W. F. Johnson Lumber Company of this city.

A lumber yard has recently been established by The Corner & Seecore Company at Mars Hill, a new industrial suburb west of the city.

The Tulge Mahogany Company has several boats in the parade during the convention of the Travelers' Protective Association held here a few days ago. The parade represented products sold by the travelers.

Hardwood floor concerns have effected a settlement with some of their employees who went on strike recently. The men have all returned to work.

Howard Maxwell has been appointed administrator of the estate of John Lusk, who died at Bloomington recently. Mr. Lusk owned some of the largest hardwood tracts in southern Indiana. His estate is valued at more than \$100,000.

The plant of the Banta & Bender Refrigerator Company at Ligonier suffered a loss of about \$40,000 by fire on May 15. The loss was partially insured and the plant will be rebuilt.

With an authorized capitalization of \$100,000, the Arkomiss Lumber Company has been organized and incorporated here to conduct a general lumber business. Those interested in the concern are R. A. Bingham, L. G. Sears and J. H. Unkrich.

The National Flooring Company has received several large contracts at Hamilton, O., which were closed recently by Raymond B. Stultz, manager of the company.

Harrison W. Godfrey, sixty-eight years old and for thirty years engaged in the lumber business at Elkhart, and William R. Beatty, seventy-three years old, a pioneer lumberman of Bluffton, died at their homes May 19.

< EVANSVILLE >

A few days ago a large tract of timber land of the Polk estate in Warrick county, Indiana, a few miles east of this city, was sold at public auction and the timber was purchased by J. V. Stinson, the well known lumber manufacturer at Huntingburg, Ind. It is one of the finest timbered tracts in southern Indiana.

Daniel A. Wertz, president of the Evansville Lumbermen's Club, says he expects many lumber manufacturers and retail dealers from southern Indiana, southern Illinois and western Kentucky will come here on Tuesday, June 8, to attend the summer outing of the Evansville Lumbermen's Club which will be held on the steamer John S. Hopkins on the Ohio river. A large number of invitations will be sent out to lumbermen and their families.

J. N. Woodbury, who represents John A. Reitz & Sons of this city at LaGrange, Ill., was in Evansville on business a few days ago and was a visitor at the last monthly meeting of the Evansville Lumbermen's Club. Mr. Woodbury is quite optimistic about the business outlook in his section. He has been associated with John A. Reitz & Sons for a number of years.

George O. Worland, manager of the Evansville Veneer Company, has gone for a trip through the southern states in the interest of his firm. Mr. Worland assumed the management of the Evansville Veneer Company several months ago and he reports that the business of the company is showing a nice increase. He is now taking the output of two more veneer mills and expects to take over the output of another mill in a short time.

Fred W. Reitz of the Clemens Reitz Sons Company is a member of the Evansville city council and has been appointed to some of the most important committees of the city's legislative bodies. Mr. Reitz has been favorably mentioned as the next mayor of Evansville. He is a public spirited man and would make an ideal mayor of the city.

Henry Rusche of the Specialty Furniture Company, John Frisse of the Evansville Furniture Exchange, Harry H. Schu of the Crescent Furniture Company, Oscar Klammer of the Schelosky Table Company, William A. Koch of the Evansville Metal Bed Company, A. F. Karges of the Karges Furniture Company, and Edward M. Ploeger of the Globe-Bosse-World Furniture Company were among those from here who attended the convention of the National Furniture Manufacturers' Association at Chicago a few days ago.

The Summers-Millett Company, lumber jobber, which had its office in the Boehne building at the corner of Main and Eighth streets, has gone out of business. Mr. Summers has returned to his former home at Owensville, Ind., while Mr. Millett has gone to Mississippi, where it is understood he will engage in business.

C. P. Honnicutt, who until recently was engaged in the lumber business here and who was an active member of the Evansville Lumbermen's Club, is now living on his farm near Newport, Ark., and has written his friends here that he is "having the time of his life and is free from all cares of the lumbermen."

Claude Maley of Maley & Wertz, hardwood lumber manufacturers, has returned from a business trip to Indianapolis, Edinburg and other points in central and northern Indiana. Mr. Maley says he believes the business conditions of those sections are improving.

Bert Tisserand, who recently accepted a position with the Brooks-Scanlon Lumber Company, of Kentwood, La., with headquarters at Indianapolis, was here on business a few days ago.

William Baultman, formerly with the Wofflin Lohring Lumber Company of this city, now with the Nuttallany Lumber Company of Hammond, La., with headquarters at Indianapolis, was a business visitor in Evansville a few days ago, and reported that trade in his section had looked up a great deal during the last few weeks. He said April was the best month of the year to him, and that prospects for future business are bright.

Benjamin Bosse, mayor of Evansville, president of the Globe-Bosse-World Furniture Company, and well known to the hardwood lumber manufacturers in this section, says that many of his friends have advised him against making the race for governor of Indiana next year, but instead they insist upon his making the race for congress in the first Indiana district. Mayor Bosse has been mentioned as a candidate for governor for the past several months.

A great deal of materials furnished by the manufacturers of this city are being used on the big railroad bridge that is being built across the Ohio river at Metropolis, Ill. The new bridge will cost in the neighborhood of \$3,000,000 and will be completed some time this year. A great deal of the lumber used in the bridge was cut in western Kentucky and southern Illinois.

Evansville is fast becoming one of the greatest markets for railroad ties in the United States. Many of the ties that are cut along Green and Barren rivers in western Kentucky are shipped here to be sent to points all over the United States. The Indiana Tie Company of this city is doing a nice business now, which indicates that railroads are getting more active.

Robert Gray, manager of the Indiana Tie Company, who was recently injured in an automobile accident, is able to be out again and has been warmly greeted by his many friends.

Albert Starbuck, owner and manager of the Starbuck sawmills at Petersburg, Ind., was a recent business visitor in Evansville.

< MEMPHIS >

The Phil A. Ryan Lumber Company is rapidly completing a new mill at Lufkin, Tex., and has removed its main offices from Onalaska to the former point. This is a band mill and when it is completed the firm will have two in operation. The company has also purchased a considerable quantity of timber in the vicinity of Lufkin which will keep this new mill supplied for a number of years. Phil A. Ryan is head of the Phil A. Ryan Lumber Company, and before leaving for Texas he was for a number of years identified with the hardwood trade at Memphis.

The Shepard-Jenkins Lumber Company has been incorporated at Greenville, Miss., with a capital stock of \$15,000. H. A. Hoover, John J. Shepard and others are the incorporators.

The Clay Products Company, Fairhope, Ala., is planning the establishment of a sawmill as well as a box and crate factory at that point. This company is capitalized at \$100,000. F. L. Brown is president and G. C. Streeter is secretary.

The following gentlemen identified with the lumber and woodworking industries in this territory have been named as chairmen of committees in the Business Men's Club for the ensuing year: Taxation, James Alexander, president Builders' Exchange; dental college debt, T. R. Winfield, president Cole Manufacturing Company; building trades, F. A. Gates, York Lumber & Manufacturing Company; foreign trade, Walker L. Welford, secretary and general manager Chickasaw Cooperaage Company. There is a large number of lumbermen identified with the Business Men's Club and they have always taken an active interest in the welfare and advancement of this organization.

Within the past few days the mills of the Singer Manufacturing Company, Trumann, Ark., and the Three States Lumber Company, Bardette, Ark., have resumed operations. The plant of the Springfield Cooperaage Company, also located at Trumann, has likewise started up its machinery.

The Cahawba River Lumber Company, Brent, Ala., has purchased 6,400 acres of land in Bibb and Perry counties. This consists of pine, oak, ash, cypress, hickory, poplar and maple. There is an unusually large quantity of ash on the tract and ample facilities are present for the development of the timber in question.

< BRISTOL >

Several lumber mills in this section have resumed operation within the past fortnight. The Black Mountain Lumber Company this week started its band mill at Bluff City, South of Bristol, which has been idle for several months.

The Kingsport Lumber Company has completed and put into operation a second mill near Kingsport, Tenn. The company has just completed a railroad from its mills to Kingsport, connecting at that point with the Carolina, Clinchfield and Ohio railroad.

Congressman Sam R. Sells of Johnson City, Tenn., head of the Sells Lumber & Manufacturing Company, was here this week. He reports that business is fifty per cent better than it was thirty days ago and a hundred per cent better than it was a few months ago.

Several new mills have been started in Scott county, Va. The R. C. Duff Lumber Company has nearly finished cutting its timber at Duffield, in this county, but has purchased a large additional area of hardwood timber and will move its band mill to it about July 1.

C. F. Hagan has sold several boundaries of timberland along the Virginia and Southwestern and Carolina, Clinchfield and Ohio railroad in Scott County, Va., as trustee for the large estate of his father, Col. Patrick Hagan.

Perkins Glue Fast Becoming the Standard For All Veneer Work



Manufacturers who use glue for veneer laying and built-up panel work are rapidly realizing the advantages of a glue that does away with the hot, bad-smelling glue room necessary with hide glue and are adopting the modern and efficient

Perkins Vegetable Veneer Glue

because it does away with the cooking process, being applied cold. It is equally as efficient as hide glue and at a saving of no less than 20 per cent over hide glue costs. It gives off no bad odor and may be left open a number of days without souring or in any way affecting its adhesive qualities.

Every shipment is absolutely uniform. The use of Perkins Glue does away

with blistered work and is affected in no way by climatic changes, thus increasing the advantages of manufacturers, who must ship their goods to hot, cold or damp climates.

Unsolicited testimonials from hundreds in all glue using lines praise its efficiency and economical application.

Write us today for detailed information.

PERKINS GLUE COMPANY

Originators and Patentees

805 J. M. S. Building, SOUTH BEND, IND.

The Whiting lumber interests of Asheville, N. C., will soon begin the construction of a railroad from Butler, Tenn., leading to an area of hardwood timber in western North Carolina, which is to be developed by the installation of a band mill at some convenient point. J. M. Lacy of Elizabethton, Tenn., where the concern has opened offices, will have charge of construction.

J. W. Heniger, a well known manufacturer of Chilhowie, Va., was here this week and reports that he has started two new mills.

← LOUISVILLE →

T. M. Brown of the W. P. Brown & Sons Lumber Company of Louisville, has been at Fayette, Ala., looking over the operations of the company's large band mill there. Although the hardwood end of the Brown business is below normal in common with most other concerns, there is a good demand for yellow pine, which is also manufactured at Fayette.

Edward S. Shippen, of the Louisville Point Lumber Company, who is one of the most hospitable of men, will entertain the Louisville Hardwood Club at its next meeting at his handsome country home on the Brownsboro road. The lumbermen are looking forward to the meeting with great interest.

James Richardson, representing Wm. Mallinson & Sons, Ltd., London, England, was in Louisville recently, in connection with the purchase of walnut lumber for his firm, and attended a meeting of the Louisville Hardwood Club. He spoke vigorously in favor of a better understanding between the American hardwood exporters and English buyers, pointing out that the lack of a uniform contract, an accepted and universal system of grading and other defects in the present system make for misunderstanding, irritation, delays and loss.

Plans for attending the annual convention of the National Hardwood Lumber Association in Chicago next month are now being made by Louisville lumbermen. It is probable that the local representatives will be joined by Mobile, Nashville and other southern hardwood men, making "some party" to go up to the Windy city. T. M. Brown, of Louisville, who is a member of the executive committee, is expected to be a prominent figure at the convention.

The C. C. Mengel & Bro. Company, leading mahogany manufacturer, has finished sawing its stock of logs, illustrating the scarcity of mahogany in this country. However, the company is in a peculiarly good position

in this respect, as it has a big cargo coming in from Belize, British Honduras, and will be able to resume manufacturing in a short time. Owing to the scarcity of material, the mahogany market is very strong.

The Parkland Sawmill Company is now operating, and is specializing in the manufacture of quartered oak. Charles Talbot, who is in charge of the mill, is much pleased with the quality of the oak that is being put on sticks. Roscoe Willett has charge of the selling end of the business.

The Wood-Mosaic Company, which operates mills in New Albany, Ind., and Highland Park, a local suburb, has found business to be fair. It is selling a good deal of hardwood flooring, being famous in this particular field, and the demand for lumber and sawed veneers is also picking up somewhat. The company is fortunate in having two of the best equipped mills in the country.

Barry Norman, vice-president and general manager of the Holly Ridge Lumber Company, who is in charge of operations at the mill at Holly Ridge, La., was in Louisville recently, and said that the potential demand for lumber for export is great, but that high freight rates are preventing any large movement. He said that foreign markets are bare of materials, and that the end of the war will be the signal for an immense movement of hardwoods abroad.

Louisville lumbermen are getting to be prominent as golfers. Stuart R. Cecil, who is now operating independently, won a cup with his wife in a recent tournament at the Audubon Club, and W. A. Watts, president of the Holly Ridge Lumber Company, is also showing up well in the Audubon competition. P. B. Lanham, the hardwood flooring man, has taken up golf, and is getting to be a familiar figure on the greens.

Local planing mills are getting figures from hardwood men on lumber to be used in filling the annual contract with the board of education, which will be let shortly. There is a lot of the material, including mahogany, quartered oak, walnut, poplar, etc., but it is all dimension stock and most of it is dressed. Hence the planing mills will take the orders, the yardmen furnishing the rough lumber.

Edwin Norman of the Norman Lumber Company, who is in charge of the siding department of the company, is keeping the manufacturing plant going, but reports that the demand for poplar siding is hardly up to normal. Mr. Norman is much improved in health, as compared with his condition a few months ago, and looks as good as new. A. E. Norman, Sr., president of the company, has purchased a Ford runabout for use in connection with city sales work.

The Louisville Veneer Mills, though continuing to feature its figured red gum, which has become very popular, largely through its judicious

exploitation by the local company, is also making a good many American walnut barrels, finding the demand for these from the furniture and fixture trade to be brisk at present.

◀ MILWAUKEE ▶

An involuntary petition in bankruptcy was filed recently in the Milwaukee Federal court against the West Mills Lumber Company of West Mills. The petitioning creditors, with aggregate claims of \$3,000, included the Pine Lumber Company, the Forster Lumber Company and the Devere & Schlegel Lumber Company.

The government sawmill, grist mill and electric light plant on the Menominee Indian reservation at Keshena was destroyed by fire on May 11, together with 200,000 feet of lumber, entailing a total loss of between \$20,000 and \$30,000. It is understood that the plant will be rebuilt on a larger scale.

The Schram Chair Company, which recently decided to move from New London to Ladysmith, is receiving figures for the erection of its new plant at Ladysmith. The building will be of brick and mill construction, four stories high and 60x132 feet in dimensions. George Young of New London is president of the concern.

Ed Cox, W. H. Epham, a well-known lumber manufacturer of Marshfield,

who recently returned from a six months cruise along the southern and Atlantic seaboard in his yacht, "The Comrade," recently celebrated his seventy-fourth birthday. Mr. Epham is still in good health and goes to his office each day.

The Rust-Owen Lumber Company of Drummond is making a new departure among Wisconsin lumber concerns by opening a new land department and has started in real earnest to bring settlers to its cut-over lands. Mr. Hart, an Illinois man of wide experience in colonization work, has been placed in charge of the project.

The Rice Lake Lumber Company of Rice Lake recently completed its run of hardwood at the company's big sawmill and is now working on its cut of hemlock. The company has a large supply of hemlock logs on hand with 2,000,000 feet more to arrive from the camps.

The Kinzel Lumber Company of Merrill, which purchased the plant of the Wright Lumber Company some months ago, has completed the work of remodeling the mill and has installed much new and modern equipment. Even the grounds surrounding the plant have been changed and beautified. The company is erecting a new planing mill.

The Park Falls Lumber Company of Park Falls recently received an order for 1,000,000 feet of lumber to be used by the Auto Speedway Park Association of Chicago in the construction of an automobile track. Additional crews to handle the order, which is said to be part of one for 6,000,000 feet sold by the Edward Hines Lumber Company of Chicago, have been put to work.

The sawmill of the J. H. Kaiser Lumber Company of Eau Claire has been in continuous operation for more than a year, during which period the company has manufactured 26,000,000 feet of lumber, 10,000 feet of lath, 4,000,000 feet of live white cedar shingles and 40,000 white cedar posts and poles. The shingle mill of the company was placed in operation last July.

G. J. Kaudy, manufacturer of bar fixtures at Grand Rapids, recently took the contract to manufacture 2,000 oak tables. The working force at the Kaudy plant has been increased.

The Boreal Glove Company at Marinette has installed a new department for the manufacture of leather tops for lumbermen's shoes. New equipment has been installed and the working force increased.

The Knocland-McLurg Lumber Company of Phillips recently made a record run at its sawmill when it turned out 132,888 feet of lumber in a period of ten hours. The head sawyers on the job were David Allard and John Leland.

The M. H. Sprague Lumber Company of Washburn has placed its sawmill in operation. The company has a large supply of logs on hand.

The Andrew Kaul, Jr., Company of Merrill, a hub manufacturing concern, recently placed its hobbin department in operation. The hub department of the plant has been busy for some time. The working force at the plant has been increased.

Promoters of the world's championship log rolling tournament, which will be held in Eau Claire, September 6 to 16, are hard at work planning for the success of the venture. Moving pictures will be shown, featuring the development of the lumber industry in the hardwood and white pine country. The tournament was held in Eau Claire last year and attracted attention the country over.

◀ ARKANSAS ▶

The Myers Stave & Manufacturing Company of Piggott, Ark., has filed a certificate with the secretary of state, showing that the capital stock of that concern has been increased from \$25,000 to \$50,000.

The Delta Logging Company of Mellwood, Phillips county, Ark., has filed articles of incorporation with the secretary of state. The incorporators of the company are J. V. and Robert Stimson, W. C. and B. F. Katterhenry, A. M. Norton and W. D. Brigham.

The O. S. Hawes Lumber Company, a Michigan corporation, capitalized at \$100,000 has filed certificate with the secretary of state, asking to be permitted to do business in this state. B. J. Terry of Arkansas City is named as its agent for service here. It is stated that the company will invest \$40,000 in Arkansas.

The Hardwood Market

◀ CHICAGO ▶

There is nothing of importance in the way of further development in the Chicago situation, the trade still being effectively tied up by the striking carpenters. Earnest efforts have been made tending to get the two factions together, but while there seems to be a disposition toward this end, still there is another faction that apparently wants to hold out awaiting consequences. Up to date there has been nothing of a particularly encouraging nature that offers any hopes of an early settlement.

As a result the Chicago trade is still going along in a crippled condition, and what lumber is being sold is going to the factory trade. The seriousness of the development is shown in the excellent reports for prospective buildings which would have been completed had the mill operators and building carpenters not heeded the preachings of their heads, whose



The "MERIT" Veneer Lathe

Is one of a very high grade line of veneer lathes, clippers, driers, knife grinders, crate head machinery etc., and we shall be very pleased to forward our catalog "B" together with quotations to anyone giving us their requirements.

MERRITT MFG. CO.

LOCKPORT

N. Y., U. S. A.

To the Owner of Timber Lands

Far sighted owners of timber lands will take advantage of the times, incident to the European wars, and prepare themselves for the day when the demand for timber is suddenly thrust upon them. It is certain to come at no distant time. Therefore the wise man will cultivate a closer acquaintance with his holdings and the best method of marketing them. Guessing on the quality and price will only lead to complications and possible failure. Let us prepare the way for you.

Remember, we not only report with absolute accuracy, but assist in selling your property, if desired.

SEND FOR OUR BOOKLET

L. E. CAMPBELL LUMBER CO.

Cruising and Engineering Department
2234 Dime Bank Bldg., DETROIT, MICH.

financial positions are guaranteed by sumptuous salaries paid by the man who is out of employment.

Outside interests are not making any special effort to sell locally in view of the restricted market here, and this is a more or less compensating feature from the viewpoint of most of the members of the local trade.

The consuming factories are taking lumber in about the same proportion they have been buying for some time past, although there continue to be reports of larger sales for future delivery. These, however, are not in any way general. On the whole the condition of the local market can be said to be practically unchanged during the last couple of weeks.

← NEW YORK →

Local conditions have improved quite a bit in the last two weeks with the retail trade showing much greater activity. The building trade is doing more now and consequently hardwoods for trim and flooring are in better demand. The country business is coming along nicely and as most of the building there is of a higher class generally hardwood flooring is in good call. The wholesale market is fair but no advance in price is reported though some dealers who have been holding for steady values feel that they are about to be rewarded for their patience. The fancy woods are strong and scarce, mahogany and Spanish cedar being the leaders. The demand in soft woods has picked up very well and this is taken as a good sign for those in the hardwood trade.

← BUFFALO →

A slightly less demand for hardwoods than last month is the report received from a number of yards, while all around the statement is made that business is helow what it ought to be at this time. Buyers seem to be no more interested than some weeks ago, although in some lines, including the building trade, there is a noticeably greater amount of activity. Manufacturing continues to be depressed, however. Lack of export business damages the situation to a large extent.

A good deal of price cutting is still being reported, though the competition is perhaps no greater than some weeks ago. Stocks of all kinds have been moving so slowly that there is a temptation to reduce them by a cut here and there. Most of the yards are maintaining prices at a steady figure, and others who do cut would perhaps be able to get a higher price at times if a persistent effort were made to do so.

Plain oak, maple, chestnut and cypress have been the woods most in demand recently. Common chestnut is slow. Poplar is quiet in all grades. The low grades of most hardwoods are now moving less actively than some weeks ago. The better grades of oak, as well as of maple, are reported to be stiffening a little at the mills.

← PHILADELPHIA →

Almost every hardwood man in the city—manufacturer, wholesaler and retailer—reports that business is coming around nicely. Railroads, shipyards and industrial establishments are buying more lumber than for many months. Building records for the month of May will be smashed if the pace of the first nineteen days of the month is kept up until the end, according to officials of the bureau of building inspection. Confidence seems to have been regained in all lines of business, capital is being loosened, and business is expanding. The hardwoods have held steadily in prices, the difference reported being in greater increased volume of business. Consumers of hardwoods realize now that the season is past for picking up "bargains" and it looks as though there may be a shortage on certain items. Collections are reported as being rather slow, although Philadelphia lumbermen are accustomed to this state of affairs.

← PITTSBURGH →

Hardwood men feel that prices are a little firmer than a month ago. Demand also is a little more active. However, it is still necessary to do a lot of coaxing and driving in order to get prospective customers into a buying mood. Their orders also are small and irregular. Evidently they are buying for current needs only. The tendency all along the line is toward very conservative investments in lumber and concerns which are under contract to take large amounts every month are just beginning to take over these shipments without kicking. The price situation might be considerably improved and a very little increase in demand would produce this condition inasmuch as stocks at all the hardwood mills are only barely fair. Most of the mills in the Pittsburgh district are producing about the average amount of hardwood at present.

← BOSTON →

The demand for hardwoods in this section is still very light although from all reports, current buying for actual needs is fairly active. Speculative stocking up or taking in large amounts for prospective trade have entirely ceased; this course on the part of buyers has been both the cause and effect of lower values and much restricted trade. There are, however, but few concrete evidences of serious results to the hardwood business of this section up to the present time. While it is quite probable that the reserves of many concerns both among the dealers and their patrons are necessary to carry them over the present period, it seems to be one of the sources of confidence that such commercial strength is available in all branches and the causes of the situation are so well

Kentucky Oak

results in

Satisfied Artisans

meaning

Money Saved

ITS growing conditions ENFORCE an unvarying uniformity of color and grain. Its texture has a silky softness that delights and contents your workers.

ITS beautiful, clean boles make possible unusual widths and lengths in which we specialize.

The following values,

All Kentucky Stock Should Attract You

OAK.	CHESTNUT.
5 cars 5/4 No. 1 Com. Plain Red	10 cars 4/4 1st & 2nds
2 cars 5/4 No. 1 Com. & Better Plain Red	10 cars 4/4 No. 1 Com.
10 cars 5/4 No. 3 Common	3 cars 4/4 No. 3 Com.
15 cars 4/4 No. 3 Common	10 cars 4/4 Sound Wormy
2 cars 4/4 1st & 2nds Plain Red	1 car 5/4 Sound Wormy
50 cars 4/4 No. 1 Common	1 car 8/4 No. 1 Com. & Better
30 cars 4/4 No. 2 Common	POPLAR.
1 car 4/4 Quartered White	2 cars 4/4 1st & 2nds
2 cars 4/4 1st & 2nds Plain White	1 car 4/4 Clear Saps
	2 cars 4/4 No. 1 Com.
	ASH.
	1 car 4/4 Log Run
	1 car 6/4 & 8/4 Log Run

E. R. SPOTSWOOD AND SON
MANUFACTURERS
LEXINGTON, KENTUCKY

J. K. WILLIAMS

A. T. WILLIAMS

Williams Lumber Co.

(MANUFACTURERS)

WHOLESALE HARDWOOD LUMBER

Band Mill Planing Mill Dry Kiln

Fayetteville, Tenn.

We manufacture PLAIN and QUARTERED OAK, ASH, CHESTNUT and other HARDWOODS

Our Specialty is Quartered White Oak

**We Manufacture Dimension
Stock—Hickory a Specialty**



Hardwood logs on the way from the woods to the mill

How About that Hurry Order for Birch

Service is a serious consideration these days. You will save time by writing right where we have it on sticks—nice, dry, cleanly manufactured, band sawn stock.

CAN SHIP THIS IMMEDIATELY

4 4 No. 1 Common & Better Unselected Birch.....	905,505 ft.
4 4 No. 1 Common & Better Red Birch.....	93,895 ft.
6 4 No. 1 Common & Better Unselected Birch.....	13,200 ft.
8 4 No. 1 Common & Better Unselected Birch.....	18,192 ft.
12 4 No. 2 Common & Better Unselected Birch.....	11,870 ft.
4 4 No. 2 Common Birch.....	528,241 ft.
4 4 No. 3 Common Birch.....	566,719 ft.
5 4 No. 3 Common Birch.....	115,920 ft.

The above list represents our stock of dry Birch on hand as of April 1st, 1915

RIB LAKE LUMBER COMPANY
RIB LAKE WISCONSIN

Rotary Cut Veneers

in Gum
in Oak
in Ash

Flat Drawer Bottoms

Band Sawn Hardwood Lumber

All kinds
All grades
All thickness

Made by ourselves
In our own mills

Stimson Veneer & Lumber Co.
Memphis Box 1015 Tennessee

understood to be generally temporary and remediable; while at the same time the chief element of depression, the European war, is entirely unprecedented, justifying the most unusual steps to preserve as far as possible the even tenor of business. The threatened strike of carpenters for a five day week at sixty cents per hour in place of six days at fifty five cents has caused much uneasiness as to the far reaching results of cessation of building and allied industries, but there are hopeful signs that the unions themselves will recognize that this is not an opportune time for such action and thus avert an added burden on the lumber business.

< BALTIMORE >

While no important changes are to be reported in the hardwood business, steady progress toward better conditions is being made, and some of the members of the trade here even report that April ran ahead of any other month in their experience for volume of business. This, of course, is not a general condition, but that it exists at all is none the less gratifying and shows that the recovery must have made considerable headway. Buyers are still holding back, to be sure, but their necessities also serve to force them into the market more frequently, and the requirements are expanding nearly all along the line. Some divisions of the trade show little or no improvement, while others find that they must take larger provision to take care of their wants. Thus it is that the furniture manufacturers continue to hold down on the placing of orders, the calls for their product having hardly been up to expectations and no immediate urgency being in prospect now that the summer is at hand. The furniture trade is likely to remain indifferent until the fall. The railroads, however, and some of the other large buyers are in the market to a far greater extent, and good progress is being made in the distribution.

Nearly all of the woods in general use are called for, with gum attracting attention to a gratifying extent and with chestnut in the main more active. Poplar, too, is receiving more notice than it did for a time, and the distribution has attained proportions sufficiently large to take up some of the accumulations. The larger requirements in the way of poplar are partly due to heavier foreign shipments. While the difficulties of making shipment are not at all lessened, the reduction in the holdings which has taken place abroad has served to secure for poplar a measure of preference, so to speak, and a considerable gain in business has been the result. This also applies to oak, the foreign movement of which wood is running ahead of the corresponding months of last year. No such development would have been possible except for the urgency of the demand, since freight rates remain very firm at the advanced figures and the facilities for making shipment are restricted.

One thing in favor of lumber just now is a let-down in the offerings of other freight, which makes the steamship lines more responsive to the wishes of the lumber exporters. Taken altogether, the hardwood trade is on the upward trend, with returns, if not actually higher, more certain, and with the demand appreciably more active and the outlook decidedly promising.

< COLUMBUS >

The hardwood market in Columbus and central Ohio has been a little more active during the past fortnight. The volume of business is larger and the tone of the trade is a little better. Future prospects also appear a little brighter. On the whole the market is not as bad as might be expected when the business depression is considered.

One of the best features is the rather active building operations which prevail in most Ohio cities and towns. This means a better demand on the part of retailers as their stocks are not large and any good amount of selling will bring them into the market. Building is not only active in the larger cities and towns but also in the smaller places and rural sections of the state.

Dealers' stocks are not very large as they are loath to accumulate supplies under present conditions. The best customer for hardwoods at present is the retail trade. Some of the factories, especially those making furniture and vehicles, are also buying in limited quantities. Shipments are coming out promptly all along the line and no trouble is experienced over car shortage. Stocks in the hands of mill owners are not very large.

Wholesalers report that business has showed a marked improvement in the past few weeks. This is especially true of northern and eastern Ohio, where trade is probably the best. Records for May are about equal to those of May of last year. Collections are still bad all along the line.

Oak, both plain and quarter-sawn, is in fair demand and prices are firm at former levels. There is also a good demand for chestnut stocks. Poplar is moving fairly well but prices are somewhat irregular. Ash is rather slow. Basswood is in good demand and other hardwoods are unchanged.

< CINCINNATI >

The Cincinnati hardwood market reflects in no slight degree the international situation as is exemplified in the money market, and from which source all lines appear to take their cue, there is a rather pronounced inclination to await the outcome of statesmen's negotiations, before any heavy business is transacted. Where there hardly ever has been a more optimistic view taken of the situation than is now apparent in the Queen city, looked upon in many quarters as one of the leading hardwood

markets of the country, there is a noticeable general tendency toward conservatism.

On the whole, the past ten days has not been up to the expected standard considering the rapidity with which the hardwood market locally was adjusting itself to normal again, and it is rather discouraging to those who had hoped for an even more marked change for the better toward the end of May.

The principal cause of complaint is based upon the unsteadiness of the market, which for the past several weeks has shown a decidedly spotty interior. But, according to well posted lumbermen in this city, such a condition is only to be expected in the revival of business following the almost complete stagnation of all business dealing even remotely concerned with the hardwood line. According to these authorities, it will take some time for affairs to adjust themselves before complete confidence can be restored and a generally accepted price level can be reached throughout the market.

Encouraging reports continue to drift in from the East, but this is quite offset by equally discouraging advices from the West. This section, the middle west, appears to hold up the standard of its cognomen and remains in the middle, fluctuating with the rise in the East and fall in western quarters. Before a complete revival can be looked for, say veteran lumbermen, there must come from the plain and Rocky mountain states far more optimistic tidings, and inasmuch as the market beyond the Mississippi is governed in no slight degree by conditions in this region, predictions of any immediate change for the better here are not heard to any great extent.

Cincinnati just at this time is suffering from unseasonable early spring weather and constitutes one of the chief causes of complaint from many quarters allied with the hardwood business. A chain of events has seemed to work against the optimistic air assumed by the Cincinnati hardwood men. When conditions were at their lowest ebb during the winter, the dealers here, far from giving up the fight and accepting things as they came, banded together in a brave fight to better affairs and instead of only looking upon the dark side worked hand in hand in an effort to start a boom time. A late spring, if there was any spring at all, delayed building operations greatly and then suddenly summer weather, far too early, came with a rush and a tremendous demand came all at once from builders. This has been going on steadily until the last ten days, when the balmy weather vanished as suddenly as it arrived and in its wake sprang a season of wet, cold weather, putting a damper on building to a certain extent. However, many contractors were so far along that inside work was entirely practicable notwithstanding the wet, but many have had to suspend temporarily, thus shutting off the sudden demand as quickly as it started.

The general opinion, however, is that with the coming of June, when one can practically be assured of fair weather, business again will spring up from many quarters now in their lethargy and a more hopeful view is being taken of the future.

Owing to the widespread uncertainty in practically all lines of business, the demand continues to be of a spotty nature, an unusually heavy day of orders and inquiry being followed by one or two days of exceedingly light call. One noticeable lack of confidence, is the unwillingness of buyers in various lines of hardwood to stock up to any great extent practically all seeming content to confine their buying to actual needs and taking no chance of being caught with any surplus on hand. The market is heartened considerably, on the other hand, by the gradually widening field from which the call is coming now. While orders are rather small, being confined to immediate needs, the field of call rapidly is increasing its scope. Thus, it is felt, a widespread revival of business naturally will bring in a much heavier demand as the outlet will be opened in all directions.

Hickory and oak apparently has had the call during the past week or so, although the demand has been of such a general nature that it is hard to designate a really best seller. But the steadily increasing activity among the automobile manufacturers has caused a considerable boom in the demand for oak and hickory, the latter figuring extensively in the manufacture of spokes.

A few weeks ago the railroads started in ordering with a vengeance that bespoke of old times, but this sudden revival seems to have been short lived and inquiry and order from this direction is dwindling down and orders from the carriers still lack considerable of normal conditions.

One of the most encouraging features of the week's market is the somewhat unexpected heavy call from the furniture manufacturers. While the business obtained from the furniture people all spring has been one of the bright spots in a dull business, the bustle displayed in the furniture line recently surpasses expectations and is the cause of no little favorable comment. It is taken as a good omen. The export trade, slightly better than would be supposed considering all conditions, is accelerated by the demand for hardwood used generally in certain war materials. Business from this source does not generally come to the surface, but locally it is intimated that some heavy orders have been placed by foreign representatives.

A call for gum box boards which is of an encouraging nature is not meeting with the response merited, owing to scarcity of materials, but cottonwood, of which there is a much larger available supply, does not respond with the gum movement. A steady advance is noted in red gum and poplar is moving in much better fashion than recently, while ash continues in fair demand, oak getting its steady call from the auto makers. Mill complaints of low stocks are heard frequently.

RED GUM

(Leading Manufacturers)

WE WANT WALNUT

If you have Black Walnut Logs 14" and larger in diameter and 8' or longer in length, write us for prices and particulars. We are in the market now for two million feet.

PICKREL WALNUT CO., 4025 Clara Avenue, ST. LOUIS

DUGAN LUMBER CO.

Manufacturers and Shippers **Hardwood Lumber**

MEMPHIS TENNESSEE

BLISS-COOK OAK CO.

BLISSVILLE, ARK.

MANUFACTURERS

Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.

As Well As

OAK, ASH and GUM LUMBER

Can furnish anything in Oak, air dried or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

OUR SPECIALTY

St. Francis Basin Red Gum

WE MANUFACTURE

Southern Hardwoods

Gum, Oak and Ash

J. H. Bonner & Sons

Mills and Office, **QUIGLEY, ARK.**

Postoffice and Telegraph Office, **HEFH, ARK.**

Baker-Matthews Manufacturing Co.

Sikeston, Mo.

Band Sawn Southern Hardwoods

SPECIALTIES

RED GUM, PLAIN OAK

SEND US YOUR INQUIRIES

On the Following Stock We Will Make Special
Prices for Prompt Shipment:

300,000 ft. 4 4 No. 1 Com. Poplar	6,000 ft. 16 4 Nos. 1 & 2 Red Birch
33,000 ft. 6 4 No. 1 Com. Poplar	83,000 ft. 4 4 No. 1 Com. White Ash
40,000 ft. 8 4 No. 1 Com. Poplar	73,000 ft. 4 4 Nos. 1 & 2 Plain Red Oak
27,000 ft. 12 4 No. 1 Com. Poplar	240,000 ft. 4 4 No. 1 Com. Red Oak
50,000 ft. 12 4 Sap & Select Poplar	172,000 ft. 4 4 No. 2 Com. Red Oak
18,000 ft. 16 4 Sap & Select Poplar	27,000 ft. 5 4 No. 1 Com. Red Oak
37,000 ft. 12 4 Nos. 1 & 2 Poplar	16,000 ft. 5 4 No. 2 Com. Red Oak
30,000 ft. 5x6 No. 1 Com. Poplar	15,000 ft. 12 4 Nos. 1 & 2 Pl. Red Oak
10,000 ft. 6x6 No. 1 Com. Poplar	75,000 ft. 4 4 Scented Cedar.
30,000 ft. 8 4 Nos. 1 & 2 Wormy Chest	
60,000 ft. 5 4 No. 1 Com. Chest.	
71,000 ft. 6 4 No. 1 Com. Chest.	
6,000 ft. 12 4 Nos. 1 & 2 Red Birch	

The Atlantic Lumber Co.

70 Kilby Street, Boston, Mass.

CINCINNATI

Hardwood Manufacturers and Jobbers

DAY LUMBER & COAL CO.

Manufacturers YELLOW POPLAR and WHITE OAK
GENERAL OFFICE—JACKSON, KY.

OHIO VENEER COMPANY

Manufacturers & Importers FOREIGN VENEERS
2624-34 COLERAIN AVENUE

C. CRANE & COMPANY

Manufacturers of Hardwood Lumber, Oak & Poplar especially
Our location makes possible quick delivery of anything in timbers
and hardwood lumber

BAND SAWED WISCONSIN HARDWOODS

Dry Stock For Prompt Shipment

BASSWOOD		BIRCH	
20M 4/4 No. 3 common	70M 4/4 No. 1 com. & bet. plain	100M 4/4 No. 1 com. & bet. red	
80M 1x4 No. 2 and 3 common	5M 5/4 1st and 2nd red	5M 5/4 1st and 2nd red	
15M 5/4 No. 1 com. and better	10M 5/4 No. 1 common red	6M 5/4 No. 1 common plain	
25M 5/4 No. 1 common	10M 5/4 No. 1 common plain	3M 6/4 1st and 2nd plain	
10M 5/4 No. 2 common	13M 6/4 1st and 2nd red	4M 8/4 1st and 2nd plain	
20M 5/4 No. 3 common	15M 6/4 No. 1 common	6M 8/4 1st and 2nd red	
13M 6/4 1st and 2nd	15M 6/4 No. 3 common		
15M 6/4 No. 1 common			
15M 6/4 No. 3 common			
WHITE OAK		ROCK ELM	
10M 8/4 No. 1 and No. 2 com.	50M 8/4 No. 2 com. and better		
HARD MAPLE			
40M 8/4 No. 2 common and better			

Our 1914 cut of well assorted HARDWOODS and HEMLOCK will soon be in shipping condition.

Send us your inquiries

ARPIN HARDWOOD LUMBER COMPANY
Grand Rapids, Wis. ATLANTA, WIS.
Saw mills and planing mill at Atlanta, Wisconsin.

< INDIANAPOLIS >

The hardwood market has been quiet during May. There has been little stock moving and inquiries have not been very numerous. There has been some little demand for walnut. The outlook for the immediate future is not especially bright.

Building operations are falling much below expectations when it is affecting the demand for interior trim. Manufacturing concerns using hardwoods are not increasing activities to any extent, with the possible exception of automobile factories, which are now more active than they have been for several months.

Hardwood prices remain about the same. No change in the market is to be expected soon.

< EVANSVILLE >

There has been little or no change in the local hardwood market during the past week or ten days. The large hardwood mills here continue to operate on an average of eight hours a day, and there is a feeling among the manufacturers that trade will gradually improve, although no boom in business is looked for during the present year. Trade continues to come in "spurts." April was the best month of the year up to this time, and May will not bring in as large a volume of business as April, although things are opening up some and June looks promising to most of the hardwood lumber manufacturers. Collections are reported good and prices are holding firm, and the manufacturers are showing no disposition to cut prices at this time. Quartered white oak and plain oak are in normal demand, while poplar has been off for several weeks past. Ash remains firm and Hickory is in fair demand, due to the fact that buggy and handle factories are running on a fair time. The best demand is for walnut lumber just now. Since the war in Europe started the demand for walnut has steadily increased, as this lumber is used in the manufacture of gunstocks. Gum is not in heavy demand now, due to the fact that the furniture manufacturers are buying little. More gum is used in the manufacture of furniture than any other kind. Manufacturers say there is a good feeling in the trade just now and indications are that business in the south and southwest will improve right along. Export business continues fair and in fact during the past two weeks the lumber manufacturers in this section sent more lumber abroad than during any other two weeks of the present year. The lumber was sent to England, South Africa and Argentine Republic. Several cars were sent to the last named country. This is the first time that Evansville lumbermen have sent stock into that section of South America and manufacturers here believe that this has opened the way for other shipments.

The retail lumber business here is better now than it has been at any time this year. Planing mills are being operated on full time and there is a good demand just now for building materials of all kinds. It is estimated that prices on building materials are from fifteen to twenty per cent lower than they were this time last year. Hardwood flooring has been in good demand for the past several weeks here as many residences and quite a few business buildings are being constructed. Contractors and architects say they have enough work in sight to keep them busy the balance of the season.

Business from box manufacturers is reported to be quite satisfactory and most of the box factories in this section are running on full time. The implement and furniture trade is fair, while the buggy trade is good. Carriage factories here are being operated on full time and plow manufacturers say the outlook is better than it has been for some time past. Furniture manufacturers report that cotton is moving better in the South and this means something to the local manufacturers as the South is their best field. The chair and table manufacturers also report a slight picking up in business with more optimism pervading the trade than for some months past.

Taken as a whole the outlook is not one of discouragement but on the other hand the manufacturers are feeling good and believe that business conditions in general in the United States are better than they were three months ago. It is pointed out that after the close of the war in Europe that American manufacturers are likely to enjoy the greatest era of prosperity in their history. The lumber manufacturers report that they are getting all the logs they want and that the prices are a shade lower than they were at this time last year.

< MEMPHIS >

There is considerable irregularity in the hardwood market here. Perhaps the most active feature is gum box boards. There is demand enough to take up practically all the ash that is offered and there is quite a pronounced scarcity of gum box boards. Manufacturers of the latter have sold up practically their entire output and they have been able to secure somewhat higher prices within the past few days. There is possibly a little more inquiry for red gum but this does not seem to be a general condition. The lower grades of both cottonwood and gum are in reasonably active demand. The supply is not large and prices are pretty well maintained.

Only a fair business is being done in plain and quartered oak, both red and white. It is said that the strike in Chicago has hurt the oak market here to a considerable extent as Memphis is usually a large seller in the Chicago market. Poplar panel stock is reported in good demand

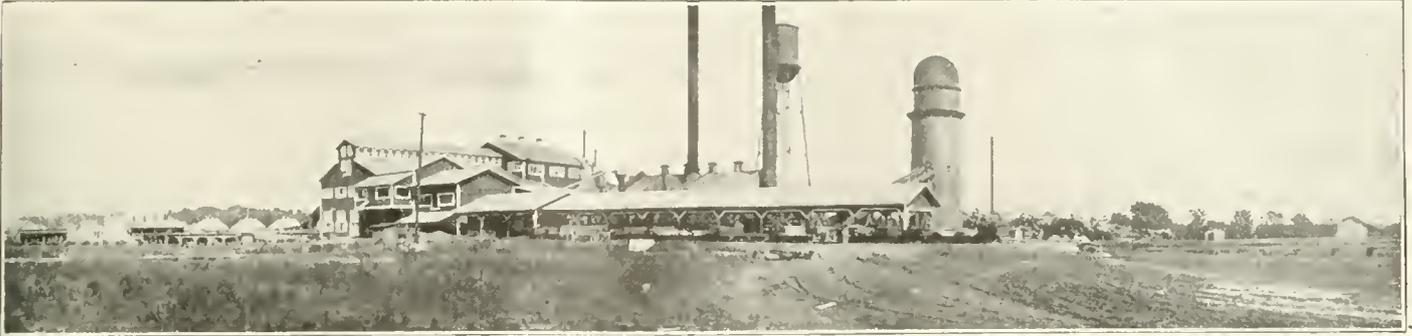
The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties

OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin



GENERAL VIEW OF MAIN SAWMILL PLANT.
Equipment two bands and four resaws. Daily ten-hour capacity 150,000 feet.

LAMB-FISH LUMBER COMPANY

Band Mill and General Offices: Charleston, Miss., U. S. A.

THE LARGEST HARDWOOD MILL IN THE WORLD, ANNUAL CAPACITY, 40,000,000

If you go to the Panama-Pacific Exposition do not fail to see our moving picture exhibit in the Mississippi State Building—3,200 ft. of film in three reels.

CABLE ADDRESS—"LAMB."

Codes Used—Universal, Hardwood, Western Union, A. B. C. 5th Edition, Okay

STOCK LIST No. 5—May 1915

	3/8"	1/2"	5/8"	3/4"	4/4"	5/4"	6/4"	7/4"	8/4"	10/4"	12/4"
1st & 2nd Qtd. White Oak, 6" & Up...	118,000	88,000	93,000	24,000	85,000	12,000	13,000	.....	10,000	.....	.....
1st & 2nd Qtd. White Oak, 10" & Up...	.....	.....	25,000	21,000	21,000	3,000	.....	.....	.....	.....	.....
No. 1 Com. Qtd. White Oak, 4" & Up...	27,000	90,000	16,000	56,000	37,000	28,000	2,000	.....	3,000	.....	.....
No. 2 Com. Qtd. White Oak, 3" & Up...	6,000	4,000	13,000	12,000	15,000	2,000	.....	.....	.....	.....	.....
Clr. Qtd. Wh. Oak Strips, 2½-3½"	.....	.....	.....	.....	43,000	.....	.....	.....	.....	.....	.....
Sap no defect	.....	.....	.....	.....	18,000	.....	.....	.....	.....	.....	.....
Clr. Qtd. Wh. Oak Strips, 4-4½"	.....	.....	.....	.....	28,000	.....	.....	.....	.....	.....	.....
Clr. Qtd. Wh. Oak Strips, 5-5½"	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
No. 1 Com. Qtd. Wh. Oak Strips, 2½-5½"	.....	.....	.....	6,000	46,000	.....	.....	.....	.....	.....	.....
1st & 2nd Pl. White Oak, 6" & Up...	260,000	72,000	94,000	53,000	54,000	2,000	22,000	11,000	38,000	.....	.....
No. 1 Com. Pl. White Oak, 4" & Up...	300,000	155,000	88,000	152,000	400,000	52,000	39,000	15,000	10,000	.....	.....
No. 2 Com. Pl. White Oak, 3" & Up...	179,000	17,000	76,000	48,000	152,000	34,000	17,000	.....	.....	.....	.....
No. 3 Com. Pl. White Oak, 3" & Up...	.....	23,000	18,000	18,000	18,000	.....	.....	.....	.....	.....	.....
1st & 2nd Pl. Red Oak, 6" & Up...	1,000	13,000	37,000	27,000	30,000	44,000	15,000	.....	18,000	.....	.....
No. 1 Com. Pl. Red Oak, 4" & Up...	12,000	11,000	.....	75,000	15,000	38,000	71,000	.....	18,000	.....	.....
No. 2 Com. Pl. Red Oak, 3" & Up...	2,000	.....	.....	2,000	15,000	25,000	3,000	.....	.....	.....	.....
No. 3 Com. Pl. Red Oak, 3" & Up...	.....	.....	.....	.....	113,000	.....	.....	.....	.....	.....	.....
Sound Wormy Oak Core Stock	.....	.....	.....	.....	250,000	.....	.....	.....	.....	.....	.....
1st & 2nd Red Gum, 6" & Up...	329,000	522,000	102,000	381,000	15,000	87,000	113,000	7,000	38,000	6,000	.....
No. 1 Com. Red Gum, 4" & Up...	157,000	122,000	.....	482,000	40,000	200,000	33,000	.....	49,000	.....	3,000
1st & 2nd Qtd. Red Gum, 5" & Up...	.....	.....	.....	.....	6,000	.....	7,000	.....	24,000	.....	.....
Sap Gum Box Boards, 13-17"	.....	.....	.....	.....	15,000	.....	.....	.....	.....	.....	.....
1st & 2nd Sap Gum, 6" & Up...	23,000	6,000	66,000	86,000	148,000	33,000	67,000	.....	47,000	10,000	10,000
No. 1 Com. Sap Gum, 4" & Up...	.....	.....	119,000	229,000	369,000	314,000	59,000	.....	14,000	.....	.....
No. 2 Common Gum, 3" & Up...	252,000	8,000	350,000	20,000	45,000	15,000	130,000	.....	32,000	.....	.....
No. 3 Common Gum, 3" & Up...	.....	.....	.....	.....	300,000	15,000	34,000	.....	.....	.....	.....
Clr. Sap Gum Strips, 2½-5½"	.....	.....	.....	.....	44,000	.....	.....	.....	.....	.....	.....
1st & 2nd Ash, 6" & Up...	.....	.....	.....	.....	18,000	.....	.....	.....	12,000	.....	.....
No. 1 Com. Ash, 4" & Up...	.....	.....	.....	.....	50,000	.....	.....	.....	.....	.....	.....
No. 2 & No. 3 Com. Ash, 3" & Up...	.....	.....	.....	.....	70,000	.....	.....	.....	.....	.....	.....
1st & 2nd Cypress, 6" & Up...	.....	.....	.....	.....	84,000	.....	.....	.....	.....	.....	.....
Select Cypress, 6" & Up...	.....	.....	.....	.....	85,000	.....	.....	.....	.....	.....	.....
Shop Cypress, 5" & Up...	.....	.....	.....	.....	150,000	.....	18,000	.....	6,000	.....	.....
No. 1 & No. 2 Com. Cypress	.....	.....	.....	.....	118,000	.....	.....	.....	.....	.....	.....
Pecky Cypress	.....	.....	.....	.....	43,000	.....	3,000	.....	.....	.....	.....
Log Run Elm	.....	.....	.....	.....	28,000	.....	.....	.....	.....	.....	.....
Com. & Better Tupelo	.....	.....	.....	.....	11,000	.....	.....	.....	.....	.....	.....
Com. & Better Cottonwood	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

Special attention directed to item of Oak Core Stock. Facilities for surfacing and kiln-drying. Oak Bridge and Crossing Plank, Switch and Cross Ties Specialized In.

ALL ORDERS CAREFULLY AND QUICKLY FILLED



VIEW OF MILL SKIDWAY, WITH PART OF LOGS STORED IN BACKGROUND

SOUNDNESS
Ready Resources \$925,845

SURPLUS
and Reinsurance Reserve . . . 856,634

SAVINGS
Returned to Subscribers . . . 546,757

SERVICE
60-day Inspections; Monthly Fire Bulletins.

These are some of the vital features upon which the management of the

Lumbermen's Underwriting Alliance

bases its plea to the LUMBERMEN FOR A SHARE OF THEIR Insurance Lines. These safeguards are the result of TEN YEARS of successful underwriting.

\$155,000.00

in CASH DIVIDENDS went into the treasuries of ALLIANCE Policyholders in 1914. Owners of protected plants, with five or more years' timber supply, are invited to become identified with us.

U. S. EPPERSON & COMPANY
 Attorney and Manager, KANSAS CITY

Over One Million Dollars

in savings has been returned its members by the

Manufacturing Lumbermen's Underwriters

and there remains to the credit of members over

Nine Hundred Thousand Dollars

The membership, which is constantly increasing, is now composed of nearly four hundred and fifty of the best saw mill plants in the country. Insurance in force exceeds thirty-five million and nearly three million dollars has been paid in losses. If you have a first-class plant adequately protected and are interested in low cost fire insurance, correct policy forms, an inspection service which may save you from a disastrous fire, with the certainty of a prompt and equitable adjustment in case loss does occur, and wish a list of members and annual statement we will be glad to hear from you.

Rankin-Benedict Underwriting Co.

HARRY B. CLARK
 Western Representative
 Portland, Ore.

Attorney in Fact
 KANSAS CITY, MO.

but there are very few manufacturers here who have any paper of consequence to offer. A good demand has recently been reported by one firm here for thin sap gum, $\frac{3}{8}$ to $\frac{5}{8}$ inch. This is going largely to England. It is commanding a fairly good price and the demand has been sufficiently large to take up the entire output of the firm in question. It appears to be a time when specialties are in more urgent request than the ordinary run of southern hardwoods and those who are in position to meet the demand for the former classes of lumber are enjoying a very good trade indeed. It is possible that the volume of business in hardwood circles is expanding somewhat but it is nothing like as large as was anticipated and it is doubtful if many of those engaged in the manufacture of southern hardwoods at the moment are doing much more than taking care of their expenses.

< BRISTOL >

The lumber industry in this section is now characterized by more activity than at any time during the present year. Some of the local concerns report more market improvement during the past few weeks than has been noted in several months. The outlook for trade is considered much more encouraging than it has been at any time since the business depression began last fall. A fair volume of stock is now moving. With the most of the mills in operation, yard stocks are considerably heavier. The general belief is that by the time lumber now being cut can be prepared for the market, that it will find more ready sale and at a better price than is now possible.

< LOUISVILLE >

While the demand is not particularly strong in any one department, hardwood men report that business is coming in fairly well, and that the call is pretty well distributed over the entire list. In other words, something of nearly everything is being moved, and this condition is encouraging, in view of the fact that concentration on a few items makes for difficulty in filling orders and overstocks on everything else. The furniture trade has been showing improvement of late, but the manufacturers do not seem inclined to stock up, having in view already the July shows and consequently being in favor of working along in a conservative fashion until after the semi-annual exhibitions have given them a line of prospects for the fall.

Building operations seem to be favorable to good buying except in the Chicago district, and the tie-up there has knocked hardwood men out of some nice orders. The implement and vehicle business is improving, as the farmers, in view of the fact that they have been getting more than their usual share of the money, are buying more freely than for a long time. Southern trade conditions are better, owing to the improvement in the cotton situation, and this is making better furniture and vehicle business, and consequently opening the way for more lumber orders. Altogether, there has not been much change in the situation, but, assuming that the German troubles are satisfactorily settled, the prospects are all favorable to better business.

< MILWAUKEE >

The steadily increasing activity in the Milwaukee building field is resulting in gradual improvement in the hardwood trade. Buying seems to be carried on a little more freely and lumbermen are inclined to take a more optimistic view of the situation. There has been a gain each week in the number of permits issued and the amount of money involved up to this time is considerably in excess of a year ago. Inspector Harper is confident that the total building record for the year will exceed that of 1914 and will equal that of 1913, when a new high figure was reached.

Improvement has taken place during the past two weeks in both the retail and wholesale field, while the factory trade is showing more life. Stocks on hand at most of the local sash and door and general interior finish plants have been light for several months, so that the increase in business which is being experienced by these concerns has made it necessary for the placing of larger orders. There is no tendency on the part of these concerns to stock up to any extent, but their immediate needs are naturally resulting in a better demand. The officials of one well-known wholesale and retail hardwood concern of Milwaukee say that business is so much better that it has been forced to work employes overtime.

Another bright feature of the situation is the better demand from the retail trade about Wisconsin. Indications are that there is a normal amount of building going on in the smaller cities and towns and in the country districts about the State and dealers have been forced to get their stocks up in a little better shape. Reports regarding the demand from retailers about the State are somewhat varied, some wholesalers holding that business from this source is not so good as it ought to be, but the consensus of opinion seems to be that conditions are improving.

The market in all lines of hardwood is gradually working itself into a stronger position. Flooring is especially active, although all lines of northern hardwoods are showing more activity. Manufacturers do not seem to be forcing the market, as they are confident that they will soon realize better figures on their stocks. Low-grade hardwood is in good demand. It is expected that a shortage in available dry stocks, especially in birch, will be experienced a little later, before the new cut is ready for use.

Advertisers' Directory

NORTHERN HARDWOODS.

Arpin Hardwood Lumber Co..... 42

Barnaby, Charles H..... 9

Boyle, Inc., Clarence..... 4

Buffalo Hardwood Lumber Co... 51

Cobbs & Mitchell, Inc..... 3

Connor, R., Company.....

East Jordan Lumber Co..... 50

Ellas, G., & Bro..... 51

Hatten Lumber Company..... 49

Hoffman Bros. Company..... 9-12

Jackson-Wyatt Lumber Co..... 11

Kneeland-Bigelow Co., The..... 7

Kneeland-McLurg Lumber Co.... 49

Litchfield, William E..... 11

McIlvain, J. Gibson, & Co..... 2

McLean, Hugh, Lumber Co..... 51

Miller, Anthony..... 51

Mitchell Bros. Co..... 3

Mowbray & Robinson Co..... 4-9

Rib Lake Lumber Company..... 40

Rice Lake Lumber Co..... 49

Richardson Lumber Company.... 7

Ross & Wentworth..... 7

Standard Hardwood Lumber Co.. 51

Stearns Salt & Lumber Company. 4

Stephenson, I., Co., Trustees... 50

Stimson, J. V..... 9-52

Strable Manufacturing Company.. 50

Sullivan, T., & Co..... 51

Tegge Lumber Co..... 42

Von Platen Lumber Company.... 50

Willson Bros. Lumber Company.. 11

Wistar, Underhill & Nixon..... 11

Yeager Lumber Company, Inc.... 51

Young, W. D., & Co..... 7

OAK.

See List of Manufacturers on page 9

POPLAR.

Alton Lumber Company..... 9-47

Anderson-Tully Company..... 6-9

Atlantic Lumber Company..... 9-42

Day Lumber & Coal Company... 9-42

Faust Bros. Lumber Co..... 12

Jackson-Wyatt Lumber Co..... 11

RED GUM.

Anderson-Tully Company..... 6-9

Baker-Matthews Mfg. Co..... 9-41

Bliss-Cook Oak Company..... 9-41

Bonner, J. H., & Sons..... 9-41

Brown, Geo. C., & Co..... 9-12

Himmelberger-Harrison Lbr. Co..

Lamb-Fish Lumber Company... 9-43

Paepcke Leicht Lumber Co.... 9

Penrod-Jurden & McCowen.... 9-52

Stimson, J. V..... 9-52

Stimson Veneer and Lumber Co.. 40

SOUTHERN HARDWOODS.

Alton Lumber Company..... 9-47

Anderson-Tully Company..... 6-9

Atlantic Lumber Company..... 9-42

Baker-Matthews Mfg. Co..... 9-41

Bliss-Cook Oak Company..... 9-41

Bonner, J. H., & Sons..... 9-41

Boyle, Inc., Clarence..... 4

Brown, Geo. C., & Co..... 9-12

Buffalo Hardwood Lumber Co.... 51

Burkholder, S., Lumber Company. 9-47

Buskirk-Rutledge Lumber Co.... 9

Carnahan-Allport Lumber Co... 6-9

Crane, C., & Co..... 9-42

Day Lumber & Coal Company... 9-42

Dugan Lumber Co..... 41

Ellas, G., & Bro..... 51

Faust Bros. Lumber Company.... 12

Francke, Theodor, Erben Gmb. H.

Goodlander-Robertson Lumber Co... 9

Himmelberger-Harrison Lbr. Co..

Hitt, H. H., Lumber Company.... 9

Huddleston-Marsh Lumber Co....

Lamb-Fish Lumber Company... 9-43

Litchfield, William E..... 11

Little Rock Lumber & Mfg. Co... 6-9

Long-Knight Lumber Company... 9

McClellan-West Lumber Co..... 9

McIlvain, J. Gibson, & Co..... 2

McLean, Hugh, Lumber Co..... 51

Miller, Anthony..... 51

Mowbray & Robinson Company.. 4-9

Paepcke Leicht Lumber Co..... 9

Parry, Chas. K., & Co..... 11

Penrod-Jurden & McCowen.... 9-52

Peytona Lumber Company.....

Roddis Lumber and Veneer Co.. 49

Salt Lick Lumber Company..... 4

Spotswood, E. R., & Son..... 9-39

Standard Hardwood Lumber Co.. 51

Stimson Veneer and Lumber Co.. 40

Sullivan, T., & Co..... 51

Vestal Lumber & Manufacturing Co..... 6-9

Whitmer, Wm., & Sons..... 11

Williams Lumber Company..... 39

Willson Bros. Lumber Company.. 11

Wistar, Underhill & Nixon..... 11

Yates, John B., Lumber Co..... 4

Yeager Lumber Co., Inc..... 51

ENEERS AND PANELS.

Ahnapee Veneer & Seating Co.... 48

Bird's Eye Veneer Company.....

Buckeye Veneer Company.....

East St. Louis Walnut Co..... 5

Evansville Veneer Company.....

Hoffman Bros. Company..... 9-12

Huddleston-Marsh Lumber Co....

Kentucky Veneer Works.....

Knoxville Veneer Company..... 45

Long-Knight Lumber Company... 9

Louisville Veneer Mills..... 3

Milwaukee Basket Company.... 48

Mississippi Veneer & Lumber Company

Nartzik, J. J.....

Ohio Veneer Company..... 42

Palmer & Parker Company..... 11

Penrod Walnut & Veneer Co..... 52

Pickrel Walnut Company..... 41

Rayner, J..... 4

Roddis Veneer and Lumber Co... 49

Sanders & Egbert Company.....

Standard Veneer Company..... 48

Stimson Veneer & Lumber Co.... 40

Tomabawk Box and Veneer Co.. 48

Waetjen, Geo. L., & Co..... 48

Wisconsin Seating Company.... 48

Wisconsin Veneer Company.....

MAHOGANY, WALNUT, ETC.

East St. Louis Walnut Co..... 5

Evansville Veneer Company.....

Francke, Theodor, Erben Gmb. H.

Hartzell, Geo. W.....

Huddleston-Marsh Lumber Co....

Long-Knight Lumber Company... 9

McCowen, H. A., & Co..... 5

Palmer & Parker Co..... 11

Penrod Walnut & Veneer Co.... 52

Pickrel Walnut Company..... 41

Purcell, Frank.....

Rayner, J..... 4

Sanders & Egbert Company.....

HARDWOOD FLOORING.

Bliss-Cook Oak Company..... 9-41

Cobbs & Mitchell, Inc..... 3

Eastman, S. L., Flooring Co.... 50

Kerry & Hanson Flooring Co.... 50

Mitchell Bros. Company.....

Salt Lick Lumber Company..... 4

Stearns Salt & Lumber Company 4

Stephenson, I., Co., Trustees... 50

Strable Manufacturing Co..... 50

Wilce, T., Company, The..... 4

Young, W. D., & Co..... 7

WOODWORKING MACHINERY.

Alpena Industrial Works.....

Cadillac Machine Company..... 10

Gerlach, The Peter, Company.... 47

Mershon, W. B., & Co..... 10

P'boenix Manufacturing Co..... 10

VENEER MACHINERY

Merritt Manufacturing Company... 38

LOGGING MACHINERY.

Baldwin Locomotive Works.....

Lidgerwood Mfg. Company..... 11

DRY KILNS AND BLOWERS.

Grand Rapids Veneer Works.....

Morton Dry Kiln Company..... 12

Phila. Textile Mch. Company.... 11

Standard Dry Kiln Company.... 10

LUMBER INSURANCE.

Central Manufacturers' Mut. Ins. Company

Epperson, U. S., & Co..... 44

Indiana Lumbermen's Mut. Ins. Company

Lumbermen's Underwriting Alliance

Lumber Mutual Fire Insurance Company

Lumbermen's Mut. Ins. Co.....

Manufacturing Lumbermen's Underwriters

Pennsylvania Lumbermen's Mut. Fire Ins. Company.....

Rankin-Benedict Underwriting Co. 44

TIMBER LANDS.

Campbell, L. E., Lumber Company 38

Lacey, James D., & Co.....

TIMBER ESTIMATORS.

Lauderburn, D. E.....

MISCELLANEOUS.

American Rule & Mfg. Company.. 47

Broderick & Bascom Rope Co....

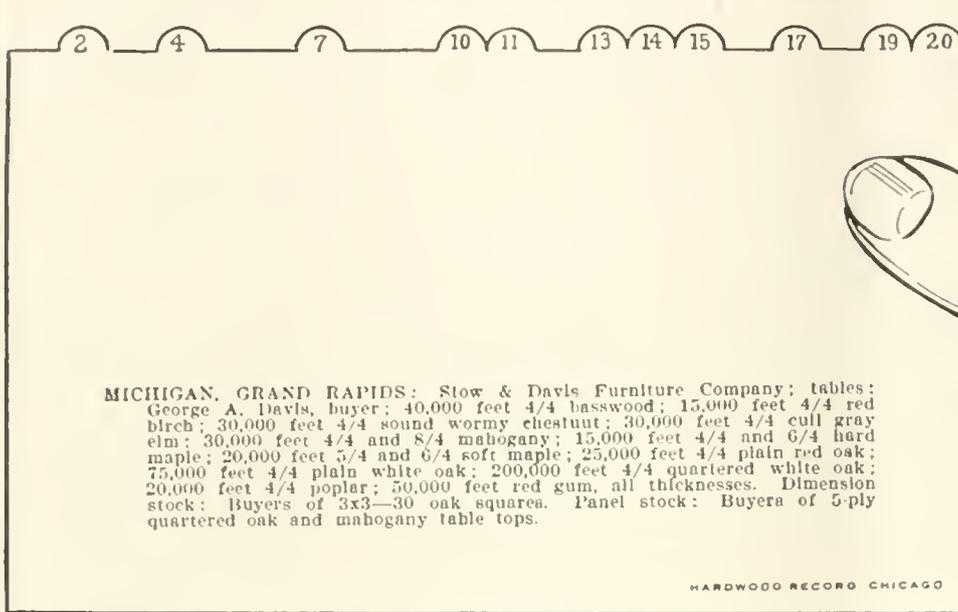
Childs, S. D., & Co..... 17

Gerlach, The Peter, Company.... 47

Lumbermen's Credit Assn..... 50

Perkins Glue Company..... 37

Doesn't It Look Good To You?



MICHIGAN, GRAND RAPIDS: Stow & Davis Furniture Company; tables: George A. Davis, buyer: 40,000 feet 4/4 basswood; 15,000 feet 4/4 red birch; 30,000 feet 4/4 sound wormy chestnut; 30,000 feet 4/4 cull gray elm; 30,000 feet 4/4 and 8/4 mahogany; 15,000 feet 4/4 and 6/4 hard maple; 20,000 feet 5/4 and 6/4 soft maple; 25,000 feet 4/4 plain red oak; 75,000 feet 4/4 plain white oak; 200,000 feet 4/4 quartered white oak; 20,000 feet 4/4 poplar; 50,000 feet red gum, all thicknesses. Dimension stock: Buyers of 3x3—30 oak square. Panel stock: Buyers of 5-ply quartered oak and mahogany table tops.

HARDWOOD RECORD CHICAGO

Specimen of one of the thousands of patented tabbed index cards involved in Hardwood Record's copyrighted Information Service, showing annual requirements for Lumber, Dimension Stock, Veneers and Panels employed by wholesalers and hardwood manufacturing consumers throughout the United States and Canada.

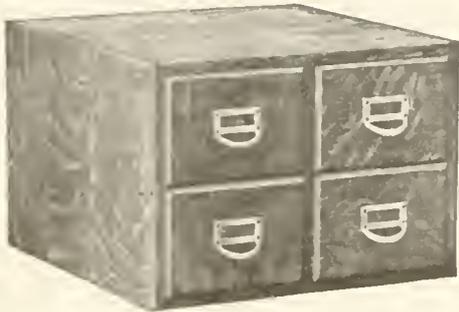


Illustration of Oak Cabinet in which this Information Service is filed.

ILLINOIS

Key

1	Ash	12	Hickory
2	Basswood	13	Mahogany
3	Beech	14	Maple
4	Birch	15	Oak
5	Butternut	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous including Dogwood, Holly, Locust, Persimmon, Sycamore.
8	Cottonwood	19	Dimension stock
9	Cypress	20	Veneers and panel stock
10	Elm		
11	Gum		

Fac-simile of state key card between which the tabbed information cards are filed alphabetically by towns, by means of which instant reference can be made to the buyers of any kind of wood, in any locality in the United States and Canada.

THIS service is comprised in more than sixty bulletins, and additional bulletins of corrections and additions are printed frequently.

This service is kept positively up-to-date, and is indispensable to lumber and veneer sales departments.

It is an exclusive service disposed of only to HARDWOOD RECORD advertisers.

LET US TELL YOU ABOUT THE MODERATE COST

Hardwood Record, 537 South Dearborn Street, Chicago

CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion.....20c a line
For two insertions.....35c a line
For three insertions.....50c a line
For four insertions.....60c 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 charges for copies of paper containing the advertisement.

LUMBER FOR SALE

WEST VIRGINIA OAK

65,000 feet 4/4 No. 1 common red oak.
30,000 feet 4/4 No. 2 common red oak.
80,000 feet 6/4 firsts and seconds and No. 1 common Red Oak. Fine.
35,000 feet 5/4 firsts and seconds and No. 1 common Red Oak. Fine.
175,000 feet 8/4 stock and random width White Oak.

ALTON LUMBER COMPANY,
Lock Box 86, Buckhannon, W. Va.

FOR SALE.

1 car 8/4 No. 1 Common Hickory.
1 car 8/4 No. 2 Common Hickory.
2 cars Hickory Axles cut to order.

S. BURKHOLDER LUMBER CO.,
Crawfordsville, Indiana.

LUMBER WANTED

You have
OLD CUSTOMERS

but
NEW ONES

must be added constantly to move your Lumber these days.

To this end accurate knowledge of factory needs is essential.

We have this information in strictly up-to-date form, all tabulated and ready for instant use. It is proving a big asset in many hardwood offices these days. Can you afford to give your competitor this advantage?

Let us tell you more about it.

HARDWOOD RECORD, Ellsworth Building,
Chicago, Ill.

LOGS WANTED

WANTED—BLACK WALNUT LOGS.

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

WANTED—BLACK WALNUT LOGS

We pay cash for Black Walnut Logs 10" and up in diameter. Inspection at shipping point.

MALEY & WERTZ,
Evansville, Ind.

DIMENSION STOCK WANTED

WANTED—OAK DIMENSION STOCK
Plain and Quartered Clear Red and White.
Wide schedule of sizes. Spot cash payment.
D. K. JEFFERIS CO.,
Pullman Bldg., Chicago, Ill.

WANTED

1 1/2 x 1 1/2 x 8" or multiples Hard Maple, 1x1 and 1 1/2 x 1 1/2 x 4 to 6' long Hard Maple, Beech or Birch, 1 1/2 x 3 1/2 x 35 and 47" Hard and Soft Maple.
HUFF-STICKLER LUMBER CO., South Bend, Ind.

DIMENSION STOCK FOR SALE

FOR SALE.

2 cars 2x2—30" Oak Squares. Dry.
2 cars 1x1—30" Oak, Ash & Hickory squares Dry.
1 car 3x3—30" Oak Squares, green.
1 car 2 1/2 x 2 1/2—30" Oak Squares, green.
AMORY DIMENSION MILL CO., Amory, Miss.

TIMBER FOR SALE

40,000 ACRES HARDWOOD TIMBER

Less than 15 miles of main line of Chesapeake & Ohio R. R. in eastern part of Virginia. Easy logging and will cut about 6,000 feet per acre. Price \$20.00 per acre on easy terms.

Address "BOX 42," care HARDWOOD RECORD.

WAGON STOCK WANTED

WANTED

Both Red and White Oak, also mixed car stock, all kinds of Wagon Stock such as tongues, reaches, bolsters, axles, etc. Kindly quote best delivered prices, and state quantities can furnish.

Address "BOX 51," care HARDWOOD RECORD.

BUSINESS OPPORTUNITIES

WANTED

Thorough-going hardwood mill operator to take charge of a six-foot band mill operation near Bristol, Va.

Address "BOX 55," care HARDWOOD RECORD.

\$8,000—FOR SALE

An old-established business—wood turning specialties. Stock, good will and machinery. Has always cleared \$3,000 to \$5,000 a year.
Address ALFRED P. BUCKLEY,
973 N. Second St., Philadelphia, Pa.

FOR SALE

Saw Mill and 14,000 acres Hardwood Timber in Louisiana, most favorably located on railroad and water course. Mill is 50,000 feet daily capacity band mill. Will sell cheap on small cash payment and deferred payments by bond issue or mortgage at 6%.

J. EDW. CRUSEL, New Orleans, La.

MISCELLANEOUS

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you.



LUMBER RULES

Our own process of black enamel ink insures perfect, permanent lettering with no injury to the rule, as with burnt lettering. Double riveted head, the rivets moulded into the brass.

Tool Steel Blade
Oil Tempered
Riveted Handle

The best of selected hickory used exclusively.

AMERICAN RULE & MFG. CO.
Nashville, Tenn.

SWEDISH STEEL

BAND MILL AND RESAWS ARE BEST
Like-wise our

Circular, Gang, Drag and Cylinder Saws,
Saw Tools and Cooperage Machinery
WRITE FOR PRICES.

The Peter Gerlach Company,
CLEVELAND, SIXTH CITY

COUNTERFEIT CHECKS

are frequent
except where
our

Two Piece
Geometrical
Barter Coin

is in use, then
imitation isn't
possible.
Sample if you
ask for it.

S. D. CHILDS
& CO.
Chicago

We also make
Time Checks,
Store and
Log Receipts.



If you are not a subscriber to HARDWOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.

VENEERS AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

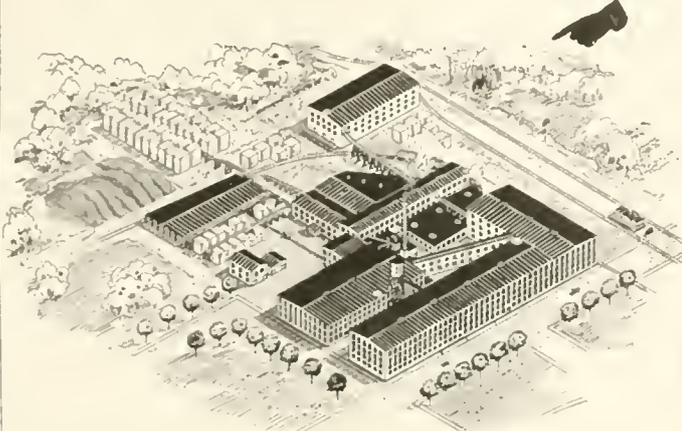
We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

Gentlemen—Our Plant



But what's inside of those walls is what really counts. Everything to provide for service. And the quality idea is instilled in all our force, from the highest to the lowest.

Wisconsin Seating Co.

Auto Dashers Tops and Panels Chair Backs and Seats
NEW LONDON, WISCONSIN

MAKERS OF TIME PROOF PANELS

THE STANDARD VENEER CO.

Manufacturers
Rotary Cut Birch Veneers
HOULTON, ME.
MILL AND STORE AT STOCKHOLM, ME.

OUR BIRCH VENEERS

ARE THE PRODUCT OF
HIGH GRADE LOGS, FIRST-CLASS EQUIPMENT AND
OVER TEN YEARS' EXPERIENCE
MILWAUKEE BASKET COMPANY, South Milwaukee, Wis.

TOMAHAWK VENEER & BOX CO.

Manufacturers of Draw Bottoms in Birch and Basswood, Pin Blocks, Back Panels, also Heading and American Cheese Boxes our Specialties
TOMAHAWK WRITE FOR PRICES. WISCONSIN



For items of Hardwood Stock or Hardwood Machinery, you will find it advantageous to write our advertisers. Get in touch!

Sliced Quartered Oak Figured Gum American Walnut

Cut to Dimension, Jointed and Taped,
Ready to Lay ROTARY CUT

CHESTNUT ASH POPLAR
PINE OAK WALNUT

Knoxville Veneer Co.

P. B. RAYMOND, General Manager, Knoxville, Tenn.

Door Panels

Three and Five Ply
All Woods

For One, Two, Five and Six Panel Doors
All Carried in Stock Ready for
Immediate Shipment

Geo. L. Waetjen & Co.
Milwaukee Wisconsin

WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW



Our New Mill in Phillips, Wis.

ARE YOU IN THE MARKET FOR THE BEST **Wisconsin Hardwoods?**

Send for Price List "H. R." Today

These Items Are in Excellent Shipping Condition

- | | |
|---|--|
| 500,000' 4/4 No. 2 Common and Better Unselected Birch. | 500,000' 4/4 No. 2 Common and Better Hard Maple. |
| 300,000' 4/4 No. 1 Common and Better Unselected Basswood. | 1 Car 8/4 No. 2 Common and Better Basswood. |
| 350,000' 4/4 No. 2 Common Basswood, Rough. | 1 Car 5/4 Nos. 1, 2, and 3 Basswood. |
| 400,000' 4/4 No. 3 Common Basswood, Rough. | 3 Cars 4/4 No. 3 Common Ash. |
| 300,000' 6/4 No. 2 Common and Better Soft Elm. | 5 Cars 6/4 Soft Elm Scoots. |
| 100,000' 6/4 No. 3 Common Soft Elm. | 3 Cars 6/4 Birch Scoots. |
| | 1 Car 4/4x11" and Wider 1st and 2nd Basswood. |

KNEELAND-McLURG LUMBER CO.

Manufacturers of Hardwoods

PHILLIPS, WIS.

WHEN YOU BUY Basswood, Birch and Maple

or any other Hardwood Lumber, you want stock that is properly manufactured, and carefully piled.

The following list of Hardwood Lumber was properly manufactured in our own BAND MILL here at New London, Wis., and is now ready for immediate shipment.

BASSWOOD.	Feet.	BIRCH.	Feet.
4/4 No. 1 Com&Bet....	115,000	4/4 No. 2 Com&Bet....	950,000
4/4 No. 2 & 3 Com....	95,000	4/4 No. 3 Common....	75,000
6/4 No. 1 Com&Bet....	28,000	5/4 No. 2 Com&Bet....	118,000
		6/4 No. 2 Com&Bet....	200,000
		6/4 No. 3 Common....	95,000
		8/4 No. 2 Com&Bet....	25,000
SOFT ELM.	Feet.	HARD MAPLE.	Feet.
4/4 No. 2 Com&Bet....	350,000	4/4 No. 2 Com&Bet....	900,000
5/4 No. 2 Com&Bet....	50,000	4/4 No. 3 Common....	200,000
8/4 No. 2 Com&Bet....	10,000	5/4 No. 2 Com&Bet....	50,000
		6/4 No. 2 Com&Bet....	75,000
		8/4 No. 2 Com&Bet....	15,000
ROCK ELM.	Feet.	SOFT MAPLE.	Feet.
5/4 No. 2 Com&Bet....	75,000	4/4 No. 2 Com&Bet....	200,000
WIS. OAK.	Feet.	BALM OF GILEAD.	Feet.
4/4 No. 2 Com&Bet....	250,000	4/4 No. 3 Com&Bet....	16,000
4/4 No. 3 Common....	100,000		
5/4 No. 2 Com&Bet....	16,000		
6/4 No. 2 Com&Bet....	34,000		

Write us for delivered prices

Hatten Lumber Company

New London, Wis.

Roddis Lumber & Veneer Co.

Marshfield, Wis.

VENEERED PANELS

DESK TOPS TABLE TOPS

FLUSH VENEERED DOORS

WAINSCOTING BENT WORK

SAW MILLS AT PARK FALLS, WIS

BIRCH

4-4 and thicker, No. 1 Common and Better also 4-4-5 and 6-4 Red Birch

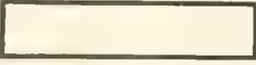
We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

Rice Lake Lumber Co., Rice Lake, Wis.

IF YOU HAVEN'T SEEN THE GIBSON TALLY BOOK

Let us send you one on approval, with samples of Tally Tickets for triplicate, duplicate or single tallies—a score of forms to choose from. They are the latest and best. Endorsed by hundreds of lumber manufacturers and buyers.



M I C H I G A N



FAMOUS FOR HARD MAPLE AND GREY ELM

“Ideal” Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—“IDEAL.”

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

I. Stephenson Co., Trustees - WELLS, MICHIGAN

“Chief Brand” Maple and Beech Flooring

in 3, 4 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

VON PLATEN LUMBER CO.

Iron Mountain, Michigan

MANUFACTURERS OF

BIRCH BASSWOOD ELM MAPLE

50 M ft. of 5/4 No. 3 Common Basswood.	100 M ft. of 6 ft. No. 3 Common Maple.
30 M ft. of 12/4 No. 2 Common & Btr. Maple.	100 M ft. of 5/4 No. 2 Com. & Better Birch.
50 M ft. of 8/4 No. 3 Common Maple.	30 M ft. of 8 4 No. 1 Com. & Better Birch.
100 M ft. of 12/4 No. 3 Common Maple.	15 M ft. of 10 4 No. 1 and 2 Common Birch.
100 M ft. of 5/4 No. 1 and No. 2 Common Maple.	50 M ft. of 6 4 No. 2 Com. & Btr. Rock Elm.
150 M ft. of 6/4 No. 2 & Better Maple.	100 M ft. of 6/4 No. 3 Com. Elm.

Strable Mfg. Company

Manufacturers of

Hardwood Lumber

AND

Maple Flooring

Saginaw Michigan

WE WANT TO MOVE:

50,000 ft. 8/4 No. 2 and better Soft Maple
150,000 ft. 4/4 No. 2 and better Soft Maple.
75,000 ft. 6/4 No. 2 Common Soft Elm.
75,000 ft. 6/4 No. 3 Common Soft Elm.
30,000 ft. 4/4 No. 2 Common Soft Elm.
100,000 ft. 4/4 No. 1 Common Basswood.
37,000 ft. 4/4 No. 2 Common Basswood.

EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

We offer for prompt shipment:

100M	4/4	End Dried White Maple
10M	5/4	End Dried White Maple
19M	6/4	End Dried White Maple
21M	6/4	No. 1 Common and Better Hard Maple
50M	12/4	No. 1 Common and Better Hard Maple
30M	16/4	No. 1 Common and Better Hard Maple
25M	4/4	White Pine Crating Lumber
18M	4/4	No. 2 Common and Better Soft Maple

FULL THICKNESS BAND SAWN QUICK SHIPMENT

SAVE YOUR MONEY BY USING THE

RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

Lumbermen's Credit Assn., Established 1878

608 So. Dearborn St. CHICAGO

Mention This Paper

55 John St. NEW YORK CITY

S. L. EASTMAN FLOORING CO.

SAGINAW BRAND

MAPLE FLOORING

SAGINAW, MICH.

HARDWOOD RECORD'S

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East.

IT'S the BEST SALES MEDIUM for HARDWOOD LUMBER

B U F F A L O

The Foremost Hardwood Market of the East

Standard Hardwood Lumber Co.

OAK, ASH and
CHESTNUT

1075 Clinton Street

ANTHONY MILLER
HARDWOODS
OF ALL KINDS

893 Eagle Street

G. Elias & Bro.
HARDWOODS

White Pine, Yellow Pine, Spruce,
Hemlock, Fir, Lumber, Timber, Mill-
work, Boxes, Maple and Oak Flooring

955 - 1015 ELK STREET

Hugh McLean Lumber Co.

OUR SPECIALTY:

QUARTERED
WHITE OAK

940 Elk Street

BUFFALO HARDWOOD
LUMBER CO.

We want to buy for cash

Oak, Ash and Other Hardwoods

All grades and thicknesses.

Will receive and inspect stock at shipping point.
Branch yard, Memphis, Tenn.

940 Seneca Street

Yeager Lumber Company, Inc.

Specialties:

Oak, Ash and Poplar

932 ELK STREET

T. SULLIVAN & CO.
HARDWOODS

Specialty - Brown Ash

No. 2 ARTHUR STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

BOTH NORTHERN and
SOUTHERN OAK

HARDWOOD LUMBER and
ROTARY VENEERS

STIMSON'S MILLS

J. V. STIMSON
HUNTINGBURG, IND.

J. V. STIMSON HARDWOOD CO.
MEMPHIS, TENN.

STIMSON VENEER & LUMBER CO.
MEMPHIS, TENN.

Entire Line of Well Manufactured
HARDWOOD LUMBER

from $\frac{3}{8}$ " thick up
IN DRY STOCK
including

OAK AND RED GUM
PLAIN AND QUARTER SAWN

WALNUT POPLAR
HICKORY ASH
ELM MAPLE

ABC AND WESTERN UNION CODE

Tells all there is to know about every
commercial forest tree of America.

AMERICAN FOREST TREES

(WRITTEN IN THE LUMBERMAN'S LANGUAGE)

*Completely illustrated with
original photographs and draw-
ings and handsomely bound.*

(Price \$6 Prepaid)

HARDWOOD RECORD, 537 S. DEARBORN ST.
CHICAGO, ILL.

PENROD Walnut & Veneer Co.

Manufacturers

EXCLUSIVELY
WALNUT LUMBER AND VENEERS

KANSAS CITY, MO.

PENROD-JURDEN & McCOWEN

Manufacturers of

**HARDWOOD LUMBER
AND VENEERS**

Announce the Opening of
GENERAL OFFICES in

MEMPHIS, TENN.

Veneer Mills,
HELENA, ARK.

Band Mills,
BRASFIELD, ARK.

Aardwood Record

Twentieth Year,
Semi-Monthly. }

CHICAGO, JUNE 10, 1915

Subscription \$2.
Single Copies, 10 Cents.



ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

J. Gibson McIlvain & Company

1420 Chestnut Street PHILADELPHIA, PA.

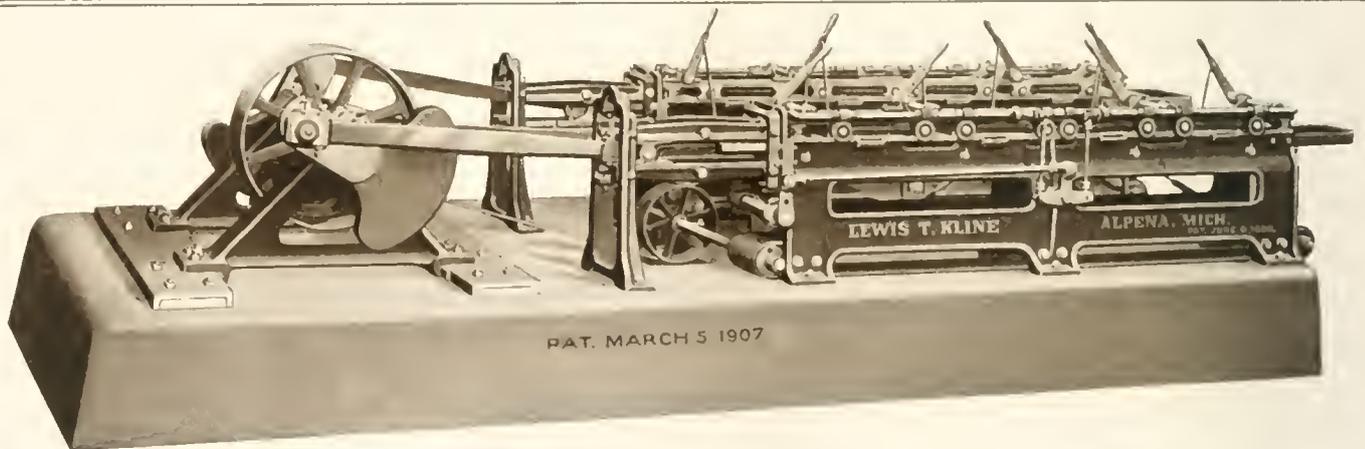
Everything in Lumber

We Offer the Following in Dry Stock:

4/4 No. 1 Common Birch 200,000 ft.
 5/8 No. 1 & 2 Soft Yellow Poplar . . . 90,000 ft.
 1 car 4/4 No. 1 & 2 Basswood, 10" & over.
 7x24 No. 1 Heart Split Cypress
 Shingles 160,000

QUICK SHIPMENT

RIGHT PRICES



One Man on the Klines Horizontal Beat Two Men on 10 to 12 Uprights

Write for our book that backs the above assertion with mechanical facts, and letters from users.

LUMBER MANUFACTURERS:

Utilize your waste material

WOODWORKERS AND MATTRESS MAKERS:

Make your own excelsior

Let the Kline Booklet tell you how

Kline's Eight Block Excelsior Machines

ALPENA INDUSTRIAL WORKS, ALPENA, MICH.

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

MICHIGAN HARDWOODS, OUR OWN MANUFACTURE

Sales Department

COBBS & MITCHELL, Inc.

CADILLAC, MICH.

JUNE 3, 1915.

DRY STOCK LIST

4/4 Basswood 1s & 2s.....	100 M
1x4 Basswood, clear.....	8 M
4/4 Basswood No. 1 Common.....	100 M
4/4 Basswood No. 2 Common.....	300 M
4/4 Basswood No. 3 Common.....	50 M
4/4 Basswood No. 2 Common and Better.....	200 M
4/4 Birch 1s & 2s Sap.....	17 M
4/4 Red Curly Birch 1s & 2s.....	1/2 M
4/4 Cadillac Gray Elm 1s & 2s.....	25 M
4/4 Cadillac Gray Elm No. 1 Common.....	100 M
4/4 Cadillac Gray Elm No. 2 Common.....	300 M
4/4 Cadillac Gray Elm No. 2 Common and Better..	100 M
8/4 Cadillac Gray Elm 1s & 2s.....	40 M
4/4 White Maple End Dried (Clear).....	10 M
4/4 Birdseye Maple End Dried.....	3 M
5/4 Maple Step 1s & 2s.....	15 M
4/4 Beech No. 3 Common.....	22 M
4/4 Maple No. 4.....	7 M
4/4 Elm and Basswood No. 4 Common.....	43 M

"It is not what lumber costs you, so much as what you can get out of it, that decides its value for your work."

MITCHELL BROTHERS CO.

DRY STOCK LIST

MICHIGAN HARDWOODS

CADILLAC, MICH.

JUNE 3, 1915.

4/4 Basswood 1s & 2s.....	60 M
4/4 Basswood No. 1 Common.....	75 M
1x6 Basswood No. 2 Common.....	37 M
4/4 Basswood No. 2 Common.....	80 M
4/4 Basswood No. 3 Common.....	30 M
1x4 Basswood No. 3 Common.....	20 M
1x6 Basswood No. 3 Common.....	25 M
1x7 & up Basswood No. 3 Common.....	20 M
4/4 Birch 1s & 2s Red.....	18 M
4/4 Birch No. 3 Common.....	27 M
4/4 to 8/4 Cherry No. 2 Common & Better.....	18 M
4/4 Cadillac Gray Elm 1s & 2s.....	18 M
4/4 Cadillac Gray Elm No. 1 Common.....	100 M
4/4 Cadillac Gray Elm No. 2 Common.....	90 M
4/4 Cadillac Gray Elm No. 3 Common.....	90 M
5/4 Cadillac Gray Elm No. 1 Com. & Better.....	60 M
4/4 Birdseye Maple 1s & 2s End dried.....	2 M
4/4 Hardwoods, No. 4.....	60 M
4/4 Elm & Basswood, No. 4.....	22 M

The 5/4 Gray Elm runs from 80 to 90% 12 inches and wider and largely 14 inches and wider.

Cadillac Quality

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition—send us your inquiries.

We Sell Only Mitchells-Make



PLAIN RED OAK

PANELS

Guaranteed Stock in

PLAIN RED and WHITE OAK

BIRCH

SELECTED and UNSELECTED

RED GUM

WHITE ASH

QUARTERED OAK

and MAHOGANY

PROMPT DELIVERIES



SELECTED RED GUM

MISSISSIPPI VENEER & LUMBER CO.

Neenah, Wisconsin

Willson Bros. Lumber Co.

MANUFACTURERS

WEST VIRGINIA HARDWOODS

Oliver Building

PITTSBURG, PA.

WM. WHITMER & SONS

INCORPORATED

Manufacturers and Wholesale-
salers of All Kinds of

"If Anybody Can,
We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Franklin Bank Bldg.

PHILADELPHIA

WISTAR, UNDERHILL & NIXON

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

QUARTERED WHITE OAK

NICE FLAKY STUFF

Wanted

Fifteen thousand 6 x 8 x 8 No. 1 Sawn, White or Chestnut Oak Ties, for which we will pay 70c each delivered Pennsboro, W. Va. Terms, cash less 2% on arrival of cars.

JOHN B. YATES LUMBER COMPANY
PENNSBORO, WEST VIRGINIA

WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.

Specialist in Hardwoods

Manufacturers are requested to supply lists of stock for sale

S. L. EASTMAN FLOORING CO.

SAGINAW BRAND

MAPLE FLOORING

SAGINAW, MICH.

"STEARN'S" QUALITY LUDINGTON

Hardwood Specialists

5,000,000 feet

4-4 to 8-4

BEECH

A complete stock of thoroughly
dry Beech in all grades

We specialize in Kiln Dried Stock

The **STEARN'S**
SALT & LUMBER CO.
LUDINGTON, MICH.

Our FLOORING PLANT is now complete. We
are prepared to furnish promptly

Made **(MR)** Right

OAK FLOORING

in carload or less than carload ship-
ments, scientifically cured, perfectly
worked, uniform in color and texture

THE MOWBRAY & ROBINSON CO., Cincinnati, O.

FACTORY—QUICKSAND, KENTUCKY

YARDS—Detroit, Mich.; Rochester, N. Y.; Brooklyn, N. Y.; Cincinnati, O.
BRANCH OFFICES—Indianapolis, Ind.; Grand Rapids, Mich.; Cleveland, O.;
Buffalo, N. Y.; Boston, Mass.

THE POWELL MYERS LBR. CO.
of SOUTH BEND, IND.

Anything and Everything
in Dimension Hardwoods

Cut to Order

WE SPECIALIZE IN

*Chair Posts and Rockers Band Sawed to Pattern.
Timbers, Plank, Wagon, Implement, Chair and
Furniture Stock.*

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

VENEER

FOREIGN:

MAHOGANY, Mexican, Honduras, East India, Cuban, and African.

ENGLISH BROWN OAK

CIRCIASSIAN WALNUT

STILE, RAIL and PANEL FACES in all thicknesses.

DOMESTIC:

OAK, plain and quartered, rotary cut, red and white.

GUM, figured and plain.

MAPLE, bird's-eye and plain.

POPLAR, BIRCH, ELM,

BASSWOOD, YEL. PINE

For faces, centers, backs, cross-banding and bottoms.

LUMBER

MAHOGANY, CIRCIASSIAN WALNUT, AM. (Black) WALNUT, RED CEDAR.

PANELS

1/4", 5/16", 3/8", 3-ply and 5-ply STANDARD SIZES

HUDDLESTON-MARSH LUMBER COMPANY, 2252 Lumber St., CHICAGO, ILL.

J. RAYNER
VENEERED PANELS
 ALL WOODS
 SEND FOR STOCK LIST
MAHOGANY LUMBER
 CARROLL AVE. AND SHELDON ST.
 CHICAGO

WE HAVE IT
 DOOR STOCK, CUT TO SIZE OR IN SHEETS. POPLAR, GUM, BIRCH, BEECH, ASH, OAK, ELM, MAPLE, BASSWOOD, PINE OR CYPRESS. CROSSBANDING, FACES, BACKS, DRAWER BOTTOMS AND BACKING. ROTARY CUT, PLAIN OR QUARTER SAWED HARD MAPLE PIN BLOCK STOCK. QUARTERED OAK, ETC.
 BY THE CARLOAD OR L. C. L.
 MILLIONS OF FEET ON HAND AT ALL TIMES
 WRITE US ABOUT IT
J.J. NARTZIK, 1966 to 76 Maud Ave., Chicago, Ill.

A floor to adore

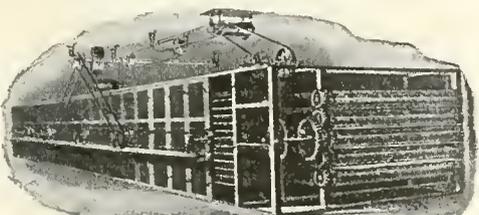
 For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.
 Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.
The T. Wilce Company
 22nd and Throop Sts. CHICAGO, ILL.

Clarence Boyle, Inc., Lumber Exchange Bldg. Chicago
WHOLESALE LUMBER
 Always in the market for OAK, GUM and POPLAR

G For items of Hardwood Stock or Hardwood Machinery, you will find it advantageous to write our advertisers. Get in touch!

PROCTOR VENEER DRYER FIREPROOF
—AN—
UNPARALLELED SUCCESS

No Splitting
 No Checking
 No Clogging
 No Adjusting



Recommended by all those who have tried it

THE PHILADELPHIA TEXTILE MACHINERY COMPANY
 DEPT. L, HANCOCK & SOMERSET STS. PHILADELPHIA, PA.

SAVE YOUR MONEY BY USING THE
RED BOOK Published Semi-annually in February and August
 It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers. The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.
 A well organized Collection Department is also operated and the same is open to you. Write for terms.
Lumbermen's Credit Assn., Established 1878
 608 So. Dearborn St. CHICAGO Mention This Paper 55 John St. NEW YORK CITY

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

VESTAL LUMBER AND MANUFACTURING COMPANY

KNOXVILLE, TENN.

Manufacturers

PLAIN OAK

QUARTERED WHITE OAK

Tennessee Red Cedar

BLACK WALNUT

POPLAR

MILL ON LOUISVILLE & NASHVILLE AND SOUTHERN RAILROAD, AT VESTAL, TENNESSEE, A SUBURB OF KNOXVILLE

COTTONWOOD

OAK

PLAIN AND QUARTERED RED AND WHITE

RED AND SAP GUM

High Grades

Band Sawn Lumber

We Make a Specialty of Thin Stock

COTTONWOOD
AND GUM VENEERS

THREE-PLY GUM PANELS
BOX SHOOKS—EGG CASES

Write Us for Prices

Anderson-Tully Company
MEMPHIS, TENN.



5 cars 4/4" 1a & 2s Plain White Oak.	1 car 4/4" No. 2 Common Quartered White Oak.
10 cars 4/4" No. 1 Common Plain White Oak.	1 car 4/4" 1s & 2s Plain Red Oak.
5 cars 4/4" No. 2 Common Plain White Oak.	5 cars 4/4" No. 1 Common Plain Red Oak.
1 car 3/8" 1s & 2a Plain White Oak.	5 cars Com. & Better Sound Wormy, Red & White Oak.
1 car 3/8" No. 1 Common Plain White Oak.	5 cars No. 3 Common, Plain Red & White.
2 cars 4/4" 1s & 2s Quartered White Oak.	1 car 4/4" 1a & 2s Red Gum.
5 cars 4/4" No. 1 Common Quartered White Oak.	2 cars 4/4" No. 1 Com. Red Gum.
	Oak Car Material.
	Oak Bridge & Crossing Plank.

Band Sawn Stock. Dry and Ready for Immediate Shipment. Your Inquiries Solicited

Garnahan-Allport Lumber Company

SUCCESSORS:

VARNER LAND & LUMBER COMPANY

Allport, Lonoke Co., Ark.

EVERYTHING'S NEW Starting new mill, new yards, new piles, new everything — but with experienced men behind it we decided to begin right—with a definite policy. Our location gives us the chance to purchase standing timber wherever we want to—hence we select the best.

OUR POLICY

We figure the time is right for a stock of soft textured oak and our aim in selecting timber has been to provide just that asset. We now announce that this policy enables us to offer you positively selected soft textured stock in plain and quartered red and white oak. You are positive of getting what you want.

Also manufacture ash and aim to give you what you want, when you want it. Instance, our 1sts and 2nds are all piled to widths. Really, we have a novel plan all the way through. We are sure you would be interested in further details.

Little Rock Lumber & Manufacturing Co., Little Rock, Ark.

BAY CITY MICH.

THE LARGEST PRODUCING CENTER OF MICHIGAN HARDWOOD
 LOWER PENINSULA HARD MAPLE

When You Think This, Think Bay City

500M 4/4 No. 2 Common & Better Hard Maple
 500M 4/4 No. 3 Common Hard Maple
 100M 4/4 No. 2 Common & Better Soft Maple
 100M 4/4 Birch, Mill Run
 200M 4/4 Basswood, L. R.
 110M 4/4 1st & 2nd Basswood
 75M 4/4 No. 1 Common Basswood
 90M 4/4 No. 2 Common Basswood
 40M 5/4 1st & 2nd Basswood
 90M 5/4 No. 1 Common Basswood
 60M 5/4 No. 3 Common Basswood
 125M 5/4 No. 2 Common & Better Beech
 160M 6/4 No. 3 Common Beech

Richardson Lumber Company

100,000 ft. 4/4 No. 1 Common and No. 2 Common Birch.
 100,000 ft. 4/4 No. 3 Common Birch.
 10,000 ft. 6/4 No. 3 Common Birch.
 20,000 ft. 1x6 to 1x7 1st and 2nds Hard Maple.
 150,000 ft. 4/4 No. 3 Common Hard Maple.
 750,000 ft. 5/4 No. 3 Common Hard Maple.
 50,000 ft. 6/4 No. 3 Common Hard Maple.
 75,000 ft. 8/4 No. 2 Common and Better Beech.
 500,000 ft. 6/4 No. 2 Common and Better Beech.
 250,000 ft. 5/4 No. 2 Common and Better Beech.
 400,000 ft. 5/4 No. 3 Common Beech.
 100,000 ft. 6/4 No. 3 Common Beech.
 20,000 ft. 6/4 No. 1 Common Elm.
 20,000 ft. 6/4 No. 2 Common Elm.
 45,000 ft. 5/4 1st and 2nds Basswood.
 50,000 ft. 5/4 No. 1 Common Basswood.
 60,000 ft. 5/4 No. 2 Common Basswood.
 100,000 ft. 5/4 No. 3 Common Basswood.
 15,000 ft. 6/4 No. 1 Common Basswood.

Yours truly,
The Kneeland-Bigelow Company

HARD MAPLE		BEECH	
16/4 1s & 2s, 8" and up.....	124,800 ft.	6/4 No. 2 C. & B.....	35,000 ft.
16/4 No. 1 Com.....	84,700 ft.	6/4 No. 3 Com.....	68,000 ft.
16/4 No. 2 C. & B., 4 to 7" wide.....	9,000 ft.	6/4 No. 2 C. & B.....	408,000 ft.
12/4 1s & 2s, 8" and up.....	203,800 ft.	6/4 No. 3 Com.....	31,000 ft.
12/4 No. 1 Com.....	26,000 ft.	4/4 No. 1 C. & B.....	53,000 ft.
10/4 1s & 2s, 8" and up.....	163,200 ft.	4/4 No. 2 & 3 Com.....	369,000 ft.
8/4 1s & 2s, 8" and up.....	180,200 ft.	4/4 No. 3 Com.....	57,000 ft.
8/4 No. 1 Com., 6" and up.....	8,200 ft.		
6/4 heart culls.....	72,000 ft.	BASSWOOD	
6/4 1s & 2s, 8" and up.....	286,000 ft.	4/4 No. 2 C. & B.....	445,000 ft.
5/4 1s & 2s, 8" and up.....	166,800 ft.	4/4 No. 3 Com.....	30,000 ft.
5/4 Bird's Eye.....	920 ft.		
4/4 Bird's Eye.....	450 ft.	ELM	
4/4 White.....	97,500 ft.	4/4 Full out.....	26,000 ft.
4/4 1s & 2s, 8" and up.....	850,000 ft.		
4/4 Heart culls.....	61,200 ft.	ASH	
4/4 Plank trim.....	87,000 ft.	4/4 Full cut.....	15,000 ft.
		CHERRY	
BIRCH		4/4 Full cut.....	1,000 ft.
5/4 No. 2 C. & B.....	6,200 ft.	OAK	
5/4 No. 3 Com.....	3,000 ft.	4/4 Full cut.....	6,800 ft.
4/4 No. 1 Com.....	52,000 ft.		
4/4 No. 2 C. & B.....	180,200 ft.		
4/4 No. 2 Com.....	25,000 ft.		
4/4 No. 3 Com.....	93,500 ft.		

W. D. Young & Company

5,000 ft. 9/4x12" & wider 1st & 2nds Hard Maple
 2,000 ft. 6/4x12" Hard Maple Step Plank
 50,000 ft. 4/4 Log-Run Hard Maple
 215,000 ft. 4/4 No. 3 Common Hard Maple
 70,000 ft. 5/4 No. 3 Common Hard Maple
 8,000 ft. 6/4 No. 3 Common Hard Maple

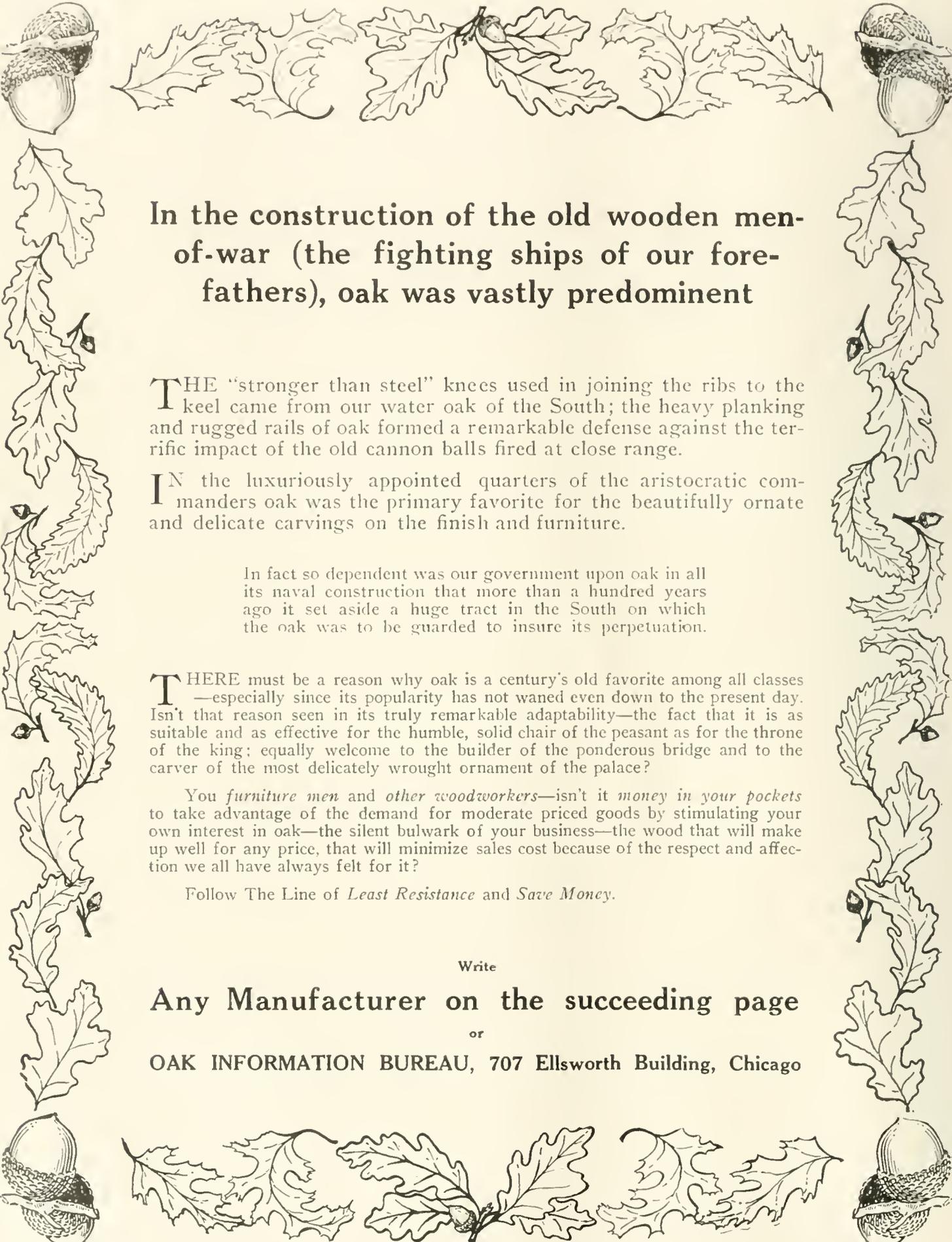
65,000 ft. 4/4 Log-Run Birch
 19,000 ft. 4/4 Log-Run Beech
 86,000 ft. 6/4 Log-Run Beech
 75,000 ft. 6/4 No. 3 Common Beech
 17,000 ft. 4/4 Log Run Basswood
 26,000 ft. 5/4 No. 3 Com. Beech & Soft Maple
 500,000 ft. 4/4 & 8/4 No. 2 & No. 3 Hemlock for Boxing

Ross & Wentworth

Let the following manufacturers know your needs:

KNEELAND-BIGELOW CO.
RICHARDSON LUMBER CO.

ROSS & WENTWORTH
W. D. YOUNG & CO.



In the construction of the old wooden men-of-war (the fighting ships of our forefathers), oak was vastly predominant

THE "stronger than steel" knees used in joining the ribs to the keel came from our water oak of the South; the heavy planking and rugged rails of oak formed a remarkable defense against the terrific impact of the old cannon balls fired at close range.

IN the luxuriously appointed quarters of the aristocratic commanders oak was the primary favorite for the beautifully ornate and delicate carvings on the finish and furniture.

In fact so dependent was our government upon oak in all its naval construction that more than a hundred years ago it set aside a huge tract in the South on which the oak was to be guarded to insure its perpetuation.

THERE must be a reason why oak is a century's old favorite among all classes—especially since its popularity has not waned even down to the present day. Isn't that reason seen in its truly remarkable adaptability—the fact that it is as suitable and as effective for the humble, solid chair of the peasant as for the throne of the king; equally welcome to the builder of the ponderous bridge and to the carver of the most delicately wrought ornament of the palace?

You furniture men and other woodworkers—isn't it money in your pockets to take advantage of the demand for moderate priced goods by stimulating your own interest in oak—the silent bulwark of your business—the wood that will make up well for any price, that will minimize sales cost because of the respect and affection we all have always felt for it?

Follow The Line of *Least Resistance* and *Save Money*.

Write

Any Manufacturer on the succeeding page

or

OAK INFORMATION BUREAU, 707 Ellsworth Building, Chicago



The following manufacturers have made a study of oak production. In sending them your requirements you will be insuring yourself the best in stock and service.

ALABAMA

H. H. Hitt Lumber Company, Decatur. (See page 43.)
 * Cromwell Hardwood Lumber Company, Montgomery.

ARKANSAS

* Carnaban-Allport Lumber Company, Allport. (See page 6.)
 Thane Lumber Company, Arkansas City.
 Bliss-Cook Oak Company, Blissville. (See page 56.)
 Paepcke Leicht Lbr. Co., Blytheville and Helena. (See page 57.)
 Penrod-Jurden & McCowen, Brasfield and Helena. (See page 68.)
 Crittenden Lumber Company, Crittenden.
 Dermott Land & Lumber Company, Dermott.
 * Fee-Crayton Hardwood Lumber Co., Dermott.
 J. H. Bonner & Sons, Heth. (See page 56.)
 Little Rock Lumber & Manufacturing Company, Little Rock. (See page 6.)
 * Miller Lumber Company, Marlanna.
 * Saline River Hardwood Company, Pine Bluff.
 Geo. C. Brown & Co., Proctor. (See page 10.)
 Muirhead Lumber Company, Weldon.

ILLINOIS

H. B. Blanks Lumber Company, Cairo.
 Thomas McFarland Lumber Company, Cairo.
 * Utley-Holloway Lumber Company, Great Northern Bldg., Chicago.

INDIANA

S. Burkholder Lumber Co., Crawfordsville. (See page 61.)
 F. M. Cutsinger, Evansville.
 * Maley & Wertz, Evansville.
 John A. Reitz & Sons, Evansville.
 * Bedna Young Lumber Company, Greensburg.
 Chas. H. Barnaby, Greencastle. (See page 51.)
 J. V. Stimson, Huntingburg. (See page 68.)
 Long-Knight Lumber Company, Indianapolis.
 Coppes Bros. & Zook, Nappanee.
 Wood-Mosaic Company, New Albany.
 North Vernon Lumber Company, North Vernon.
 C. & W. Kramer Company, Richmond.
 * Swain-Roach Lumber Company, Seymour.
 * Fullerton-Powell Hardwood Lumber Company, South Bend.
Fort Wayne.
 * Hoffman Brothers Company. (See page 10.)
 Perrine-Armstrong Company.

KENTUCKY

* Arlington Lumber Company, Arlington.
 Wright-Kitchen Lumber Company, Ashland.
 Clearfield Lumber Company, Inc., Clearfield.
 Day Lumber & Coal Company, Jackson. (See page 54.)
Louisville.
 W. P. Brown & Sons Lumber Company.
 Churchill-Milton Lumber Company.
 Kentucky-Indiana Hardwood Company.
 Norman Lumber Company.
Lexington
 * Kentucky Lumber Company.
 E. R. Spotswood & Sons. (See page 50.)
 Turkey Foot Lumber Company, Inc.

LOUISIANA

The Ferd Brenner Lumber Company, Alexandria.
 Boeuf River Ld. & Lbr. Company, Logtown.
 The Hyde Lumber Company, Lake Providence.
 Thistlethwaite Lumber Company, Ltd., Washington.

MASSACHUSETTS

The Atlantic Lumber Company, Boston.

MICHIGAN

Thomas Forman Company, Detroit.

MISSISSIPPI

Alexander Bros., Belzoni.
 Lamb-Fish Lumber Company, Charleston. (See page 59.)

* Manufacturers of Oak Dimension Stock

Paepcke Leicht Lumber Company, Greenville. (See page 57.)
 * D. H. Hall Lumber Company, New Albany.
 * Tallahatchie Lumber Company, Philipp.
 Carrier Lumber & Manufacturing Company, Sardis.

MISSOURI

Tschudy Lumber Company, Kansas City.
 Galloway-Pease Company, Poplar Bluff.
 Baker-Matthews Manufacturing Co., Sikeston. (See page 56.)
 * Garetson-Greaseon Lumber Company, St. Louis.
 Thos. E. Powe Lumber Company, St. Louis.

NEW JERSEY

Hadentine Lumber Company, Camden.

NORTH CAROLINA

Asheville Lumber Company, Asheville.
 * Carr Lumber Company, Pisgah Forest.

OHIO

* Yellow Poplar Lumber Company, Coal Grove.
 W. M. Ritter Lumber Company, Columbus.
 Barr-Holiday Lumber Company, Greenfield.

Cincinnati.

Bayou Land & Lumber Company.
 Buskirk-Rutledge Lumber Company.
 C. Crane & Co. (See page 54.)
 The John Dulweber Company.
 Hay Lumber Company.
 Mowbray & Robinson Company. (See page 5.)
 The New River Lumber Company.

PENNSYLVANIA

J. M. Murdock & Co., Johnstown.
 Aberdeen Lumber Company, Pittsburgh.
 Babcock Lumber Company, Pittsburgh.

TENNESSEE

* J. M. Card Lumber Company, Chattanooga.
 * Bedna Young Lumber Company, Chattanooga.
 Kimball & Kopecke, Knoxville.
 J. M. Logan Lumber Company, Knoxville.
 Vestal Lumber & Manufacturing Co., Knoxville. (See page 6.)
 Little River Lumber Company, Townsend.

Memphis

Anderson-Tully Company. (See page 6.)
 R. J. Darnell, Inc.
 May Bros.
 Memphis Band Mill Company.
 * Nickey & Sons Company, Inc.
 Paepcke Leicht Lumber Company. (See page 57.)
 Penrod-Jurden & McCowen. (See page 68.)
 Russe & Burgess, Inc.
 E. Sondheimer Company.
 VandenBoom-Stimson Lumber Company.
 * Welsh Lumber Company.
 J. W. Wheeler & Co.

Nashville

Davidson Hicks & Greene Company.
 Farris Hardwood Lumber Company. (See page 58.)

* Love, Boyd & Co.

* John B. Ransom & Co.

VIRGINIA

* U. S. Spruce Lumber Company, Marion.
 Bolce Lumber Company, Inc., Richmond.

WEST VIRGINIA

* Lewis Lumber Company, Albright.
 The McClellan-West Lumber Company, Bluefield.
 The Alton Lumber Company, Buckhannon.
 * West Virginia Timber Company, Charleston.
 * Pardee & Curtin Lumber Company, Clarksburg.
 Maryland Lumber Company, Denmar.
 C. L. Ritter Lumber Company, Huntington.
 Rockcastle Lumber Company, Huntington.
 Kenova Saw Mill Company, Kenova.
 Clay Lumber Company, Middle Fork.
 The Parkersburg Mill Company, Parkersburg.
 * The Meadow River Lumber Company, Rainelle.
 * Warn Lumber Corporation, Raywood.
 * American Column & Lumber Co., St. Albans.

WISCONSIN

G. W. Jones Lumber Company, Appleton.

The durability, strength, standing ability and beauty of oak are proof against all comers for all time. It is more firmly entrenched today than ever before.





The band saws that have cut **hardwoods grown in Indiana** for a half century, and have enabled us to maintain the policy of



Reg. U. S. Pat. Off.

**Honest Inspection
Intelligent Selection**



Reg. U. S. Pat. Off.

Hoffman Bros. Company, Fort Wayne, Ind.
ESTABLISHED 1867 INCORPORATED 1904

We manufacture our own stock. Will quote low prices on the following items:

- | | |
|----------------------------------|-------------------------------------|
| 1 car 1 1/4" 1st and 2nd Poplar | 1 car 2" 1st. and 2nd Plain Red Oak |
| 5 cars 2 1/4" 1st and 2nd Poplar | 10 cars 1" No. 1 Com. Plain Red Oak |
| 3 cars 1" Saps, Poplar | 3 cars 2" No. 1 Com. Plain Red Oak |
| 1 car 1 1/4" Saps, Poplar | 10 cars 1" No. 2 Com. Plain Red Oak |
| 2 cars 1 1/4" Saps, Poplar | 3 cars 2" No. 2 Com. Plain Red Oak |
| 1 car 2" Saps, Poplar | |
| 15 cars 1" No. 1 Com. Poplar | |
| 5 cars 2 1/4" No. 1 Com. Poplar | |
| 3 cars 1" No. 1 Com. Red Gum | |

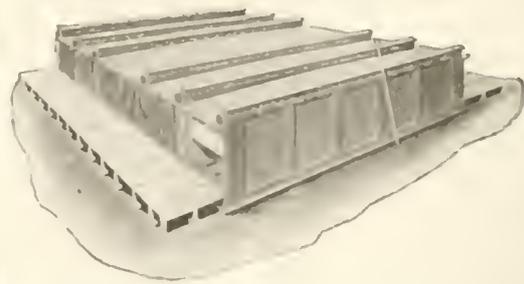
Faust Bros. Lumber Co.
JACKSON, MISS.

Morton Humidity System

Progressive Kilns

Compartment Kilns

Pocket Kilns



We build kilns to suit every requirement in the lumber industry. Lumber properly kiln dried sells quicker and brings a better price.

The Morton Kiln Produces Quality Lumber

Write for our 3 Complete Catalogs and Specialty Folder 60-G
MORTON DRY KILN CO., 351-357 W. 59th St., Chicago, Ill.



Table of Contents



COVER PICTURE: A Large Cottonwood.

REVIEW AND OUTLOOK:

General Market Conditions.....	11
The Cover Picture.....	11
American Quartered Oak.....	12
Another Trick of the Trade.....	12
All the Traffic Will Bear.....	12
The Dollar Likely to Displace the Pound as the English Exchange Basis.....	13
Not Subject to Change.....	13
Technical Men from America.....	13
Strike Settlement in Sight.....	13

SPECIAL ARTICLES:

Lumbermen's Round Table.....	18
American Woods for the War.....	19
Export Figures Still Encouraging.....	19
Interesting Traffic Developments.....	20
Pertinent Legal Findings.....	22
Individual Regulation of Production.....	33-36

CLUBS AND ASSOCIATIONS:

Veneer Makers Reorganize.....	14-17
Chicago Golf Tournament.....	21
National Hardwood Lumber Annual.....	23-32
Miscellaneous.....	37-38

THE MAIL BAG.....

.....	37
-------	----

WITH THE TRADE.....

.....	39-40
-------	-------

PERTINENT INFORMATION.....

.....	40-46
-------	-------

HARDWOOD NEWS.....

.....	46-53
-------	-------

HARDWOOD MARKET.....

.....	53-58
-------	-------

CLASSIFIED ADVERTISEMENTS.....

.....	61
-------	----

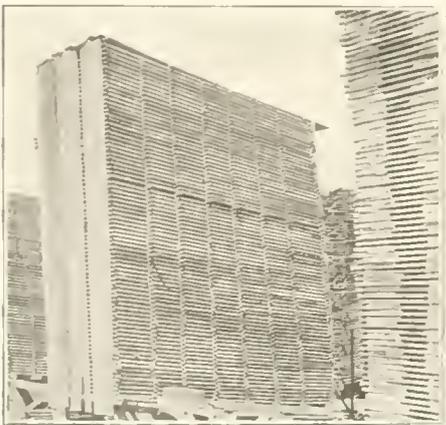
SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, \$2.00 the year; in foreign countries, \$1.00 extra postage.

In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

Both display and classified advertising rates furnished upon application. Advertising copy must be received five days in advance of publication dates.

Entered as second-class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.



Note number of piling sticks and method of stock

"FOOD FOR THOUGHT"

"Wish to say that we were very much pleased with the appearance of the Kraetzer Cured Gum recently sent us; in fact, it was the nicest looking car of Gum we have ever had in our yards."

This letter was received from a large user of Gum Lumber, who later advised us his loss on this car through their factory was only 2%. (Note: We have since received from this firm an order for 11 additional cars.)

To the buyer who desires QUALITY lumber we would like to send a list and description of our stock. We do not make "fluctuating" grades of lumber

GEO. C. BROWN & CO.

Proctor, Ark.

Manufacturers of Band Sawed, St. Francis Basin Hardwoods

Twenty miles from Memphis—On C. R. I. & P. Railroad



Hardwood Record



Copyright, THE HARDWOOD COMPANY, 1915

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Edgar H. Defebaugh, President
Edwin W. Meeker, Managing Editor
Hu Maxwell, Technical Editor

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO
Telephones: Harrison 8086-8087-8088

COPY
NEW
NOTES
SALES

Vol. XL

CHICAGO, JUNE 10, 1915

No. 4



Review and Outlook



General Market Conditions

A SPOTTY INDICATION of trade is accentuated by reports during the last couple of weeks, the most noticeable having come from Memphis territory where a tremendous amount of lumber is being loaded out for export. There is also some indication of a slight improvement in shipments for domestic consumption from this point although this feature is not by any means so noticeable as the export shipment. Foreign buyers have been circulating through this country in considerable numbers, taking up stocks and assuming risks after departure from American ports. That is, they assume the cost of unusually high insurance. In this way American exporters are enabled to quote on stocks and it now seems possible to secure sufficient bottoms for the movement of lumber. The mills profiting most by this export demand are those in position to furnish large quantities of any one line of lumber. The mills whose outputs are diversified are not attempting shipments abroad to any great extent. The same optimistic reports of exports come from eastern points.

Business, of course, has been further held up on account of the uncertainty of relations between this country and belligerent nations, but with all this there is a steady adhering to the tone of confidence although the general policy is distinctly conservative.

All indications point to a continued depletion of stocks of southern hardwoods, and HARDWOOD RECORD reiterates that just as soon as there is a real possibility of shipments on a normal basis without restriction there is going to be found a shortage of stocks which will inconvenience a great many people who are anxious to get lumber in a hurry. This is not true so much in the North, although stocks in that part of the country are cut down to a considerable point below normal. In fact, the situation in the North is well in hand and the level of prices is very fair, considering what has transpired during the last few months.

Nothing of note has occurred to indicate any special change in the policy of the factory trade, which is still buying mainly for quick shipment for early use, although there continue to be reports of sales for advance shipments for use in the future. It is a noticeable fact that in many instances these sales have been placed by those purchasing agents who have a reputation for being more closely in touch with the actual lumber situation and who desire to protect themselves as far as possible against higher prices in the future. It is also significant that the majority of the more substantial manufacturing institutions are still adhering to the policy of refusing long-time orders and contracts at present prices. In a way this policy has already begun to make itself felt as there does seem to be a slightly greater uniformity in the going values of hardwoods.

The veneer situation is not appreciably improved and it will have to

wait its turn for more active call. The substantial institutions which know the value of their product and which are in position to guarantee quality are getting pretty near what their product is worth. It would seem that the present circumstances will tend to rather eliminate those concerns who are not conversant enough with the real facts of their goods to know exactly what they should ask and insist upon receiving. This purging will very likely have beneficial effects in the future.

The railroads have not shown any marked increase in demand for their products, but there is a probability that the present rate of purchase will be continued for some time to come.

The Cover Picture

THE COVER PICTURE illustrating this issue of HARDWOOD RECORD shows all that is left of what was probably the largest cottonwood tree in the world. No record of a larger one has been found. A tree of this species once grew in Mississippi county, Missouri, that was said to be ten feet in diameter, but the one whose picture is here shown was considerably larger, according to measurements which are well authenticated, and which can be verified, in part, at the present time. In 1902 the Evanston, Ill., Historical Society published a record that the tree was forty-five feet in circumference three feet above the ground. An earlier report placed the diameter at eighteen feet, but that must have been very near the ground, where the base was greatly enlarged.

The tree grew on the farm of M. A. Kloepfer, three miles west of Wilmette, Ill. The Evanston Historical Society gave the height at 150 feet, and Hurd's History of Evanston at 160. Both figures are probably estimates. The trunk had an unusual form for a cottonwood, being enlarged at the base like a typical southern cypress. It contained an enormous cavity, with an opening eight and a half feet high. It is said that thirty-one people have been known to stand within the hollow at one time, and a man on horseback could ride through the opening, turn round and ride out.

The tree was locally known as the "Black Hawk Cottonwood," because of a tradition that the old Indian held councils of war in its hollow trunk. There appears to be no historical evidence that such was the case; besides, a hollow tree would be about the last place to attract an Indian who was expecting an attack from enemies. He would want a clear view in all directions.

Some years ago vandals set fire to the tree's cavity, and the monarch of the Illinois prairies was killed. The fire and subsequent decay weakened it and it broke off near the level of the ground and fell. It would probably have disappeared before this time but for the care of Richard F. Gloede, whose love of trees was instilled in

his youth by association with his father, who was a professional forester in Germany. Mr. Gloede is the well known horticulturist at Evanston, Ill. When the tree fell, he secured the base section, and with teams and house moving appliances, transported it across the prairie to his premises in Evanston, where the gigantic stub was erected and it still remains, somewhat weathered, but relatively sound.

A representative of *HARDWOOD RECORD* visited it recently and took measurements of the stub as it now stands. The bark is missing. The point where the trunk measures forty five feet in circumference is now twenty inches above the ground. It was stated to have been three feet above in 1902. It appears, therefore, that the part of the stub in contact with the ground has disappeared by decay, or by the fire that killed the tree, or by settling into the soil, to the extent of a foot or more since the former measurement was made. The measurement of 1902 was taken with the bark on; the present one with it off. That would account for some of the differences in size.

The area of the base of the cavity at present, that is, the floor, contains 151 square feet, as nearly as its irregular form could be measured with a tape line. The hollow narrows rapidly, and at four feet above the floor it is about nine feet in diameter, and nearly circular. The original cavity extended up the trunk twenty feet. The stub is not that tall now, and the hollow runs its whole length.

The age of the tree is not known, and there is no way of determining that matter. All the interior growth rings have been removed by decay. The age has been estimated at 600 years, but it is a guess only, though not an unreasonable one. The tree is the common cottonwood (*Populus deltoides*). The cavity is a very old one, as is apparent from the efforts which the tree made long ago to heal the wound. This is seen in the new wood which was gradually closing the doorway during the last hundred years or so of the tree's life.

"American" Quartered Oak

JUST WHY THE SPONSORS of so-called American quartered oak selected that name for their product is difficult to understand. It is generally known this so-called oak is but a stamped imitation put on inexpensive domestic woods and easily reveals its lack of merit. That even laymen can be fooled by such a flagrant imitation and one which ordinarily is glaringly cheap in its appearance is astonishing. Nevertheless this wood is being foisted off on the people and the situation is one which should be met with drastic measures by responsible concerns who are producing real quartered oak and those who are selling it in the production of articles made from this meritorious wood. On the one hand, oak manufacturers should look into the situation and endeavor to get the co-operation of their customers to bring pressure upon those furniture dealers who are following a policy that cannot bring any lasting benefit to anybody. Furniture manufacturers, of course, are in the better position of the two to take action that will have results, but everybody interested in oak should take the matter to heart and to mind, and see what pressure can be brought to bear that will really make itself felt.

Another Trick of the Trade

THE FACT THAT THE AMERICAN PUBLIC is so far removed from the source of supply of raw material, the average layman having no fair conception of the real identity of wood and being easily duped, has led to many gross misrepresentations which have not only harmed the rightful markets for certain standard American hardwoods and other products of our forests but have induced many gullible Americans to part with a great deal more money in purchasing certain articles than the value of those articles would demand.

One instance of this character is the differentiating between ordinary plain black walnut and figured walnut, which differentiation has been established even by some of the best known and most reputable furniture dealers in some of our large cities. It seems in some cases the dealers have found difficulty in matching up certain suits of furniture that they bought as experiments made up in figured walnut. Finding it impossible to exactly match these particular pieces when sold they did the best they could and laid in a

supply of plain walnut merely showing the grain figure of the wood. This could be secured from the average run of veneer logs. As a consequence it was up to them to make the purchasing public believe that the two woods were entirely different and that the supply of black walnut, which has been the designation given to figured stock, is exhausted and that the people must henceforth have only American walnut furniture. This policy is working a real injustice upon American walnut which is just beginning to come back into its own again, and should be decidedly discouraged by those responsible for marketing the wood; and those responsible also for manufacturing the different articles commonly made from it. Inasmuch as this wood is going largely into interior finish manufacture as well as furniture manufacture and similar articles the importance of the situation is even greater.

There is no just reason for a policy which merely tends to confuse the mind of the buyer and further deceives him in his knowledge of our woods. There is no reason why the average buyer should not know exactly what he is getting instead of having misstatements constantly made, which in the end result in his not knowing what he has. It would be just as easy for the dealer to say that the figured walnut articles are more expensive because of the greater scarcity of the wood and make the prices accordingly. In view of the prices that are going for so-called "American walnut" it would seem that they are foisting off this distinction with the idea of making it take the place of figured walnut in the matter of price as well as supply.

All the Traffic Will Bear

WHILE THE CLASSIFICATION committees of the railroads are holding conferences and asking among themselves why dressed lumber should not pay higher freight rates than rough, the producers of lumber are likewise consulting among themselves and asking why dressed lumber should pay more, weight for weight, than unplanned boards.

The interests of the two parties to the controversy are antagonistic. What comes out of the pocket of one goes into the pocket of the other, and pecuniary considerations must necessarily color the arguments put up by each. But a third party has entered the controversy, and that party is neither a producer nor carrier of lumber, as the others are. It is the Forest Service. Its investigation of cost of lumber, which has been under way for some time, will, according to present understanding, include the matter of getting the product to market. The same question will naturally come up: To what extent should value be considered in fixing lumber freight rates and should there be, or should there not be, a difference in the rate on rough and on dressed lumber?

This brings up the old doctrine of "all the traffic will bear," which was promulgated a generation ago by Collis Huntington, at that time the moving spirit of the Southern Pacific railroad. He announced the policy boldly and carried it out consistently. He justified his course in the same way that the ancient robber did when put on trial, by saying, "What I have taken from the rich I have given to the poor." Huntington's claim was that by charging high rates on commodities which were able to pay, he could accept low rates from those less able to pay, and the low rates made possible the marketing of articles which otherwise could not have gone to market. The principal criticism which Huntington had to listen to in his life time was that he did not always give to the poor what he took from the rich.

Weight for weight, dressed lumber can be carried as cheaply as undressed, provided no extra care is required; but if planed stuff, like matched flooring or ceiling, must go in covered cars while rough lumber may make the journey on gondolas, it is readily seen that there may be differences in the carrying cost. It adds to the expense of carriage, if the product must be kept dry on the way; but if both kinds go in the same sorts of cars and are handled and treated in the same way, the justice of charging more freight for the one than for the other is not apparent, unless it is admitted justifiable to proceed on the principle of charging all the traffic will bear.

That rule, as already intimated, may have a few practical business features not wholly unjust, as well as some which are hard to justify. The principle is tacitly recognized by lumbermen when they ask a

specially low rate on low-grade lumber, on the ground that it cannot pay the regular rate and go to market. In other words, the traffic in that class of lumber will not bear the regular rate; consequently (so the argument goes) it should be given a rate at which it will be able to move—that is, the rate should be regulated by the value of the product in that instance; for nobody contends that box lumber can be carried any more cheaply than first-grade stuff.

This question of "all the traffic will bear" is coming to the front in the lumber business and lumbermen might as well get their arguments ready to meet it. It is taking form in the proposition of the railroad classification committees to charge more freight on dressed than on undressed lumber. It is not actually before the public yet, but it is taking form in the railroad committee rooms, if reports are not wholly erroneous. It is presumed the matter will have to run the gauntlet of the Interstate Commerce Commission before the proposed revised rates can go into effect; and if lumber shippers are opposed to such revision of rates on the principle of "all the traffic will bear," they should get ready to back up their opposition when the question assumes concrete form.

The Dollar Likely to Displace the Pound as the Exchange Basis

WITH EVENTS SURROUNDING the transaction of international business in commercial ways out of kilter and conditions of international exchange disrupted, this country is facing the possibility of being called upon to provide a standard of exchange at least between the United States and England. The pound sterling has always been considered the standard, but as it now represents the value of only \$4.50 in American money it can hardly with fairness be accepted by exporters within our borders. This war is bringing great opportunities of various kinds to this nation, and one that seems to be well up in the scale of importance is the question of establishing the coin of the realm of this nation in its rightful place in transactions of business abroad. Proper consideration of this question and its possibilities by those interested in exports would unquestionably have beneficial effects in this end and unquestionably would be permanent in its results.

Not Subject to Change

IT WAS SAID OF THE LAWS of the Medes and Persians that they were not subject to change. That charge has been made, justly or unjustly, against certain specifications for the United States army supplies. It is claimed that old specifications are still adhered to, though changed conditions long ago called for something else.

The boxes in which army supplies are shipped have been cited as an example of too great conservatism. The statement has been made that the government is paying \$300,000 a year more than is necessary for the transportation of army stores, because the boxes in which they are carried are heavier than they need be. The explanation offered is that the same box specifications are in use that were on file before the days of railroads, when supplies were hauled hundreds of miles over rough roads in heavy wagons, besides being handled many times on the way.

The commissary departments in those days needed boxes practically indestructible. Strong lumber, sawed in thick boards, was required. But since that time railroads have revolutionized freight transportation, and a shipment will go as far in one day now as it used to go in a month, and it receives correspondingly gentle handling. Boxes extraordinarily strong are no longer needed; but it seems that they are still made according to the specifications in use during the war of 1812.

The criticism should not be too broad or too far-reaching. The War Department, as well as other branches of the government, is changing to conform to modern conditions. Handle specifications have been changed, and a very important change has been made in the inspection of southern yellow pine, which is now bought according to the "ring rule," when timbers are wanted. Doubtless other changes to keep abreast of the times in buying forest products for the War Department, as well as other departments, will come before long. At any rate, a general examination of the specifications commonly used might reveal many places where revision would improve

the service by taking advantage of present conditions and late discoveries. No wood which ever grew in the United States is now wholly unobtainable, but some which once were abundant in the highest grades are now hard to get, and it is not necessary to continue to specify them at high figures, while others as satisfactory may be substituted at a lower cost.

Technical Men From America

THE CHINESE GOVERNMENT has borrowed an expert American to help organize the new College of Forestry at Nanking, and to give technical advice on the general subject of forestry as applicable to China. The man who will fill this place is W. F. Sherfesee, head of the Philippine Bureau of Forestry. He will be spared from his work in the islands long enough to oversee the starting of the great work in China.

This item of news has more significance than may appear on the surface. The time was, and not very long ago, when the supply of high class foresters was supposed to be found only in Germany. No one thought of sending anywhere else for one. That time is past, and the high efficiency of American foresters is now recognized throughout the world. Mr. Sherfesee, who fills the new place as adviser to China, graduated from the Yale Forest School, and for a time was in charge of wood preservation in the Forest Service at Washington. Later he was transferred to the Philippines, and recently became head of the bureau there. Another American who served in the Philippines was recently appointed chief forester of the British possessions in Borneo, where he is now organizing the department.

The point in these appointments is that America has reached a high place in its ability to supply men of fine technical training, and that the world has found it out. It is only a commencement to what is coming. The war is breaking up many former arrangements among nations. Trade will seek new channels, business will adapt itself to new methods, old markets will give way to new, and commerce will group itself around different centers. In all of these changes America will profit, and one of the greatest causes for just pride is that it is coming to be looked upon as an available source of the highest classes of technical men.

Strike Settlement in Sight

THE CARPENTERS' STRIKE which has interfered with and threatened building operations in Chicago for the present summer seems in a fair way to be settled. At this time no settlement has been reached, but the parties have arrived at an agreement to submit the question of wages to arbitration, and if that point is settled it is not believed that any insurmountable obstacle to industrial peace will remain.

Mayor Thompson, who is working to reach a settlement of the strike, had hoped that all issues would be submitted to arbitration so that a prompt agreement might be reached on all questions at one time; but arrangements to that effect have not yet been perfected. Consequently, it now appears that the beginning will be made in one part of the controversy only.

Among the matters which will probably be reserved for future consideration is that concerning the use of materials, particularly whether those shall be excluded which are not made by union labor. The proposition to restrict the limit of the contract between the employers and employes to May 31, 1918, will also remain outside the scope of present plans for arbitration. Had these questions been brought in at the present time, it is said that the chance of arbitrating would have decreased. That is especially true regarding the question of material.

There is general belief that the chance of a long drawn out industrial war in Chicago is growing less, and that prospects of peace are in sight.

The grind of poverty is hard at times, but, even so, it has made more men than it has broke.

Most of the secret of success in business is made up of energy and application.



B. W. LORD, DANVILLE, KY.



D. E. KIJNE, LOUISVILLE, KY.



H. M. MERRITT, LOCKPORT, N. Y.

Veneer Makers Re-Organize

The chief feature of the semi-annual meeting of the National Veneer & Panel Manufacturers' Association which convened at the Auditorium hotel on Tuesday, June 8, was the re-organization plan as embodied in the new constitution which was adopted after discussion.

President B. W. Lord of Danville, Ky., opened the session with a short, informal talk in which he gave three reasons why the association should be of especial value during periods of depression in that it served for co-operative work in traffic matters, in development of export and other new trade, and in anti-substitute campaigns.

The theme of the talk of E. H. Defebaugh, the retired secretary, was that the people of this country as a whole have been using their live assets for luxuries and do not have sufficient money to pay for the ordinary necessities that they used to buy.

European Veneering Methods of Manufacture and Gluing

H. M. Merritt of the Merritt Manufacturing Company, Lockport, N. Y., outlined his observation of the veneer and panel business as it prevails abroad. He said:

My subject being European Veneering Methods of Manufacture and Gluing, I will start by explaining that what we call built-up panels are universally called plywood or multiply wood, as generally the material is made up of as many plies as is necessary to obtain the required thickness. Oftentimes 2" to 4" stock is made up of many layers of 1/16" veneers. Just imagine the durability of a panel made up in this way.

The methods of plywood manufacturing in Europe are geographical; that is, they vary in different localities. In the northern countries of Norway, Sweden, Finland and Russia, the timber runs rather small and here you will find that the process mostly in use is the building up of plywood from thin veneers that can be cut upon small spindle veneer lathes to get the most from the log possible. In fact, they really begin on a size where we leave off. There are many plants in Europe that would like to take our waste in cores to make up into plywood. I saw logs as small as 6" in diameter cut into veneers, and, in fact, if some mills could get logs running to 10" to 12" they considered they had something pretty good.

No doubt you will say they cannot get very many face veneers from small logs. This is quite true; but here is where the multiply wood manufacture comes in. In making stock up of several plies of the thinner veneers cut in the proper thickness to make up the required dimension, the manufacturer can cut all of his veneers of one or two thicknesses. And, as there is to be only one face and one back to each finished plywood, you can readily see that they can easily use all of the poorer quality of veneers on the inside.

Right here I might suggest that many of you are leaving in the bush, or wasting many good quality logs averaging between 8" and 12" that could be used to excellent advantage in cutting into crossbanding and backs as well as faces, if you would equip yourselves with small spindle lathes to work the cores down to, and possibly, under 3". Many times,

also, you have good sound hearted cores left from your large spindle veneer lathe that have much good veneer in them.

In the central and southern countries of Europe we find the plywood manufacture more varied, as the timber is larger and they can afford to cut thicker veneers and even use sawn lumber to make up core stock similar to our own methods. There is much wood brought in from Africa, such as gaboon mahogany, which is used quite extensively.

There is quite a variety of woods in Europe, but they have not learned to use much of it except birch, alder, gaboon and walnut.

The uses of plywood are also varied, the better quality being used for furniture, interior finish, parquetry flooring, novelties, etc., and the poorer and cheaper qualities for drawer bottoms, cheap furniture, center stock, boxes, tea chests, etc.

The plywood trade is unlike the panel trade in our country. Most of the manufacturers specialize on standard sizes, but vary the thicknesses and do not go into supplying innumerable sizes of dimensioned stock. This simplifies the manufacture and the purchaser cuts from this stock to meet his own requirements. This is not, of course, the universal custom, but it is quite general.

It would seem that the American manufacturer should not be called upon to furnish exact size dimension panels any more than the lumber dealer is called upon to furnish his material all dimensioned and finished to length, breadth and thickness ready for assembling. If this could be accomplished, it would help to solve the waste problem in the veneer and panel plant and the purchaser could select stock sizes that he could cut from to good advantage; thus saving the necessity of keeping in stock an endless amount of each and every size panel used in his manufacture. I saw plywood in various sizes, from the chair seat size to 5x10 feet, and each manufacturer specializing in only one or two standard sizes and running his plant twenty-four hours a day.

The marketing of plywoods is also different than it is here. It is the universal custom to sell the product of a plant through brokers that handle several mills' output, and in this way the uses of plywoods go to the broker and he selects his sizes to meet his requirements. Most of these brokers are located in London.

About a year and a half ago you had the pleasure of listening to a talk upon the Russian process of gluing green veneer by means of a waterproof cement by Mr. Cronstrom, a native of Finland. He gave you a very interesting address and no doubt many of you were interested to learn that this was being done. If this could be accomplished successfully in making up all kinds of panels, it would mean a great saving in labor now required to dry veneers and redry them, as well as saving many thousand square feet now lost in shrinkage and breakage in handling. This process is practical in making up the cheaper plywoods and using such woods as alder, but for the better qualities of plywoods, made up of birch and other woods, it is not so practical, on account of staining, checking and otherwise damaging the quality. I found that for the better quality stock, they were careful to dry their stock thoroughly first. In fact, some of the plants that started with gluing up green, gave it up and are now drying their veneer first.

London is a large market for plywood and on account of the climatic conditions, it is quite necessary that the material should be as near

waterproof as possible. Consequently, most plywoods manufactured in Europe are made waterproof.

This process is also much cheaper than the animal glues used in America. The cost is about \$1.50 to \$1.75 per 1,000 square feet of three-ply for the material alone.

Another advantage is that the plywoods can be dimensioned and ready for shipment very soon after gluing and are not required to be kept in retainers for some time to allow the glue lines to set.

This process requires a hot plate hydraulic press, which not only sets the glue, but dries the moisture therefrom at the same time.

For the manufacture of a cheaper line of plywoods for box material, I would heartily recommend the use of a waterproof process and press the thin veneers in large sheets with a hot plate hydraulic press, and dimension this plywood into box shocks on equalizing cut off saws. In this way, you can utilize all the product of the log and the process would allow you to dimension the stock immediately after it comes from the press.

While the installation of a hot plate press would mean quite an investment, it would mean a saving in material and labor and enable you to use small spindle veneer lathes to cut veneers from smaller logs that can be bought at a lower price than those you are now using. This would also give you quicker returns, as no time would be lost in leaving the glued up material in retainers for a considerable time.

I have not fully decided whether this process would be really practical for making of all kinds of panels, especially when a fine figured thin veneer is used, but in making up the cheaper qualities and laying up thick face veneers, I would say it would be a very cheap and practical method. Some experimenting would have to be done before this fact could be determined definitely.

H. P. King, who is associated in the veneer business at Melbourne, Australia, and who was in attendance as a visitor, said that contrary to the policy in this country, the veneer manufacturers and manufacturers of other products in Australia can combine to fix prices, the only restriction being that the prices shall not be exorbitant. He said that veneer is a comparatively new thing in Australia and that while it will be possible to make certain kinds, particularly in the ordinary run of veneers, a good deal will have to be imported very likely from this country, especially in the high-grade products. Australia now imports a good quantity of three-ply alder from Russia.

According to Mr. King, there will shortly be introduced new import duties, which will make it impossible to ship anything but the higher grades into that country.

J. L. Malthy, secretary of the National Association of Upholstered Furniture Manufacturers, gave an interesting talk on costs. Mr. Malthy said that uniformity in cost methods and figures is not only desirable but almost essential in all lines, in that it tends to stabilize selling prices. Mr. Malthy said that the question of indirect cost is the stumbling block in investigations on these questions. He maintained that the point will never be reached when absolute cost in the woodworking factory is known.

R. S. Kellogg, secretary of the National Lumber Manufacturers' Association, Chicago, spoke in the interest of subscription to the trade expansion bureau of that organization, which has for its object the establishment of new markets for lumber and the maintenance of present markets. This work is being supported heartily by lumbermen, and inasmuch as veneer is sold under substantially the same circumstances, Mr. Kellogg felt that the veneer association would be glad to give its moral and financial support to the effort, which is certainly worthy. He asked for a subscription of \$1,000 from the association, and the matter was referred to a committee of three which will be appointed later.

The meeting adjourned for a Dutch luncheon served in the convention hall, and reconvened early in the afternoon.

W. M. Hopkins, traffic expert, Chicago, gave an interesting resume of conditions that have led up to the present regulations of traffic. Touching on the question of uniform classification, Mr. Hopkins expressed himself as questioning the possibility of its value being put into a practicable form, he maintaining that while it would be feasible to make a scientific classification in theory, it would be difficult to meet different conditions prevailing surrounding shipments even of the same commodity from different points, in different quantities and under different circumstances.

He maintained that for the Interstate Commerce Commission to endeavor to upset the present freight rate structure for the sake of putting into effect a sweeping regulation, based purely on classifica-

tion, would be demoralizing. Mr. Hopkins said that ordinarily lawyers are rather leery of cases heard before the Interstate Commerce Commission as no rules of evidence apply. He expressed himself as believing that as near as it is possible for any body of men to administer the interstate commerce laws, the Interstate Commerce Commission is doing so and that inasmuch as the all-important thing is efficient transportation and fair terms, the general shipping public and the government will show a willingness to co-operate in any efforts along this line.

According to Mr. Hopkins, the question of transportation is the only point of business in which the modern business man is not efficient. The business man should make a study of this important department just as he does of any other. It also follows that in order to reap the greatest efficiency, organizations in any line must give the same co-operative efforts to the problems of transportation as to other questions.

H. B. Sale of Fort Wayne, Ind., in commenting on Mr. Hopkins' remarks, said that in his business, the manufacturing of veneers, the item of freight cost is exceeded only by that of timber. Formerly it was fourth. He said that inasmuch as it takes three cars of logs to make one car of lumber, the recent raise of five per cent in his territory really constitutes a raise of fifteen per cent inasmuch as the raise has to be paid on the raw material.

The question of some solution of transportation problems facing the association members came in for a good deal of discussion, which eventually narrowed down to the point that some definite steps be taken to affiliate some expert advice with the association. However, pending the revision of the constitution, it was decided to hold this over until the other matter was settled.

In talking again, Mr. Hopkins said that lumbermen have been made the goats in traffic matters because they have been too big-minded and easy-going to bicker on these questions, and also because they have always sold a good deal of raw material to the railroads. He said that if they want to establish the justice of their claims they must show exactly wherein they are entitled to a readjustment on certain rates.

D. E. Kline read a paper outlining the history of the association in which he traced it through the days of the get-rich-quick manufacturers who believed they could make twenty times as much out of an inch board if it were manufactured into twentieth inch veneer than they could if they were merely selling the lumber.

In speaking of figures prevailing in the past he instanced that of Indiana quarter-sawed oak veneer that brought a minimum of \$20 a thousand feet in the beginning, this price having gone down to \$14 or \$15; timber 100 per cent in higher cost of labor and all other items of manufacturing vastly increased. The same condition applied to other woods.

Mr. Kline instanced specific cases in which ignorance of the essentials of veneer manufacture led to disastrous conclusions, maintaining that the one and only argument for cheaper prices that has been sustained is cheaper and quicker manufacturing methods.

Getting down to the organization of the association, this project was suggested to Mr. Kline by E. H. Defebaugh who has been its secretary until very recently. The first meeting was called at the Grand hotel, Cincinnati, O., November, 1905. A temporary organization was effected, Mr. Kline being temporary chairman and Mr. Defebaugh, secretary. The second meeting was held a month later with a good attendance, when a permanent organization was effected, constitution adopted and Mr. Kline elected president, which office he held for two years. Mr. Defebaugh was duly elected secretary and treasurer.

In the beginning the members were veneer makers, panel manufacturers, or those who manufactured both veneers and panels. It was early discovered because of the diversity of interests, subordinate organization within the association was necessary. Hence the veneer manufacturers' association was formed which consisted originally of manufacturers of poplar. As its field was enlarged other woods were added such as oak, gum and birch in the order named. From this was formed the birch club, the first gum club and the southeastern association, the necessity of which sub-divisions was apparent. There

was later organized a quartered oak club, and lastly an American panel club, which has been most effective of all.

Mr. Kline then reviewed the increasing friction and increasing diversion of interests, which led up to the suggestions of the new constitution, which was proposed later. He also outlined the strong point of the new constitution, especially recommending several of its most pertinent features.

Harry A. Wheeler of Chicago, former president of the Chamber of Commerce of the United States, had fortunately been secured by President Lord as the prominent drawing card of the occasion. Mr. Wheeler is one of that rare type of men who can hold an audience when speaking in a perfectly natural, conversational tone of voice, and without the use of oratorical or dramatic flourishes or other embellishments. This unusual accomplishment is a result of an even more unusual personal magnetism and the fact that he has a breadth of vision and an insight into the broader, more universal problems that face the country which enables him to overlook the petty difficulties which confront us today. Ordinarily Mr. Wheeler might be taken as a theorist were it not that he has demonstrated his practical business sense in an unmistakable way, being vice-president of one of the largest banking institutions in the city of Chicago.

The theme of Mr. Wheeler's talk, which was entirely extemporaneous, was that any word of encouragement now will have to be more of a sentimental nature than actual, and will have to be prompted by the vision of the dawn that follows the period of greatest darkness. His hope of encouragement was based on his belief that the average man would rather be in the darkest period just preceding the dawn than at the close of the era of prosperity and just about entering into an era of depression.

Mr. Wheeler expressed himself as not endeavoring to look at today with undue enthusiasm, but that he does feel a measure of enthusiastic gratitude for the conditions that have prevailed in the past few years inasmuch as they have presented their lesson to the American business public, a lesson which has been accepted and which has resulted in vast strides ahead in the economic and industrial life of the nation.

Contrary to the former condition, according to Mr. Wheeler, co-operation between business and government now rests more largely with the attitude of business men rather than merely with the attitude of the administration. He maintained that there has been nothing unnatural or undeserved in the last decade nor is there anything hopeless for the future; that the economic change from an agricultural to an industrial nation has brought on a wave of new conditions, to the end that all must feel its influence and arrive at a new viewpoint and prepare to make a new start in the strides ahead.

Mr. Wheeler traced the hardships surrounding the administration of business prior to the clear definition of the Sherman anti-trust law. He said that decisions of all cases brought before the supreme court were necessary and gradually a certain precedent and a certain evidence of a clearer definition was shown. He said that all must look beyond the question of immediate personal profits or the stoppage of immediate personal profits due to the administration of the Sherman law, and look ahead to the time when the full workings, purpose and powers of that law have become definitely and clearly established. This, however, must be evolved naturally, though necessarily entailing under this evolution many hardships.

According to the speaker, there is now a real welcome at Washington to the business man, whereas up to a very few years ago the business man was looked upon with suspicion in the capital city. He expressed himself as believing that the federal government is now of the opinion that certain forms of monopoly, combinations and agreement that would appear to be for the best interests of the country as a whole will be sanctioned by the administration. He referred to President Wilson's late speech before the Chamber of Commerce, on combinations furthering export trade, and maintaining that if such combinations would be sanctioned by the government it is but a step for further sanctioning of similar combinations having to do with domestic business.

Perhaps the strongest statement in Mr. Wheeler's address had to do with the question of destructively low prices resulting from uneco-

nomie competition. It is useless to endeavor to apply the rules and laws of conservation and at the same time make possible a competition so destructive as to make it necessary to limit the selling price below the cost of production.

In touching on and analyzing the powers, or lack of powers, surrounding the recently created industrial commission, Mr. Wheeler spoke further on the prospects for the country's industrial future. He maintained that wonders have been worked by the Chamber of Commerce, and predicts great good from closer organized business in the future. He predicted an appearance of the sunlight of prosperity in the near future, which will rise on an era of unbroken prosperity which will be without precedent in the history of the world. He urged that we take unto ourselves the lessons of present conditions and past errors, and enter into advanced laws of business methods which will insure future prosperity.

Mr. Wheeler was given a hearty vote of thanks by the members of the association.

The New Constitution

Following his talk the question of the new constitution was submitted and adopted as follows:

ARTICLE I NAME

This organization shall be known as The National Veneer and Panel Manufacturers' Association.

ARTICLE II OBJECTS OF THE ASSOCIATION

The objects of this association shall be the promoting of more intimate social relations between manufacturers; the encouragement of more candid business relations; the interchange of views and information relative to economics in manufacture; the gathering and dissemination of statistics relative to articles manufactured; the recommendation of a uniform standard of grading and inspection of articles manufactured; the securing of mutual benefits and the promotion of mutual interests in all lawful ways.

ARTICLE III MEMBERSHIP

Every bona fide manufacturer of veneer or panels in America, who is of good repute for honesty and fair dealing, shall be eligible to regular membership in this association.

Every bona fide manufacturer or jobber of veneer or panel machinery, repute for honesty and fair dealing, shall be eligible to associate membership in this association, provided, however, that no jobber shall be admitted unless he actually and habitually buys and sells veneer or panels in his own name and maintains a warehouse and carries a substantial stock of veneer or panels therein.

Every bona fide manufacturer or jobber of veneer or panel machinery, equipment or supplies, who is of good repute for honesty and fair dealing shall be eligible to associate membership in this association.

The right to sit in executive session and to vote shall be accorded to regular members only.

All applications for membership shall be made in writing to the secretary.

ARTICLE IV OFFICERS

The officers of this association shall be a president, three vice-presidents, a secretary and a treasurer, all of whom shall be elected annually to serve until their successors are elected and qualified.

The president shall appoint the board of directors, of which he shall be the chairman and which shall be composed, besides himself, of one vice-president and the chairman of each of the automatic committees of regular members hereinafter provided for, who shall serve one year.

ARTICLE V DUTIES OF OFFICERS

PRESIDENT—It shall be the duty of the president to preside at all meetings of the association; to issue calls for special meetings when necessary; to appoint committees; and to have supervisory authority over the work of the secretary and other employees of the association.

VICE-PRESIDENT—It shall be the duty of the vice-presidents, in their order, to perform the duties of the president during his absence or disability.

SECRETARY—It shall be the duty of the secretary to keep the minutes of all meetings of the association, board of directors, and of the executive committee; to collect and keep strict account of all dues and assessments; to turn same over to the treasurer; to issue proper notice of all meetings; to prepare a report of the doings of his office and submit same to the meetings; to maintain and carry on a credit and inspection experience bureau for the exchange of information among the members concerning the credit and inspection habits of buyers of veneer and panels; and to perform such other duties as ordinarily fall to the office of the secretary or that may be required of him by the president or the executive committee.

TREASURER—It shall be the duty of the treasurer to receive from the secretary and take care of the funds of the association, giving receipt for same; to pay all bills when audited by the secretary and president,

List of Attendance at the 18th Annual of the National Hardwood Lumber Association, at Chicago, June 10-11, 1915

- Geo. M. Anson, Arkansas Oak Flg. Co., Pine Bluff, Ark.
 Lee A. Amsler, United States Spruce Lbr. Co., Marion, Va.
 G. H. Abbott, Ferguson & Palmer Co., Chicago, Ill.
 John W. Anderson, Hardwood Products Co., Neenah, Wis.
 Phil J. Attley, J. M. Attley & Co., Chicago, Ill.
 W. H. Abbott, Rogers-Abbott Lbr. Co., Cincinnati, O.
 Merwin Armstrong, Clyde Iron Works, Duluth, Minn.
 C. Abbott, Atlantic Lbr. Co., Boston, Mass.
 G. W. Allport, Carnahan Allport Lbr. Co., Allport, Ark.
 H. G. Andrae, Andrae Hdw. Lbr. Co., Chicago, Ill.
 S. W. Ackles, Alton Lbr. Co., Buckhannon, W. Va.
 Frank B. Ackley, Heywood Bros. & Wakefield Co., Chicago, Ill.
 J. D. Allen, Jr., I. M. Darnell Son Co., Memphis, Tenn.
 Robert Allen, Dailey & Allen Lumber Co., Pittsburgh, Pa.
 L. P. Arthur, Payson Smith Lbr. Co., Chicago, Ill.
 Wm. P. Anderson, Gideon Anderson Lbr. & Merc. Co., St. Louis, Mo.
 Louis J. Abrams, Hyde Lbr. Co., South Bend, Ind.
 H. H. Alexander, Alexander Bros., Belzoni, Miss.
 John J. Anderson, John J. Anderson & Co., Chicago, Ill.
 H. D. Allen, H. D. Allen Lbr. Co., Memphis, Tenn.
 J. M. Attley, J. M. Attley & Co., Chicago, Ill.
 S. J. Austin, C. L. Willey, Chicago, Ill.
 Mark S. Ambler, Detroit, Mich.
- Arthur Brailsford, Herman H. Hettler Lbr. Co., Chicago, Ill.
 E. W. Bartlet, Racine Lbr. & Mfg. Co., Racine, Wis.
 James Buckley, Brookville, Ind.
 A. B. Baker, Memphis Band Mill Co., Memphis, Tenn.
 M. D. Baker, Delphi Lbr. Co., Cowen, W. Va.
 Alfred Bennett, Sherman, Smith & Bennett, Chicago.
 J. L. Benas, Waldstein Lbr. Co., St. Louis, Mo.
 Leonard Berg, Maisey & Dion, Chicago, Ill.
 A. S. Bradley, Maisey & Dion, Chicago, Ill.
 B. B. Burns, C. L. Ritter Lbr. Co., Huntington, W. Va.
 Leonard Brouson, American Lumberman, Chicago.
 W. M. Burns, Marsh & Truman Lbr. Co., Chicago, Ill.
 S. C. Bennett, Hardwood Mills Lumber Co., Chicago, Ill.
 E. T. Bennett, Memphis, Tenn.
 H. W. Baker, Jr., Baker Matthews Mfg. Co., Sikeston, Mo.
 G. E. Bailey, Taylor & Crate, Memphis, Tenn.
 A. S. Bliss, A. S. Bliss Lbr. Co., Minneapolis, Minn.
 Henry Ballou, Cobbs & Mitchell, Inc., Cadillac, Mich.
 Dan Bloom, Chicago Great Western Ry., Chicago.
 S. Burkholder, S. Burkholder Lbr. Co., Crawfordsville, Ind.
 T. M. Brown, W. P. Brown & Sons Lbr. Co., Louisville, Ky.
 Edward Buckley, Buckley & Douglas Lbr. Co., Manistee, Mich.
 F. L. Brown, Crandall & Brown, Chicago, Ill.
 C. H. Barnaby, Greencastle, Ind.
 J. D. Bolton, Chicago, Ill.
 E. V. Babeock, Babeock Lumber Co., Pittsburgh, Pa.
 W. H. Boland, Boland Lbr. Co., Grand Rapids, Mich.
 Arthur Brailsford, Hettler Lbr. Co., Chicago.
 C. S. Baer, Wabash, Ind.
 G. H. Babeock, Babeock Lumber Co., Pittsburgh, Pa.
 Arthur H. Barnard, Minneapolis, Minn.
 G. E. Bayless, J. B. Bonner & Sons, Beth, Ark., Fort Wayne, Ind.
 R. J. Boynton, Avery Co., Peoria, Ill.
 John Baldwin, Chicago, Ill.
 Henderson Baker, Baker, Jacobs & Co., Nashville, Tenn.
 D. W. Baird, D. W. Baird Lbr. Co., Chicago, Ill.
 Walt G. Bass, Nickey Bros. & Bass, Memphis, Tenn.
 J. C. Bohmker, Bradley Mfg. Co., Kankakee, Ill.
 Wm. E. Brownlee, The Brownlee Co., Detroit, Mich.
 A. B. Baker, Memphis Band Mill Co., Memphis, Tenn.
 Ernest H. Burgess, Herman H. Hettler Lbr. Co., Chicago, Ill.
 J. L. Benas, Waldstein Lbr. Co., St. Louis, Mo.
 C. Bourne, Jr., Lackawanna Line, St. Louis, Mo.
 G. H. Bulgrin, Quixley & Bulgrin Lbr. Co., Chicago, Ill.
 Robert G. Bruce, Kansas City Hdw. Flg. Co., Little Rock, Ark.
 J. M. Baker, Morgan Company, Oshkosh, Wis.
 Jno. T. Baldwin, Jr., Chicago, Ill.
 John A. Hoak, Canadian Government Railways, Chicago, Ill.
 F. A. Barker, Lumbermen's Ass'n of Chicago, Chicago, Ill.
 Chris. G. Hoak, Canadian Government Railways, Chicago, Ill.
 E. Bartholomew, John B. Ranson & Co., Nashville Hdw. Flg. Co., Nashville, Tenn.
 L. L. Barth, Edward Hines Lbr. Co., Chicago, Ill.
 W. W. Brown, Park Falls Lbr. Co., Park Falls, Wis.
 H. G. Bohlszen, Jasper, Tex.
 Geo. Burgoyne, Chicago, Ill.
- Wm. Balthis, 1647 Addison St., Chicago, Ill.
 Geo. D. Burgess, Russe & Burgess, Inc., Memphis, Tenn.
 J. N. Boyington, Smith, DuPlain & Crumh Co., Rockford, Ill.
 J. C. Blood, J. M. Blood & Bros., Grayville, Ill.
 Chas. W. Bruce, F. R. Spotswood & Son, Lexington, Ky.
 James Boyd, Lumber Trade Journal, New Orleans, La.
 Ferd. Brenner, Ferd. Brenner Lbr. Co., Alexandria, La.
 Mrs. J. L. Benas, St. Louis, Mo.
 I. F. Brand, Jr., North Branch Flg. Co., Chicago, Ill.
 Geo. A. Buckstaff, Oshkosh, Wis.
 F. E. Bartelme, Keith Lbr. Co., Chicago, Ill.
 W. H. Burke, Grand Trunk Ry., St. Louis, Mo.
 Frank R. Buck, Nat'l Hdw. Lbr. Ass'n, Chicago, Ill.
 C. L. Babeock, Babeock Lbr. Co., Pittsburgh, Pa.
 H. F. Below, Below Lbr. Co., Stanley, Wis.
 Cal Balmer, Holmes & Balmer, Lima, O.
 C. S. Bacon, Bacon Lbr. Co., Indianapolis, Ind.
 Chas. H. Bruckman, Bruckman Lbr. Co., Pittsburgh, Pa.
 V. S. Buchanan, Hartwood Bureau, Chicago, Ill.
 O. W. Brightman, Massee & Felten Lbr. Co., Macon, Ga.
 L. A. Buck, Jas. R. Andrews, Escanaba, Mich.
 Lee Blakemore, Mfr. Wood Workers' Underwriters, Chicago, Ill.
 Clarence Boyle, Chicago, Ill.
 F. M. Baker, Hardwood Mills Lbr. Co., Chicago, Ill.
- A. N. Coppock, S. P. Coppock & Sons Lbr. Co., Fort Wayne, Ind.
 T. P. Colburn, Thane Lbr. Co., Arkansas City, Ark.
 W. H. Collins, Collins, Bros. Lbr. Co., Madison, Wis.
 A. E. Clark, Edward Clark & Sons, Toronto, Ont.
 R. L. Clark, Edward Clark & Sons, Toronto, Ont.
 R. M. Carrier, Sardis, Miss.
 M. F. Cronin, McCormick Bldg., Chicago.
 Robert S. Corson, Upham & Agler, Chicago.
 C. A. Carrier, Anderson Tully Co., Memphis, Tenn.
 T. B. Coppock, Ft. Wayne, Ind.
 M. S. Carter, Vehicle Supply Co., Cairo, Ill.
 E. G. Carey, Harbor Springs Lbr. Co., Harbor Springs, Mich.
 W. T. Christine, Transportation Bldg., Chicago.
 R. M. Cunningham, Mengel Box Co., Louisville, Ky.
 A. Headley Card, Pineville, Ky.
 M. M. Chesrown, M. M. Chesrown Lbr. Co., Chicago, Ill.
 Winter F. Clark, 1055 W. 22nd St., Chicago, Ill.
 E. L. Cook, D. W. Baird Lbr. Co., Chicago, Ill.
 A. C. Caldwell, Heywood Bros. & Wakefield, Chicago, Ill.
 J. S. Coman, Menominee, Mich.
 W. L. Cortelyou, The Appalachia Lbr. Co., Cincinnati, O.
 R. J. Clark, Peninsula Bark & Lbr. Co., Sault Ste. Marie, Mich.
 W. E. Chamberlin, John M. Woods & Co., Boston, Mass.
 Harry E. Christianson, General Lbr. Co., Milwaukee, Wis.
 D. F. Clark and wife, Osborne & Clark, Minneapolis, Minn.
 Vincent B. Cones, Rankin Benedict Underwriting Co., Kansas City, Mo.
 C. F. Carpenter, Chicago Herald, Chicago, Ill.
 M. B. Colburn, Gill-Dawley Lbr. Co., Wausan, Wis.
 Fred K. Conn, Bayou Land & Lbr. Co., Cincinnati, O.
 T. M. Cathey, Bellgrade Lbr. Co., Memphis, Tenn.
 Wm. J. Clark, Little Rock Lbr. & Mfg. Co., Little Rock, Ark.
 Miss Elizabeth Card, Pineville, Ky.
 W. L. Crenshaw, Crenshaw Gary Lbr. Co., Memphis, Tenn.
 F. M. Cutsinger, Evansville, Ind.
 F. J. Christian, Maley & Wertz, Evansville, Ind.
 E. T. Collins, Wesson, Ark.
 Paul S. Crow, Upham & Agler, Chicago, Ill.
 Cameron L. Willey, Chicago, Ill.
 C. M. Clark, Day Lumber & Coal Co., Clay City, Ky.
 Geo. S. Cortis, Sawyer-Goodman Co., Chicago, Ill.
 W. T. Culver, Ludington, Mich.
 W. C. Cobham, The Midland Lbr. Co., Cincinnati, O.
 Earle L. Crossman, A. L. Dennis Salt & Lbr. Co., Grand Rapids, Mich.
 L. O. Collier, Louisville, Ky.
 O. F. Crane, W. B. Crane & Co., Chicago, Ill.
 W. L. Claffey, Detroit, Mich.
 Wm. Clancy, Lumbermen's Credit Ass'n, Chicago, Ill.
- H. C. Dow, Below Lbr. Co., Stanley, Wis., Detroit, Mich.
 Chas. B. Dudley, Dudley Lumber Co., Memphis, Tenn.
 W. E. DeLaney, Kentucky Lumber Co., Lexington, Ky.
 F. T. Dooley, F. T. Dooley Lumber Co., Memphis, Tenn.
 H. B. Darlington, American Lumberman, Chicago, Ill.
 E. H. DeFebaugh, Chicago, Ill.
 Chas. E. Davis, Mengel Box Co., Louisville, Ky.

- D. H. Day, Geo. H. von, Mich.
 John W. Dickson, J. W. Dickson Lumber Co., Memphis, Tenn.
 W. W. Dings, Garretson Lumber Co., St. Louis, Mo.
 Lewis Doster, E. C. Atkins & Co., Indianapolis, Ind.
 Frank L. Donnell, Bedna Young Lumber Co., Greensburg, Ind.
 John M. Dowman, Hooton Hardwood Co., Terre Haute, Ind.
 B. F. Dulweber, John Dulweber Co., Cincinnati, O.
 J. H. Dyon, Malsey & Dyon, Chicago, Ill.
 W. A. Dolph, G. H. Evans Lbr. Co., Chattanooga, Tenn.
 Jay B. Deutsch, Lake Independence Lbr. Co., Big Bay, Mich.
 Frank W. Dugan, Dugan Lbr. Co., Memphis, Tenn.
 W. W. Dings, Jr., St. Louis, Mo.
 Chas. C. Dickinson, E. Sondheimer Co., Memphis, Tenn.
 John Dier, Chicago, Ill.
 L. P. Dulbise, Lath Fish Lbr. Co., Charleston, Mass.
 E. S. Dunn, Allegheny Lbr. Co., Pittsburgh, Pa.
 Chas. Dregge, Nichols & Cox Lbr. Co., Grand Rapids, Mich.
 D. H. Day, Jr., Glen Haven, Mich.
 H. J. Dudley, Dudley Lbr. Co., Grand Rapids, Mich.
 George F. Daniels, Chicago Great Western Ry., St. Louis, Mo.
 L. DeGolyer, Ward Lumber Co., Chicago.
 Charles Darling, Charles Darling & Co., Chicago.
- G. W. Eayle, Wisconsin Land & Lbr. Co., Hermansville, Mich.
 M. M. Eric, Case-Fowler Lbr. Co., Macon, Ga.
 Geo. Engel, Engel Lumber Co., Grand Rapids, Mich.
 G. H. Evans, G. H. Evans Lbr. Co., Chattanooga, Tenn.
 William A. Eager, Chicago, Ill.
 B. A. Ecker, Lumber World Review, Chicago, Ill.
 Geo. C. Ehemann, Geo. C. Ehemann & Co., Memphis, Tenn.
 W. J. Eckman, M. B. Farrin Lbr. Co., Cincinnati, O.
 W. K. Evans, Grand Trunk Railway, Cincinnati, O.
- L. C. Forrest, Lesh & Matthews Lbr. Co., Chicago, Ill.
 Horace L. Foote, H. L. Foote Lbr. Co., Grand Rapids, Mich.
 T. A. Foley, Paris, Ill.
 H. C. First, First Lbr. Mfg. Co., Moline, Ill.
 John F. Fountain, May Bros., Memphis, Tenn.
 Wm. M. Fowler, Case-Fowler Lumber Co., Macon, Ga.
 M. J. Fox, Von Platen Lbr. Co., Iron Mountain, Mich.
 J. J. Fink, Fink Hessler Co., Chicago, Ill.
 F. F. Fish, Nat'l Hardwood Lumber Ass'n, Chicago, Ill.
 Odis Felger, Felger Lumber & Timber Co., Grand Rapids, Mich.
 Theo. Fathauer, Theo. Fathauer Lbr. Co., Chicago, Ill.
 L. W. Fern, Goodlander-Robertson Lumber Co., Memphis, Tenn.
 H. J. Fuller, Nat'l Hardwood Lbr. Ass'n, Chicago, Ill.
 Earl H. Felger, Felger Lbr. & Timber Co., Grand Rapids, Mich.
 P. Ford, Ward Lbr. Co., Chicago, Ill.
 F. Harry S. Field, Philadelphia, Pa.
 T. J. Fullenove, Louisville Point Lbr. Co., Louisville, Ky.
 E. E. Foster, C. C. Mengel & Bro. Co., Louisville, Ky.
 Geo. H. Foote, Maley & Wertz, Vincennes, Ind.
 P. S. Fitzgerald, Geo. F. Kerns Lbr. Co., Inc., Chicago, Ill.
 H. C. Fowler, Case-Fowler Lbr. Co., Macon, Ga.
 Arnold E. Fumacally, Hotel Sherman, Chicago, Ill.
 Guy B. Fulton, Chas. F. Luehrmann Hdw. Lbr. Co., St. Louis, Mo.
 E. F. Flinn, Grand Trunk Railway, Chicago, Ill.
 J. Q. Finrock, Nat'l Cash Register Co., Dayton, O.
 Harry A. Freiberg, Freiberg Lbr. Co., Cincinnati, O.
 A. L. Ford, American Lumberman, Chicago.
- Robert B. Goodman, Goodman Lumber Co., Goodman, Wis.
 Charles A. Goodman, Sawyer-Goodman Co., Marinette, Wis.
 Geo. D. Griffith, Geo. D. Griffith & Co., Chicago, Ill.
 A. B. Garrett, Fort Madison, Ia.
 Will W. Gamble, Wausau Lbr. Co., Rib Falls, Wis.
 F. P. Gearhart, Albert N. Thompson & Co., Memphis, Tenn.
 E. D. Galloway, Galloway Pease Co., Poplar Bluff, Mo.
 H. L. Gedultig, Upham & Azler, Chicago, Ill.
 J. O. Goshorn, Dugger & Goshorn Co., Memphis, Tenn.
 Jos. A. Gorman, Vilas County Lbr. Co., Wiscogau, Wis.
 F. R. Gadd, Wisconsin Lbr. Co., Chicago, Ill.
 P. A. Gordon, Memphis Hdw. Plg. Co., Memphis, Tenn.
 James E. Gatewood, St. Louis Lumberman, St. Louis, Mo.
 Bruce Green, Williams Bros. Co., Cadillac, Mich.
 C. P. Griest, Marion Chair Co., Marion, Ind.
 Burt E. George, Ill. Central, Chicago, Ill.
 W. K. Gibbs, Chicago, Ill.
 C. M. Gooch, Woods Lumber Co., Millington, Tenn.
 Arthur Gregertson, Gregertson Bros. Co., Chicago, Ill.
 N. Gregertson, Gregertson Bros. Co., Chicago, Ill.
 N. A. Gladding, E. C. Atkins & Co., Indianapolis, Ind.
 Chas. Gill, Gill Dawley Lbr. Co., Wausau, Wis.
 E. B. Gratton, Keith Lbr. Co., Chicago.
 George I. Gibbs, Railway Exchange, Chicago.
- Grant Harrison, Petoskey, Mich.
 N. G. Harding, O. H. Kyle Veneer Co., Mobile, Ala.
- R. J. Haas, Nat'l Timber Co., Mobile, Ala.
 John S. Hurd, O. P. Hurd, Jr. & Co., Cairo, Ill.
 W. Z. Hayes, 220 E. 60th St., Chicago, Ill.
 John A. Hensel, 810 Michigan Ave., Chicago, Ill.
 Miles J. Hall, Chicago, Ill.
 T. W. Howard, Nat'l Impdt. & Vehicle Ass'n, Chicago, Ill.
 Wm. J. Hetherington, The Wm. Laking Lbr. Co., Toronto, Ont.
 W. H. Howe, Howe Lbr. Co., Wabash, Ark.
 R. E. Hollowell, Mitchell Wagon Co., Racine, Wis.
 R. F. Hodges, 908 Majestic Bldg., Milwaukee, Wis.
 Fred C. Hooton, Struble Mfg. Co., Saginaw, Mich.
 Chas. C. Hubbard, Geo. D. Griffith & Co., Chicago, Ill.
 W. B. Heilmann, B. Heilmann Lbr. Co., Wausau, Wis.
 H. A. Hoover, National Hardwood Lumber Ass'n, Chicago, Ill.
 Roger Hayes, Roger Hayes & Co., Chicago, Ill.
 W. M. Harris, Jr., Nashville, Tenn.
 Geo. E. Hibbard, Steele & Hibbard Lbr. Co., St. Louis, Mo.
 S. F. Horn, Southern Lumberman, Nashville, Tenn.
 Walter E. Hatch, Keystone Lbr. Co., Pittsburgh, Pa.
 E. E. Henningway, Wisconsin Timber & Land Co., Mattoon, Wis.
 L. W. Hartzelhurst, Illinois Central, Chicago, Ill.
 R. R. Haas, Murphy & Diggins, Cadillac, Mich.
 J. W. Hale, Jas. Kennedy & Co., Cincinnati, O.
 J. E. Hooper, Gulf City Hdw. Co., Mobile, Ala.
 M. J. Hall, Chicago, Ill.
 J. S. Hekok, Nat'l Casket Co., Pittsburgh, Pa.
 W. E. Hyde, Hyde Lbr. Co., South Bend, Ind.
 G. H. Holloway, Utley Holloway Co., Chicago, Ill.
 John I. Hall, Chicago, Ill.
 W. E. Hooper, H. F. Hooper & Co., Chicago, Ill.
 E. E. Hooper, Lumbermen's Ass'n of Chicago, Chicago, Ill.
 Herman H. Hettler, H. H. Hettler Lbr. Co., Chicago, Ill.
 H. F. Hooper, H. F. Hooper & Co., Chicago, Ill.
 Geo. N. Harder, Rib Lake Lbr. Co., Rib Lake, Wis.
 W. C. Hull, The Oval Wood Dish Co., Traverse City, Mich.
 John Hansen, John Hansen Lbr. Co., Chicago, Ill.
 W. F. Holzgrate, May Bros., Memphis, Tenn.
 F. M. Hollister, Hollister French Lbr. Co., South Bend, Ind.
 J. F. Halpin, C. H. Worcester Co., Chicago, Ill.
 H. M. Halsted, Halsted Lbr. Co., Milwaukee.
 Samuel Horner, Wm. Horner, Reed City, Mich.
 Geo. W. Hotchkiss, Emeritus, Ill. Lbr. Dealers, Chicago.
 Chas. Holyoke, Boston, Mass.
- Frank Ingram, Progressive Lbr. Co., Chicago.
 Gardner I. Israel, The Delaware & Hudson Co., Chicago.
 Robert W. Irwin, Royal Furn. Co., Grand Rapids, Mich.
- J. W. Johnson, Lackawanna Line, Chicago.
 T. E. Jones, F. T. Dooley Lbr. Co., Memphis, Tenn.
 F. L. Johnson, Jr., Chicago.
 Richard Jenks, Davis-Birely Table Co., Shelbyville, Ind.
 H. J. M. Jorgensen, Jorgensen-Bennett Mfg. Co., Memphis, Tenn.
 Gardner I. Jones, Jones Hardwood Company, Boston, Mass.
 Arthur Jarvis, Stevens & Jarvis Lbr. Co., Eau Claire, Wis.
 G. W. Jones, Ill. Lbr. & Builders Supply Dealers' Ass'n, Chicago.
- Chas. W. Kuehl, Kuehl Butcher Lbr. Co., Detroit, Mich.
 H. B. Kehoe, Gillis & Co., Chicago.
 W. D. Kelly, Kellur Mfg. Co., Chicago.
 W. H. Kinder, Grand Rapids Show Case Co., Grand Rapids, Mich.
 L. P. Keith, Brodhead Garrett Co., Clay City, Ky.
 Chas. G. Kadel, Riel-Kadel Lbr. Co., Memphis, Tenn.
 W. S. Keezer, W. P. Brown & Sons Lbr. Co., Louisville, Ky.
 J. D. Kindig, Huff Stickler Lbr. Co., South Bend, Ind.
 James S. Kemper, Lumbermen's Mutual Casualty Co., Chicago.
 John S. Kitchen, J. T. Kitchen & Sons, Columbus.
 O. M. Krebs, McLean Hdw. Lbr. Co., Memphis, Tenn.
 W. W. Knight, Long-Knight Lumber Co., Indianapolis, Ind.
 R. S. Kellogg, Nat'l Lumber Mfrs. Ass'n, Chicago.
 C. E. Kelsey, Kelsey Hdw. Lbr. Co., North Tonawanda, N. Y.
 J. C. Knox, Michigan Hardwood Mfg. Ass'n., Cadillac, Mich.
 F. S. Koch, Robert Malsey Lbr. Co., Chicago.
 C. H. Keyrldze, Evanston, Ill.
 R. P. Krans, Krans & Stowe, Marshfield, Wis.
 W. B. King, W. O. King & Co., Chicago.
 Frederick Klapproth, Chicago Mill & Lbr. Co., Chicago.
 E. H. Klann, E. H. Klann Lbr. Co., Chicago.
 C. H. Kramer, C. & W. Kramer Co., Richmond, Ind.
 G. F. Kerns, Geo. F. Kerns Lbr. Co., Inc., Chicago.
 W. O. King, 1545 Old Colony Bldg., Chicago.
 Fred P. Kerns, Lumbermen's Credit Ass'n, Chicago.
 B. F. Katterhenry, J. V. Stinson Hdw. Co., Memphis, Tenn.
 D. E. Kline, Louisville Veneer Mills, Louisville, Ky.
 H. H. Kretzer, Keith Lbr. Co., Chicago.
- L. B. Lesh, Lesh & Matthews Lbr. Co., Chicago.
 David Levine, Harris Bros. Co., Chicago.
 J. K. Landhan, Simonds Mfg. Co., Chicago.

- W. J. Laird, Chicago Great Western Ry., Chicago.
 H. B. Leavitt, Oconto Co., Chicago.
 C. W. Leech, Chas. W. Leech Lbr. Co., Detroit, Mich.
 R. A. Lounsbury, Maisey & Dion, Chicago.
 W. W. Lindsay, Hutton Lbr. Co., New London, Wis.
 D. P. Lamoreux, Johnson Lbr. Co., Milwaukee, Wis.
 E. J. Leech, Chicago.
 H. W. Limbach, Chicago Mill & Lbr. Co., Chicago.
 J. T. Lombard, Hastings, Mich.
 C. E. Lovett, Brown Bros. Lbr. Co., Rhinelander, Wis.
 O. L. Larson, Buckley & Douglas Lbr. Co., Manistee, Mich.
 Harry B. Lusch, Dermott Land & Lbr. Co., Chicago.
 R. J. Lockwood, Memphis Hardwood Flooring Co., Memphis, Tenn.
 Harry M. Lesh, North Vernon Lbr. Co., Chicago.
 G. H. Larson, E. H. Klamm Lbr. Co., Chicago.
 F. S. Lambert, Nickey & Sons Co., Inc., Memphis, Tenn.
 Frank J. Liebke, C. J. Liebke Lbr. Co., St. Louis, Mo.
 G. B. Lesh, Lesh & Matthews Lbr. Co., Chicago.
 G. J. Landeck, Landeck Lbr. Co., Milwaukee, Wis.
 Edward A. Lang, Papecke Leicht Lbr. Co., Chicago.
 E. J. Lundin, D. K. Jeffris & Co., Chicago.
- F. S. Mickey, Detroit, Mich.
 W. H. Matthias, Churchill-Milton Lbr. Co., Louisville, Ky.
 M. A. Mummert, Hayden & Wescott Lbr. Co., Chicago.
 Smith Milton, Churchill-Milton Lbr. Co., Louisville, Ky.
 Edwin W. Meeker, Hardwood Record, Chicago.
 J. S. Matby, 601 Monadnock Bldg., Chicago.
 C. A. Marsh, Marsh & Truman Lbr. Co., Chicago.
 T. M. Meek, Howard Army, Chicago.
 Patrick Moore, Moore Bros., New York City, N. Y.
 Tom A. Moore, Pacific Lumber Agency, Aberdeen, Wash.
 C. E. McLean, D. K. Jeffris & Co., Chicago, Ill.
 J. B. Montgomery, American Lbr. & Mfg. Co., Pittsburgh, Pa.
 E. A. Mercadel, International Lbr. Co., Chicago.
 A. B. Meine, The Furn. Mfr. & Artisan, Grand Rapids, Mich.
 W. A. MacLean, Wood Mosaic Co., New Albany, Ind.
 Alban MacLean, Wood Mosaic Co., New Albany, Ind.
 R. G. Meislein, Milwaukee, Wis.
 G. H. Marcy, Crandall & Brown, Chicago.
 J. W. McClure, Belgrade Lumber Co., Memphis, Tenn.
 Thomas McFarland, Thomas McFarland Lumber Co., Cairo, Ill.
 H. McLean, McLean Hardwood Lbr. Co., Buffalo, N. Y.
 R. O. Martin, Nickey Bros. & Bass, Rockford, Ill.
 Geo. McSweyn, Memphis Band Mill Co., Memphis, Tenn.
 Jas. F. McSweyn, Memphis Band Mill Co., Memphis, Tenn.
 A. M. Manning, Felger Lbr. & Timber Co., Grand Rapids, Mich.
 C. Maley, Evansville, Ind.
 J. G. Marsh, Huddleston-Marsh Lbr. Co., Chicago.
 J. F. Mason, Pertia Lbr. Co., Jonsboro, Ark.
 Geo. I. McClure, Detroit, Mich.
 J. W. Mayhew, W. M. Ritter Lbr. Co., Columbus, O.
 E. F. Marshall, Roger Hayes & Co., Chicago.
 F. W. Mengel, C. C. Mengel & Bro. Co., Louisville, Ky.
 Edwin D. Mercer, Probst Lbr. Co., Chicago.
 Chas. G. Mitchell, Mitchell Bros. Co., Cadillac, Mich.
 A. F. Marsh, Marsh & Truman Lbr. Co., Chicago.
 A. E. McLean, Hugh McLean Lbr. Co., Buffalo, N. Y.
 M. I. Miller, J. D. Bolton, Chicago.
 R. M. Merrill, Derry Lbr. Co., Detroit, Mich.
 J. F. McIntyre, J. F. McIntyre & Sons, Pine Bluff, Ark.
 J. W. McMurdy, James D. Lacey & Co., Chicago.
 Wm. F. Morris, J. S. Houston & Co., Chicago.
 J. L. Maltby, Nat'l Ass'n of Uphol. F. Mfrs., Chicago.
 John L. Manahan, North Branch Flg. Co., Chicago.
 Robert Maisey, Robert Maisey Lbr. Co., Chicago.
 J. C. Merritt, Upham & Agler, Chicago.
 John A. Mass, Upham & Agler, Chicago.
 G. M. Maxson, Maxson Lbr. Co., Milwaukee, Wis.
 H. S. Moore, Moore & Galloway Lbr. Co., Fond du lac, Wis.
 John J. Manley, Library Bureau, Chicago.
 Irving C. Marggraf, Union Moulding Co., Chicago.
 E. R. Martin, Southern Lumber-mau, Nashville, Tenn.
 Geo. F. Macgregor, St. Louis & San Francisco R. Co., Memphis, Tenn.
 F. B. McMullen, McMullen-Powell Lbr. Co., Chicago.
 J. C. Moffat, Urtley-Holloway Lbr. Co., Chicago.
 Joseph Murphy, Murphy & Diggins, Cadillac, Mich.
 A. A. Mason, E. A. Constock, Rochester, N. Y.
 Ralph May, May Brothers, Memphis, Tenn. & Grand Rapids, Mich.
- Z. H. Nelson, Grand Rapids, Mich.
 D. D. Nellis, John M. Woods Lbr. Co., Memphis, Tenn.
 Chas. A. Nelson, Jacobs & Holmes, Chicago.
 W. E. Nickey, Nickey Bros. Hdwd. Lbr. Co., Memphis, Tenn.
 M. Neely, McDonald Bros., Helena, Ark.
 E. C. Newman, Illinois Central, Memphis, Tenn.
 A. J. Nessen, J. O. Nessen Lbr. Co., Chicago.
- J. O. Nessen, J. O. Nessen Lbr. Co., Chicago.
 W. S. Nunnery, Lackawanna Line, Memphis, Tenn.
- Joseph O. Otis, Otis Mfg. Co., New Orleans, La.
 Robt. E. Orff, Brodhead Garrett Co., Clay City, Ky.
 Geo. B. Osgood, Osgood & Richardson, Chicago.
 Stanley R. Osborn, Chicago Ass'n of Commerce, Chicago.
 J. E. Orr, Lake Independence Lbr. Co., Big Bay, Mich.
 Bruce Odell, Consolidated Lbr. Co., Manistique, Mich.
 G. H. Ostrander, W. M. Ritter Lbr. Co., Columbus, O.
 Otto A. Olson, Simonds Mfg. Co., Chicago.
 J. M. Okoneski, Pioneer Lumber Co., Minneapolis, Minn.
- Lee Pescia, The Wabash Railroad, Memphis, Tenn.
 G. H. Palmer, Sheridan, Ind.
 Geo. J. Pope, D. S. Plate Lbr. Co., Chicago.
 R. J. Perrine, New York Lbr. Trade Ass'n, New York, N. Y.
 R. G. Page, Licking River Lbr. Co., South Bend, Ind.
 John M. Palmer, Ferguson & Palmer Co., Paducah, Ky.
 Raymond E. Palmer, Ferguson & Palmer Co., Chicago.
 Earl Palmer, Ferguson & Palmer, Paducah, Ky.
 J. T. Phillips, Diamond Lbr. Co., Green Bay, Wis.
 Chas. E. Paxton, Paxton Lbr. Co., Bristol, Tenn.
 G. W. Perkins, Jr., Perkins Lbr. Co., Grand Rapids, Mich.
 J. M. Pritchard, Gum Lbr. Mfrs. Ass'n, Memphis, Tenn.
 F. M. Platter, North Vernon Lbr. Co., North Vernon, Ind.
 C. E. Platter, North Vernon Lbr. Co., North Vernon, Ind.
 H. E. Pearsall, The Guernsey-Westbrook Co., Hartford, Conn.
 L. J. Pomeroy, Landeck Lbr. Co., Chicago.
 Van E. Perrine, Perrine Armstrong Co., Ft. Wayne, Ind.
 Park Richmond, Park Richmond & Co., Chicago.
 Thos. E. Powe, Thos. E. Powe Mill & Lbr. Co., Hugo, Okla.
 F. T. Peitch, F. T. Peitch Co., Cleveland, O.
 Edward K. Pritchett, The Macey Co., Grand Rapids, Mich.
 Loren Prescott, Prescott Co., Menominee, Mich.
 E. F. Perry, Nat'l Wholesale Lbr. Dealers, New York City, N. Y.
 S. M. Perrido, E. C. Atkins & Co., Chicago.
 P. R. Pease, Galloway Pease Co., Poplar Bluff, Mo.
 M. L. Pease, Galloway Pease Co., Poplar Bluff, Mo.
 W. P. Porter, East Jordan Lbr. Co., East Jordan, Mich.
 C. F. Perkins, Perkins Lbr. Co., Grand Rapids, Mich.
- E. S. Quinn, Clyde Iron Works, Duluth, Minn.
 M. J. Quinlan, Menominee Bay Shore Lbr. Co., Soperton, Wis.
 A. C. Quixley, Quixley & Bulgrin Lbr. Co., Chicago.
- H. J. Reinhard, Colfax Hdwd. Lbr. Co., Chicago.
 Page A. Robinson, The American Architect, Chicago.
 J. L. Retting, Evans & Retting Lbr. Co., Grand Rapids, Mich.
 E. R. Ross, Marsh & Truman Lbr. Co., Chicago.
 Geo. F. Riel, Riel-Kadel Lbr. Co., Memphis, Tenn.
 E. O. Robinson, The Mowbray & Robinson Co., Cincinnati, O.
 Frederick J. Roys, Fullerton-Powell Hdwd. Lbr. Co., South Bend, Ind.
 A. H. Ruth, G. W. Jones Lumber Co., Chicago.
 F. B. Robertson, Anderson-Tully Co., Memphis, Tenn.
 M. P. Roeder, W. H. White Co., Bayne City, Mich.
 A. O. Ratcliff, Papecke Leicht Lbr. Co., Chicago.
 Jerome Robinson, Hardwood Mills Lbr. Co., Chicago.
 Mrs. W. H. Russe, Memphis, Tenn.
 W. H. Russe, Russe & Burgess, Inc., Memphis, Tenn.
 G. C. Rohn, Cyrus C. Shater Lbr. Co., South Bend, Ind.
 A. B. Ransom, John B. Ransom & Co., Nashville, Tenn.
 L. P. Ryan, Gregertsen Bros. & Co., Chicago.
 R. J. Rodgers, Allegheny Lbr. Co., Pittsburgh, Pa.
 Ben Rubenstein, Benn Lbr. Co., Inc., Cincinnati, O.
 P. A. Ryan, Lufkin, Texas.
 P. A. Rutledge, Buskirk-Rutledge Lbr. Co., Cincinnati, O.
 J. P. Roth, Nat'l Cash Register Co., Dayton, O.
 Wm. C. Roth, Chicago, Great Western Ry., Chicago.
 J. M. Reil, Keith Lbr. Co., Chicago.
- Frank B. Stone, Chicago.
 E. A. Sterzik, Red River Lbr. Co., Crawfordsville, Ind.
 R. A. Shaffer, Simonds Mfg. Co., Chicago.
 Frank J. Sweet, Win C. Schreiber & Co., Chicago.
 R. R. Stone, Frank B. Stone, Chicago.
 Fred D. Smith, Chicago.
 Henry Stephens, Chicago.
 C. H. Schneider, Dudley Lbr. Co., Grand Rapids, Mich.
 Henry Sondheimer, E. Sondheimer Co., Memphis, Tenn.
 B. C. Stevenson, Clover Leaf Ry., Toledo, Ohio.
 E. F. Stemmelen, Stem. Lbr. Co., Louisville, Ky.
 Wm. L. Schuppert, Nichols & Schuppert, Chicago.
 Edwin Sample, Memphis, Tenn.
 Robert R. Slayton, Mears-Slayton Lbr. Co., Chicago.
 D. C. Smith, Trade Periodical Co., Chicago.
 Edward C. Schoen, The Columbia Hdwd. Lbr. Co., Chicago.
 J. H. Sanders, Appleton Mfg. Co., Batavia, Ill.

- I. L. Skiffman, Skiffman Lbr. Co., Grand Rapids, Mich.
 A. J. Smith, Smith & B.H. Deating, Ind.
 Fred D. Smith, Chicago.
 C. H. P. Smith, Rutrock Lumber Co., Chicago.
 Payson Smith, Payson Smith Lbr. Co., Minneapolis, Minn.
 Max Sondhoefer, Memphis, Tenn.
 Harry Stinson, Vandykean Stinson Lbr. Co., Memphis, Tenn.
 C. C. Shifren, South Bend, Ind.
 Paul Shmecon, Empire Lbr. Co., Chicago.
 Wm. F. Servis, Lumbermen's Credit Assn., Chicago.
 Alfred R. Schmechel, Empire Lbr. Co., Chicago.
 W. H. Schlyer, Cincinnati, Ohio.
 Harry F. Schmitt, The Hyde Lbr. Co., South Bend, Ind.
 Alex Schmidt, Theodor Francke Erben, Cincinnati.
 Henry Schmidt, Elgin Butte Fib. Co., Elgin, Ill.
 J. A. Strack, Chicago.
 T. F. Surlon, McFarland Hardwood Lbr. Co., Chicago.
 W. C. Surler, C. G. Anderson Lbr. Co., Ltd., Toronto, Ont.
 A. H. S. Tson, Secretary, Columbia Hardwood Lbr. Co., Chicago.
 O. T. Swan, Northern Hemlock & Hardwood Assn., Oshkosh, Wis.
 E. A. Shemons, Boone Floor Co., Clothier, W. Va.
 H. B. Sale, Hoffman Bros. Co., Port Wayne, Ind.
 F. H. Shriner, E. H. Shriner Lbr. Co., Pittsburgh, Pa.
 Edward H. Stoner, West Penn Lbr. Co., Pittsburgh, Pa.
 S. H. Swenson, Archer Lbr. Co., Helena, Ark.
 H. A. Stinger, American Hardwood Lbr. Co., Brooklyn, N. Y.
 Lewis Studgrass, The Delaware & Hudson Co., St. Louis, Mo.
 T. B. Stagg, Salt Lick Lbr. Co., Inc., Salt Lick, Ky.
 J. H. Stannard, Lee Wilson & Co., St. Louis, Mo.
 J. Shimmer, Chicago.
 A. F. Steel, Sardis, Miss.
 J. V. Stinson, Huntingburg, Ind.
 George F. Sweeney, Keith Lbr. Co., Chicago.
 F. S. Swain, Skeel-Rodder Lbr. Co., Chicago.
 P. E. Stone, Rockford, Ill.
 E. A. Talbot, Chicago.
 J. Thompson, Dudley Lbr. Co., Inc., Memphis, Tenn.
 Walter THHtson, Grand Rapids, Mich.
 Albert N. Thompson, Albert N. Thompson & Co., Memphis, Tenn.
 John R. Thistlethwaite, Washington, La.
 J. S. Trainer, Trainer Bros. Lbr. Co., Chicago.
 G. O. Thurn, Studebaker Co., South Bend, Ind.
 C. L. Tillotson, Wolf River Lbr. Co., Antigo, Wis.
 M. G. Truman, Marsh & Truman Lbr. Co., Chicago.
 Charles E. Thomas, Thomas & Proetz Lbr. Co., St. Louis, Mo.
 W. E. Trainer, Trainer Bros. Lbr. Co., Chicago.
 William Tupa, Upham & Agler, Chicago.
 C. B. Talbot, Gregorson Bros. Co., Chicago.
 C. E. Tegge, Tegge Lbr. Co., Milwaukee, Wis.
 E. C. Tully, Anderson Tully Co., Memphis, Tenn.
 E. A. Thornton, E. A. Thornton Lbr. Co., Chicago.
 J. H. Townshend, Southern Hardwood Traffic Association, Memphis, Tenn.
 George W. Urquhart, Worcester, Mass.
 Robert Usher, Ferguson & Palmer Lbr. Co., Chicago.
 J. C. Ulrich, D. K. Jeffris & Co., Chicago.
 Frederick S. Underhill, Wistar, Underhill & Nixon, Philadelphia, Pa.
 J. B. Utley, Utley Holloway Co., Chicago.
 Rowland S. Utley, Aldeen Lbr. Co., Pittsburgh, Pa.
 N. J. G. VanKercken, VanKercken & Winchester Lbr. Co., Grand Rapids, Mich.
 W. P. Vayhan, Advance Lbr. & Shingle Co., Detroit, Mich.
 G. A. Vangness, Stevens & Jarvis Lbr. Co., Chicago.
 G. Von Platen, Von Platen Lbr. Co., Royal City, Mich.
 Herman H. Welch, Jr., Mobile, Ala.
 C. L. Wheeler, Memphis, Tenn.
 P. A. Ward, Grand Rapids, Mich.
 F. E. Whitmore, MISS-Slip Lbr. Co., Chicago.
 M. H. Welsh, Lamb-Fish Lbr. Co., Charleston, Miss.
 James H. Welsh, Paroke Loblith Lbr. Co., Chicago.
 E. H. Wilson, Wright Carriage Body Co., Moline, Ill.
 R. H. Whaley, Bl-nop-Whaley Lbr. Co., Inc., St. Louis, Mo.
 A. C. Wells, J. W. Wells Lbr. Co., Menomonee, Mich.
 J. J. Wind, Memphis, Tenn.
 J. E. Whentley, Putnam Veneer & Lbr. Co., Beachdale, Ind.
 W. B. Wodener, Chicago.
 J. C. West, Atlas Lbr. & Mfg. Co., Cincinnati, Ohio.
 F. W. Wright, Lumbermen's Credit Association, Chicago.
 John M. Woods, J. M. Woods & Co., Boston, Mass.
 Andrew R. Week, John Week Lbr. Co., Stevens Point, Wis.
 James C. Walsh, Upham & Agler, Chicago.
 C. H. Worcester, C. H. Worcester Co., Chicago.
 W. H. Weller, Hardwood Mfrs.' Assn. of U. S., Cincinnati, Ohio.
 John S. Wood, Parker Kellogg Lbr. Co., Minneapolis, Minn.
 J. H. Wood, Lansing Co., Parkin, Ark.
 J. W. Welsh, Welsh Lbr. Co., Memphis, Tenn.
 R. C. Witbeck, Ford Brenner Lbr. Co., Alexandria, La.
 Wendell M. Weston, W. M. Weston Co., Boston, Mass.
 O. L. Wade, Indianapolis, Ind.
 C. H. Wolfe, Chicago.
 Donald S. Watrous, Little Rock Lbr. & Mfg. Co., Little Rock, Ark.
 H. B. Weiss, George C. Brown & Co., Proctor, Ark.
 Vance H. Williams, Canadian Government Rys., Chicago.
 Abner G. Webb, Advance Lbr. Co., Cleveland, Ohio.
 Charles Westcott, Hayden & Westcott Lbr. Co., Chicago.
 R. P. Whedon, W. D. Young & Co., Bay City, Mich.
 C. F. Williams, Williams Bros. Co., Cadillac, Mich.
 T. H. Welsh, Welsh Lbr. Co., Memphis, Tenn.
 G. B. Woodhull, Wistar, Underhill & Nixon, Philadelphia, Pa.
 Geno Wallace, Chicago.
 R. J. Witherell, L. D. Leach & Co., Chicago.
 Lucius H. Wheeler, Wheeler-Timlin Lbr. Co., Chicago.
 C. L. Wallace, M. M. Chesrown Lbr. Co., Chicago.
 O. A. Ward, Grand Rapids, Mich.
 Daniel Wertz, Maloy & Wertz, Evansville, Ind.
 W. Thomas Young, Thomas McFarland Lbr. Co., Cairo, Ill.
 Harry H. Yerger, Memphis, Tenn.
 Edward J. Young, Madison, Wis.
 S. J. York, New York Central East Freight Lines, Memphis, Tenn.



and if so required by the board of directors, to furnish bond satisfactory to them at the expense of the association.

EXECUTIVE COMMITTEE—The executive committee shall engage such employes as may be necessary to carry on the work of the association, fix their salaries, define their duties, and have full power of the association except at such times as the board of directors or the association is in session.

ARTICLE VI ELECTION

The election of officers shall be held at each annual meeting of this association; each member present shall be entitled to one vote, and the election shall be by ballot. A majority of the members voting shall be necessary to an election.

ARTICLE VII VACANCIES

In case of a vacancy in the directorate, or in any official position, the same shall be filled by the executive committee for the unfinished portion of the term of such director or officer.

ARTICLE VIII MEETINGS

ASSOCIATION—There shall be two meetings of the association per annum at places to be named by the executive committee, the annual meeting to be held the second Tuesday in December, and the summer meeting to be held the second Tuesday in June of each year. Notice of such meetings shall be mailed to the members of the association at least thirty days prior to the holding thereof.

DIRECTORS—There shall be at least two meetings of the board of directors per annum, held just prior to the semi-annual meetings of the association.

EXECUTIVE COMMITTEE—The executive committee shall hold meetings upon the call of the president.

SPECIAL—Special meetings of the association or the executive committee may be called by the president or special meetings of the directors may be called by the chairman at any time after due notice to the members.

MAIL VOTE—When the president shall deem it inexpedient to call a special meeting of the association or the executive committee, or when he shall deem it inexpedient to call a special meeting of the directors, he may order a vote by mail on any question on which an expression is deemed necessary.

ARTICLE IX SALARIES AND EXPENSES

All officers and directors of the association shall serve without compensation except the secretary, whose compensation, if any, shall be fixed by the executive committee.

ARTICLE X QUORUM

Twenty members shall constitute a quorum of the association.

Five directors shall constitute a quorum of the board of directors.

A majority of the members shall constitute a quorum of the executive committee.

ARTICLE XI

SECTION 1. The following committees shall be appointed by the president, all to serve for one year:

- Executive Committee, as heretofore described.
- Nominating Committee, consisting of three members.
- Committee on Constitution and By-laws, consisting of three members.
- Auditing Committee, consisting of three members.
- Committee on Resolutions, consisting of three members.
- Entertainment and Program Committee, consisting of three members.
- Committee on Arbitration and Grievance, consisting of three members.
- Committee on Inspection and Grading, consisting of one member from each of the automatic committees hereinafter provided for.
- Committee on Costs and Valuations, consisting of one member from each of the automatic committees hereinafter provided for.
- Railroad Classification and Claims Committee, consisting of one member from each of the automatic committees hereinafter provided for.

SECTION 2. There shall also be the following automatic committees:

1. Southern Committee, consisting of all members in good standing manufacturing rotary cut veneer in southern territory where gum and other southern woods are native.
2. Northern Committee, consisting of all members in good standing manufacturing rotary cut veneer in northern territory where birch and other northern woods are native.
3. Southeastern Committee, consisting of all members in good standing manufacturing rotary cut veneer in the southeast, including Virginia, West Virginia, North Carolina and South Carolina.
4. Central Committee, consisting of all members in good standing manufacturing rotary cut veneer outside of other defined territories.
5. Quartered Oak Committee, consisting of all members in good standing manufacturing quartered oak.
6. Panel Committee, consisting of all members in good standing manufacturing panels and tops.

Each automatic committee shall hold meetings at intervals of not more than sixty days.

Each committee shall elect a chairman and secretary, and such other officers as it may deem desirable, and carry on such special work for its own members as it may deem desirable.

The chairman of each committee shall preside at all meetings of his committee; shall make recommendations for the carrying on of the association work as it relates to business of members of his committee; and shall have supervisory authority over the work of special employes of his committee.

The secretary of each committee shall keep the minutes of the meet-

ings of his committee and shall forward same to the secretary of the association for distribution among such members of the association as each committee shall direct.

SECTION 3. Each committee shall assess its members for the purpose of financing any special work it may undertake and paying any salaried officers or employes it may engage, and the collection and disbursement of such assessments may be by the committee direct or, at its election by the secretary of the association, in which event such assessments from each committee shall be treated as special funds and be disbursed upon the order of the respective committee chairmen.

SECTION 4. The automatic committees, numbered 1, 2, 3, and 4, in Section 3 above, shall hold joint meetings twice each year at the times and places of the meetings of the association, and may co-operate in any special work upon terms and conditions agreed upon in such joint meetings.

SECTION 5. All recommendations of any automatic committee affecting any of the objects of this association, as enumerated in Article II hereof, shall be submitted to the executive committee, which shall either accept or reject for the association, which action shall be announced by the chair at the next open meeting.

ARTICLE XII DUES

The dues of the members, both regular and associate, shall be twenty-five (\$25.00) dollars per annum, payable in advance. Regular members shall sign the constitution, and also be liable for such assessments as are levied by the executive committee, such assessment, however, not to exceed \$25.00 per annum.

All assessments shall be due and payable within thirty days after notice shall have been mailed to members.

ARTICLE XIII SUSPENSIONS

The executive committee may suspend any member for non-payment of dues, assessments, or for any cause deemed sufficient by it.

ARTICLE XIV AMENDMENTS

This constitution may be amended at any meeting of the association by a two-thirds vote of the members present and voting, but no amendment shall be considered at any meeting unless a written notice of the change proposed shall have been given to the secretary at least thirty days previous to such meetings, and unless written notice of such proposed change shall have been mailed to members at least fifteen days prior to such meeting.

The meeting then adjourned, but met for dinner at the Midway Gardens on the south side, where a highly pleasing entertainment was presented.

Lumbermen Keenly Interested in South American Possibilities

Lumbermen at Memphis followed closely the recent conference between representatives of the United States and Central and South America held for the specific purpose of bringing about closer relations between business interests of these two countries. It will be recalled by readers of *HARDWOOD RECORD* that there was a conference in Memphis some months ago between representative business men of the Mississippi valley states for the purpose of discussing the best method of devising ways and means for increasing business between the people of the United States and those of Central and South America. The financial problem loomed large at that time for the reason that practically all financing for South and Central America has heretofore been done through London. This is impracticable under present conditions and the conference just held had for its specific purpose the furthering of plans for making New York the financial clearing house for transactions between the countries in question. Lumbermen have also observed with much interest the statements of President Wilson to the effect that, if private capital were too timid or for any reason unwilling to finance the buying and operating of steamship lines between United States ports and those of Central and South America, the government at Washington would take a hand in the matter. Aside from the difficulty of financing operations, the biggest handicap to increased business with Central and South America has been the lack of transportation facilities. Manufacturers of hardwood lumber and lumber products here have said repeatedly that it would be possible for them to do a good business with both Central and South America if adequate transportation facilities were at hand. The field under discussion is regarded as a very large one and lumber interests here believe that it will be possible in time to find large outlets in Central and South America for hardwood lumber and lumber products.



The Lumbermen's Round Table



The Development of Cedar

The popularity of cedar chests is growing, and consequently the demands of the manufacturing trade for this material are expanding. Although many of the chests which are being put on the market are made of mahogany, lined with 1/2-inch red cedar, even this means that a lot of the lumber is being used, for every furniture and department store is selling cedar chests.

It is also worthy of remark that a good many old houses of the better class were built with closets which were lined with cedar, while the shelves were of the same material. It might be possible for the concerns which are specializing in cedar to make a few suggestions along this line to architects and owners, some of whom may have the erroneous impression that cedar, like walnut, is too limited in supply to be furnished for this purpose.

Cedar undoubtedly has qualities which make it a very valuable wood for certain special uses.

Cleaning Up the Plant

One of the reasons why a great many lumber and woodworking plants fail to make as much money as they are entitled to is the lack of concentrated effort to get all the value out of the by product. In other words, they make their main product well, and give it all the attention necessary, but when it comes to getting the worth of the material which is left over, there is nothing doing.

A correspondent of *HARDWOOD RECORD* was recently in a lumber yard where poplar bevel siding is manufactured on a large scale. The machines are all individually motor-driven, central station current being used, which means that the sawdust and shavings cannot be burned, but must be disposed of otherwise. The same applies to the offal from the machines.

The head of the plant said that he makes something on every kind of material produced. He has an annual contract which takes care of the shavings and dust. The price is satisfactory and goes a long way toward paying the monthly power bill. The narrow rippings are manufactured into lath. The wider stock is piled separately and sold to the planing mills for moldings. The short stuff which cannot be worked up is all carefully piled and finds a ready market as kindling wood. These sound like small things, but as a matter of fact the income from these various sources is sufficient to pay dividends on a considerable capital.

The Complete Sawmill

It is an interesting fact that many lumber manufacturers have found it worth while to put in equipment which will enable them to deliver stock other than in a rough, partially dried condition. This is not to say that everybody is getting into the dimension business, but owing to the demand of many consumers for lumber dressed and dried, sawmill operators, in considerable numbers, save installing dry kilns and planing mills.

In cities where there are numerous wholesale yards, it is usually found that one of the lumber concerns has been wise enough to put in saws and planers for this and similar work, and in addition to putting its own stock in the best possible shape for the consumer it gets a lot of custom work which nearly pays for the operation of the plant.

Looking at the sawmill proposition again, think how many plants have been added to by the introduction of flooring manufacturing. The tendency all along the line seems to have been in the direction of carrying the process a little further than formerly and making products which the consumer can use with the necessity for the least possible additional treatment on his part.

Some of these tendencies may be wrong. For instance, the lumberman who jumps into the flooring business may be tackling a harder proposition than he imagines. But, whether this is the case or not, it is worth while observing the way things are going.

Is the Commission Man to Blame?

A good many lumbermen have taken a whack recently at the commission man, who is said to have been responsible for many of

the ills that the business seems to be heir to. It is declared that he is always on the side of the buyer and, being interested chiefly in getting orders, and not at all in the profit of the manufacturer, he exerts himself to bear the market, and, following the line of least resistance, always suggests to the buyer that he can get the stock cheaper than somebody else has quoted it. And then he proceeds to make good by holding out the order at the reduced price to concerns which happen to need business, finally landing one which doesn't want to carry the stock over to the inventory.

But is it true that the commission man is the one responsible for starvation prices in the hardwood business? If a lumber buyer were to decide to deal direct, could he and would he not follow the same process? He is naturally and inevitably a "bear," and it is his business to buy in the cheapest market. If he offered his business to a large number of mills, "shopping" in the same way that the commission man is accused of doing, would he not find the same response—some one willing to trade lumber for coin of the realm, with the discount in favor of the latter?

This is probably the case. The criticism, therefore, instead of being directed at the man who is selling the lumber, and who, to that extent, at least, is performing a service, should be aimed at the lumbermen themselves, who haven't enough backbone to ask what they know their stock to be worth.

An Argument for Motors

In a certain large plant devoted to the manufacture of a furniture specialty, power is generated in a steam plant and is mechanically transmitted by shafting and belts to the individual machines. At the same time, the concern has one large machine, used for performing the double operation of planing and grooving, which is driven by a seventy-five horsepower motor, the current being supplied by the local central station.

This double arrangement of power facilities was made because it was found that the engines were so heavily loaded by the machines already in use that to take care of the big fellow which is motor-driven would have necessitated an enlargement of the power plant. The manufacturer came to the sensible conclusion that he could do no better than use an individual motor for it, leaving things in statu quo as far as the remainder of the plant is concerned.

Another interesting feature about the same plant is the fact that two different products are made. One is manufactured in one end of the factory and the other at the farther end, the dry kilns being in between. Owing to the distance between the two, and the consequent loss of power which would be involved otherwise two engines are used, one located close to the first and the other near the second department. The shafting is therefore less extended and transmission losses are much smaller than they would be if only one engine were employed.

Knowing the Stock

Though to some consumers lumber is simply lumber, this is not true of a great many others, whose requirements are out of the ordinary. To sell this trade, therefore, means that the lumberman must know the special characteristics of the material he is trying to sell. He ought to be familiar with them on general principles, but he must be if he is to talk to the buyer whose needs are not altogether typical.

Oak grown in the North is different from southern oak in many respects, and the same is true of ash. These differences are understood in a general way, but they are not explained in sufficient detail to the road salesman, who are the ones most interested in their application. If they are to sell lumber satisfactorily to the house and to the consumer, they must be able to prescribe accurately for a given use, through knowledge of the exact qualities and characteristics of their lumber, as to texture, toughness, porousness, strength, bending capacity, etc. This is just as important as knowing age, lengths and widths.

American Woods for the War

James Richardson of London spent a portion of last week among Chicago lumbermen. He represents the British government as purchaser of certain woods for export to supply the war department. He came to America in April on the Lusitania. His principal business in this country is to procure walnut for gunstocks and other woods for aeroplanes. The available supply of European walnut is exhausted and American black walnut must now meet the demand. This wood is not only supplying the British gunstocks but it is the principal wood now in use for aeroplane propellers.

That important use of black walnut is the latest, and it is likely to be a large one if the war continues to spread and is continued long. The wood is not so strong as some others, including hickory and maple, but it is probably stronger, weight for weight, than any other wood suitable for propellers. In building aircraft the elimination of weight is an important consideration, but lightness must not be secured at the expense of strength. Walnut is also a highly elastic wood, and that quality is needed in a propeller which must run at high speed and under enormous strain while transmitting perhaps one hundred horse power from the engine to the air.

Still another quality is peculiarly valuable in the exacting service which an aeroplane must do. Walnut does not splinter when struck. If it breaks at all, it breaks clean. That quality comes in good play when a warplane is under fire. Bullets are likely to strike every part of it. The propeller is particularly vulnerable, because it cannot be protected by armor or any other device, but is a shining mark for every bullet aimed. If struck, the bullet passes through, leaving only a small hole; but if the propeller is of wood liable to split and splinter, a bullet might tear away a piece of sufficient size to cripple the machine.

Walnut, after being well seasoned, has little disposition to shrink

and swell. The propeller is exposed to rain, snow, fog and dampness of every kind, but walnut holds its form and runs true.

American ash, hickory and spruce are the chief woods in the frames of British aeroplanes. Hickory goes across the sea in the form of long logs, straight and faultless. Those now being shipped for the British war department cost sixty dollars a thousand feet on this side, and the freight across the sea costs one hundred dollars more. The freight is thus seen to amount to much more than the hickory costs in New York; but so urgent is the need that the British government willingly pays the freight. Once again hickory is proving its right to the name "indispensable wood." The quality which is required for aeroplane work is about the same as is used for sucker rods in pumping deep oil wells; that is, the best hickory that grows in the American forests.

The ash used is of a correspondingly high grade, and like hickory it serves as frame material, forming the skeleton over which the canvas is stretched.

Still another wood ranks remarkably high in aeroplane work. The British call it silver spruce, but it is the West Virginia red spruce. For aeroplanes it has been pronounced superior to every other spruce of the known world, even going above the gigantic Sitka spruce of the northern Pacific coast.

The typical West Virginia spruce grows in thin ground, often upon vast beds of broken stone covered with moss, and with scarcely any visible soil. The best is found at altitudes of 3,500 to 4,500 feet on the mountains surrounding the interlocking sources of the Potomac, Kanawha and Monongahela rivers. The growth is slow, the tree trunks straight as plummets, and with limbs only at the extreme tops. The wood is straight grained and remarkably free from knots and other imperfections.



Export Figures Still Encouraging



The showing of exports of lumber and logs, together with manufactures of wood, for May, which has just been completed for the port of Baltimore, makes a less favorable exhibit than did that for April, the total being smaller, but in view of the complications in the foreign situation that have arisen it may be said to prove entirely encouraging. It proves conclusively that in the countries open to American exporters the needs of the users of lumber have become very urgent. In some directions definite gains are recorded, while in others the business has held up remarkably well. One of the striking features of the exhibit is the fact that gum lumber figures therein to the extent of not less than 80,000 feet, against nothing for the same month last year, when normal conditions were supposed to prevail. The shipments of oak lumber were only a little less than those for May, 1914, while in the forwardings of short leaf pine a great gain is noted. Some decreases are to be recorded, but in the face of the great conflict raging this is not at all surprising. On the whole the statement is promising. The comparative figures are as follows:

	MAY			
	1915	1914	1915	1914
	Quantity.	Value.	Quantity.	Value.
Logs, Hickory	50,000 ft.	\$1,500	40,000 ft.	\$1,296
" Oak .....	.....	.....	10,000 ft.	300
" Walnut	110,000 ft.	2,315	101,000 ft.	6,498
" All others .....	.....	.....	10,000 ft.	500
Lumber, Gum	80,000 ft.	1,800	.....	.....
" Oak	901,000 ft.	31,795	984,000 ft.	35,956
" White Pine .....	.....	.....	29,000 ft.	1,200
" Short Leaf Pine	410,000 ft.	13,720	245,000 ft.	7,028
" Poplar	203,000 ft.	7,931	49,000 ft.	1,812
" Spruce	14,000 ft.	420	28,000 ft.	1,250
" All other kinds	150,000 ft.	7,185	347,000 ft.	15,416

" Joists and Scouting				
Ings	7,000 ft.	436	.....	.....
" Shooks, Box	2,272	1,450	.....	.....
" Staves	59,219	3,355	27,247	2,670
" All other kinds ..	.....	3,229	.....	10,937
Furniture .....	.....	1,540	.....	2,546
All other manufactures of wood .....	.....	13,122	.....	19,914
Total .....	.....	\$89,798	.....	\$107,323

In connection with the general subject of exports it is to be said that the matter of exchange has become a serious problem for the exporters, and that it is receiving the careful consideration of some of the most prominent shippers. Hitherto shipments have been made on the basis of pounds sterling, but in view of the depreciation of the pound that has taken place, the question has arisen whether the time has not arrived for the exporters of American goods to make the dollar the basis. William H. Russe, of the well-known firm of Russe & Burgess, Inc., of Memphis, Tenn., has sent out a letter dealing with this subject and calling on the exporters to take concerted action. It is feared that the pound may drop to \$4.50, and in view of this possibility Mr. Russe suggests that the exporters get together and determine that they will make the dollar the basis of exchange. In addition to the decline in pounds and nearly all other foreign exchange the war risk insurance is becoming a serious problem. Ever since the attack on the Nebraskan the war risk insurance has taken a big jump, and has reached a point where it cuts seriously into the profits of the exporters. It is probable that both matters will be taken up formally by the National Lumber Exporters' Association and discussed, with the further likelihood of definite action.



Interesting Traffic Developments

Much importance is attached here to the decision last week in the matter of joint rates on hardwood lumber from mills to Huttig, Ark., as it will serve as a precedent in the decision of several similar cases.

A portion of Commissioner Harlan's statement of the case is as follows:

This supplemental proceeding in the tap line case involves an alleged discrimination in the existing rates on hardwood lumber moving to the general markets of consumption from the mill of the Wisconsin Lumber Company, at Huttig, Ark. The mill is on the rails of the Louisiana & Pine Bluff railway, one of the tap lines described in our original report in this case.

In that report we found that the Louisiana & Pine Bluff, with respect to certain traffic, did not perform a service of transportation and could not lawfully receive divisions from the St. Louis, Iron Mountain & Southern railway out of the interstate rates. Its through rates with the Iron Mountain were thereupon canceled by the latter as of April 30, 1912. Thereafter the Louisiana & Pine Bluff assessed a local charge of three cents per 100 pounds for switching the product of the complainant's mill to the Iron Mountain, a distance of but a few hundred feet to one connection and of less than three miles to another connection at Dollar Junction. In its complaint against both the tap line and its trunk line connection, the Wisconsin Lumber Company alleges that the charge on interstate shipments of hardwood lumber resulting from the combination of local rates to and from the junction is unreasonable and unjustly discriminatory, and also that it works an unlawful preference in favor of other hardwood lumber producers in the same general territory.

The land upon which the complainant's mill is located is leased from the Frost-Johnson Lumber Company, which controls and practically owns the Louisiana & Pine Bluff Railway Company. The lumber company also controls, through its subsidiary, the Union Saw Mill Company, a large yellow-pine mill at Huttig. That mill, like the complainant's mill, is contiguous to the rails of the Iron Mountain, but the switch track leading to the mill of the Wisconsin Lumber Company is owned and operated by the Louisiana & Pine Bluff Railway Company.

Under a subsequent order, entered in connection with the second supplemental report, which was announced in conformity with the rulings of the supreme court of the United States in the tap line cases, the trunk lines were required to reopen through routes and to publish joint rates with the tap lines to interstate destinations. On the basis of the maximum allowances fixed in that order the Louisiana & Pine Bluff may be paid \$2 a car for the switching service from the mills at Huttig to the Iron Mountain connection at that point, and \$3 for switching a car to the connection at Dollar Junction. These allowances were made applicable to all interstate shipments of lumber and forest products moving from May 1, 1912, and to the effective date of the rates and divisions established in compliance with the order.

Without going into the details of the various rate readjustments that have been made, it will suffice to say that at the time of the hearing, the rates on hardwood lumber from the mill of the Wisconsin Lumber Company, on the rails of the Louisiana & Pine Bluff at Huttig, were three cents higher than the rates on hardwood lumber originating on the rails of the Iron Mountain at Huttig. In tariffs issued subsequent to the hearing the Iron Mountain named rates on hardwood from the mill of the Wisconsin Lumber Company on the rails of the Louisiana & Pine Bluff at Huttig one and one-half cents higher than the rates on hardwood originating on its own rails at Huttig, while the rates on pine lumber from the mill of the Union Saw Mill Company at Huttig, which is owned by the interests that own the Louisiana & Pine Bluff railway, were the same as the rates on pine lumber originating on the Iron Mountain's own rails at Huttig. The higher rates charged on hardwood lumber were made by the addition of an arbitrary of one and one-half cents to the Iron Mountain rates from Huttig, and this arbitrary, together with a division of one and one-half cents out of the Iron Mountain rate, accrues to the Louisiana & Pine Bluff. The rate on the products of the complainant's mill was thus advanced, while the product of the proprietary mill at the same point move out upon the trunk line rate from the junction. Under the orders heretofore entered in this proceeding the proprietary company, through its tap line, can not properly receive any allowance in excess of \$2 or \$3 a car from the Iron Mountain, nevertheless on the products of the complainant's mill the tap line earnings aggregate three cents per 100 pounds.

At the time of the hearing the rates on hardwood lumber were about three cents lower than the rates on pine lumber, but the rates on both commodities were grouped in the general territory in which Huttig is located, the group rate on pine extending, however, over a much larger territory than the group rate on hardwood. In later tariff issues it is shown that the excess of the pine rates over the hardwood rates at Huttig is only one cent per 100 pounds. But it is manifest that the order heretofore mentioned, in which we fixed the maximum allowances to the Louisiana & Pine Bluff for switching the products of the mills at Huttig to its junctions with the Iron Mountain, contemplated

the extension back to those mills, as of May 1, 1912, of the junction rates on both hardwood and pine. In the case of one or two tap lines in the state of Arkansas, we have permitted the addition of an arbitrary to the trunk line rates, but in such cases the arbitrary is applied at stations more or less distant from the junction and is for a substantial haul by the tap line; but in no case have we permitted the addition of an arbitrary for a switching service within the limits of the distances for which we fixed maximum allowances of \$2 and \$3 a car.

Much is said on the record about a contract, having relation to the rates complained of, that was previously entered into between the Wisconsin Lumber Company and the interests that control the Louisiana & Pine Bluff Railway Company. As has been said, however, in several cases this commission has no power to enforce contractual arrangements respecting the rates and practices of carriers. As the Louisiana & Pine Bluff has claimed and has been accorded the status of a common carrier, its rates and practices are subject to all the tests and control to which other carriers must submit under the law, notwithstanding the terms of any such agreement. Upon the whole record, we conclude and find that the published interstate rates on hardwood lumber applying from the mill of the complainant are and for the future will be unreasonable and unjustly discriminatory, insofar as they exceed the rates contemporaneously maintained on hardwood lumber originating on the rails of the St. Louis, Iron Mountain & Southern railway at Huttig. We also find that the complainant has been damaged unlawfully by the Iron Mountain and the Louisiana & Pine Bluff to the extent that the through charges assessed on the products of its mill moving since May 1, 1912, have exceeded the junction point rate on hardwood.

The amount of reparation due to the complainant cannot be determined on this record. When the rates shall have been readjusted in accordance with the findings and a statement duly checked and certified to by the Iron Mountain, an order will be entered awarding reparation as indicated.

Proposed increases of one and a half cents in the rates on lumber, in carloads, from International Falls, Minn., to various destinations in Canada, have been suspended until Oct. 6.

In the case of the T. J. Moss Tie Company versus the Southern Railway reparation of \$343.75 has been awarded. Charges on ties between Evansville, Ind., and Chicago were involved.

The case of the National Classification Committee of Lumber, Wooden Box and Other Interests against the Abilene and Southern Railroad has been dismissed by the commission.

A fourth section application by the Prescott & Northwestern Railroad affecting lumber rates in Arkansas has been denied.

July 3 has been set for the hearing of the cases of the Stearns & Culver Lumber Company versus the Louisville & Nashville and the same company versus the Chicago, Milwaukee & St. Paul. The hearing will be held in Chicago before Examiner McKenna.

A complaint has been filed with the commission by the Chicago Lumber and Coal Company against Morgan's Louisiana & Texas Railroad and Steamship Company. Vigorous objection is made to changes in transit arrangements affecting the movement of eypress.

A rate of forty-five cents on resin and its by-products, Starks, La., to San Francisco for export, is demanded by the Latcher & Moore Lumber Company. A higher rate is being charged from Starks, while other producing points in the same district have the benefit of the forty-five cent rate. A considerable amount of resin is moving out of this territory for points in the Orient, the complaint states.

Rates on cypress lumber from Sorento, Garyville and Plaquemine, La., have been attacked by the Storm Lake Tank and Silo Company, of Storm Lake, Iowa. The rate in effect is thirty-three cents. The complaint holds that this is unreasonable as compared with rates from the same points to Des Moines, Omaha, Sioux City, Sioux Falls and Minneapolis. The commission is asked to name twenty-eight cents as the maximum rate to Storm Lake.



Chicago Golf Tournament



The Beverly Country Club links was the scene of the ninth annual tournament of the Lumbermen's Golf Association of Chicago, which was held on Tuesday, June 8. Addison Stillwell of the Stillwell Lumber Company led a field of ninety-three lumbermen in the qualifying round of the championship tournament, his card being 79-81-160. This was seven strokes better than that made by E. C. Mueller of Davenport, who had rounds of 82 and 85. W. J. Foye of Omaha was third with a total of 170. Others qualifying for the championship play, which was carried on later at the Midlothian Country Club for the championship cup and gold and silver medals, were G. J. Pope, Chicago, score 180; P. F. Stone, Rockford, score 180; H. A. Knapp, Indianapolis, 178; F. M. Baker, Chicago, 182; and C. M. McDonald, Chicago, 178. The final result of the play was the victory of Stillwell in the thirty-six hole final over William J. Foye of Omaha, 8 and 6.

The day was excellent for playing, all the events except the championship flight being finished.

Stillwell won his second leg on the American Lumberman's cup, given for low gross score, in the afternoon. His card was 81. Foye took the runner-up prize after a tie with E. C. Mueller and G. J. Pope, at 85. Of course, it has always been customary to allow only one prize to any one individual player, and as a result in some instances the prizes went to higher scores than the actual winners in the event turned in. One of these instances was Mr. Stillwell's play for the cup donated by himself for low gross score for thirty-six holes, his score being 160 as above noted. The 167 score of E. C. Mueller



E. A. LANG, THE NEW PRESIDENT.

won a leg on this cup, while runner-up was C. M. McDonald with 178.

J. O. Nesson won a leg on the Lumbermen's Association of Chicago cup with a net score of 72. This gives him his first leg. Jacob Mortensen with a score of 74 having captured a prize, the runner-up prize in this event went to C. A. Flanagan, with a card of 76.

In golf phraseology, H. A. Knapp finished seven down to bogey and won a gold medal and a leg on the Hettler cup, while F. E. Mercer and F. R. Gadd also were seven down. J. O. Nessen and J. Mortensen with six down came in for prizes.

C. A. Marsh tied with W. B. Frazer and J. O. Nesson at 70 for the president's cup presented by President John C. Spry for choice score, C. A. Marsh winning the toss.

The other events and winners were the C. L. Grant cup for best score at odd holes, won by J. D. Ross after tying with J. Mortensen at 41. The E. C. Crossett cup was won by M. S. Lameraux for approaching and putting.

J. W. Embree won the F. L. Johnson, Jr., cup for low score at punch bowl.

The first flight prize went to George J. Pope with 85-8-77.

The second flight prize to J. Mortensen with 89-15-74.

The third flight prize went to S. O. Knudson with 95-18-77.

The fourth flight prize went to B. F. Masters with 99-22-77.

Following the tournament the members enjoyed the banquet which was marked by a distinctly congenial spirit all around. The annual meeting followed, E. A. Lang of Chicago being elected president, F. R. Gadd, treasurer and Geo. T. Mickle, secretary.



JOHN C. SPRY, RETIRING PRESIDENT.



F. R. GADD, TREASURER.



GEORGE T. MICKLE, SECRETARY.



Pertinent Legal Findings



Trimmer Machine Must be Safeguarded

Under the holding of the Oklahoma supreme court, lately announced in the case of *Prisco Lumber Company vs. Ethridge*, 146 Pacific Reporter 441, the factory act of that state, which is substantially the same as that of other states in requiring dangerous machinery to be guarded to promote the safety of employes, is sufficiently broad to require trimmer machines in sawmills to be safeguarded.

Title to Timber Under Deed to Land

The grantee of a warranty deed to a tract of land knew that the grantor had no title to the timber standing thereon, and that the conveyance was not intended to include the trees. Later the grantor became the owner of the timber. On these facts it was claimed that the grantee in the deed, or his successor, became the owner of the timber under the general rule of law that where one who has conveyed land by warranty deed afterwards acquires an interest in the property which should have passed by the deed, the interest will inure to the benefit of the grantee, but the United States circuit court of appeals for the fifth circuit holds that the grantee in the deed took no interest in the timber, saying: "A grantee in a deed is not entitled to make use of a covenant of warranty contained in it to get title to something which both parties to the conveyance understood was not covered by it." (*Gillen vs. Powe*, 219 Federal Reporter 553.)

Employment of Minors in Alabama

Alabama employes in the lumber and woodworking industries are affected by a law approved by the governor of that state February 24, 1915. It provides:

No child under the age of sixteen years shall be employed, permitted or suffered to work at any of the following occupations * * * : (1) operating or assisting in operating any of the following machines: (a) circular or band saws; (b) wood shapers; (c) wood jointers; (d) planers; (e) sandpaper or wood polishing machinery; (f) wood turning or boring machinery; * * * (2) or in proximity to any hazardous or unguarded gearing; * * * nor in occupations causing dust in injurious quantities.

Separate provision is made concerning the employment of children at non-hazardous occupations. After September 1, 1915, no child under thirteen years old, and after September 1, 1916, no child under fourteen, shall be employed at any "gainful occupation, except agriculture or domestic service." No child under sixteen shall be permitted to work more than six days or sixty hours a week, or more than eleven hours a day, or before 6 a. m. or after 6 p. m. Schedules of working and meal hours are required to be posted in minor's places of work, on forms provided by the state inspector of prisons. When children under sixteen are employed certificates must be obtained therefor from the city superintendent of schools and must be kept on file by the employer, subject to inspection by the proper authorities. It is made an offense to obstruct proper inspection made by the inspector or his assistants, to determine whether the law is being complied with. Establishments must be maintained in a sanitary condition, with proper ventilation, and closets, separate for each sex. If there are twenty or more employes, sanitary drinking fountains are to be provided.

Various penalties are provided for violations of the law, copies of which can doubtless be obtained from the secretary of state, or state prison inspector, Montgomery, Ala.

Measurement of Logs in Mississippi

A section of the Mississippi statutes declares that Scribner's Lumber and Log-Book by Doyle's Rule shall be the standard rule in the state for measuring sawlogs and square timber; and makes use of any other rule of measurement unlawful, subjecting the offender to punishment as for a misdemeanor, and rendering him liable in triple damages to any person injured thereby. This law has just been before the supreme court of the state in the case of *Bellew vs. Williams*, 57 Southern Reporter 849, wherein plaintiff sued to recover treble damages for unlawful measurement of logs hauled by him for defendant. The court denies right to recover on the ground that the contract between the parties called for a different measurement than that fixed by law, and that, since plaintiff him-

self agreed that an unauthorized standard of measurement should be adopted, he could not afterwards complain, although he received less compensation than he would have received under the statutory measurement.

Assumption of Risk by Employe

Where a lumber company maintains a tramway in its operations, an employe assumes the risk of being injured through a defect in the track which he knows has been permitted to remain for some time and has been insufficiently repaired. (California district court of appeal, *Ford vs. Weed Lumber Company*, 147 Pacific Reporter 112.)

Liability for Omission to Safeguard Saws

The requirement of the laws of Illinois that power saws shall be safeguarded to avoid injury to employes is not limited to the purpose of preventing an operator's hands from coming in contact with the saws, but is, also, designed to protect him against flying splinters. Failure to safeguard a saw in this respect constitutes an intentional omission to comply with statutory safety regulations, within the meaning of the provision of the Illinois workmen's compensation act, that an employe injured through his employer's intentional omission to comply with safety requirements may disregard the compensation act and maintain suit at law to recover damages. (Illinois supreme court, *Forrest vs. Rojer Furniture Company*, 108 Northwestern Reporter 328.)

Seller's Rights on Buyer's Breach

As a general rule, when one breaks a contract of purchase, by refusing to receive the goods called for by it, the seller has a choice of three remedies: (1) Store or retain the goods subject to the buyer's order, and enforce a claim for the agreed price; (2) treat the contract as broken and claim damages for the breach, measurable by the excess of the agreed price above the market value of the goods at the time and place fixed for delivery; or (3) resell the goods on the buyer's account, to the best reasonable advantage, and hold the buyer for the excess of the agreed price above the net proceeds of the resale. (St. Louis court of appeals, *J. E. Stewart Produce Company vs. Gamble-Robinson Commission Company*, 175 Southwestern Reporter, 319.)

Interest on Amounts Overdue

When a logging contract provides for payments to the contractor on a certain day each month, he is entitled to exact interest at the legal rate so long as the amounts remain unpaid thereafter, according to the holding of the supreme court of Michigan in the late case of *Manistee Navigation Co. vs. Filer & Sons*, 151 Northwestern Reporter 1025.

Liability for Doctor's Charges

When an employe is injured while at work, and his superintendent summons a physician, the latter will be entitled to recover against the employer for all services rendered, in the absence of notice that responsibility for the bill will be recognized only to the extent of first aid treatment, where the superintendent knows that the same doctor is continuing the treatment under circumstances indicating expectation of payment from the employer. (Rhode Island supreme court, *Ward vs. J. Samuels & Brother*, 93 Atlantic Reporter 649.)

Accidents from Unexplained Causes.

An employer is not liable for injury to an employe, caused by breaking of a machine part, if the machine had been in apparently good condition, having worked perfectly before, and if the cause of the accident is unproved. (New Hampshire supreme court, *Dingman vs. Merrill*, 93 Atlantic Reporter 664.)

Formation of Contracts by Correspondence

A valid contract may be formed by a series of letters passing between the parties, and hence when correspondence shows a final agreement on the terms of a sale, an ineffectual attempt to reduce the contract to a formal written agreement does not affect the right of either party to have the contract performed according to the terms expressed in the correspondence. (Texas court of civil appeals, *T. C. Bottom Produce Co. vs. Olsen*, 175 Southwestern Reporter 126.)



National Hardwood Annual



The eighteenth annual meeting of the National Hardwood Lumber Association met at the Hotel Sherman, Chicago, June 10, and remained in session two days, during which time a carefully prepared

greetings of the officers and directors of the National Hardwood Lumber Association at its eighteenth annual convention.

I desire to thank you gentlemen present for leaving your homes and your business and wending your way from all over the eastern part of



E. V. BABCOCK, PITTSBURGH, PA., RE-ELECTED PRESIDENT

and interesting program was carried out, and addresses were made by men prominent in the hardwood branch of the lumber business, as well as by men identified with other industries which are directly or indirectly connected with the production and sale of forest materials in the raw or manufactured form. The attendance was large and was representative of the entire hardwood region of the country.

President's Address

The opening address by President E. V. Babcock follows:

It is with pride and honor that I am called upon to extend to you the

the United States and some parts of Canada to this convention hall to join in the deliberations.

Your attention should be called to, and your appreciation extended to the executive committee, the board of managers and the rules committee for their loyalty and their active attention to all matters pertaining to the association work during the past year.

The executive committee and the rules committee have been called together in extraordinary sessions, all responding to the call to duty. At the mid-year meeting of the board, all were present but one, an unusual attendance. No one could have received more loyal, energetic and high grade support than that accorded your president.



J. V. STIMSON, HUNTINGBURG, IND.,
FIRST VICE-PRESIDENT



G. VON PLATEN, GRAND RAPIDS, MICH.,
SECOND VICE-PRESIDENT



F. L. BROWN, CHICAGO, THIRD VICE-
PRESIDENT

We have passed through probably the most discouraging year to make money in that the members of this association have ever had. It would seem that we had reached a point where any change for the lumbermen would be for the better. It would seem that the sun of prosperity is slowly but surely rising, although there are many that do not look for a restoration of business prosperity until we have a re-enactment of a protective tariff and legislation to remove the many harsh provisions in the present laws regarding business. Letting Canadian and British Columbia lumber into our country free and paying seven and one-half per cent export duty on all lumber shipped there in return is neither reciprocal nor fair to American lumber manufacturers.

Can it be said that we lumbermen with our forty thousand saw mills, our seven hundred and eighty-five thousand employees, our annual output amounting to \$1,100,000,000—which is greater than that of any other industry in this country—should not be considered in making the laws of our land? Is it not time that we sat up and took notice with this very old, very large and very honorable business?

Your officers and directors have steadfastly maintained the principles of this association and at the same time endeavored to advance its best interests. They have not overlooked the fact that it was your expressed desire to avoid frequent changes of the association's rules for grading lumber.

MEETINGS AND CONFERENCES

During the past year the association has been solicited to meet other large trade organizations that will probably lead to writing new history in the sphere of the lumber world.

Early in the year we were called upon by Robert W. Irwin, president of the Federation of Furniture and Fixture Manufacturers, to meet that organization in conference. In addressing us, he said:

We feel that as large purchasers of lumber we should have some part in, or rather be considered in the making of the rules which surround the purchase and sale of this product. We come to you in the spirit of constructive work. We are extremely anxious as manufacturers for the establishment and maintenance of standard grades of hardwood lumber, grades that will not be changed from year to year. We are not coming to you with any idea of asking for anything that in any way fixes or limits the price of your product. What we want and what we ask of you is some working agreement whereby, when a set of rules are established, they can be maintained one year after another, so that the experience we accumulate under our cost system in our factories will be available from one year to another, and will not all be thrown in the air because of changes in grades.

You will recognize this as a high class, dignified request from a great, big organization of big and splendid business men. Up to this time they had refused to use our authorized rules for inspection. Their representatives were met by our rules committee. The two committees, after a long conference, agreed that the federation would use our present rules for the inspection of lumber and that the conferring about rules should be prosecuted throughout the next year.

Again, your officers and directors were requested to meet the representatives of the Hardwood Manufacturers' Association of the United States, with a view of reconciling any differences between the two organizations and a hope that some common ground could be found whereby these two organizations could be amalgamated and at the same time the interests of all be protected.

These conferences with the sister associations were taken part in by full committees representing our association and by big and broad gauge men representing their organizations.

While the endeavors to come to a mutual understanding with the Manufacturers' association were unsuccessful, a vastly better feeling now exists between the two organizations than has apparently existed at any time past.

I say to you with considerable forethought that the existence of two rival hardwood organizations, antagonistic in some respects, is detrimental to the best interests of the members of each.

It is the expectation of your president, and probably of your other officers and directors, that common ground will be found for constructive co-operation between the Federation of Furniture and Fixture Manufacturers, and the intense hope that common ground can be found for the amalgamation of the now rival hardwood lumber associations, to the end that the interests of their members will be not only protected, but enhanced and bettered.

MUTUAL INTERESTS INVOLVED

Pardon me for saying that both these organizations started out with the thought that we had hoofs and horns and wound up with the idea that ours was an association of class, with a simple desire to further the best interests of all in the hardwood lumber business. We need the federation for customers and there is nothing to be gained by fighting our brother lumbermen.

It has been the privilege of your president and secretary to be invited to the meetings of many lumber trade organizations. It was also their privilege to attend and address the convention of the Hardwood Manufacturers' Association of the United States, the Indiana Hardwood Lumbermen's Association and the Northern Hemlock and Hardwood Manufacturers' Association. They were received with enthusiastic courtesy and appreciation. The reception by the Wisconsin and Northern Michigan people was extraordinary.

I shall not usurp the privilege of the secretary or the chairmen of the committees who have their annual reports to make.

In 1910, at Louisville, Ky., at the thirteenth annual convention, President Agler said:

The primary object, for the accomplishment of which this organization was originally effected, as announced in its constitution, is to promote the interests and protect the welfare of the hardwood trade. This statement of its purpose is sufficiently comprehensive to include all those having for their vocation the production and distribution of hardwood lumber; and this liberal attitude has been strictly adhered to at all times.

Two duties yet remain for this association to discharge in this connection. One is, to maintain, without flinching, its existing standards of inspection, and the other is, to increase the efficiency of its inspection department, to the end that prompt, efficient and uniform service may be rendered by that department to any and all members of the association.

Again, in June, 1912, at the fifteenth annual convention in this city, President Diggs said:

The law of supply and demand will always establish the price at which 1000 feet of firsts and seconds, number one, two or three common, may be sold, and our only function is to say what shall constitute a thousand feet of firsts and seconds, number one, two or three common, in the exchanges between the producer and wholesaler, or consumer. We should do this with a full realization of the fact that the real intrinsic worth of the lumber, and not our classification of it, will eventually determine the value of any grade we may describe and that if we raise or lower an existing standard, a corresponding increase or decline in price must naturally follow such legislation. He also said: I confess that if I had to choose between the radicals and ultra-conservatives in this association, I would unhesitatingly stand with the latter, because a satisfactory business has been and can still be successfully carried on under the existing rules, while experiments and untried theories are always of doubtful value, and many times prove detrimental to good business.

In recently addressing the Federation of Furniture and Fixture Manufacturers, at their convention in this city, I used the statements of these two men, both having been potent factors in this organization and both having been called to the great beyond.

These statements clearly set out the bedrock principles on which this organization was founded and stands today. These statements were made by those distinguished members of this association, both of whom



EARL PALMER, PADUCAH, KY., DIRECTOR



THEO. FATHAUER, CHICAGO, DIRECTOR



FRANK F. FISH, CHICAGO, SECRETARY

have been taken from our midst during the past year. I used them, feeling that they have a greater significance than any that I might coin.

Living up to those principles and seeking to co-operate with those to whom we sell our goods, to the end that such co-operation will be more profitable to both parties, together with trying to reconcile the difference that exists between us and our sister hardwood organization, constitutes our year's work.

Secretary's Report

Immediately following the address by President Babcock, the secretary, Frank F. Fish, presented a full and concise paper which set forth the work and purposes of the association, and also a statement of its inspection activities during the fiscal year. This report approximately in full is here given:

The momentous events which have transpired during the current fiscal year of this association which ends with this, the eighteenth annual meeting, have been of such world-wide import and have carried with them such a burden of improbable horror, material loss and human suffering that the ordinary affairs of life have, in a measure, lost their significance and seem to be almost unworthy of a place in the record of the year. But this is neither the time nor place to recount those larger happenings.

It would be futile even to attempt an outline of the effect that these untoward events have had upon the financial, commercial and industrial interests of this membership, or to essay a prophecy as to what the ultimate consequences of the stupendous cataclysm will be upon those interests. What the future holds in store for us must necessarily come within the realm of prophecy.

While the time that has elapsed between our former meeting in Buffalo and the present meeting has not constituted a period of prosperity for the individual lumberman, this association has maintained its prestige, expanded its influence, increased its membership and is today in a stronger position than it has ever been in the past. If we pause to consider this statement, the veracity of which is absolutely beyond question, we are compelled to the further consideration of the reason or reasons which have made possible such a favorable showing on the part of the association under generally unfavorable conditions; and we are forced to the conclusion—because there is no other conclusion—that the work attempted and accomplished by the National Hardwood Lumber Association in the interests of its members, possesses such a degree of inherent merit as to render its offices absolutely necessary under any set of conditions, to those who would successfully conduct a reputable hardwood lumber business. Indeed, it is doubtful if those offices were ever more urgently required or if they have ever been exercised with a greater degree of benefit to this membership than during the past year. For, as has been pointed out from time to time by the officers of this association, there is never a greater need for protection from unfair inspection than when the market is falling and the trade is in a condition of panic and disorganization. Passing conditions have no effect upon national inspection. The inspection of this association is applied in the same manner at all times without regard to market conditions; and under it the lumberman is required to deliver only the grade or grades that he sells, whether the demand for lumber is light or heavy.

THE QUESTION OF GRADES

The popularity of impartially certified grades, evidenced by the bonded certificate of this association, is steadily increasing among the producers and consumers of hardwood lumber, as the value of such grades are not problematic, but are already determined by competent authority, and

there is at the present time a sincere desire on the part of a large element of the consuming trade to co-operate with this association in its efforts to permanently standardize grades of hardwood lumber. This is the same element that one year ago was in open opposition to the work being performed by this organization. This desirable change in attitude has resulted from a better understanding of the aims and methods of this association and further emphasizes the progress that has been made during the past year.

The common ground which the lumberman and his customer may jointly occupy is intelligence and honesty. Neither should seek to get the best of the other. The lumberman should deliver the grade he sells and the customer should accept the grade he buys. The disinterested offices of the National Hardwood Lumber Association enables each party to the transaction to achieve this desirable result with practical certainty.

The foregoing statement is qualified by the word "practical" because of the human element that enters into the transaction. Any equation containing this element for one of its factors must provide for marginal error. That error still persists and always will persist in the inspection of lumber by this association, or by any other human instrumentality, must be admitted. But in the inspection of this association the margin of error is steadily decreasing. It was greater two years ago than it was last year. It will be less next year than it has been this year. The records are at hand to bear out the truth of this statement.

But this association does not rest with the admission of the possibility of error, nor with its acknowledgment when its actual existence is made apparent. Machinery is provided that can immediately be set in motion upon proper notice and, if the error is proven to exist, immediate correction of it is made directly from the treasury of the association to the party suffering loss.

SENTIMENT OPPOSES FREQUENT CHANGES

There is a constantly increasing sentiment on the part of this membership against frequent and radical changes in the rules of inspection. A widespread feeling has developed that permanence is the element most desirable in accepted standards and the general belief prevails that the absolute value of this element more than offsets any ephemeral gain that might result to the lumbermen from further changes in the rules.

In each monthly issue of the official bulletin space is set aside for a statement of loss and gain in the membership and a review of the twelve bulletins for the fiscal year closing with this meeting will show that fifteen concerns who have seen fit to withdraw from the association have voluntarily returned to its ranks after a few months. Does not this fact confirm our claims of recent years, that the National Hardwood Lumber Association has successfully established a service that is very necessary, if indeed, not indispensable, to the successful conduct of the hardwood lumber business?

Since the Buffalo convention, June 18 and 19, 1914 (less than one year ago), 136 new applications for membership have been received, of which 9 were rejected on account of being indigible or undesirable. The record of failures and withdrawals from business greatly exceeds that of any previous year in the association history, and numbers 141. Twenty-nine have been dropped on account of being delinquent in dues and thirteen have resigned. The total number of new members admitted during the year is 127, which brings the present number of members in good standing to 845.

INSPECTION STATISTICS

The figures in detail of the inspection department for the year ending May 1, 1915, showing the quantity of lumber inspected in each market with the amount earned and exact cost of maintenance are submitted below:



J. L. SCHEVE, ST. LOUIS, DIRECTOR



F. S. UNDERHILL, PHILADELPHIA, DIRECTOR



H. F. TAYLOR, BUFFALO, DIRECTOR

	Feet.	Earnings.	Expense.
Michigan Mill Points.....	26,692,703	\$1,334.61	
Chicago, Ill.....	10,052,105	6,381.84	\$5,823.69
Memphis, Tenn.....	8,617,606	4,891.02	4,169.32
Grand Rapids, Mich.....	8,337,534	416.87	
New Orleans and Mississippi.....	8,222,301	4,413.20	3,670.03
St. Louis, Mo.....	7,841,924	4,258.32	4,190.85
Minneapolis and Wisconsin.....	6,275,327	3,427.11	3,015.80
Cairo and Alton, Ill.....	6,123,766	3,494.55	3,377.34
Detroit, Mich.....	4,493,535	2,643.36	2,431.25
Philadelphia, Pa.....	3,934,157	2,252.44	2,104.25
New York City, N. Y.....	3,456,839	2,172.77	1,949.11
Cincinnati, Ohio.....	3,285,012	2,270.11	2,869.04
Louisville, Ky.....	2,822,477	1,621.43	1,725.95
Boston, Mass.....	2,667,418	1,508.80	1,931.67
Buffalo, N. Y.....	2,516,239	1,429.05	1,698.60
Chattanooga, Tenn.....	2,494,065	1,257.48	1,581.13
Toronto, Ontario.....	1,927,870	1,097.07	1,744.45
Pittsburgh, Pa.....	1,890,076	1,532.97	1,950.78
Huntington, W. Va.....	1,841,041	1,144.31	1,431.66
Nashville, Tenn.....	1,522,002	846.89	1,267.81
Bristol, Tenn.....	1,270,508	669.97	954.19
Mobile, Ala.....	1,296,506	799.22	1,072.45
Baltimore, Md.....	990,982	622.74	871.74
Arkansas.....	681,719	353.35	244.00
Indiana.....	347,944	306.05	702.88

Re-inspections:	Feet.	Earnings.	Expense.
Chief Inspector.....	1,143,187	1,488.46	6,509.45

It is, perhaps, of interest to know that of the 119,600,756 feet shown by these figures to have been inspected under the National Hardwood Lumber Association bonded certificates, official re-inspections were requested and made on 1,143,187 feet, and of that amount the original inspection was found to be in error on 260,294 feet.

Every certificate issued is in triplicate, so that a copy of every inspection is received and filed at the executive office and as the final audit falls to show a single certificate missing, it is believed the system of recording each transaction can be accepted as accurate and thorough. Under this system any concern, whether a member or not, having any question or uncertainty regarding an official certificate, and possessing the right to inquire, can secure information on direct application to the secretary's office.

FINANCIAL MATTERS

The financial condition of the association throughout the past year has been sound, but in order to maintain this condition it is necessary that members promptly respond to bills from the secretary's office, either for dues or for inspection service rendered. Under the regulations which govern the inspection bureau, all bills for service are payable upon demand, as this item is really labor, and the handling of the work will be greatly facilitated if our members give these statements prompt attention. All obligations of every nature have been met by the association promptly and on June 1 there was no indebtedness of any nature whatever standing against us.

The following is a detailed statement of all receipts and disbursements, together with figures from the association books and records, the correctness of which is certified to in the attached report of Marwick, Mitchell, Peat & Co., public accountants and auditors:
Balance reported at convention June 18, 1914.... \$ 8,737.87

RECEIPTS	
From Membership Dues.....	\$40,282.35
From Inspection Fees.....	50,359.90
From Inspection Rules.....	276.47
From Program Advertising.....	3,402.50
From Miscellaneous.....	104.77
	<u>94,425.99</u>
	\$103,163.86

DISBURSEMENTS

Salaries and expenses—Sec'y-Treas., Asst. Sec'y, Chief Inspector, Inspectors and office help.....	\$74,789.47
Postage and printing.....	5,072.33
Convention, Executive Committee, standing committees and miscellaneous expense.....	3,990.41
General office expenses—telephone, telegraph, light, exchange, office supplies, etc.....	1,328.44
Re-inspection settlements and claims.....	1,824.93
Rent.....	2,880.00
Office furniture.....	101.66
Program expense.....	952.24
	<u>90,939.42</u>

Leaving a balance on deposit at the Fort Dearborn National Bank, June 7, 1915, of.....	\$ 9,614.20
In the Hibernian Bank.....	1,000.00
And cash on hand.....	1,610.24

Total in General Fund..... \$12,224.44
In addition the books show outstanding accounts for inspection fees earned, \$5,408.24; for membership dues payable, \$8,425.00; program advertising accounts, \$2,080.00; and advances to employees, \$850.00; a total of..... 16,763.24

Bringing resources in cash and good outstanding accounts to \$28,987.68

CASH DEPOSIT FUND

Balance on hand reported at convention, June 18, 1914.... 650.00

BUSINESS MEETINGS HELD

During the year four meetings of the executive committee and board of managers have been held, as follows: Board of managers, June 17, 1914; executive committee, September 17, 1914; board of managers, January 19, 1915; board of managers, June 9, 1915.

In addition to these meetings, the executive committee has met with the inspection rules committee on February 17 and March 23. All of these meetings brought out a full attendance and all suggestions from members received careful consideration. Controversies between members, where appeal is made to the board of managers, appear to have almost disappeared. In former years the board of managers or executive committee has been urged to rule on matters in dispute and the absence of such matters demanding the attention of the board indicates a better knowledge on the part of this membership of the rules under which the inspection department operates.

In all cases where official national inspection is the basis agreed upon between buyer and seller, members shipping are urged not to delay forwarding copy of the national inspection certificate to the buyer, for where the shipper delays or overlooks mailing this official report, his customer may be put to the unnecessary expense of placing another national inspector on the shipment at destination.

THE REPORTING DEPARTMENT

The attention of this membership is again invited to the results being obtained in our reporting department, and the co-operation is urged of every member who has not been keeping in touch with this important branch of our work. During the past year the demand for service on this department from members now familiar with the service has materially increased, which is doubtless due in part to the rather general uncertainty surrounding credit conditions and in many instances to the difficulty experienced in making collections. While the reporting department is not prepared promptly to furnish reports asked in every instance, a large number of late and thorough reports have been added to the files and the value of the reporting service has been substantially increased. It is now a recognized fact among students of credit information, that the interchange of ledger experience furnishes a more reliable basis for extending credits than any other method, and this association, if granted



J. W. DICKSON, MEMPHIS, TENN.,
DIRECTOR



T. M. BROWN, LOUISVILLE, KY., DIRECTOR



W. W. KNIGHT, INDIANAPOLIS, IND.,
DIRECTOR

the hearty co-operation of its present membership, would have access to nearly nine hundred ledgers. In the confident belief that this membership will be amply repaid, its closer attention to the monthly tracer blank is urged.

As this membership is aware, this association is an active member of the Chamber of Commerce of the United States of America, and has sent delegates to each annual meeting of that organization. It held its annual this year at Washington, February 3, 4 and 5, and this association was represented by its full quota of five delegates, whose report, through the national councillor, may be heard during this meeting.

In closing, this membership is reminded that frank and full criticism of the work being performed is always welcome from it and if complaints exist, better results can be secured through promptly taking them up with headquarters than through any other method.

Three things are required if the prestige of this association is to be maintained at its present high standard. First, the same wise and efficient administration of the affairs of the association that has been accorded to them by its officers and directors in the past. Second, the loyal and consistent support of the entire hardwood trade. Third, the intelligent appreciation and helpful co-operation of the consumers of lumber. With this trinity of agencies working harmoniously, one with the other, toward a common end, the beneficial influence of this association is certain to expand year by year even as it has done in the past.

Report of the Inspection Rules Committee

The inspection rules committee then read its report as follows:

Your inspection rules committee begs to report that during the past year, at the request of the executive committee, it met a special committee from the Federation of Furniture Manufacturers with a view of working out a more satisfactory set of inspection rules with their organization. This federation is composed of several hundred manufacturers and includes the membership of the following national organizations:

National Association of Furniture Manufacturers, Central Bureau of Extension Table Manufacturers, National Bureau of Metal and Spring Bed Manufacturers, National Commercial Fixture Manufacturers' Association, National Association of Upholstered Furniture Manufacturers, National Association of Chair Manufacturers, Parlor and Library Table Association, Manufacturers' Cost Club, Parlor Frame Makers' Association, Kitchen Cabinet Manufacturers' Association, National Desk Manufacturers' Association.

The combined annual output of this Federation of Furniture Manufacturers exceeds \$100,000,000 and the principal item of raw material purchased by them is hardwood lumber.

The National Hardwood Lumber Association was represented by the members of the inspection rules committee.

After going into the various rules quite fully, it was decided late in the afternoon that it would be impossible to reach an agreement upon final changes in time to submit the recommendations to a vote of this membership at our annual meeting this year, for as you are aware, under our by-laws, all proposed changes must be in the hands of the membership not less than thirty days before an annual meeting. The following resolution was then adopted:

RESOLVED, that pursuant to the request of the inspection rules committee of the Federation of Furniture Manufacturers, the National Hardwood Lumber Association appoint a special committee of five for the purpose of conferring with a committee of like number representing the Federation of Furniture Manufacturers on the subject of inspection rules and to conduct such test inspections as may be mutually decided upon; the object of such conference being to endeavor to harmonize as far as possible such differences as may be found to exist and to bring about closer cooperation between the organizations represented; and be it further

RESOLVED, that this action is taken in consideration that the Federation of Furniture Manufacturers will accept the present standard of inspection

of the National Hardwood Lumber Association as the basis for inspection until final report of the joint committee is rendered.

Owing to the absence in the South of Robert W. Irwin, president of the Federation of Furniture Manufacturers, the special committee to represent that association was not appointed until May 1. Your committee met with them yesterday at the association headquarters, and by mutual agreement it was decided to call another meeting in the near future, at which time some definite action will probably be decided upon.

At the meeting yesterday the fact was made plain that a large majority of manufacturers of furniture and kindred lines felt the necessity for the establishment of a grade of "selects," and in this connection your committee reports a very popular and rapidly growing demand on the part of many of its members, as well as the consumers, for a "select" grade to be added to our present inspection rules. It is the belief of your committee that a rule governing selects will be drawn and submitted during the coming year and voted upon at our annual meeting, to be held next year. As you are aware, we have this grade of selects in popular at the present time which appears to be practical and working very satisfactorily, and thus far no reasons have been presented to your rules committee why a similar rule governing all hardwoods would not be practicable and acceptable to the manufacturers and dealers composing this association.

Under instructions from the executive committee, the inspection rules committee met in Chicago on March 23, at which time certain recommendations were submitted by the executive committee pertaining to changes in inspection rules which have the support of the Hardwood Manufacturers' Association of the United States. Your committee, after deliberating for one day, decided that owing to generally unsatisfactory business conditions now existing, the time was inopportune for voting upon these changes, and the resolution embodied in this report, which was adopted at our meeting with the Federation of Furniture Manufacturers, had some bearing upon this decision, as your committee felt they could not consistently recommend any changes in the present rules, not only on account of objections from our own membership, but because such action might be unfavorably regarded by the Federation of Furniture Manufacturers, who had pledged themselves to abide by our present standard until some plan could be formulated that would cover their requirements more fully.

During the year your committee has been greatly impressed by the practically unanimous sentiment on the part of the membership from all sections for stability in inspection rules, and along this line it will, perhaps, be interesting to you to know that the primary object of the Federation of Furniture Manufacturers, in requesting these conferences with the National Hardwood Lumber Association, was to agree upon a set of inspection rules that would be permanent and not subject to change from year to year.

All of the conferences referred to indicate clearly that substantial progress has been made toward the establishment of uniform inspection rules, universally recognized by all branches of the trade, and it is the opinion, as well as the earnest wish of your committee, that negotiations already under way with the Hardwood Manufacturers' Association will result in bringing all hardwood lumbermen into one association, which will mean one standard of inspection, one set of inspection rules and absolute harmony throughout all branches of the hardwood lumber industry.

Committees Appointed

The chairman appointed a committee of three, consisting of F. S. Underhill, W. E. Chamberlin and G. Von Platen, to take up the reports of officers and committees.



CHAS. R. DUBLIN, MEMPHIS, TENN.,
DIRECTOR



C. A. GOODMAN, GOODMAN, WIS., DIRECTOR



GEORGE E. BEECE, CHARLESTON, W. VA.,
DIRECTOR

A committee of three was named to draft suitable resolutions to express the sentiments of the association in memory of members who have died since the last annual meeting of this association. John M. Wood, Otis Felger and Earl Palmer were named on this committee.

A committee of four was appointed to draft general resolutions. Those named in that capacity were Charles Goodman, Alexander Schmidt, J. V. Stinson and E. A. Lang.

A new committee on traffic was brought into existence to take the place, to a certain extent, of a committee heretofore known as the transportation committee. The chairman of the new committee is A. F. Marsh. He addressed the association on the subject of the work which he believed such a committee could carry out for the benefit of the body as a whole. He admitted that he had very short notice that he was to take such a position and stated that his remarks could not be other than offhand; but he had no doubt of the field that a live committee could cover. As he outlined it, that work would consist in adjusting matters in a friendly spirit between the carriers and the lumbermen, before the business assumed a phase requiring the assistance of the Interstate Commerce Commission. The speaker was confident that this could be accomplished by co-operation between the lumbermen and the carriers, and the particular manner of doing much of it was pointed out to consist in frequent consultations between the railroads and shippers.

For instance, if the railroads had in mind the changing of a tariff, they might acquaint the shippers with their purpose beforehand, and differences, if there were any, might be adjusted between themselves; and the Interstate Commerce Commission would never hear of the matter. The trouble frequently has been that railroads have put rates into effect without finding out just what injustice they might lead to, and the result in many instances has been that a lot of trouble and expense resulted and the matter has gone to the Interstate Commerce Commission for settlement when a much shorter and better way could have been found.

A number of other lines were pointed out by Mr. Marsh along which he believed a traffic committee could serve the lumbermen in an effective way.

The Overweight Claims Committee

The report of the committee on claims for overweights was to have been made by James E. Stark of Memphis, Tenn., but he was unavoidably absent, and his report was read by Secretary Fish.

It was stated that this committee was in reality out of a job because the Interstate Commerce Commission had taken in hand the work which the committee was supposed to do. Something was said, however, on the subject now so prominently before the lumbermen of the whole country, as to whether the value of lumber should be considered in fixing the rate of freight. The Forest Service's work in

that investigation was referred to. The government is co-operating with lumbermen in the investigation, and it was distinctly stated that it is a question with two sides. This investigation involves the policy of charging higher rates for dressed than for undressed lumber; and, of course, in this discussion the doormakers and the manufacturers of finish and flooring are vitally interested, and the interest is no less apparent from the viewpoint of the boxmaker and of others who buy cheap grades of lumber in the rough. It cannot be foreseen just who would benefit and who would suffer in a readjustment of rates based on value. The low tariffs might be raised as well as the high brought down if a new rating is to be made. The suggestion of the appointment of a traffic committee came from this report.

Emil Guenther of Philadelphia, chairman of the transportation committee, was unavoidably absent, and his written report was placed before the association.

AFTERNOON SESSION

The afternoon session was opened by a report of the committee on officers' reports. It was short and consisted chiefly of an indorsement of the association's work during the past year, and particularly along the line of closer co-operation between the association and the federation of furniture manufacturers. That matter was brought prominently before the meeting in several ways in course of the day's proceedings, but most pointedly in an address by Robert W. Irwin, president of the National Federation of Furniture Manufacturers, Grand Rapids, Mich., which follows:

The value of better co-operation between buyer and seller, I am sure is appreciated by this gathering. We have reached a time in our business history when I believe that the true value of co-operation is understood and appreciated as it never has been in the past. I do not say that the day of individualism is gone; that there is no longer a place in our business world for the strong individual who maps out his policies along new lines without much reference to forms and methods that have heretofore been accepted. We have not reached the stage, and I do not believe that we ever will, where we are ready to accept the socialistic theory of co-operative efficiency, at the expense of individual initiative. But we have reached a time when no business man is justified or can find it beneficial to shut himself up within the four walls of his own business and do justice either to himself or to his institution.

Why are you gathered here today under this splendid organization that you have built up? Why have the furniture manufacturers of this country maintained their organizations all these years at a very large expense and have within a year joined together in one federation? Why has practically every industry in this country formed its association? It is to co-operate with the others in the same line for the common good of all. Now what does co-operation mean? It means the association of a number of men for their common benefit. It is not a philanthropic or humanitarian movement. It is selfish in its ends. It is gaining in favor among our business men because in every line it has been found that many of the trade problems could not be solved or adjusted unless the men in that line were willing to lay aside for the time being at least, the thought that every competitor was an enemy, and were willing to join with each other to better the conditions within their industry. Each line has had its own problems to solve. You probably could not find in



CHAS. H. BARNABY, GREENCASTLE, IND.,
DIRECTOR



EDWARD BUCKLEY, MANISTEE, MICH.,
DIRECTOR



W. E. CHAMBERLIN, BUFFALO, N. Y.,
DIRECTOR

any two lines of endeavor problems that were identical; yet in the main they are quite similar. They generally cover credits, transportation, trade abuses, and standardization of methods of doing business.

THE PURPOSE IN VIEW

Your organization, as I understand it, has had as one of its basic problems the standardization of grade rules for your product. I am sure there is not a lumberman or lumber buyer in this country but what will say that this movement has been of untold benefit to both the producers and the consumers.

Now I am here today to urge you to carry this work of co-operation to a further degree; to urge not only the value of co-operation among ourselves, but of co-operation with those to whom you sell your product. Some of the greatest examples of the abolition of trade abuses can be shown as the result of co-operation between buyer and seller.

We have within the furniture industry from ten to twelve different organizations, taking in practically every line of furniture under its various classifications, such as case goods, chairs, upholstered goods, extension tables, library and parlor tables, parlor frames, etc. Most of these organizations have been in existence for years. These associations have done splendid work. They have succeeded in standardizing methods to a remarkable degree, but they found that many of their problems could not be satisfactorily handled because they had no means of co-operation with the other lines whose interests were identical with their own. The inevitable happened. These men who realized so fully the value of co-operation were not going to stop short of getting the maximum good from that work. So about a year ago they formed the Federation of Furniture Manufacturers—an association of associations—taking in practically every line that can be classed as household furniture. This organization I have the honor to be president of, and it is in that capacity that I appear before you today.

PLAIN TALK NEEDED

In endeavoring to make clear to you the situation as I see it and to impress upon you the value of a greater degree of co-operation than has heretofore existed with at least one branch of your customers, I may feel called upon to say some things that some of you will not like. I am going to say to you frankly that the furniture manufacturers of this country feel that you have in the past laid down the rules governing the sale of your product in rather an arbitrary manner. They feel that their interests, which are really identical with your own, were not given the proper consideration.

Now, do not misunderstand me. I do not say that you intended to act in an unfair manner, but the failure to meet their ideas, or to give what they thought to be proper consideration to them, probably due entirely to the lack of a clearing house for exchanging views, gave rise to the feeling that existed. Furthermore, they feel that your standardization of grades has not gone far enough, that you yourselves do not do all that could be done to make your grades standard.

With this feeling existing, it was no wonder that one of the first problems to be taken up by the Federation was the problem of lumber grading rules. We felt that conditions were not as they should be and we decided that the way to correct those conditions was to go to the lumber manufacturers, through their organizations, and to lay our case before them. I asked your president, Mr. Babcock, if your executive committee would be willing to discuss this question with a committee from our organization, and to this suggestion he readily assented. As a result, a number of conferences have been held and I have no doubt but what we will come to an agreement upon all points in question.

COMMITTEE CONFERENCES

I do not want to argue our case before this convention while we still have the negotiations on with a committee representing this organization, but I am sure it will not be improper, at this time, for me to state our position.

Our committee went before your organization to ask, first, for some changes in the grading rules; to make your standard grades better applicable to our requirements. It seems to me that this is a question upon which we should have little difficulty in getting together. Your interest in arranging your grades must be to make them so that they will be best suited to your customers' requirements. The less the waste in working, the more the consumer can afford to pay. To make a buyer take in a certain grade, stock which he cannot economically use, benefits no one. Supply and demand, together with the cost of production, regulate the value of your product as well as ours, and you gain nothing in the end by crowding down a grade. Possibly there is a temporary gain, but your competitor soon discovers that he can sell the grade a little cheaper because it is a little lower, and supply and demand again regulate the price.

We ask nothing that will have a tendency to lower your price; but most of all what we want is stability to the rules, letting the prices take care of the increasing cost of production. We want stability so that our factory experiences on cutting waste will be of value to us and not make it necessary for us to abandon valuable data every little while because the rules are changed.

THE MIXED GRADES QUESTION

I said that the furniture men feel that you do not do all that you can to make your own rules standard. In making this statement, I am not referring to the work of your organization unless it is not doing all that could be done to abolish certain practices that prevail in the lumber business. Your book of rules specifies, for instance, what shall constitute the different grades, but you will agree with me that large quantities are shipped every day that do not conform to those specifications. I know that it does not carry a national certificate unless it does conform, but nevertheless, the manipulation of grades is one of the curses in your business, and it is in the interest of every manufacturer and jobber, who wants to do business upon a right basis, to bend every effort to eradicate this practice.

In making the statement that there is a large amount of manipulation in grades going on in the lumber business, I am presenting no indictment that you haven't heard many times before from members of your own fraternity, for I have seen statements of this kind published in your own magazines. I am not here to say to what extent this practice prevails, but I am here to say that you should lend every assistance to any plan that will do away with it.

I am not blaming the lumbermen any more than I blame the buyer for this practice, for it has been made necessary to a very large degree by the ignorance of the buyer; that ignorance which generally means that the buyer does not know what grade of lumber he really needs, has made it necessary for the seller to mix the grades in order to get the business.

Such practices, gentlemen, make a place for the unscrupulous man, and that kind of a man is bad for any business. This practice should be frowned upon, first, because it is not an honest one, and second, because it is not in keeping with the general business standards of today. We must all realize that there has been a great change in the moral standards of doing business. Methods that were countenanced in our business a few years ago are frowned upon today. It is the same in your business and in every other line, and it is our duty to carry that standard still higher.



W. J. HETHERINGTON, TORONTO, ONT.,
DIRECTOR



ALEXANDER SCHMIDT, CINCINNATI, O.,
DIRECTOR



M. J. QUINLAN, SOPERTON, WIS., DIRECTOR

I know that some will say that it cannot be done. That if a buyer cannot tell whether he is getting a straight grade or not, some one will take advantage of the situation and get the business, but I say to you it can be done by a campaign of education and by the more general use of your National Inspectors. I understand that out of a production of a billion feet of hardwood a month, there is less than twenty million shipped under National Inspection with Bonded Certificate.

Why is it that more lumber salesmen do not urge the use of this inspection? In all my experience in buying lumber, I do not believe that I ever had a seller suggest to me that the basis of our trade by your national inspection, and on the other hand, my experience has been that where given, it is with more or less reluctance. That is where a national certificate was asked for. I do not say that this is the general practice, but it happens to have been my own experience.

INSPECTION URGED

If you really want to make the grades you publish the standard grades in fact as well as in name, you should urge the acceptance of national inspection. You should through this means contribute your part to the education of the buyers for the purpose of more effectually establishing standard grades.

We feel that lumber buyers should be able to call for a national inspector any time they want one. It should not be necessary to develop a difference with the seller to obtain one of your inspectors. There should be some corps of trained lumber inspectors that can be to our lumber departments what an auditor is to our accounting departments. When that time comes, and their use becomes general, as I am sure it will be, under such an arrangement, you will find less and less manipulation of grades.

This work should be done by the inspectors of your organizations, but if such an arrangement cannot be made, it will have to be handled in some other manner. There is a real need for such a service and it is going to be supplied before very long. Turning on the light of day in this matter will make for more stable market conditions and cannot help but be of service, not only to the consumer but to the manufacturer and to the jobber who wants to do his business upon a high moral plane.

Is there a man here who is not repeatedly confronted with quotations that he is asked to meet where he knows positively, in view of the market prices, that his competition is not figuring upon a straight national grade? What are you going to do in a case of that kind? You must either guess at how much the buyer knows about lumber and do your business upon the same basis as your competitor, or you must lie down and say: "I cannot take your business." Does not this demoralize to a large extent your market conditions? Would it not be much better for all to figure upon the same stock, and would we not all feel better—both buyer and seller—if the grades were more standard as they are in many commodities? Mill orders for "seventy-five per cent firsts and seconds, and twenty-five per cent No. 1 common, mix thoroughly," should be things of the past.

I have spoken plainly, gentlemen, upon this subject. I am making no charges against this organization, for I feel sure that it does not countenance any such practice. I am making no charges against the rank and file of the lumbermen. Many of my best friends are in the business and they are men possessed of the highest degree of integrity and business principles. I, however, feel that this practice, which is more or less common, is a blot upon the business and I would be doing less than my duty if I did not ask you to join with us in a campaign to do away with it.

I am confident that your officers will report to you at some early date

that they have reached an agreement with the committee representing the Federation of Furniture Manufacturers and I hope that that report will meet with your unanimous approval. We only intend to ask for what is fair and I am sure that your organization stands ready to meet us half way. If we can reach an agreement upon the matters that we have under consideration, we will have established a basis for future co-operation between our organizations that will be mutually advantageous.

Co-operation Versus Competition

An address by Harry A. Wheeler, vice-president of the Union Trust Company of Chicago, was a feature of the afternoon session which met with applause and received earnest attention. He referred to the fact that competition may be highly destructive and is by no means a safe remedy against the evils of combinations. In fact, he declared that, if he were compelled to choose between the two, he should say that too much competition is worse than too much combination. He referred to the history of business in its early stages, when there were no combinations. Every man was for himself, and every competitor who cut in on his business was looked upon as a personal enemy. Rivalries became animosities, and destruction of a rival and his business was a part of business ethics. The only place where the individuals in trade could get along under the old order was where they were so far apart that one could not trespass upon the field of another.

That ideal condition might obtain in thinly settled regions, but not where population was dense. The growth from individualism to combinations was natural. When business grew until it demanded more capital and better organization than the individual could furnish, the combination came into existence. It lessened or eliminated competition for a time; but finally there was rivalry between combinations, or between combinations and individuals, and it was as sharp and as destructive as when one man contended against another.

Modern conditions grew out of the old, but one great lesson has been learned, namely, that there must be competition; but another fact is being learned also, and that is that co-operation can cure evils which rivalry cannot heal. Business has outlived popular condemnation. The outcry against large combinations for business purposes is dying out. It is now coming to be recognized that the people and the country's business are not enemies. It is understood at this late day that one cannot exist without the other. Efforts are now made on all sides to pull together, where formerly the opposite was the policy. This spirit is recognized in politics as well as out. Politicians and agitation are not now applauded as they used to be when they attack everything that is large in business.

The sensible people of the country are tired of attacks which are intended only to pull something down. They encourage that class of activity no longer, because they now see that what is wanted is help for business, and not hurtful attacks, construction and not destruction. That frame of mind, when it leads to action, is best described and defined by the one word co-operation.

Benefits of Uniform Inspection Rules

The last paper of Thursday afternoon's session was prepared by E. W. McCullough, secretary and general manager of the National Implement and Vehicle Association, Chicago, his subject relating to the benefits of uniform inspection rules. Mr. McCullough was unavoidably absent, and the paper was read by T. W. Howard of the same association.

The importance of the place filled by wood in the vehicle industry was made apparent by the statement that seventy-five per cent of the cost of the ordinary farm wagon is represented by the wood, and that the demand of wood for vehicles of that class is greater at this time than it ever was before in this country. In 1904 there were forty-one different heights of farm wagon wheels, the different manufacturers adhering to the kinds made by their forefathers. This illustrates, in one instance, the need of standards. The work was commenced, and already much headway has been made in simplifying the demands upon wood, not only in the matter of wheels, but in all departments of vehicle building.

Minnesota's Commanding Position

Frank K. Rodman of Cincinnati, who was scheduled to speak on lumbermen's clubs, was unable to attend the meeting, and his place was filled by A. S. Bliss of Minneapolis, but the address was on a different subject. He eulogized the state of Minnesota from center to circumference, including its ten thousand lakes and its billions of fish, and then took up the subject of the Northwestern Hardwood Lumbermen's Association which was organized in 1889.

He laid special emphasis upon the history of lumber inspection as it has been practiced in that association. Compromise and arbitration have been made much use of in settling controversies among the members and it has generally proved satisfactory.

Eastern Markets

Russell J. Perrine, who is now serving his sixth consecutive term as president of the New York Lumber Trade Association, devoted his address to the eastern markets, and particularly to the need of satisfactory inspection arrangements. New York City has no official inspection rules for hardwood lumber. The use of the rules of the National Hardwood Lumber Association has been much hindered by the frequent changes which were made from time to time. The result of the changes following one another at short intervals was that those who would have liked to employ and follow the rules were discouraged from doing so. The speaker declared that, in his opinion, if the inspection rules could be made more permanent, and the custom of frequent changes could be abolished, the chance for their adoption by the New York Lumber Trade Association would be fair.

The business outlook for hardwood lumber from the New York viewpoint shows unmistakable signs of improvement, but hope still points to the future as the time for the consummation of that result. Honest methods will bear results, declared the speaker, and such methods cannot be too strongly urged upon those who are looking for an expansion of business.

Southern Hardwood Conditions

Memphis, Tenn., is regarded as an important center from which to study the southern hardwood situation, and the official program carried the name of C. G. Kadel, president of the Lumberman's Club of Memphis, for a discussion of the situation in that district.

He announced that business is on the upward trend there, as far as increased sales of lumber were concerned, but the upward tendency of prices is not yet so noticeable as is the growing demand for hardwood lumber. It is believed, however, that price will soon follow demand.

The saw mills in the Memphis district are said to be 50,000,000 feet short in their log supply at this time. The Mississippi flood failed to materialize this spring, and the effect seems to be apparent in prices of lumber. At any rate, when the whole country, heretofore, has suffered from the customary deluge poured down by the Father of Waters, the result has been noted in a stiffening of lumber prices which was to the advantage of those who were so fortunate as to have lumber on which they could quote prices. It is unfortunate, however, that loss in quantity of lumber after a flood is often more than an offset for any increase in price on what remains.

The Lumberman's Club of Memphis had seventy-eight members in attendance at the meeting of the association at Hotel Sherman.

The Wholesaler's Place

George J. Pope, president of the Lumbermen's Club of Chicago, addressed the association on the subject of the place in the lumber business now occupied, and which ought to be occupied, by the wholesaler. He recounted some of the history of the lumber trade by way of illustration of the changes in the position of wholesalers. In 1882 there were no wholesale yards in Chicago; at this time the investment in that branch of the business totals \$4,800,000 in this city.

There is no reason why the wholesalers and the manufacturers of lumber should be hostile. Each has a place to fill, and each is necessary to the success of the other. Unfortunately, there has been a disposition in some quarters, on the part of producers, to regard the wholesaler as an enemy; but that disposition would exist no longer if proper distinction were made between honest and dishonest wholesalers.

Many small sawmills must sell through the wholesaler because they do not possess sufficient capital to market their own output. They must realize on a car as soon as possible after it is loaded, and the wholesale yard enables them to do this. Small mills, as a rule, follow the large mill and clean up what is left, and they thus fill an important place.

The true function of the wholesale lumber dealer, said Mr. Pope, is to supply a distributing center at the lowest cost consistent with sound business principles.

The Export Situation

A paper on the outlook for the lumber export business was read by George D. Burgess, of Memphis, Tenn., president of the National Lumber Exporters' Association. He quoted rates on shipments across the Atlantic which show that the charge for carrying lumber is now four or five times as high as it was ten months ago, at the beginning of the war. That has hit the export business a hard blow, and has indirectly depressed the market at home, because the lessening of foreign shipments has resulted in throwing that much more lumber on the domestic market, and falling prices result. It is laid down as a law of trade, proved by experience, that when exports of lumber decline, the home price declines also.

Mr. Burgess took the present situation as a text for argument in support of a merchant marine. That would relieve the depression in our export trade; but he contended that before American ships can make any headway in carrying products to foreign countries, radical changes must be made in the laws governing our merchant marine. These changes can be best reached by prompt and complete repeal of inimical statutes now on the books and which place unnecessary burdens on American vessels engaged in foreign trade. Among such burdens is the law which requires more employes on a ship than there is any need of. Another is the regulation which demands the overstatement of a ship's tonnage. In some instances the American measurement makes a vessel forty per cent larger than it is rated under British measurement. That excessive tonnage adds to the charges which a vessel must pay when it enters a foreign port.

Mr. Burgess said he expected to see a rapid lowering in ocean rates after the close of the war.

Down in Indiana

C. H. Kramer, Richmond, Ind., president of the Indiana Hardwood Lumbermen's Association, was booked for an address on state lumber associations, but he confined his talk largely to the work of the association in his own state. Its function, he said, combines social features with serious business. The social end of it is regarded as by no mean unimportant, because it makes the members acquainted with one another and that counts much in conducting the real business of the association.

Twentieth Century Problems

The program called for an address by E. F. Trefz, field secretary of the Chamber of Commerce of the United States. His subject related to the relations between the national chamber and trade associations; but having been called away, his place on the program was filled by Harry F. Atwood of Chicago, who spoke of "Twentieth Century Problems."

The address took the form of a protest against too much law making, too many commissions, too many attacks by agitators and ignorammuses upon the business men and business institutions of the

country, and too little understanding of the new ways and new machinery necessary to carry on modern business. The last fifty years have so completely revolutionized industrial appliances that the old way of carrying on business no longer applies.

Resolutions Adopted

The following resolutions were adopted by the association:

Friend after friend departs. Who has not lost a friend? There is no union here of hearts, no union here of hands. In the death of ex Presidents Fred A. Diggins and Oliver D. Agler every member of this association has lost two friends. First of all, they were great citizens, always living in the spirit of Him who came not to be ministered unto, but minister. Always loyal to the right. Theirs was the character that John G. Holland describes.

God give us men. A time like this demands great minds, strong hearts, true faith and ready hands. Men whom the spoils of office cannot kill, men whom the lust of office cannot buy, men who possess opinions and a will, men who are honest, men who will not lie, men who can stand before a demagogue and scorn his treacherous flatteries without winking. Tall men, sun-crowned, who live above the fog in public duty and in private thinking. That life is long that answers life's great ends. In their families, in city and state, in this association and by all who knew them always the same lovable, dignified, honorable gentlemen, their memory will ever be cherished and their names honored.

Resolved, That this resolution be spread upon the records of this association and a copy thereof sent to both their families.

WHEREAS, This convention has been most fortunate in the privilege of hearing an unusual number of interesting and instructive addresses delivered by able men who have spared the time from their own affairs to appear before us; be it therefore

Resolved, That the secretary express to these gentlemen the thorough appreciation of those in attendance for their most valuable contribution to the success of this meeting.

WHEREAS, There is general agreement throughout all branches of the lumber trade as to the necessity of work on a national scale to promote the use of wood and place its intrinsic merits before the public.

Resolved, That we commend the program proposed at the Forest Products Federation meeting in Chicago February 25, and urge its support by the members of the National Hardwood Lumber Association.

Resolved, That the thanks of this association be tendered the management of the Hotel Sherman, to whose ample arrangements and unflinching courtesy the success of this convention is in large part due.

Resolved, That the secretary be instructed to convey to E. C. Atkins & Co., of Indianapolis, the continued appreciation of this association for their generosity in furnishing the handsome badges presented to those in attendance at this convention.

WHEREAS, The European war has forcibly impressed upon the consciousness of the American people a realization of the neglect during past years to provide a permanent and adequate merchant marine for the handling of our foreign commerce, as a result of which we are now facing the necessity for prompt and decisive action in reaching a solution for the problems which now present themselves; and

WHEREAS, Our laws governing the operation of American-owned vessels provide certain restrictions which prevent the successful competition of ships flying the American flag with those of foreign countries; therefore be it

Resolved, by the National Hardwood Lumber Association, in convention assembled, That we favor, first, the amendment of our present laws removing unnecessary or unreasonable restrictions which now surround the operation of American ships, and, second, the enactment of laws providing subsidies sufficient to offset the difference in cost between the operation of vessels under the American flag; and be it further

Resolved, That copies of these resolutions be sent to the President of the United States, the members of the proper committees of the Senate and House of Representatives, and that members of this association be requested to write their senators and congressmen urging the necessity for their support of these measures and the need of a prompt and satisfactory solution of these problems.

WHEREAS, It is the sentiment of the National Hardwood Lumber Association in convention assembled this 11th day of June, 1915, that President Wilson in his dealings with the various problems of international import, by which he has recently been confronted, has evinced the loftiest ideals of American patriotism and government by the highest principles of world-wide humanity; therefore, be it

Resolved, by this association, That this membership heartily and gratefully concurs in the wisdom and justice of the stand taken by him for the perpetuation of the basic principles of humanity and for the protection of American lives and rights of neutrals on the high seas and elsewhere; and be it further

Resolved, That a copy of these resolutions be submitted by wire to the President.

Election of Officers

The following officers were elected:

PRESIDENT, E. V. Babcock, Pittsburgh, Pa. (re-elected).

VICE-PRESIDENT, J. V. Stimson, Huntingburg, Ind. (re-elected).

VICE-PRESIDENT, G. Von. Platen, Grand Rapids, Mich.

VICE-PRESIDENT, F. L. Brown, Chicago, Ill. (re-elected).

The following directors will serve during 1915: Earl Palmer, Paducah, Ky. (re-elected); Theo. Pathauer, Chicago, Ill. (re-elected); J. L. Scheve, St. Louis, Mo. (re-elected); F. S. Underhill, Philadelphia, Pa. (re-elected); Horace P. Taylor, Buffalo, N. Y.; Payson Smith, Minneapolis, Minn.; R. M. Carrier, Sardis, Miss.

No change was made in the directors for 1916, except that John R. Thistlethwaite was elected to take the place of O. O. Agler, deceased.

The 1917 directorate remains intact.

ENTERTAINMENT

The grey room and adjoining anterooms were thrown open for the annual banquet which took place on Thursday evening. Practically every table was filled, the aggregate attendance being in the neighborhood of 650. The committee in charge of arrangements provided just enough of everything so that when the affair was well under way the banqueters were keyed up to just the proper pitch to fully enjoy the enlivening entertainment furnished by Benson, of Chicago. The stellar feature was Miss Doris Reber, soloist. Miss Reber made a lasting impression, especially upon some of the members of the bald-headed row. One of the staid and steady old hardwood men from Wisconsin seemed to be quite disgruntled because the progress of baldness had not been so rapid as that of some of his neighbors, the young lady seeming to have an especial fondness for the absolutely bald pate; in fact, on occasion favoring, with a kiss thereon, the gentlemen whose domes showed most conspicuously, whereas those who were only partially bald were passed by with an affectionate little tap.

The gathering broke up about eleven o'clock, the banqueters repairing to the lobby and adjoining features of the hotel.

On Friday evening those who were able enjoyed the smoker which was carried out along more elaborate lines than is usual with such functions, and which was successful in all its particulars.

Too Much Sap Harmful in Figured Gum Panels

The striking contrast between the white sapwood and the beautifully grained heartwood of figured gum has tempted panel manufacturers to bring out this unique figure in making up matched panels for interior finish work. The wisdom of this policy is to be questioned. While a thin streak of the white is desirable and tends to make more striking the natural beauty of figured gum for interior finish, too generous a portion of the white will in the end be regretted as there is a tendency for the glue to come through and give a graying, dingy suggestion to that portion of the panel. It doesn't by any means make it ugly or disagreeable in appearance, but at the same time its effect in the end is not in conformity to the effect that would be produced with less generous interest in the sap portion of the stock.

There are now in existence a considerable number of interiors in figured gum which have been in place for a long time. In the beginning the opponents, or those who were skeptical regarding the wood, expressed themselves as believing that in the course of a few years it would show a certain dinginess and lack of color and life. As a matter of fact, some of those interiors which have been exposed to sunlight, heat and other unfavorable conditions are getting more beautiful and more pronounced, and almost lustrous as years go by. There are interiors which show some tendency to open up at the joints but there are so many others which have remained absolutely in place without any indication of such tendency that there is no mistaking the fact that those jobs which have not stood up well have been the result of improper handling by people who made up the panels and installed them.

There is another suggestion along these lines, namely that particularly in the high-grade panels an effort to preserve the veneer from any one log should be made if possible in order that proper matching may in the end bring a greater value.



Individual Regulation of Production



Editor's Note

The following address by Robert B. Goodman, president of the Northern Hemlock and Hardwood Manufacturers' Association, was given at the National Hardwood Lumber Association's meeting in Chicago, June 11. It discusses the very important matter of regulating the production of hardwood lumber, and takes the ground that the individual mill owner is responsible for all that has been done along that line; and on him must depend what is to be done in the future.

We have all heard of the plans that are being developed for extending the use of lumber. We are all familiar with the promotion work carried on by the regional manufacturing associations for the promotion of individual kinds of lumber.

These advertising campaigns are bringing results and the splendid work that is now being planned of national scope to increase the consumption of lumber is a credit to the industry.

Nevertheless we must remember that the development of consumption is one-half the problem, and of equal importance is the regulation of production.

TENDENCY TO OVER-SUPPLY

The peculiar nature of the lumber industry and its peculiar defect is that there are so many influences in it tending to over-stimulate production. Chief among these influences are the growing costs of carrying stumpage, the decreased cost of manufacture when running at full capacity, the popular belief in lumber profits, which is constantly building new mills, and the progressive and optimistic spirit of lumbermen themselves. So strong are these influences that a few lumbermen believe that the very efforts now being made to develop the uses of lumber are liable to stimulate its production to as great, if not even to a greater degree, as it will develop increased consumption. At any rate there is equal urgency in promoting a national agitation for the adjustment of production to the actual demand instead of to the high level of past years, or to the anticipated level of more prosperous future conditions.

Such an adjustment is sound economics, benefiting the producer, the wholesaler, the manufacturing consumer, and the public generally; for the reasonable regulation of production insures reasonable prices with the elimination of those extreme fluctuations that are the disturbing factor to all elements of the lumber trade alike, so that the work now being done to bring about a reasonable regulation of production is constructive and progressive in the highest degree.

Fortunately for us this problem is comparatively easy in the hardwood industry. Most of the forces tending to over-stimulation of production are inoperative in this field. In fact a careful economic study of the American hardwoods discovers peculiar incentives for conservative production.

AMERICAN HARDWOODS LIMITED

The hardwood forest of America begins in Texas and extends northeast to Wisconsin, Michigan and Maine, through the oldest and most completely settled portions of the United States. The stand of hardwood in this forest has been estimated from 400 to 500 billion feet, and the annual cut in lumber 8 to 10 billion feet; and possibly half as much more per annum is consumed in other products than lumber. Moreover, this stand of hardwood is virtually all mature timber.

The study I have made of our own Wisconsin hardwood forests, cut into as they have been by logging operation, leads me to believe that the growth of the young timber is more than offset by decay, fire and wind damage, so that the limitation of the supply of hardwood must have a material effect upon the price of hardwood lumber during the years to come.

Furthermore, it must be borne in mind that the estimated stand of hardwood is not all available for lumber production. A very appreciable per cent is now retained by private owners for beautifying their estates, by farmers for wood lot purposes, and by states for public parks. I know of no figures available on this subject.

There are about fifty varieties of American hardwoods. The twelve most commercially important, measured in the order of the amount produced are, oak, maple, red gum, yellow poplar, chestnut, birch, beech, basswood, elm, cottonwood and ash, and these twelve

leading commercial woods themselves vary materially both in quality and in price and in the nature of their usefulness. For example, rock and soft elm, red oak and white oak, and hard maple and soft maple.

The variety of these woods breaks up the problem of available supply into a great number of smaller groups. The oak and maple constitute about one-half the total, leaving less than 200 billion feet of other mixed hardwoods. Surely the production of the various American hardwoods, each with its distinctive quality of utility and beauty, is a matter of intensive development, with the profit determined by quality rather than quantity—not simply an industry, but a fine art.

And finally, a most important element in the future value of all these hardwoods is that their only competitors are imported woods of little, if any, greater intrinsic value, but with better established reputation and higher market price.

I have written a number of those present bothersome letters in regard to realization prices for hardwood over a period of past years and I wish to thank you for your promptness in replying and the care with which you prepared this information for me. Nothing like a complete result can be deduced from this information.

HARDWOOD PRICE LINE

By a series of combinations and averages I have plotted a composite price line for hardwood f. o. b. mill, which shows the trend of prices from year to year. This price line shows a gradual advance commensurate with the increased cost of stumpage from year to year.

This increase amounts to approximately 50 cents a year per thousand, so that nothing is lost or gained by decreasing or increasing the annual rate at which the operator consumes this stumpage. The fluctuations in mill prices are due to market conditions, which mean not simply the demand and the fluctuations in the demand, but the supply and the demand and their relations to each other.

Moreover, the demand is inelastic. One dollar, two dollars, or even five dollars reduction in the price does not increase the amount of lumber consumed. In fact, some dealers tell me the opposite is true, whereas the supply of lumber is extremely elastic, one dollar or two dollars more in price increasing the supply enormously.

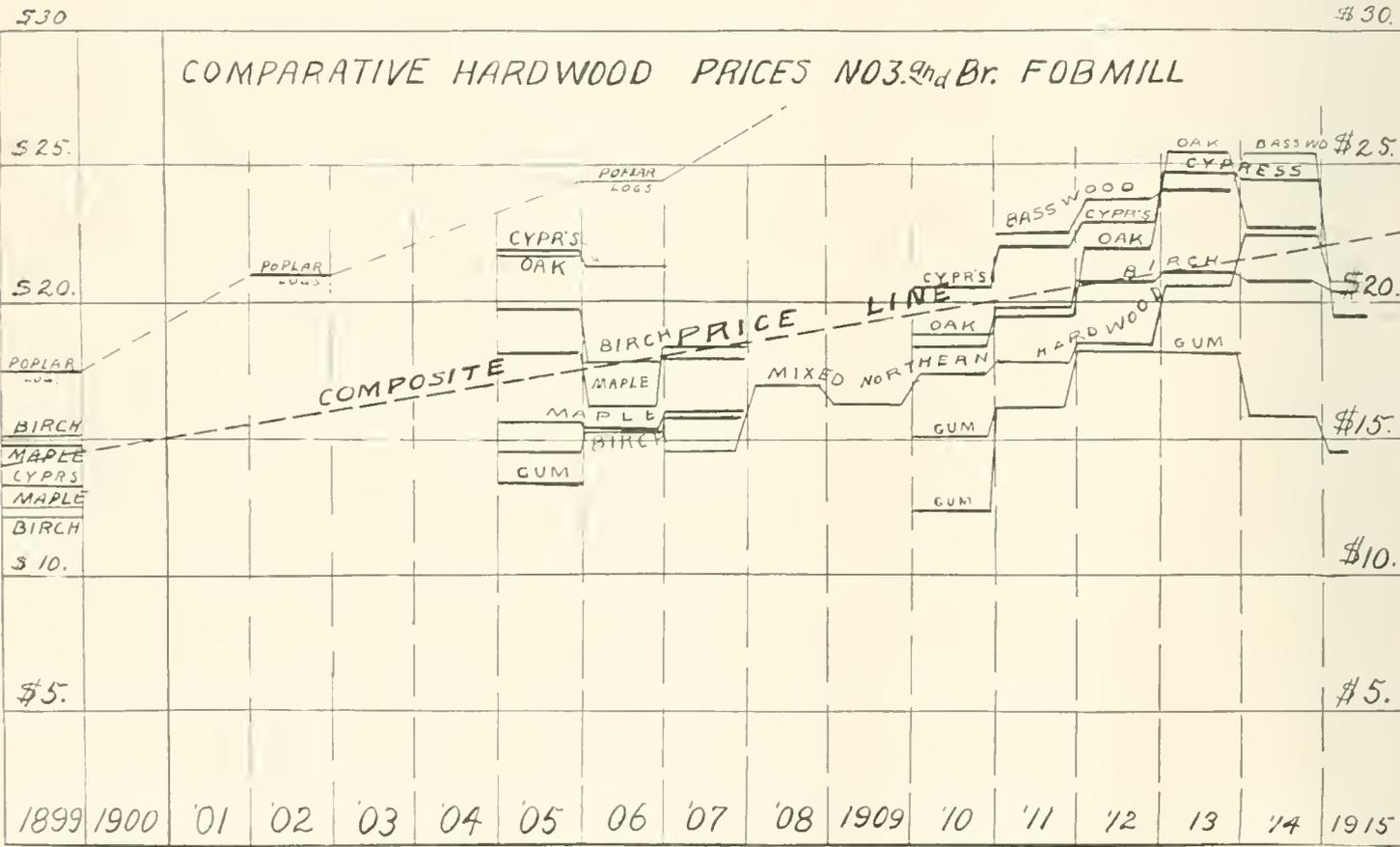
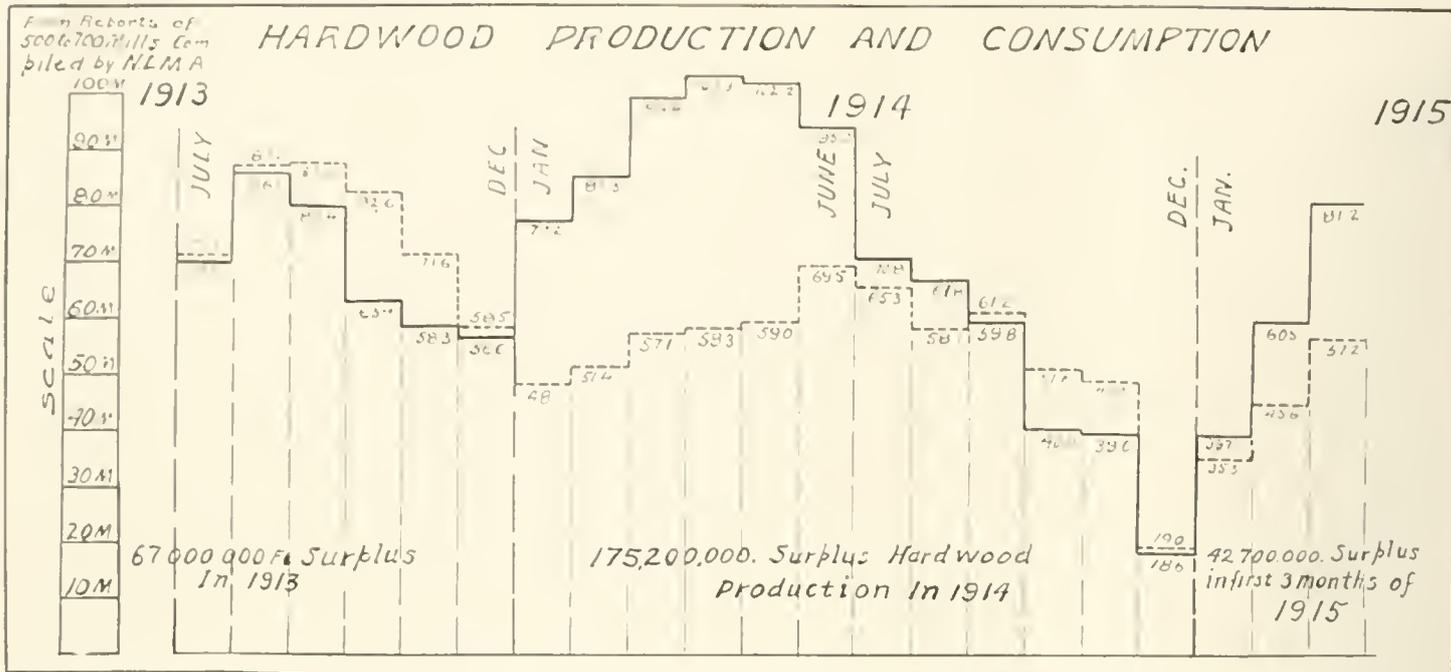
HARDWOOD PRODUCTION

While we were enjoying the high average prices of 1913 we did not realize that their direct effect would be to over-stimulate production and that in 1914 some 500 mills, about 250 of which were hardwood mills, belonging to regional associations, out of some 15,000 hardwood mills throughout the United States, reported a surplus production of 175 million feet, or nearly one-third of their total production. A peculiarity of this over-production during last year was that it all occurred in the first six months of the year and that after the meeting at Buffalo last June the curtailment of almost fifty per cent in the manufacture of hardwood took place during the last six months of the year.

Of course this was not brought about by any kind of an agreement made at the convention. Of course it was largely due to the fact that the season's cut is mostly in the first six months in the year, but I do believe that a large part of this curtailment was the individual regulation, by the individual manufacturer, of his production to meet market conditions.

PROBLEM OF REGULATION

A voluntary agreement amongst all hardwood producers looking toward a limitation of production, whether a question of legality or not, is almost a physical impossibility. Less than one-fourteenth of the total hardwood lumber produced is produced by mills reporting their cut to manufacturers' associations; less than three per cent



QUERY TO THE INDIVIDUAL HARDWOOD PRODUCER

Considering: That the advance in prices of hardwood products, from year to year, which is at least sufficient to cover the carrying expense of the stumpage, including taxes, supervision and a reasonable rate of interest

That over-production unduly weakens the market and imposes a further loss in carrying unsold stocks

The limited stands of the various American hardwoods and the present low price as compared with imported woods

The benefit to the trade generally of a steady market

Would it NOT BE TO THE PROFIT OF EACH INDIVIDUAL PRODUCER OF HARDWOOD: To determine accurately his cost of production, adding thereto a reasonable interest on his investment, and a reasonable margin of profit

commensurate to the risks involved—and thus to determine a reasonable selling price for his product

To sell his product only when he can get this reasonable profit

To determine the amount of his season's cut by the amount he can so market

To do all this without reference to or agreement with his competitors—for the reasonable conservation of his stumpage and the reasonable profit of his manufacturing operation?

Comments will be welcomed by HARDWOOD RECORD, Chicago, and published.

of the number of mills, important enough to be considered in the United States census reports, are association mills. All that can be done toward a reasonable regulation of production is to carry on a campaign of education, first of all among ourselves, and in this I include not only manufacturers, but the wholesale dealers who come in more or less contact with many of the smaller producers outside of the association.

This problem, if it is to be solved, must be solved individually, and fortunately for our industry, what is for the interests of the individual, independent of the course pursued by his competitors, is for the interest of the industry as a whole.

THE SOLUTION

The extent to which each manufacturer will regulate his production depends upon his mental grasp of the conditions affecting his business. The first requisite is a careful study of the actual costs of production. This is a difficult study, especially in mills sawing mixed hard and soft woods, for the logging and manufacture of hardwood costs proportionately more, and the manufacture of soft wood proportionately less than the average. I would say, roughly, that it costs from twenty-five to forty per cent more to manufacture hardwood than soft wood.

A still more difficult study is to determine on the indirect or overhead charges to be placed against the production of lumber, including the proper amount of interest and the proper or reasonable margin of profit. Every manufacturer makes some attempt at doing this and fixes in his mind some figure below which he will not sell his lumber. This being the case, is it not reasonable for him to fix this minimum price below which he will not sell, as the point beyond which he will not produce? I have printed a "query" embodying that simple proposition, which I would like to have each manufacturer take home and talk over with his organization, and I would like to have every wholesaler pass it on to the mills manufacturing his lumber.

If we grant that every individual producer of hardwood should,

through the publicity given to this subject, determine to carefully regulate his production in accordance with his sales, after regulating his sales in accordance with his cost of production, we would still have, in every sense of the word, a freely competitive market, because each individual producer would be in competition with every other producer in determining his selling price, but it would be a market in which the producer and consumer were evenly balanced; a comparatively stable market in which there was little fluctuation in price, thereby protecting the wholesaler and the manufacturing consumer in contracting for future requirements; and finally, a market in which every development and extension of the uses of hardwood would tend to develop better values.

THE DIFFICULTIES NOT DISCOURAGING

Let no one in this association feel that an educational campaign will not produce results. Many minds are working along this line; many solutions will be offered, and the influence of this association will help the regional associations, and the regional associations will concentrate on their specific kinds of wood.

This association was born in this city in 1897, and its first meeting was attended by less than thirty lumbermen, as I quote from your former president, Mr. Barnaby. That there was great need of such an organization, no honest man questioned. Prior to that time every market had its own rules of inspection and both buyers and sellers interpreted such rules as they saw fit. In those days the question of securing fair treatment on the inspection and measurement was of equal importance with the financial standing of the customer.

The same energy; the same spirit of co-operation, and the same intelligence that has accomplished order out of chaos in inspection rules in this association, will, in our state associations, quickly bring about a reasonable regulation of production, which, together with a reasonable development and extension of hardwood consumption, will cause a return of prosperity to our hardwood industry in all its branches; the proper conservation of hardwood timber and a sound economic foundation for future development.

Comparison of Average Realization prices, F. O. B. Mill for Past Five Years

UPPER MICHIGAN						
Ten Cent Rate to Chicago						Five months to May 1, 1915
	1910	1911	1912	1913	1914	1915
Basswood—						
No. 2 and better.....	\$30.13	\$25.96	\$28.00	\$25.39	\$25.80	....
No. 3	11.02	8.65	11.00	18.80	16.50	....
Total No. 3 and better.	18.44	22.62	23.80	24.14	25.48	\$19.54
Birch—						
No. 2 and better.....	20.95	25.88	26.41	22.65	25.09	....
No. 3	9.03	7.86	9.23	12.63	12.62	....
Total No. 3 and better.	16.73	20.74	17.66	19.20	20.56	18.62
Maple (Hard)—						
No. 2 com. and better.	18.96	21.79	21.31	22.45	24.27	....
No. 3	8.05	6.55	8.46	11.34	10.03	....
Heart plank	14.63	12.78	10.53	15.52	13.12	....
Total	15.49	15.37	15.93	18.00	17.24	16.16
Soft Maple—						
No. 2 com. and better.	16.00	17.00	18.93	23.58	24.00	....
No. 3	9.68	7.75	8.00	10.73	11.00	....
Total	15.00	13.79	17.00	19.58	22.53	....
Elm—						
No. 2 com. and better.	24.31	22.00	24.51	27.07	26.51	....
No. 3	9.84	8.42	9.70	13.31	12.73	....
Total	18.23	19.35	18.93	24.64	17.36	17.06
Ash—						
No. 2 com. and better.	26.07	27.00	27.49	32.00	32.99	....
No. 3	9.21	8.20	10.19	12.67	13.72	....
Total	22.45	16.07	25.09	24.19	22.90	22.76

LOWER MICHIGAN						
Ten Cent Rate to Chicago						Five months to May 1, 1915
	1910	1911	1912	1913	1914	1915
Basswood—						
No. 2 and better.....	....	....	....	....	....	\$22.80
No. 3 .....	....	....	....	....	....	12.91
Total	\$14.82	\$16.56	\$19.69	\$20.01	\$22.65	18.86
Birch—						
No. 2 and better.....	....	....	....	....	....	20.94
No. 3 .....	....	....	....	....	....	10.51
Total	12.85	16.51	16.13	19.51	20.44	14.51

Maple (Hard)—						
Ten Cent Rate to Chicago						Four months 1915
	1912	1913	1914	1915	1915	1915
No. 2 and better.....	....	....	....	....	....	16.25
No. 3 .....	....	....	....	....	....	8.46
Total	15.01	13.02	11.56	16.86	12.59	14.96
Elm—						
No. 2 and better.....	....	....	....	....	....	21.84
No. 3 .....	....	....	....	....	....	12.24
Total	17.12	15.15	15.24	23.80	19.00	17.14
Ash—						
No. 2 and better.....	....	....	....	....	....	34.00
No. 3 .....	....	....	....	....	....	11.90
Total	18.32	18.31	17.33	23.55	25.58	23.62

WISCONSIN						
* Ten Cent Rate to Chicago						Four months 1915
	1912	1913	1914	1915	1915	1915
Log Run Rock Elm.....	\$22.00	\$27.35	\$27.00	\$27.00	\$27.00	\$27.00
No. 3 Rock Elm.....	11.00	13.75	13.20	12.60	12.60	12.60
Log Run Soft Elm.....	23.60	27.60	26.90	26.10	26.10	26.10
No. 3 Soft Elm.....	9.90	15.70	13.20	12.60	12.60	12.60
Log Run Birch.....	25.00	26.20	25.66	24.90	24.90	24.90
No. 3 Birch.....	9.45	13.40	13.10	10.37	10.37	10.37
Log Run Basswood.....	23.75	29.40	26.80	25.40	25.40	25.40
No. 3 Basswood.....	13.60	17.40	16.00	13.62	13.62	13.62
Log Run Ash.....	25.15	34.25	31.00	29.00	29.00	29.00
No. 3 Ash.....	8.25	14.35	12.95	None sold	None sold	None sold
Log Run Oak.....	34.10	41.10	41.10	None sold	None sold	None sold
No. 3 Common.....	12.50	13.65	12.50	None sold	None sold	None sold
Log Run Hard Maple.....	18.85	19.10	18.00	17.80	17.80	17.80
No. 3 Hard Maple.....	9.25	12.25	9.50	9.10	9.10	9.10
Log Run Soft Maple.....	19.50	21.00	21.00	21.00	21.00	21.00
No. 3 Soft Maple.....	9.45	13.40	13.10	10.37	10.37	10.37
Log Run Butternut.....	30.75	32.75	32.75	32.75	32.75	32.75
No. 3 Butternut.....	13.60	17.40	16.00	13.62	13.62	13.62

* Some of the prices shown for 1915 perhaps appear a little high, especially on No. 3 birch, but some of the stock this company is shipping is on old contracts and, of course, averaging the prices it is getting at present and those prices brings the average a little above the present market.

WISCONSIN				
Ten Cent Rate to Chicago				1915
	January	February	March	April
Basswood	\$19.67	\$16.78	\$18.34	\$18.86
Birch	16.17	20.59	16.12	27.00

Rock Elm.....			20.05	19.12	
Soft Elm.....	20.09	18.65	17.25	15.74	
Oak.....	34.04	29.67	32.46	21.29	
Ash.....	34.20	15.72	16.25	28.59	
Maple.....	22.00	22.00	20.79		
	1914	1913	1912	1911	1910
Basswood.....	\$20.21	\$23.25	\$20.36	\$14.00	\$16.57
Birch.....	21.66	19.93	17.10	14.03	19.72
Rock Elm.....	20.52	19.91	17.78	19.87	21.31
Soft Elm.....	20.59	21.93	20.71	21.81	21.31
Oak.....	29.41	27.88	27.08	28.19	36.82
Ash.....	25.20	20.11	21.10	22.58	20.83
Maple.....	23.18	20.99	28.65	18.21	13.62

LOWER MICHIGAN

*Eleven Cent Rate to Chicago

	Hemlock	Hardwood	Pine
1909.....	\$13.33	\$16.24 1/4	\$33.33 1/2
1910.....	14.34 1/2	17.41	25.33
1911.....	13.49	17.83 1/2	21.89
1912.....	14.23	18.49	24.29 1/4
1913.....	17.05 1/2	20.60 1/2	20.65
1914.....	15.83 1/4	22.67 1/4	25.69 1/4

For the first four months of this year the averages are as follows:

January.....	\$14.59	\$20.81	None
February.....	14.67	19.27 7/10	None
March.....	13.54	26.37	None
April.....	16.75	21.39	None

* This company's averages are for No. 3 and better in both hardwoods and hemlock. The high average for hardwood in March of this year is caused by the fact that the company shipped practically no culls that month, and did ship a large amount of No. 1 common and better in both maple and basswood.

INDIANA

FIVE YEARS

Nine and One-Half Cent Rate to Chicago

	1910	1911	1912	1913	1914
Poplar.....					
5"x7 to 17 Nos. 1 and 2.....	45	45	45		
5"x18 and up, Nos. 1 and 2.....	56	56	56		
4 1/4" clear saps and selects.....					\$ 40
4 1/4" No. 1 common.....	28		28	30	30
4 1/4" No. 2 common.....	18	20	20	18@20	24@22
1x7 to 12 box boards.....	44	45			
	45				
1x13 to 17 box boards.....	59	58	58		
	58				
1x18 and up, Nos. 1 and 2.....		70	75		
6 1/4" Nos. 1 and 2.....	50				
6 1/4" No. 1 common.....	28				31
6 1/4" No. 2 common.....	18				22
6 1/4" clear saps.....	35				40
Plain White and Red Oak—					
4 1/4" Nos. 1 and 2.....	46	45		50	51
	45				
5 1/4" and 6 1/4", Nos. 1 and 2.....			50@48	52	55
	45@47	48	52	55	
4 1/4" No. 1 common.....	26	27@25	28	30	32
		26		33	31
5 1/4" and 6 1/4", No. 1 com.....	30	29@30	32@30	35	32@34
		27	31		35
4 1/4" No. 2 common.....		18	20	21	21
			19		
Quartered White Oak—					
1x6" Nos. 1 and 2.....	72	72	72	74	75
1x7" Nos. 1 and 2.....	70@72	72	72@74	74	75@76
					77
1x8" Nos. 1 and 2.....	80	77@78	75@78	80	80
1x9" Nos. 1 and 2.....	85	85	83@85	88@85	85
1x10" and up Nos. 1 and 2.....	95	95	95	100	100
Clear face strips.....	55@60	55@60	60@65	60@65	60@65
	65	65@70	70	70	70
4 1/4" No. 1 common.....	45	45	45	27	28
4 1/4" No. 2 common.....	27	25	25		
6 1/4" Nos. 1 and 2.....		75		78	77.50
6 1/4" No. 1 common.....		45	47	48	50
6 1/4" No. 2 common.....		27		28	30
1x2 to 3 1/2" sap strips.....	30	30	30	30	35
Hard Maple—					
6 1/4" Nos. 1 and 2.....	30@29	28	29	34	34
	28				
6 1/4" No. 1 common.....	22@21	21	22	24	24
Hickory—					
6 1/4" Nos. 1 and 2.....		48@55	50		55
6 1/4" No. 1 common.....		30	30	30	30
8 1/4" Nos. 1 and 2.....		65	50@55	60	60
				58	

10 1/4" Nos. 1 and 2.....	65	60		65	
12 1/4" Nos. 1 and 2.....	65	60		70	
16 1/4" Nos. 1 and 2.....			80	80	
8 1/4" No. 1 common.....	31	31@32	32@35	35@33	
4 1/4" Nos. 1 and 2 Ash.....	43		48		50
4 1/4" No. 1 common Ash.....				25@26	26
			25	25	28
4 1/4" No. 2 common Ash.....		18		18@21	21
10 1/4" Nos. 1 and 2 Ash.....			58@60		
	55	50	65	65	60
10 1/4" No. 1 common.....		35	38@45		45
Walnut—					
4 1/4" Nos. 1 and 2.....	90	85@95	95	100	
	95	90	100		105
4 1/4" No. 1 common.....	48@50	47	50	55	55
4 1/4" No. 2 common.....	27	27	28	30	31@32
6 1/4" Nos. 1 and 2.....	100@105	95	105@115		
6 1/4" No. 1 common.....			50@55	55	55
	55	48	60		
6 1/4" No. 2 common.....				30	31
8 1/4" No. 1 common.....			55@70	70	70@60
8 1/4" Nos. 1 and 2.....			115@120	125	125
5 1/4" Nos. 1 and 2.....			110	110	110
4 1/4" Nos. 1 and 2 cherry.....		90	90		
4 1/4" No. 1 com cherry.....	37@40		40		
4 1/4" No. 2 com cherry.....	17		18		20
8 1/4" Nos. 1 and 2 cherry.....	95	100		100	
8 1/4" No. 1 com cherry.....	45	55		65	
6 1/4" No. 1 com cherry.....	43				
6 1/4" Nos. 1 and 2 cherry.....		90@95			
11 1/4" Nos. 1 and 2 cherry.....			110		
6x8 Oak switch ties.....	17	17.50	18@19	18.50	18.00
16 1/4" Nos. 1 and 2 Ash.....			70		

The Sawyer as a Grader

The subject of grading hardwood lumber was being discussed, when one man remarked that he had been sawing, handling and shipping lumber practically all his life and yet found it difficult and slow to pass grade judgment in sorting lumber.

Another man, an extensive operator of many years' experience, looked at the first speaker, who had done much actual sawing in his experience, and said: "Having been a sawyer doesn't help you any in grading lumber, because I have never met a sawyer yet who was worth anything at lumber grading."

This started an argument and the substance of the lumberman's contention was that if a sawyer is worthy of the name he becomes an excellent judge of logs and of how to handle them to get the best results, but notwithstanding this, sawyers are poor graders of lumber when it comes to a matter of grading out for shipment.

This was a queer position to take, but he argued for it strongly, basing his argument on experience. If his argument is right, there is a question of what constitutes the explanation. A good sawyer ought to be about the best judge of lumber. He must judge every board and every stick of timber before it is cut from the log. From long experience he knows pretty well just what defects to expect in a log and where they should show up. He knows where and how to get the full measure of clear stock out of a log, and in fact knows more about a log, its contents and classification, than any other man. Still we are told insistently that the good sawyer is not a good lumber grader.

The good lumber grader is a man trained specifically for that purpose. He may know nothing of logs and the signs of hidden defects in them. He simply judges lumber by its face appearance as it passes before him and studies the defects that place it in a certain classification. He becomes an adept at classifying boards according to their defects or freedom from defects, but not necessarily a judge of logs and their hidden defects and how to work them up to get the best lumber.

It might be argued that the average sawyer is a poor judge of defects and quick to see them and classify because he must use a good eye in his own work. Therefore he should be equally efficient in grading out lumber from the yard. The sawyer as a rule does not aspire to lumber grading because sawing usually pays better returns, yet it is doubtful if any sawyer would take kindly to the assertion that he is a poor grader.

The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter.

B 919—Wants Chair Dimension Stock

Detroit, Mich., May 25.—Editor HARDWOOD RECORD: We would like to obtain a list of hardwood dimension mills, particularly the mills manufacturing chair stock.

Thanking you in advance for an early reply, we remain,

Those interested in getting in touch with this correspondent will be supplied the address upon request.—EDITOR.

B 920—Want Birch Squares

Boston, Mass., June 3.—Editor HARDWOOD RECORD: We want one or more cars birch squares 1 1/4 x 1 1/2 x 48" and 54" lengths. They are to be finished 1" and must be sound and straight for dowels.

If you can direct us to any party who would be likely to get these out for us, we shall appreciate the information.

This concern has been referred to sources of supply for birch squares. Upon application, the address will be given to anyone desirous of communicating with this prospective customer.—EDITOR.

B 921—Wants to Buy Beech, Birch and Maple Dimension

Jamestown, N. Y., May 26.—Editor HARDWOOD RECORD: Can you furnish us with the following dimension stock in beech, birch and maple, hard or soft? This stock is to be used for some kind of farm implements, and the grade required is practically for strength and soundness rather than anything else as it will be painted the same as other farm machinery is painted. Small knots that can be well covered with paint and will not interfere with the strength of the pieces will do.

- | | |
|---|--|
| <p>4 pieces 4 x 4x—12
 4 pieces 2 3/4 x 5x—4-1
 4 pieces 2 3/4 x 5x—5-8
 4 pieces 3 x 9 —4-11
 4 pieces 2 3/4 x 10x—4-11
 1 piece 4 x 10 —3-1
 2 pieces 4 x 4 —2-7
 2 pieces 2 3/4 x 7 3/8 —2-7
 1 piece 2 3/4 x 7 —2-7
 3 pieces 2 3/4 x 4 —2-7
 4 pieces 3 1/4 x 4 —3-1
 2 pieces 3 x 4 1/2 —2-10
 2 pieces 3 x 5 —2-10
 10 pieces 2 x 6 —4-10 1/2
 1 piece 3 1/2 x 5 3/4 —2-11
 1 piece 3 x 12 —10-0
 2 pieces 4 x 4 1/2 —6-0
 1 piece 2 1/4 x 14 3/4 —4-0
 2 pieces 2 1/2 x 14 —2-10
 1 piece 2 1/2 x 4 —2-10
 1 piece 2 x 10 —2-10
 1 piece 2 x 6 —2-10
 10 pieces 1 3/8 x 9 —2-10</p> | <p>2 pieces 1 3/8 x 6 1/2 —2-10
 2 pieces 1 3/8 x 4 —2-10
 4 pieces 1 3/8 x 9 —1-11
 2 pieces 1 3/8 x 6 1/2 —1-11
 4 pieces 7/8 x 9 —1-11
 2 pieces 7/8 x 6 1/4 —1-11
 4 pieces 1 1/4 x 9 —1-11
 1 piece 1 1/4 x 10 1/2 —1-11
 1 piece 1 1/4 x 6 1/2 —1-11
 4 pieces 7/8 x 9 —1-11
 1 piece 7/8 x 10 —1-11
 1 piece 7/8 x 6 1/2 —1-11
 2 pieces 3 1/4 x 8 1/2 —2-10
 2 pieces 3 x 4 —2-4
 1 piece 1 1/2 x 4 —3-5
 1 piece 1 1/2 x 2 1/2 —2-7
 2 pieces 2 x 5 —5-8
 4 pieces 1 3/4 x 5 —2-6
 1 piece 1 3/4 x 5 —7-0
 2 pieces 1 1/4 x 7 1/2 —9-6
 2 pieces 1 1/4 x 7 —9-6
 50 square feet, 7 feet long, 1 1/4 inches random widths.</p> |
|---|--|

This stock is not for immediate delivery as it will have to be cut green and dried and shipped afterward, as undoubtedly there will be too much waste to cut it from the dry lumber. We will probably be in position to place an order for a few carloads, or in other words it is continuous business for one in position to handle it. Quotations should state what the prices would be Jamestown rate of freight.

Interested parties can have the name of this inquirer upon application to HARDWOOD RECORD offices.—EDITOR.

References to "Mail Bag" Items Must Be Accompanied by Stamped Envelope to Receive Reply

Clubs and Associations

Probable Date for Wisconsin Meeting

The annual convention of the Northern Hemlock & Hardwood Manufacturers' Association will be held in Oshkosh, probably July 27 and 28. Oshkosh was selected at the meeting of the board of directors held Friday, June 4, and the exact time will be finally determined by the president and secretary, R. B. Goodman of Goodman, Wis., and O. T. Swan of Oshkosh. It is planned to make the convention one of business, but the social side will not be overlooked. It is expected that from 100 to 150 persons, residents of Wisconsin and northern Michigan, will be present. Various automobile rides, boat rides and other features are being planned in connection with the social side of the sessions.

The new offices of the secretary in the Fraternal Reserve Association building were used for the first time since the association moved to Oshkosh, at the meeting of the board of directors. Besides the meeting

of the board of directors, the committees on promotion, and accounts and statistics met. It was recommended by the committee on promotion, and the board of directors adopted the plan, that a campaign of advertising be carried on to encourage the use of birch. In addition to accepting the recommendation, the board of directors decided to enlist the co-operation of the manufacturers of birch over the United States in the campaign. The board also decided to employ a traffic manager whose offices should be in the same suite as those of the secretary. This man will act under the general direction of the committee on transportation, and will devote his time to studying the freight situation as it applied to the lumber interests of Wisconsin and northern Michigan. He will also handle freight claims for the members of the association and keep the rate books in shape and up-to-date.

The board of directors decided to appoint a committee of three to meet, in conjunction with representatives of other associations, in a general conference with the federal trade commission at Washington, D. C. This committee has not yet been selected.

The committee on accounts and statistics is considering plans for bringing about a more uniform system of cost keeping and plans for determining the cost of stumpage carrying charges as far as possible.

Arkansas Association Elects New President

J. W. Trieschmann of Paragould, Ark., was elected president of the Arkansas Association of Lumber Dealers at the final session of the annual convention at the Hotel Marion Saturday, May 29. Pine Bluff was chosen as the meeting place for 1916. The other officers elected are E. D. Ferguson, Blytheville, vice-president; J. B. Webster, Little Rock, re-elected secretary, and H. F. Rieff, Little Rock, treasurer. L. R. Putnam of Fayetteville was elected member of the board of directors of the Southwestern Lumbermen's Association from Arkansas. The following directors were elected: A. A. Pool, Batesville; L. R. Putnam, Fayetteville; A. A. Hafter, Conway; C. E. Hopkins, Cotter; W. E. Harrell, Booneville; Mrs. J. W. Porter, De Witt; L. M. Hawkins, Harrisburg; W. C. Ellis, Lonoke; J. E. Harris, Wynne; C. K. Nicoll, Little Rock; D. D. Thornton, Beebe, and A. L. Ferguson, Fort Smith.

Hamilton Love Becomes President of the Rotary Club

On June 1 Hamilton Love of Love, Boyd & Co., Nashville, Tenn., was elected president of the Rotary Club of Nashville. The club has been in existence for three years and Mr. Love has been a member for the last two years. The organization has 130 members and is distinctly alive in every particular. Mr. Love's election is another proof of his unusual popularity. He is now a leading figure in a great many of the commercial efforts having to do with Nashville and is recognized not only for his business sense but for his popularity in a personal way.

The Hardwood Manufacturers' Association

Chief Inspector C. L. White of the Hardwood Manufacturers' Association of the United States held the first of a series of inspectors' meetings planned for the summer at the plant of Lee Wilson & Co., Wilson, Ark., during the week of June 1 to 5. More than thirty inspectors, superintendents and sales managers representing concerns in southeastern Missouri and northeastern Arkansas were in attendance.

Secretary Weller, who has just returned from the meeting, states that mill instruction has been an important feature of association work for many years; that it is found that better results are obtained by calling together the representatives of the mills in various districts and holding meetings of this character than by individual instruction. The result has been a better understanding of the correct interpretation of the rules, and more uniform grades than formerly. The number of complaints at destination have been greatly reduced.

Other meetings will be held at early dates in Mississippi, Louisiana, and in fact all of the southern hardwood producing states.

Annual Outing of Evansville Lumbermen

The annual summer outing of the Evansville Lumbermen's Club took place on Tuesday, June 8, on the steamer John S. Hopkins on the Ohio river, the affair being a most enjoyable one. Between 200 and 300 people took in the trip. The big steamer left here about 2:15 o'clock in the afternoon, gayly decorated and loaded down with refreshments and merry-makers. The boat went up the Ohio river as far as Owensboro, Ky., and returning arrived in the Evansville port about 11 o'clock. The outing was in charge of Mertice E. Taylor, secretary of the club, and the following committee: Claude Maley, of Maley & Wertz; Charles A. Wolfen, of the Wolfen-Lubring Lumber Company, and Frank J. Haney, of John A. Reitz & Sons. Several lumbermen from towns in southern Indiana, western Kentucky and southern Illinois came here to take in the trip. A well-known caterer was employed on the boat and at 5 o'clock in the afternoon a fried chicken supper was served. There was music on the boat and in the evening dancing was enjoyed. Card tables were provided for those who did not care to dance.

In passing the mouth of Green river nine miles above Evansville, William Schmuhl, of the Fullerton-Powell Hardwood Lumber Company, made several castings into the river, showing the other lumber men and their friends how fishing is done on the Great Lakes. Mr. Schmuhl is a veteran fisherman and it is said he can tell the biggest fish stories of any man who ever struck Evansville. A stop was made at Owensboro, Ky., for a short time.

Secretary Taylor and the committee deserve the thanks of everyone who took in the outing this year for the most enjoyable time spent on

the boat. There will be no more regular meetings of the club until the first Tuesday in September next.

Meeting of Philadelphia Exchange

The Philadelphia Lumbermen's Exchange, at its regular monthly meeting June 3, had a very large attendance, the meeting being held at Kugler's restaurant, 1112 Chestnut street. After supper was served an executive session was held.

The proposed amendment to the bylaws, making fifteen members instead of twenty a quorum, was defeated after a warm but good-natured discussion.

The railroad and transportation committee read a letter it had prepared and which was ordered sent to E. E. Perry, secretary of the National Wholesale Lumber Dealers' Association. Mr. Perry had asked for information in reply to a letter he had received from the Forest Service in reference to its study of the lumber industry, the object being to give the public a better understanding of the lumber question as a problem in national economies. The Forests Service in the communication to Mr. Perry said that as freight rates have an important bearing on distribution and consumption of lumber, the department would attempt to cover the situation if certain information could be obtained on four points. The reply of the committee stated: First, that as the market value of lumber varies and fluctuates it should not be considered in fixing freight rates. Second, that dressing lumber does not add to the material price of lumber, does increase its use, does not increase the tonnage per car, as freight is charged on weight and not by feet, and in most cases there is more weight in a car of dressed than rough lumber. Third, sash, doors and factory products are covered in present classification of freight as taking a higher rate than lumber, and as we have heard no objections to these rates there should be no change. Fourth, there should be no change in the present system of freight on high and low grade lumber, as the existing arrangements are satisfactory.

E. A. Sterling, secretary of the Forests Products Federation, Chicago, was the principal speaker. He made no appeal for financial assistance, but by a unanimous vote the exchange recommended to its board of directors that the Forests Products Federation be guaranteed \$100 a year for five years to help along its work of extension of the trade. The Philadelphia Exchange is the first organization of its kind in the East to back up the new scheme.

Lumbermen Favor Subsidized Merchant Marine

At the request of the Chamber of Commerce of the United States, its members in Memphis, the Business Men's Club and the Southern Hardwood Traffic Association, are sounding out the sentiment of business men on the establishment of a merchant marine. This question has loomed quite large since the outbreak of the European war and the woeful lack of transportation facilities resulting from the almost complete dependence of American business interests upon foreign owned vessels for handling their products.

Walker L. Welford, chairman of the foreign relations committee of the Business Men's Club, is looking after this subject for that organization, while J. H. Towashend, secretary of the Southern Hardwood Traffic Association, is sending out the necessary queries and compiling the replies received from lumbermen identified with that body.

Replies received from the lumbermen to date show that they are unanimously in favor of subsidies from the government sufficient to offset the difference in cost between operation of vessels under the American flag and operation in the same deep sea trade under foreign flag and also that they favor subventions from the government to maintain regular mail and freight lines under the American flag to countries in which the commercial interests of the United States are dependent upon American dependencies. On the other hand they indicate opposition of the lumbermen are opposed to government purchase of charter of vessels.

As soon as replies have been received to the queries sent by the Southern Hardwood Traffic Association, these will be sent to the Chamber of Commerce at Washington.

Southern Manufacturers Gain by Rate Suspension

J. H. Towashend, secretary of the Southern Hardwood Traffic Association, is in receipt of official advices from Washington that the Interstate Commerce Commission has suspended until September 29 the proposed advance of three cents per hundred pounds on shipments of lumber from points in Arkansas and southeast Missouri to Milwaukee and other Wisconsin destinations. This advance was to have become effective June 1 but the prompt action of the Interstate Commerce Commission on the protest which was filed by the association means that the advance will not be allowed to go into effect until after the case has been argued.

It is understood that rates from the west side are three cents per hundred lower than those from the east side and that the carriers sought to bring about an adjustment through an advance of the former to the same basis as the latter.

The general question of west side rates is one of the topics which was discussed at the recent joint conference between the committees representing the southern hardwood lumber industry and the railroads and it remains to be seen what effect the informal discussions at this conference will have upon the adjustment of west side rates, including the foregoing. The view has been expressed on more than one occasion recently that the conference plan would very greatly restrict the activities of both the railroads and the lumbermen before the Interstate Commerce Commission, with the result that developments along this line are

awaited with considerable interest. Although no date has been set for the next joint conference, it is regarded as highly probable that it will occur some time before the date to which the advance in question has been suspended.

The Southern Hardwood Traffic Association is in receipt of a communication from the Department of Forestry of the United States Department of Agriculture asking for information in regard to rates on lumber in competitive territory, whether the different grades of lumber should take different rates, and several other kindred subjects. These questions are being carefully considered by the membership of the association as well as by the governing board and it is anticipated that a brief will be prepared in the very near future setting forth fully the views of this organization regarding these subjects. The association has its hands quite full with rate matters of almost every description and it welcomes the efforts being made by the Forest Service to gather data from which scientific conclusions may be drawn.

Georgia-Florida Association Elects Officers

The annual meeting of the Georgia-Florida Saw Mill Association, on May 22, at Jacksonville, Fla., elected an entirely new set of officers with the exception of E. C. Harrell who is serving his fourteenth term as secretary. The election of officers resulted as follows: President, W. F. Jones, Jacksonville; vice-president for Florida, D. W. McArthur, of Montbrook; vice-president for Georgia, R. B. Young of Quitman, Ga.; treasurer, A. G. Cummer; secretary E. C. Harrell. Board of governors, G. W. Brandon, F. E. Waymer, T. J. Aycock and the elective officers.

Memphis Lumbermen's Club Meets

There were sixty four members and visitors present at the regular semi-monthly meeting of the Lumbermen's Club of Memphis, held at the Hotel Gayoso Saturday, June 5. This was the last meeting to be held until next fall. Adjournment was therefore taken subject to the call of the president.

The entertainment committee reported that the dance given under the auspices of the club at the Overton Park Casino, June 4, was extremely successful. The attendance was large and representative and good music was furnished. Delightful refreshments were served during the evening. This is the first open air dance the club has given and the members were so pleased with it that others will doubtless follow.

The only action taken by the club at this meeting was the adoption of the following resolution by unanimous vote:

The centralization of the promotion and educational efforts of the lumber trade under the direction of the National Lumber Manufacturers' Association through a department known as the Department of Trade Extension appears to your committee to be a matter which should receive the moral and financial support of all lumbermen and we, therefore, recommend that the Lumbermen's Club of Memphis raise by subscription not less than \$500 and pay same to the treasurer of the National Lumber Manufacturers' Association when the \$50,000 per year necessary to this work has been secured.

Readers of *Hardwood Record* are familiar with the work of the Forest Products Federation which is making every effort to advance the interests of lumber and woodworking industries as against various substitutes. The work which has been outlined by that organization is that which is to be carried on through the Department of Trade Extension which has been organized by the National Lumber Manufacturers' Association.



LOGS

The ax is laid at the root of the Walnut tree, and the lumberman has blazed and marked it for his own, in anticipation in the very near future, of a greater demand than ever before, for this splendid cabinet wood. Walnut has been my specialty for years, and my representative here is asking for a share of the trade. If you want to sell walnut trees, or buy walnut logs, write me.

With the Trade

New Louisville Concern

Brown Bros. & Carnahan are the newest lumber firm in Louisville. T. M. Brown and Robert Carnahan are the members of the partnership, which will operate a sawmill at Furb, Ark., a handmill which the W. P. Brown & Sons Lumber Company has been operating at Frankfort, Ky., having been moved to the new location. The mill is operating under very favorable conditions as to timber, and will manufacture gum, oak and cypress. Sales will be handled through the Louisville office. Mr. Carnahan will superintend the operation of the mill. The new business will not affect the affairs of the W. P. Brown & Sons Lumber Company nor the Carnahan-Allport Lumber Company.

Buskirk-Rutledge Lumber Company Moves from Lexington to Cincinnati

The Buskirk-Rutledge Lumber Company, Inc., formerly of Lexington, Ky., announces that since the first of June it has been located at Cincinnati, O. The move was made in order to better handle sales by being closer to the market inasmuch as the Lexington office was neither at the mill nor at the yard. The Buskirk-Rutledge Lumber Company has established a very acceptable reputation in manufacturing and marketing hardwood lumber, and *Hardwood Record* hopes that its new location will prove up to be a winning move.

Champion Lumber Company Adds to Equipment

A good sign of improved business conditions is the fact that the Champion Lumber Company is adding to its equipment. With its present outfit it has not been able to furnish sufficient supply of logs to keep its mills at Crestmont and Sunburst, N. C., in steady operation.

In its logging territory around Crestmont and Sunburst the company has several ground skidders, and also six overhead skidders, three of which are Lidgerwood, one of 1,500 feet and the other two of 2,000 feet span. It has now ordered two more Lidgerwood overhead skidders of a much larger and heavier type, each of which will reach out, skid and convey its logs over intervening ridges, up to 4,000 ft. reach. It has also ordered two ninety-ton Shay locomotives and a large number of logging cars.

Another Mill Purchased

The J. V. Stimson Hardwood Company, Memphis, Tenn., has purchased a band mill at Helena, Ark., formerly owned by the C. & W. Kramer Company. The first work of the mill will consist in cutting timber from a 6,000-acre tract just north of Helena.

Southern Hardwoods Purchased

A tract of 12,000 acres of hardwood timber lying on the Blue Ridge in Virginia and North Carolina was recently purchased at a reported price of \$500,000 by Sidney Bieber and others of Washington, D. C. It is the purpose to operate this property by organizing the Mayo-Dan Lumber Company to build mills, railroads, and other necessary improvements. The main office will be in Washington, D. C.

H. H. Hitt Company Loses Steamer

The sternwheeler *Alamande*, owned and used by the H. H. Hitt Lumber Company, Decatur, Ala., for towing purposes and for carrying freight and passengers, was destroyed by fire on the morning of Tuesday, June 3. The entire structure with the exception of the hull was destroyed, inclu-

sive of machinery. The boat had just been brought up to the bank the day before for overhauling, with the idea of rebuilding on larger lines. The origin of the fire is unknown but before it could be controlled it had spread to the entire structure and at the time the accompanying photograph was taken the boat was a thing of the past.

The *Alamande* was one of the best boats owned by the Hitt company, as it could creep up narrow and shallow waters after logs where other steamers could not get. It was a good, serviceable craft with a nice cabin and its destruction was not only a real monetary loss to the Hitt company but also a loss of a personal nature to the men running on the river.

There is also shown a photograph of one of the new types of boats being used. This boat was moored right along side of the *Alamande* at the time of the fire but was moved away a few hundred feet in order to insure safety. The new boat will be driven by a gasoline engine and is designed for towing purposes.

New Hardwood Mill Operating

The new hardwood sawmill at Miltonburg, near Alexandria, La., which is owned by the Brewer-Nienstedt Lumber Company, has commenced operations. It is located on the Alexandria & Western Railroad and has a daily capacity of 40,000 feet of hardwood or 50,000 feet of cypress. The mill was built by the Cooper Lumber Company, whose holdings were purchased by the present owners. The mill is equipped with an eight-foot band saw. The officers of the company are W. A. Brewer, Saginaw, Mich., president; Henry Nienstedt, vice-president; W. D. Brewer, secretary, treasurer, and manager.

Large Oak Tie Order Probable

There is a report that an order for one million or more oak crossties for the European trade, presumably for France, may be placed in this country soon. Inquiry looking to the filling of such an order have been made among tie dealers by M. W. Mercereau, president of the Valley Tie and Lumber Company, Staunton, Va., and the Mercereau-Hawkins Tie Company of Huntington, W. Va. While this is a good sized order, it is not large enough to upset the tie business in this country. It is not one percent of the annual tie production of the United States, or two percent of the supply of oak ties.

Will Build Veneer Mills

It is reported from Cincinnati that the Ohio Veneer Company has let contracts for the grading of its proposed manufacturing site, at the northwest corner of Colerain and Brashears avenues, opposite the workhouse, in Camp Washington. President Ferdinand Bosken stated recently that for the time being the site, 300x400 feet, would be used for the storage of lumber and that within the next year work would be started on the new plant.

Receiver Appointed for Cincinnati Concern

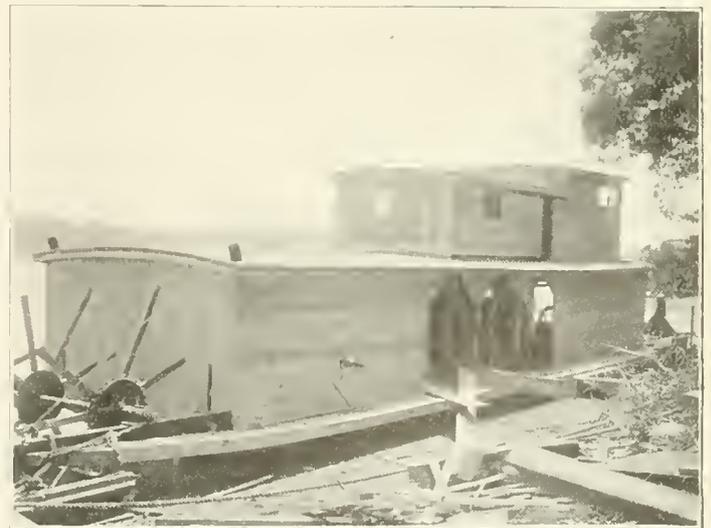
The Enterprise Lumber Company, which operates several large yards in Cincinnati and which for many years enjoyed the reputation of being one of the largest lumber concerns in the Queen City, was placed in the hands of a receiver last week, when Common Pleas Judge Cushing named O. W. Bennett as receiver for the concern. The suit for a receiver was instituted by William H. Stewart, who claims to hold a judgment of \$9,000 against the company. This is based upon a loan, made, it is claimed, to the original company which went into the hands of a receiver in 1907, and which in 1912 was reorganized as the Enterprise Lumber Company of Delaware.

Dry Kiln Patents Sustained

A decision of more than ordinary interest to dry kiln users was handed down on May 26, 1915, by Judge Sessions in the United States district court at Grand Rapids, Mich. Primarily the suit was one of



THE LATE RIVER BOAT ALAMANDE



NEW TYPE OF GAS RIVER BOAT

infringement of patent rights brought by the Grand Rapids Veneer Works, owners of the Linn U. S. patent No. 1,055,338, on vapor kilns, against the Johanson Furniture Company, Grand Rapids, Mich., who in June, 1913, erected a kiln under the plans furnished by the Sidman Company; in other words, Grand Rapids Vapor Kiln vs. Sidman.

The result of the case was a comprehensive opinion handed down from the bench confirming the infringement and sustaining the validity of all but two minor claims of the Linn patent, under which the Grand Rapids Vapor Kiln is now made.

This favorable conclusion undoubtedly means that the Grand Rapids Veneer Works will vigorously follow up all owners and users of Sidman kilns, and, after adjustment of royalty, endeavor to give them the advantages of co-operation in the modernizing of their kilns and of consultation and inspection service enjoyed by all users of Grand Rapids Vapor Kilns.

The case was more than usually involved since Edward D. Sidman, of the Sidman Company at Rochester, N. Y., was in the employ of the Grand Rapids Veneer Works for a few weeks in the early part of 1907, and immediately after leaving their employ commenced a dry kiln business of his own and organized the New Process Kiln and Engineering Company of Detroit, Mich., a short-lived concern.

In 1908 he organized the Sidman Company of Rochester, N. Y., and has been doing a small business in dry kiln and heating and ventilating lines. It has been known for some time that the manufacturers claimed the Sidman kiln was equal to the Grand Rapids Vapor Kiln, but it was never thought that the decision would be so overwhelmingly in favor of the Grand Rapids company and against the Sidman Company.

It was shown in the trial that the efficient combination in the Linn patent of heating coils properly located, spray pipes, heated discharge stacks and downward circulation to produce the well-known sweating or steaming operation in drying lumber, was a distinct advance and discovery in the art and was patentable.

The Grand Rapids Veneer Works was represented by Messrs. Peole, Davis & Marvin of New York City and the defendants by Whittemore, Halbert & Whittemore of Detroit.

Pertinent Information

Amendment to Uniform Bill of Lading

The Illinois Manufacturers' Association, through its secretary John M. Glenn, has notified its members of an amendment to the uniform bill of lading. Under the Cummings amendment to the Carmack act, certain changes are required in the form of the present uniform bill of lading. In order to make forms now in use legal, and at the same time allow shippers to use their present supply, the railroads in Official Classification territory have consented to stamp them with the following clause:

"Section 3 is amended by Supplement 18 to Official Classification No. 42, effective June 2, 1915, and all reissues thereof."

Carriers in Western Classification territory have adopted the following clause:

"Section 3 is amended by Supplement 6 to Western Classification No. 53, effective June 2, 1915, and all reissues thereof."

It will not be necessary for shippers to stamp their present stock of forms as carriers will provide their agents with the proper stamp.

Destroying Belgian Forests

The *Telegraf*, a Holland newspaper in a recent article on the devastation of Belgium says it is now proceeding systematically, and cites as an instance that in many regions of Belgium the Germans have been felling the finest trees of the forests, woods, and parks, notably walnut, and sending the timber to Germany. During the previous week German engineer troops carried off much timber from the forests of the Belgian province of Limburg. They felled the tallest and finest trees. The forests of the states and communal domains had been especially wasted. Whole sections of woods had been felled and the timber sent to Germany. Between Houthalen and Hechtel for a distance of eight miles there were on a certain day at least 200 peasants with carts and horses working to carry trees to Zonhaven for the benefit of the Germans. Thence they were sent on by tramway. The peasants receive two marks a day for their labor. Several woods belonging to private proprietors were damaged, almost all the owners being abroad, says the Dutch paper.

Atkins Perfection Gummer No. 2

E. C. Atkins & Co., the silver steel saw people of Indianapolis, Ind., have recently placed on the market a very convenient and practical saw gummer, which is known as their Perfection No. 2.

It has a capacity for circular saws up to 66 inches and will gum both rip and cross-cut teeth. It is well made, of good materials and will prove a valuable addition to any filing equipment.

The features are an extremely simple method for adjusting the pitch of the teeth, a pawl attachment for easily centering the saw to its approximate position, the simple plan for raising and lowering the saw. A weight at back equalizes the weight of grinding wheel. Power is secured by the use of a two speed pulley. It is also equipped with a loose pulley. Grinding wheel runs on an arbor and is protected by an arch.

For full information write E. C. Atkins & Co. at Indianapolis or any of their branch houses.

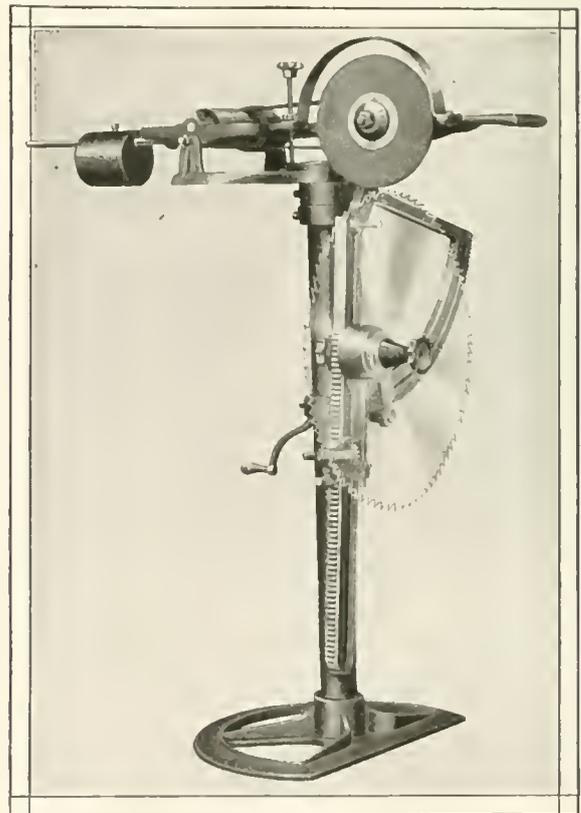
Uncle Sam Leasing Summer Homes

Those who "want free life and want fresh air" should apply to the United States Forest Service for five acres where woods and waters combine to sound the call of the wild.

The government has arranged to lease land for summer homes to all who apply and conform to the simple but necessary requirements. That is, land only is leased, not the bungalow or cabin. The lessee must build that for himself. No lease shall run longer than thirty years, and no rental will fall below five dollars a year. Extra choice locations where the demand is great may be more. There is a wide field for choice. There are national forests scattered among the mountains and hills from Maine to Florida. Others are in the lake states, and when the region west of the Mississippi is reached, most states have them, Texas being the most noted exception. The greatest glory of the lands which are open to the seekers after summer homes lies among the mountains of the West. Scenery that rivals Switzerland and Italy abounds there by the millions of acres. It includes eternal snow and perpetual summer. There are peaks more than ten thousand feet above the sea and depressions that sink below the ocean level. The man looking for a site suitable for a summer home can find one that will meet his ideas, whether he wants to swing in a hammock beneath the branches of an incense cedar, angle for trout in the shade of tumblers or rhododendrons, watch the sun rise across banks of snow in July, or listen to the "cheep" of the blue quail among the petrified forests of the mesas.

American Lumber in England

Speaking of the English market, the London *Timber Trades Journal* of May 22 says that stocks generally of American lumber in merchants' hands are very low, while there is a very great demand for hardwoods for government work. Cypress is in good request, as are also ash, oak planks, No. 1 common yellow poplar, wide sap gum and thin planed red gum. Most thicknesses in black walnut are in good demand, especially 2", there being practically none of this size obtainable. The demand for thin oak, however, is not very brisk, no doubt due in a great measure to the dullness in the cabinet trade. Buyers seemingly do not care to pay the price asked for 1" and thicker oak coming from the southern states, as they appear to be able to fill their requirements with northern oak at cheaper rates. Very little steamship room is available, both from North Atlantic and South Atlantic ports, but there are a few steamers on for June loading, which will relieve the situation somewhat from a buyer's point of view, although the steamers are not taking all hardwood lumber by any means. Buyers, generally speaking, do not seem inclined to place contracts beyond July loading, fearing the steamship situation may ease, and ocean rates go lower. It would appear, however, that there is not much chance of these conditions arising owing to the great scarcity of steamers, and it also seems more than likely that after September rates will increase as the new cotton and grain crops will be beginning to move. It is impossible to forecast correctly



THE ATKINS PERFECTION NO. 2 SAW GUMMER

THINK

Of Us, When in Need of Better Hardwoods!

TENNESSEE VALLEY

Hardwood Lumber and Hardwood Flooring

When you get



Are the Best

Our Motto—"Dry Stock. Straight National Grade. Prompt Shipment"

Our four band mills have a capacity of 150,000 feet per day, and our

Hardwood Flooring Plant

will manufacture 50,000 feet per day.

We want your business, and you will want our Lumber, if you will give us a trial order. Get our prices, give us an order, and be convinced.

We have at present a well-assorted stock of

**15,000,000 Feet of Fine Quartered White Oak
Plain White and Red Oak, Poplar, Ash,
Tupelo and Sap Gum**

Send Us Your Inquires

H. H. HITT LUMBER COMPANY
DECATUR Eastern Representative **ALABAMA**
W. F. BJXY, Jamestown, N. Y.

Walnut Logs

3,000,000 Feet Wanted

I must have *at once*, logs enough to make 5,000,000 feet of American Black Walnut Veneers 2,000,000 feet of Log Run, American Black Walnut Lumber I will pay the highest price for logs delivered at the track, and for timber standing.

I will inspect and measure the logs at the track and pay *spot cash* for same.

Address

C. L. WILLEY

2558 So. Robey Street, Chicago, Ill.

Largest Veneer Plant in the World

BEDNA YOUNG LUMBER COMPANY

Manufacturers of

QUARTERED WHITE OAK

and Other Hardwoods

A FEW SPECIALS WE WISH TO MOVE

- 4 cars 3/4 1s and 2s Quartered White Oak, regular widths
- 1 car 4/4 1s and 2s Quartered White Oak, all 6" wide
- 1 car 4/4 No. 1 Common White Oak Strips, all 3" and 3 1/2" wide
- 1 car 5/4 No. 2 Common Quartered White Oak, regular widths
- 3 cars 8/4 1s and 2s Quartered Red Oak, regular widths
- 5 cars 4/4 No. 2 Common Quartered Red Oak, regular widths

Send Us Your Inquiries

**SALES OFFICE
GREENSBURG, INDIANA**

**MAIN OFFICE AND BAND MILL
JACKSON, TENN.**

the future situation, but as freights usually advance in September of each year, it is reasonable to suppose that this year will prove no exception, and buyers wishing to provide themselves with stocks to carry them over the autumn and winter would not, we believe, make a mistake in taking what they can get forward at summer rates during the summer months. Great congestion exists in Liverpool, there being some fifty or sixty steamers in the river awaiting berths, and buyers also complain that they are unable to make shipment to their customers in the interior on account of the railway companies moving their goods so very slowly—conditions brought about by the large movement of war material, which very naturally has the preference.

Central American Furniture Prospects

A trade report from San Salvador considers the outlook for United States furniture in Central America. Fifty per cent of the chairs in use in Central America are of the "bent-wood" cane-bottom type, and nine-tenths of them came from Germany and Austria. Of the remainder, twenty-five per cent are wicker. This is true also regarding tables, tabourettes and settees. This furniture is all imported, but very little comes from the United States.

There are three main reasons for this state of affairs. First, perhaps the majority of importing houses dealing in these goods in the past have been German, English, French and Italian; second, this style of furniture is light in weight and therefore customs duties were correspondingly light; third, in the "bent-wood" furniture and the wicker glue is not used, but the furniture is put together with screws and bolts. An inquiry reveals another reason why the furniture market has been largely monopolized by Europe: That is, because no serious attempt has been made to make furniture in the United States adapted to the requirements of the tropics trade, or to sell it in competition with the light, durable and cheap varieties mentioned above. Most of the furniture coming from the United States has been very cheap, consisting of chairs, washstands and plain tables. Some of it is put together with glue and speedily comes apart; and most of it is cheaply varnished, a method of finish that does not do well in tropical climates.

At this time, when imports of foreign furniture have been cut off indefinitely, numerous dealers have expressed interest in the American product, and it is believed that if light yet substantial and nicely finished furniture can be shipped in "knocked-down" form, to be put together without the use of glue, a permanent market of much importance may be developed for really good furniture.

The Central Americans prefer to purchase their furniture in sets and to arrange it formally, and each set is not complete without a settee. This is always placed with the back against the wall, with perhaps

three straight-backed chairs in a row in front at right angles from one end and three more chairs at the foot facing the others. The settee is the seat of honor; the guest is always invited to sit there, and it is a compliment to be so invited. The rocking chairs will be formally placed in some other part of the room, and so on. The settee must always be included in preparing parlor or library furniture for the Central American trade.

The people of the Tropics have become accustomed to the bent-wood designs and like them; it would be hard to change their taste for what they have long considered good furniture; but it is generally thought that if some of the finer grades of American makes can be shipped at reasonable prices, carefully packed so as to occupy small space and arranged to be put together after arrival, there is a considerable future for it in this market. Leather, its imitations, plush and such upholstery are not favored because such things afford ants and other insects food and harboring places. Cane, wicker and the like have been tested by experience and found to be the best varieties for the climate. Care should be taken to get the crating light in which shipments are made, since crating pays the same tariff rate as furniture. Where possible a good hard-oil finish is preferable to varnish.

Americans Manufacturing Creosote

Owing to a falling off since August 1 of nearly thirty per cent in shipments of creosote from England and Germany, whence comes all but a small part of the imported oil used by wood preserving plants in this country, American manufacturers have taken steps which will increase production of the domestic article by about twenty-five per cent. The imported oil ordinarily forms about sixty-five per cent of the total used in the United States. Wood preserving is one of the most rapidly advancing industries in the country. In 1895 there were fifteen plants in the United States; in 1914 there were 122. Ninety-four of these plants last year used more than 79,000,000 gallons of creosote oil, more than 27,000,000 pounds of dry zinc chloride, and nearly 2,500,000 gallons of other preservatives, such as coal tar and crude oil, treating a total of nearly 160,000,000 cubic feet of timber, an increase of about 7,000,000 over 1913 and of 35,000,000 over 1912.

The most important consumers are the large plants in which railroad ties are treated. The preservatives materially lengthen the ties' period of service, lessen the labor cost involved by renewal, and decrease the drain upon the forests due to tie-cutting. To some extent the treatment of fence posts and other forms of farm timber is being taken up, an inexpensive apparatus and method having been devised; but as yet the use of wood preservatives by farmers is on too small a scale to have any importance in the total.



Kentucky Hardwoods

Beech

1 car 5 8 Log Run

Poplar

3 cars 4/4 No. 2A common
2 cars 4/4 No. 2B common
2 cars 4/4 clear sap, 10" & up wide

Hickory

1 car 8/4 No. 1 common and better

White Oak

3 cars 5/4 No. 1 common
1 car 10/4 No. 1 and No. 2
1 car 10/4 No. 1 common

We wish to announce to our friends and customers that we have moved our Sales Office to Cincinnati, Ohio, in order to better take care of all sales matters. Please address us there.

Buskirk-Rutledge Lumber Co.

INC.

CINCINNATI, OHIO

BAND MILLS:

Quicksand, Ky., Straight Creek, Ky.

A First Class Dodger

It would be hard to beat the Russian sailing ship "Arvio" as a dodger. Loaded with staves it left the port of Jacobstad, Russia, for England, before the beginning of the war, and on May 11 of this year reached its destination in England, after more than ten months on the way, during all of which time it was either dodging the German war vessels or hiding from them in the Baltic sea or among the straits, islands, and ports of the Danish possessions.

Do It Now—Not Next Week

To All Lumbermen

A national campaign to promote the use of wood will soon be under way. Every branch of the lumber industry is convinced that the trade extension department of the National Lumber Manufacturers' Association offers best means of doing the necessary work. This, in part, is

1. To secure full and authoritative information upon fire causes and losses; insurance rates; building codes; substitutes for wood; anti-wood legislation; and correct wood construction.
2. To disseminate these facts by means of bulletins, newspapers and magazines, speakers, exhibits and other appropriate methods.
3. To conduct technical studies of the properties and treatment of wood as a construction material.
4. To develop and extend practical fire prevention methods and processes.
5. To co-operate with and assist other organizations of woodworking and consuming interests.

The plan approved at the conference in February calls for the beginning of this work when a minimum of \$50,000 per year for five years is subscribed. Four-fifths of this amount is already guaranteed through the personal pledges of public spirited lumbermen.

Your support now will put the fund up to the point where work in behalf of wood can be started at once. Seven firms are spending \$23,000,000 yearly to increase the use of tobacco. Will the lumber industry longer hesitate about a paltry \$50,000 for the promotion of its legitimate interests?

Think of this the next time you take a smoke—but subscribe now to the guarantee fund.

R. S. KELLOGG, Secretary.

Forest Fire Damage in Kentucky

State Forester J. E. Barton of Kentucky has compiled reports which show a loss from forest fires this spring in eighteen counties of that state, aggregating \$88,950. Reports from other counties, which have no wardens, have not been received. The damage was caused by 142 separate fires. Brush burning in clearing land was chiefly responsible for the escape of fire into standing timber.

Lassen Volcano Under Observation

A detail from the Forest Service has been ordered to make a study of the California volcano, Mt. Lassen. The study will consist of observations of phenomena only, and later in the season an expert from the United States Geological Survey will take up the work. This is the only volcano in the United States proper, and there is no longer any question that it is the genuine article. It has become an object of great interest. The mountain is visible from a long distance and is accessible by automobiles within a few miles of its base. There have been ninety-six separate eruptions in the last year, and their violence has increased steadily from the first until the present.

Taxing Portable Sawmills

If the law in Georgia is good law elsewhere a recent court decision in that state will prove of interest to owners of portable sawmills. According to that decision, such mills are not subject to taxation in a county where they are temporarily located on the land of another, if the owner of the sawmill resides in another county and returns them for taxation as personal property together with other property in the county of his residence. This was held by the state supreme court in a decision in the case of Tax Collector Joiner et al versus A. P. Pennington, appealed from the Jefferson county superior court.

French Line to American Ports

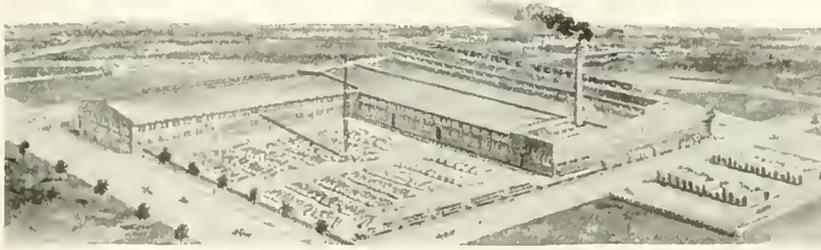
An announcement that a new French line to American ports will shortly be inaugurated will be gladly received, in view of the present scarcity of ships for commerce. The line is to operate between Marseilles, France, and San Francisco, and is backed, it is said, by Count Guy de Fayolle, general manager of the Transports Maritimes Company of France.

Pacific Coast Lumber for Australia

The chartering of six American schooners in one day to carry lumber from our Pacific coast ports to Australia is a matter of much interest, and shows an activity that promises good results. Other vessels will follow them. United States' exports of lumber and its products to Australia in the fiscal year 1914 consisted of \$2,747,189 worth of fir, \$74,252 of oak, \$73,651 white pine, \$311,115 yellow pine, \$1,721 poplar, \$1,459,842 redwood, \$7,515 spruce, and \$39,421 all other boards and deals; also \$2,485 worth of joists and scantling, \$6,846 of shingles, \$22,796 box shooks, \$7,686 other shooks, \$47,951 staves, \$84,865 all other lumber, \$4,215 doors, sash and blinds, \$274,481 furniture, \$54,423 incubators and brooders, \$50,318 trimmings and other house finishings, \$66,717 woodenware, and \$432,807 representing all other manufactures of wood. This makes an aggregate sale to Australia of \$5,770,296 worth of American lumber and its products in the last fiscal year.



C. W. TALGE, President



G. O. WORLAND, Sec'y-Treas.

The plant and the men that are making history in the veneer world.

IN our town a clothing company sells suits for Ten Dollars. Across the street another clothing house sells Hart, Schaffner and Marx suits for Twenty-five Dollars. This is no argument that H., S. & M. suits are worth any less than Twenty-five Dollars.

We know of lots of sawed quartered white oak veneer that is worth only Fifteen Dollars and some that is not worth that, but that is no argument that our veneer is not worth any more.

We have excelled because we have not waited for improvements in machinery and methods to come to us. Mr. Talge personally has perfected and first used many of the important advanced ideas that have later been adopted by the general trade. (This is a strong statement, but if you know veneer history you know it to be true.)

Importers and Manufacturers

Mahogany and Cabinet Woods — Sawed and Sliced

Quartered INDIANA White Oak, Red Oak,
Figured Red Gum, American Walnut, Etc.

Rotary Cut Stock in Poplar and Gum for Cross
Banding, Back Panels, Drawer Bottoms and Panels

The Evansville Veneer Co.

Evansville, Indiana

I shall not walk where the path may lead; I shall walk where there is no path and leave a trail.



WE DON'T MERELY BUY LOGS: WE SELECT THEM. THE ABOVE "SIMON-PURE" INDIANA FORKED LEAF WHITE OAK LOGS ARE MERELY AVERAGE LOGS WITH US. THIS IS ONE REASON WHY OUR OAK VENEER IS THE ACCEPTED STANDARD.

EXPERIENCED LOGGERS Use YELLOW STRAND POWERSTEEL

In every hardwood lumber district in the United States—wherever ropes of extra strength and durability are required—there you will find Yellow Strand Powersteel Wire Rope.

It is made especially to withstand the tremendous strains of logging and heavy hoisting of all kinds.

Every wire is drawn from a special steel having a tensile strength 75 to 100 per cent greater than ordinary crucible steel. This insures great strength, elasticity and long life to the rope.

You need this strong, tough, pliable rope in your business. Why not place the order now?

Write for catalog No. 50

FREE Our monthly magazine—THE YELLOW STRAND—free for a year to all rope users. Write for it.

Broderick & Bascom Rope Company

New York

ST. LOUIS

Seattle

Factories: St. Louis and Seattle

Agents Everywhere

Building Material Wanted in England

Among foreign business opportunities listed in the government's commerce reports is one from an American consular officer in the United Kingdom who reports that he is in receipt of a communication from the secretary of a promoting company calling attention to the fact that the company is engaged in the development of a number of estates for the housing of the working classes, and that in the course of the next few years it is anticipated that some thousands of houses may be erected. The company desires to communicate with American manufacturers of doors, window frames, cupboards, etc. A copy of the first annual report of the company may be had on application to the bureau of Foreign and Domestic Commerce, Washington, D. C. In corresponding with the bureau about this matter, mention should be made of index number 16,925.

Hardwood News Notes

< MISCELLANEOUS >

The Benton Cabinet Works, Benton, Ark., has surrendered its charter.

The Inlaid Wood Company has recently been organized at Coshocton, O.

A receiver has been appointed for the Hercules Motor Car Company, New Albany, Ind.

The Knight-Prinkerhoff Piano Company, Brazil, Ind., has become an involuntary bankrupt.

Charles E. Moore, Muskegon, Mich., has been succeeded by the Diamond Lumber Company.

The Osgood & Richardson Company, Chicago, Ill., has been incorporated under the same style.

The capital stock of the New Columbus Buggy Company, Columbus, O., has been decreased to \$50,000.

The Acme Lumber & Manufacturing Company, Rome, Ga., has filed an involuntary petition in bankruptcy.

The Christopher Hatis Lumber Company with a capital of \$10,000, has been incorporated at Baltimore, Md.

George B. Reimann, secretary and general manager of the Tell City Desk Company, Tell City, Ind., died recently.

M. A. O'Pyne has been appointed receiver of the Southern Seaboard Lumber Company, Savannah and Egypt, Ga.

The Foster Lumber Company at Pittsburgh, Pa., has changed its name to the Frampton-Foster Lumber Company.

The capital stock of the Knapp & Hotchkiss Lumber Company, Schenectady, N. Y., has been increased to \$30,000.

The C. F. Bassen Woodworking Company is out of business at Hannibal, Mo., as is also the Starrett Screen Company at Shelbyville, Mo.

W. B. Heinemann, W. S. Gorman and M. B. Rosenberry are the incorporators of the Heinemann-Gorman Lumber Company at Wausau, Wis.

The Pathfinder Automobile Company has succeeded the Motor Car Manufacturing Company at Indianapolis, Ind., and has a capital stock of \$250,000.

The Edwards Chair Company, Inc., has been organized at Galax, Va. A. M. Edwards is president, and J. N. Edwards, secretary, both of Galax, Va.

At Indianapolis, Ind., the Western Columbus Cabinet Company has been incorporated by Arthur L. Stout, Oscar F. McHorney, Elmer W. Stout, with a capital stock of \$100,000.

The Hill-Cheesman Manufacturing Company with a capital stock of \$100,000, has been formed at Toledo, O., by Hugh Hill, Clayton E. Cheesman, Benedict H. David, Frank E. Miller and Stuart S. Wall.

< CHICAGO >

The Keenan Cabinet Company has been incorporated with a capital of \$10,000, the incorporators being Charles F. Stade, John J. Keenan and Joseph M. Gerlity.

Another new corporation locally is the Rosenthal-Skinner Lumber Company at Cherry and North Avenues, with a capital of \$10,000. Hyman L. Rosenthal, James W. Skinner and George G. King being the incorporators.

The Fischer Furniture Company has been incorporated in this city.

The following were among those present at the recent conventions held in Chicago: J. H. Himmelberger, Himmelberger-Harrison Lumber

Company, Cape Girardeau, Mo., and president of the Hardwood Manufacturers' Association; W. H. Weller, secretary of the same organization; R. B. Goodman of the Goodman Lumber Company, Goodman, Wis., and J. F. McIntyre, president of J. F. McIntyre & Sons, Inc., Pine Bluff, Ark.

< BUFFALO >

W. L. Sykes, president of the Emporium Lumber Company, Utica, N. Y., accompanied by his wife, has been spending some time in this city.

George Repp, for a long time connected with the business office of the Buffalo Hardwood Lumber Company, has resigned his position to become the secretary of the Erie Savings & Loan Association.

G. Elias & Bro. have given a deed to property along the Buffalo River to the city, thus assuring development of the channel of that stream, which is greatly needed.

R. D. McLean of the McLean Mabogany & Cedar Company, has gone South on a business trip of about two weeks, during which he will look over the lumber situation.

The Yeager Lumber Company reports that white ash has been in fairly good demand of late. The chief interest in hardwoods comes from concerns that are profiting through war orders.

Blakestee, Perrin & Darling have issued a stock list showing the largest amount of dry lumber of good quality the firm has yet carried. Trade is reported to be gradually improving.

Anthony Miller's yard is carrying a good assortment of general hardwoods, though it is stated that trade is slow for this time of year and shows little sign of betterment.

Hugh McLean returned about a week ago from a weeks' trip to the Pytonga Club, near Quebec, where he was accompanied by E. B. Holmes and several other Buffalonians.

T. Sullivan & Co. report an increased sale for brown ash, which is one of the special woods handled. A cargo of 300,000 feet of hemlock recently arrived on the Our Son.

The Standard Hardwood Lumber Company's dry kiln has been in active operation recently, as there is a fairly good demand for dry stocks of several hardwoods.

The Atlantic Lumber Company is giving a good deal of attention at present to the New England market and has sold large hardwood stocks there.

< PHILADELPHIA >

The annual base ball game between teams representing the wholesale and retail firms in the Lumbermen's Exchange was held on the Strawbridge & Clothier field, Sixty-second and Walnut streets, on Wednesday, June 23. The proceeds, as usual, went to charitable institutions.

J. Gibson Mellvain & Co. report hardwoods in slightly better demand, although trade is not any too brisk owing to the uncertain business conditions.

The Jackson-Wyatt Lumber Company, Franklin Bank building, reports oak and chestnut as leading the demand among the hardwood items at this time.

The R. T. Jones Lumber Company, North Tonawanda, N. Y., has been admitted to membership in the Lumbermen's Exchange.

The sales department of Whitmer & Sons, Inc., reports trade on a firmer basis, with the outlook encouraging for continued improvement.

Howard B. France of the Monareh Lumber Company, Harrison building, just returned from a selling trip. He reports trade better and prospects for a good summer run of business bright.

< PITTSBURGH >

The Allegheny Lumber Company reports yard trade slow but a decided increase in inquiry from industrial corporations which is producing some very good business. President E. S. Dunn and Treasurer R. J. Rodgers of this concern attended the convention of the National Hardwood Association at Chicago this week.

The Kendall Lumber Company is making big shipments on its contract orders with automobile concerns in Detroit and in the East. Local business is reported slow. All the Kendall mills are running full at present.

The C. E. Breitwieser Lumber Company is pushing hard to keep its share of eastern trade in hardwood. Frank E. Smith, manager of this department, has been in the East much of the time for the past month.

President W. D. Johnston of the American Lumber & Manufacturing Company has returned from an extensive trip to the Pacific Coast. The American will be represented at Chicago next week by John M. Montgomery.

The Germain Company is shipping steadily on its foreign orders and would like to see more business of this kind coming along. It reports trade throughout this territory as rather quiet and no special change in the price situation.

The steel situation throughout Tri-State territory is greatly improved. Operations are on a considerable larger scale and repair work and new construction is being announced that will require a large amount of lumber soon. The biggest project that has come to light for a week is that of the Carnegie Steel Company which is having plans prepared for a \$10,000,000 plant at Girard, Pa., where the company bought more land last week.

West Virginia Hardwoods

We have ready for prompt shipment

- 25,000' 4/4 Log Run Ash
- 45,000' 4/4 1s and 2s Chestnut
- 50,000' 4/4 No. 1 Common Chestnut
- 240,000' 4/4 Wormy Chestnut
- 120,000' 4/4 No. 3 Common Chestnut
- 28,000' 5/4 1s and 2s and No. 1 Common Chestnut
- 75,000' 5/4 Wormy Chestnut
- 25,000' 6/4 Wormy Chestnut
- 15,000' 5/4 Log run Maple
- 48,000' 10/4 Log run Maple
- 2,500' 12/4 1s and 2s and No. 1 Common Maple
- 50,000' 4/4 No. 1 Common Poplar
- 60,000' 4/4 No. 1 Common and Better Red Oak
- 24,000' 5/4 No. 1 Common Red Oak
- 68,000' 6/4 1s and 2s and No. 1 Common Red Oak
- 15,000' 6/4 Log run White Oak
- 15,000' 8/4 1s and 2s and No. 1 Com. White Oak
- 15,000' 8/4 No. 3 Common White Oak
- 50,000' 8/4 Sound Square Edged White Oak
- 36,000' 8/4 Stock Widths White Oak
- 13,500' 1s and 2s Poplar
- 75,000' 7x9 Hardwood Switch Ties
- 75,000' 7x9 White Oak Switch Ties
- 100,000' 3x4 and 3x5 Oak and Hardwood Mine Rails
- 3 cars 1 1/2" Slack Barrel Staves, 40 and 42" long
- 9 cars Chestnut Telephone Poles

Alton Lumber Company

Lock Box No. 86

BUCKHANNON, WEST VIRGINIA

Band Mill
Mill Creek, W. Va.

Circular Mill
Todd, West Va.

MENTION HARDWOOD RECORD WHEN WRITING

Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF



Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties

OAK, MAPLE, GYPRESS, POPLAR

Milwaukee, Wisconsin

F. M. CUTSINGER

Successor to

YOUNG & CUTSINGER

Manufacturers of Southern Hardwoods

We have Specialized in

HIGH GRADE QUARTERED OAK

For the Last Twelve Years

Draw Your Own Conclusions

EVANSVILLE,

INDIANA

< BOSTON >

The large lumber yards of Taylor & Goodwin in the Bradford district of Haverhill were included in the destroyed property of a serious fire which occurred in that city on June 2. The fire was caused by sparks from a hoisting engine, and the resulting damage \$100,000.

The Simmons yard at Taunton has been taken over by the newly reorganized Sanders Lumber Company. It will be operated as a branch of its main yard and will increase its facilities for handling local business.

The National Tennis Racket Company has been incorporated at Pawtucket, R. I., for the manufacture of sporting goods, being capitalized at \$10,000.

< BALTIMORE >

The Baltimore Drydocks and Shipbuilding Company which recently took over the assets of the old Skinner Shipbuilding Company, has been organized by the election of Thomas H. Bowles as president, Holden A. Evans, formerly constructor in the United States Navy, as vice-president and general manager; J. M. Willis, assistant general manager; William C. Seddon as treasurer, and Edwin W. Poe as secretary. Messrs. Bowles and Evans, with John Redwood, George M. Shriver and Howard H. Taylor, make up the board of directors. The company is to have \$500,000 of preferred stock, \$600,000 of common stock, and \$300,000 in 6 per cent bonds, of which \$200,000 have been underwritten. The corporation has yards in the upper and lower harbor, with a dry dock and other facilities, and will doubtless be a large user of hardwoods for interior work. A number of orders have already been taken and the future looks bright for the company.

Following the example of the wholesalers, the Baltimore retailers have organized the Retail Lumber Dealers' Club, with George Poehlmann of L. A. Poehlmann & Sons as president; Benjamin Bayue of the Lewis Waggoner Company, as vice-president; G. R. Proudfoot of Thos. Matthews & Son, as secretary, and John Geis of John Geis & Co., as treasurer. The purpose of the club will be to compile information on available stocks, to promote the adoption of higher trade ethics, to advance a feeling of confidence among the members and in other legitimate ways to work for the welfare of the retailers.

The value of the real estate improvements for which permits were issued in May, according to the report of the building inspector, was not less than \$853,990, \$739,995 thereof being on account of new structures erected, \$63,193 on account of alterations and \$50,000 of additions. This brings the aggregate for the first five months of the current year up to \$4,151,843. At the present rate, the year would be credited with somewhat over \$10,000,000 in improvements, which is approximately one-

third less than in 1914, even with five months of war included. It should be said, however, that the effects of the great conflict did not become apparent at once. Construction under way could not be stopped, but was continued, so that the greater part, if not the entire year, felt little of the influence of the war, this being far more apparent in 1915. The showing, all things considered, is deemed quite satisfactory, and the yards are stated to have a very fair amount of work in hand, though the prevailing competition may be said to hold down prices to very low levels.

Among visiting lumbermen here recently were F. A. Kirby of the Cherry River Boom and Lumber Company, Scranton, Pa., and B. C. Eckles of the Alton Lumber Company, Buckhannon, W. Va.

The will of Gustavus Millhiser, president of the Richmond Cedar Works, Richmond, Va., which was recently filed for probate in Richmond, shows the appraisal of the estate to be not less than \$3,679,947; \$630,000 being real estate and the rest personal property. Mr. Millhiser died on May 24 at his home in the southern city. The entire estate, with the exception of some relatively small personal bequests, is left to members of the family, the brother of the decedent, Clarence Millhiser, being the residuary legatee. The sum of \$16,000 is laid aside as a trust fund, \$500 of the yearly income from which is to be paid to the colored cook of the deceased. The amount of \$200,000 goes to a sister outright, and a niece receives \$100,000.

< COLUMBUS >

There is considerable activity in building operations in Columbus, despite the general business depression. Reports of the Columbus building inspector show a continuation of many applications for permits. Buildings are generally dwellings, apartments and business blocks. The downtown building is very active as is evidenced by the number of obstructions in the principal business streets. The most important is the Deshler hotel, being erected by the Deshler estate at Broad and High streets. This structure will cost more than a million dollars. The Z. L. White Company is busy erecting a six-story building on High street.

The Pascagoula Lumber Company of Cincinnati has been incorporated with a capital stock of \$25,000. The incorporators are A. Corry, E. E. Blesch, E. M. Kerper, Ada F. Corry and A. C. Shattuck.

The Dole Brothers Company of Cleveland has been incorporated with a capital stock of \$20,000 to deal in lumber. The incorporators are Bert A. Dole, F. H. Carver, Chas. E. Snyder, Fred A. Fallon and V. G. Holbeck. At New Waterford, Ohio, J. W. Bretz has begun a lumber and planing mill business.

Perkins Glue Fast Becoming the Standard For All Veneer Work



Manufacturers who use glue for veneer laying and built-up panel work are rapidly realizing the advantages of a glue that does away with the hot, bad-smelling glue room necessary with hide glue and are adopting the modern and efficient

Perkins Vegetable Veneer Glue

because it does away with the cooking process, being applied cold. It is equally as efficient as hide glue and at a saving of no less than 20 per cent over hide glue costs. It gives off no bad odor and may be left open a number of days without souring or in any way affecting its adhesive qualities.

Every shipment is absolutely uniform. The use of Perkins Glue does away

with blistered work and is affected in no way by climatic changes, thus increasing the advantages of manufacturers, who must ship their goods to hot, cold or damp climates.

Unsolicited testimonials from hundreds in all glue using lines praise its efficiency and economical application.

Write us today for detailed information.

PERKINS GLUE COMPANY

Originators and Patentees

805 J. M. S. Building, SOUTH BEND, IND.

The West Jefferson Lumber Company has been organized at West Jefferson, O., to manufacture and wholesale hardwoods, including piling and ties. The company has purchased a large tract of hardwood lumber near that place.

R. W. Horton of the W. M. Ritter Lumber Company reports a better demand for hardwoods since building operations are becoming more active. Prices are generally well maintained. He says the best buying is being done by retailers who are selling considerable stock. Some buying is being done by factories making furniture and vehicles. Prospects for the future appear to be improving.

J. A. Ford of the Imperial Lumber Company reports a better demand for hardwoods with prices being well maintained. Shipments are coming out promptly all along the line.

The Prendergast Company, wholesale lumber dealer of Cincinnati, filed a complaint with the Interstate Commerce Commission against the Cincinnati, New Orleans & Texas Pacific, the Cincinnati Northern and several other carriers. It objects to the rate of 40 cents a 100 pounds on yellow pine lumber shipped from Akron, Ala., to Richelieu, Quebec, via Cincinnati and asks the commission to establish 34 cents as a just and reasonable rate.

The building permits issued at the office of the city building inspector for May of this year show a big increase in valuation over the permits issued during the month of last year, although there were a less number issued this year than for last year. The valuation for May of this year was \$911,785 and for May of last year, \$841,000. There were 315 permits issued in May of this year and 359 for May of last year.

TOLEDO

The Gotsball Manufacturing Company has started its new planing and sawmills, built to replace those destroyed by fire several month ago. All machinery is electrically driven.

The Booth Columan Company reports trade dragging but prospects good for a better business a little later on.

The Hein Furniture Company of Toledo reports an exceedingly active market and has a large list of orders for bank equipment, special interior woodwork and public building furniture. The concern has just finished an order for the furniture for the Merrill-Broer jewelry firm. This furniture, all mahogany, is some of the most luxurious in the city and is now all in place.

W. T. Hubbard reports business extremely quiet in the hardwood line. There are some occasional orders but nothing of importance. He looks for better trade a little later on.

INDIANAPOLIS

Building operations in the city during May amounted to \$493,930 as compared with \$1,547,787 in May, 1914.

The American Lumber and Export Company of Alabama has been admitted to do business in Indiana.

A receiver has been appointed in the United States court here for the Peru Chair Company, Peru, which is said to have assets of \$60,000 and liabilities of \$100,000.

The Western Columbia Cabinet Company has been organized and incorporated here with \$10,000 capital by Arthur L. Stout, O. E. Mehorney and E. W. Stout to conduct a cabinet making business.

The Wabash Manufacturing Company, Terre Haute, for many years manufacturer of children's wagons and sleds, has gone into the hands of a receiver.

Moses Pierson of Pierson Brothers, wholesale lumbermen, recently died at his home in Terre Haute of paralysis. He was seventy-two years old and is survived by his widow and one daughter.

EVANSVILLE

Articles of incorporation for the Evansville Ways Company have been filed in the recorder's office here, the capital stock being placed at \$10,000. J. C. Greer of the J. C. Greer Lumber Company of this city is one of the incorporators. The company will build steamboats and barges here and a marine way will be constructed. Capt. Thomas Williams, the well-known towboat man, is connected with the company.

Among the hardwood manufacturers of Evansville who attended the convention of the National Hardwood Lumber Association at Chicago June 10 and 11 are: Claude Maley, Daniel A. Wertz and Thomas Christian of Malay & Wertz, Frank J. Haney of John A. Reitz & Sons and Frank M. Cutsinger.

The Blount Plow Company of this city has purchased the site and will erect a new plow factory here, the structure to be modern in every particular and one of the largest in this section. The Blount company is one of the oldest concerns of its kind here and expects to reap a great deal of the business in foreign countries that is expected to come to the manufacturers of the United States after the close of the war in Europe.

News of the death of George B. Reimann, secretary and general manager of the Tell City Desk Company, at Tell City, Ind., has been received here. Mr. Reimann was well known to the lumber manufac-

Kentucky Oak

results in

Satisfied Artisans

meaning

Money Saved

ITS growing conditions ENFORCE an unvarying uniformity of color and grain. Its texture has a silky softness that delights and contents your workers.

ITS beautiful, clean boles make possible unusual widths and lengths in which we specialize.

The following values,

All Kentucky Stock Should Attract You

6 cars 4/4 No. 2 Common Plain White.	2 cars 4/4 1st & 2nds Plain White.	5 cars 4/4 No. 1 Common Plain White.	15 cars 4/4 No. 3 Common Plain Mixed.	5 cars 5/4 No. 3 Common Plain Mixed.	1 car 5/4 No. 1 Common Plain Red.	50 cars 4/4 No. 1 Common Plain Red.	30 cars 4/4 No. 2 Common Plain Red.	3 cars 4/4 Sound Wormy Plain.	1 car 4/4 No. 2 Common & Better Ash.	CHESTNUT.	
								10 cars 4/4 1st & 2nds.	10 cars 4/4 No. 1 Common.	10 cars 4/4 Sound Wormy.	1 car 5/4 Sound Wormy.
								1 car 8/4 Common & Better.	2 cars 4/4 1st & 2nds Poplar.	2 cars 4/4 No. 2 A Common Poplar.	1 car 4/4 Agricultural Poplar 11" and up wide.
								1 car 6/4 Beech Log Run.			

E. R. SPOTSWOOD AND SON
MANUFACTURERS
LEXINGTON, KENTUCKY

turers of southern Indiana and northern Kentucky.

Walter E. Blount of the Blount Lumber Company of this city, and well known among the lumber manufacturers, represented the manufacturers of Evansville at the meeting of the Pan-Americans at Washington, D. C., lately. It is expected that the manufacturers here will select Mr. Blount as their representative for the trip to be made by business men and manufacturers of the United States to the South American countries some time during the next few months. The trip is now being planned.

The Cumberland Railroad, a coal-carrying line extending from near Harboursville, Ky., into the Brush Creek coal fields in Knox county, Kentucky, a distance of twelve miles, is considering building the line from the present terminals at Warren to Jellico, Tenn., a distance of eighteen miles. Practically all the grading and tunnelling for the additional extension to Jellico was done six years ago but the work was suspended. An extensive coal and timber field will be opened up to development by the completion of the extension.

J. C. Greer of the J. C. Greer Lumber Company is back from a business trip on the road. He says he believes business is some better and that the future is bright.

Albert Starbuck, owner of the Starbuck sawmill at Petersburg, Ind., was a recent business visitor in Evansville. He has been running his mill on pretty good time during the past month or two.

Contract for the new bank of the Old State National bank here was let a few days ago to a local company, the contract price being \$225,000. Work on the new building will start at once. The structure will be six stories high and will be located on Main near Fourth street.

While the furniture factories in Evansville are not running at full capacity, business is coming along all right and the manufacturers believe that this year, taken as a whole, will be a shade better than last year. Chair and table factories are being operated on pretty good time and plow manufacturers report business only fair.

During the past month a great many good logs have been brought here from Green, Pond and Barren rivers in western Kentucky. Most of these logs were received by John A. Reitz & Sons and Clemons Reitz & Sons. In spite of the fact that millions of feet of timber have been cut from the Green river valley during the past twenty-five years considerable timber still remains there.

Handle and stave factories along the Green river valley have been fairly busy during the past month. The stave factories send a great many staves to the Evansville port by barge in the course of a year and from here the staves are shipped to the eastern and southern markets.

The J. T. Moss Tie Company of Evansville, Ind., will get \$343.75 with six per cent interest from April 1, 1912 from the Southern Railroad Company in reparation for overcharges on twenty-eight carloads of railroad ties shipped from Evansville to Chicago, Ill., by order of the Interstate Commerce Commission.

On Saturday, May 29, the marriage of Mrs. Alice Marble Little of Evansville, and Joseph Edward Kelley, a lumberman of Chicago, occurred at the home of Mrs. S. W. Little. Immediately after the wedding Mr. and Mrs. Kelley departed for Chicago, where, after June 15, they will be at home to their friends at 5429 East End avenue. Mrs. Kelley was a social favorite in Evansville and has many friends in that city.

Bert Tisserand of Evansville, representing the Brooks-Scanlon Company, of Kentwood, La., has been traveling in the southern part of Indiana during the past few days. He reports business in some lines good while in other lines it is off. For three years Mr. Tisserand was connected with the J. C. Greer Lumber Company at Evansville, Ind., and is well known to the trade in several states. His present headquarters for the Brooks-Scanlon Company are at Indianapolis and he has charge of Indiana and Ohio. Mr. Tisserand is a young man and has established a reputation as a "live wire."

MEMPHIS

The Bradley Lumber Company, Warren, Ark., is running its plant at that point both day and night. This is one of the few firms in the Memphis territory which has found sufficiently large orders to justify operations on such an extended scale.

It is announced in dispatches received here from Pine Bluff, Ark., that A. B. Newman, formerly of Chicago, but now of Clio, Ark., has transferred to the Chicago Land & Timber Company, of which he is president, 40,000 acres of timberland in Jefferson, Grant and Cleveland counties, as well as the plant of the old Clio Lumber Company, at Clio. The consideration stated is "\$25 and other valuable considerations." The deed bore \$350 in war tax stamps and this has been accepted as indicating a value of \$350,000. Mr. Newman purchased the property at a United States court sale some months ago, acting as trustee for himself and others who have since organized the Chicago Land & Timber Company. It is further stated that a part of the Clio mill has been leased to Edgar Brewster who is manufacturing boxes at that point on a somewhat liberal scale.

W. S. Martin, recently elected president of the Union Railroad of Memphis to succeed J. L. Lancaster, resigned, has arrived in Memphis and assumed his new duties. Mr. Martin came here direct from Denver, where he was general manager of the Denver & Rio Grande railroad.

Building operations here are gradually expanding and this is giving

SPECIAL PRICE FOR QUICK SALE:

No. 1 Com. Hickory: No. 2 Plain Oak:
8 cars 1½" to 4" 5 cars 1"

No. 1 Com. Poplar: No. 1 Common Ash:
15 cars 5/8" to 4"

No. 1 Plain Oak: 3 cars 2"
20 cars 1" to 4" 1 car 2½"

Goodlander-Robertson Lumber Company

MANUFACTURERS AND WHOLESALERS
HARDWOOD LUMBER

Yards and Office:

Kansas Avenue

Memphis, Tenn.

increased demand for ceiling, siding, and other planing mill products as well as for flooring and interior trim. Building is now more active than at any time since the European war began and the building commissioner says that prospects are quite bright for still further expansion. As concrete evidence of the improvement noted, it may be noted that a statement has been compiled here showing that contractors making their headquarters at Memphis have opportunity of submitting bids on approximately \$4,000,000 in the territory in which they seek work.

Present indications, according to S. C. Emery, local forecaster for Memphis, are that the Mississippi will reach a stage here of thirty-one feet. This is several feet below the danger line and lumber interests are therefore anticipating practically no interference from the "June rise." This stage of the Mississippi will give a good volume of water in tributary streams which may facilitate rafting of logs. The supply of the latter ready for handling by this method, however, is comparatively small.

Lumbermen here have learned with much regret of the death of H. Alfrey which occurred several days ago at his home at Crawfordsville, Ind. Mr. Alfrey was engaged in the heading business here for some years and later removed to Hope, Ark., where he operated an extensive plant. He was seventy-eight years old. Nothing has been learned regarding the effect his death will have upon the plans of the Alfrey Heading Company. Mr. Alfrey was also interested in the Hudson & Dugger Company to whom he sold his Memphis plant in 1908.

The Mengel Box Company at Hickman, Ky., has purchased 1,360 acres of hardwood timberland near that point. This firm will develop the timber thereon at its Hickman plant.

— < NASHVILLE > —

Ownership of logs floating on the Cumberland river is involved in a suit that has been filed in the chancery court by Lieberman, Loveman & O'Brien against Will Jones and others. The defendants were employed by the firm to bring a raft of logs from the upper river to Nashville. and were also instructed to pick up such logs as they might find on the river, having the brand of the local firm on them. It is alleged in the suit that a lot of logs belonging to complainant were sold to another firm, and Lieberman, Loveman & O'Brien seek to recover the value of the logs alleged to have been so taken.

J. H. Thomas & Co., are having a new planing mill erected at Columbia, Tenn. The building will be 80x125 feet, and new machinery will be installed.

The Puryear Lumber Company at Puryear, Tenn., has sold its plant to Kelly & Co. R. D. Hendricks, retiring manager of the company, will remove to Arkansas to go into business.

It was estimated that a recent rise of the Cumberland river afforded a tide that brought between 2,000,000 and 3,000,000 feet of timber to Nashville from upper river points.

Box manufacturers in Nashville report increased activity in demand. This is regarded as a barometer of trade, as good general business means good demand for boxes.

T. B. Johnson, a well-known Nashville lumberman, who has been a member of the Johnson-Cowan Lumber Company, has accepted a position with the J. M. Card Lumber Company of Chattanooga.

— < BRISTOL > —

W. S. Whiting was here this week from Asheville, N. C. Mr. Whiting owns a large area of timber near the Tennessee-North Carolina state line and is preparing to install a band mill and begin the development of the property.

The R. C. Duff Lumber Company is completing the cutting of a tract of hardwood timber near Duffield, Va., and will in a few weeks move its band mill near Iante, Va., where another area of timber has been purchased.

The United States Spruce Lumber Company has begun work upon a mill at Marlon, Va. The company's plant at that point was recently destroyed by fire, entailing a heavy loss.

The Hassinger Lumber Company has been awarded \$23,500 as damages against the Virginia-Carolina Railway, in the circuit court at Abingdon, Va., for the loss of timber destroyed by fire. It was shown that the fire was caused by sparks from locomotives of the railroad company. The Virginia-Carolina is a subsidiary of the Norfolk & Western system.

J. W. Heniger, a well-known manufacturer of Chilhowie, Va., was a recent visitor in Bristol. Mr. Heniger has put two new mills into operation and reports the outlook for business as more encouraging.

"The prospects for the lumber business are far more encouraging," said Congressman Sam R. Sells, of the Sells Lumber and Manufacturing Company of Johnson City, Tenn., who was a visitor in Bristol this week. "Business with our company is a hundred per cent better than it was ninety days ago."

— < LOUISVILLE > —

Edward S. Shippen, president of the Louisville Point Lumber Company, recently entertained the other members of the Louisville Hardwood Club in a very delightful manner at his home on the Brownsboro road. In spite of the fact that the afternoon of the event was marked



Indiana's Original Giant

This photograph was made while the tree was being cut for our mill.

It stood in Putnam County, Ind., and was a genuine FORKED-LEAF WHITE OAK—beyond question the finest white oak that ever grew.

Your customers were delighted with that quiet beauty, that rich, even color and figure that for all time have given to goods made from Indiana oak an *Individuality*.

You can please them again. How? Simply by buying a parcel of almost anything in lumber or sawed veneers from our yards. You can select from a full assortment. We positively carry no southern stock and can prove it.

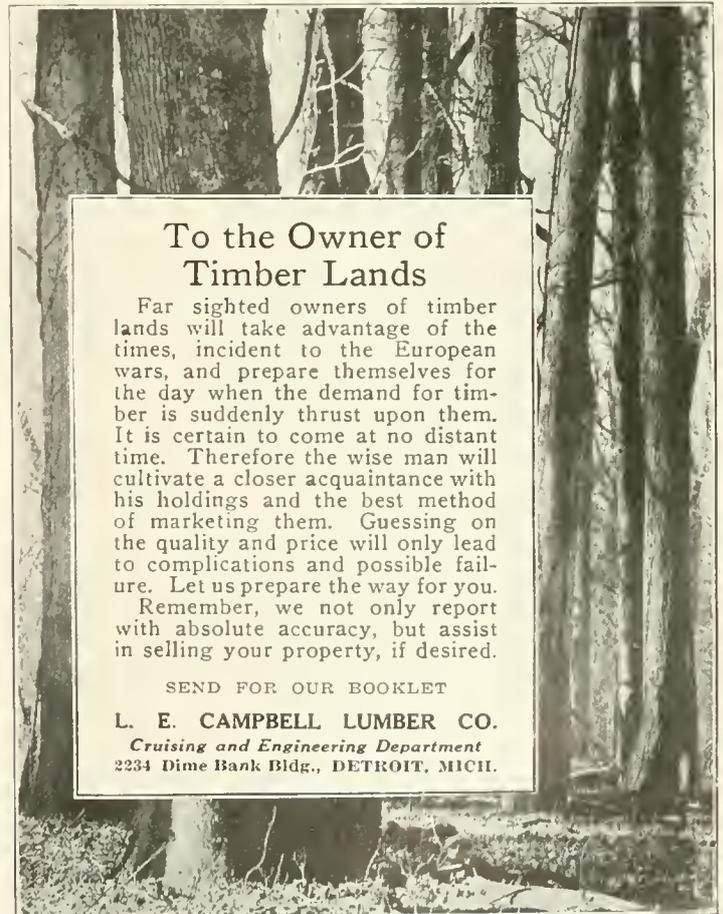
And remember, we have built up our business by giving

Just a little better quality than you expect

Charles H. Barnaby

Greencastle, Indiana

HAVE YOU OTHER NEEDS FOR HIGH-GRADE HARDWOODS? WE CAN FILL THEM.



To the Owner of Timber Lands

Far sighted owners of timber lands will take advantage of the times, incident to the European wars, and prepare themselves for the day when the demand for timber is suddenly thrust upon them. It is certain to come at no distant time. Therefore the wise man will cultivate a closer acquaintance with his holdings and the best method of marketing them. Guessing on the quality and price will only lead to complications and possible failure. Let us prepare the way for you. Remember, we not only report with absolute accuracy, but assist in selling your property, if desired.

SEND FOR OUR BOOKLET

L. E. CAMPBELL LUMBER CO.
Cruising and Engineering Department
2234 Dime Bank Bldg., DETROIT, MICH.

"Made in Bluefield"

*We are Manufacturers
of*

Oak Flooring
Interior Finish Poplar Siding
Ceiling and Dimension
Boards

CAN SHIP MIXED CARS OF ROUGH
AND DRESSED MATERIAL, ALL FROM
STRICTLY WEST VIRGINIA TIMBER

*Planing Mill and
Dry Kiln Facilities*

The McClellan-West Lumber Co.
Bluefield, W. Va.

Peytona Lumber Company
Huntington West Va.

—MANUFACTURERS—

PLAIN SAWN OAK
RED AND WHITE
YELLOW POPLAR
BASSWOOD
CHESTNUT
ASH AND MAPLE

BAND MILLS:

Huntington, W. Va. Accoville, W. Va.

by a severe windstorm, the attendance was large, and the event was enjoyed to the full. Now that warm weather has come, the club is expected to follow its usual plan of having most of its meetings at suburban resorts.

A big attendance of Louisville lumbermen is scheduled for the annual convention of the National Hardwood Lumber Association in Chicago this week. T. M. Brown of the W. P. Brown & Sons Lumber Company, who is a member of the executive committee, went up a day ahead of the principal delegation, to attend a meeting of the committee. Mr. Brown has become one of the "wheel-horses" of the organization.

Clyde Smith of the Southern Star Lumber Company of McKenzie, Tenn., was in Louisville recently. The other member of the firm in Roseoe P. Smith, both having formerly been with the Ohio River Sawmill Company. They are making good at McKenzie.

H. H. Barclay, secretary of the Wood-Mosaic Company, was out from the Rochester office recently, and said that conditions in that part of the country are rather unsatisfactory. The factory trade at present is much better than the interior finish business.

Lumbermen are much interested in the next exhibition of the furniture manufacturers, which will be held in Grand Rapids, Chicago and other points next month. The cabinet trade has been dull thus far this season, but it is hoped that a considerable improvement will be in evidence at the shows. The hardwood trade is favorable to a change from two shows to one a year, a movement to that effect having attained considerable force among the manufacturers of furniture. The shows seem to interrupt business for an excessive length of time.

J. Crepps Wickliffe, secretary of the C. C. Mengel & Bro. Company, is in Liverpool, if the good ship New York has arrived there without mishap. Mr. Wickliffe left for England on the American liner May 29, his object being to handle the sales of a quantity of African mahogany logs which have been shipped there from the Axim branch of the company. The company has recently amended its articles of incorporation, increasing its capitalization from \$1,700,000 to \$3,500,000. Of the increase, \$1,150,000 is preferred stock. This is to be put on the market. It will pay 7 per cent dividends, and may be retired at the option of the company at 125.

The Lewis County Fire Protective Association, formed recently at Vanceburg, Ky., is the latest addition to the list of timber owners who have gotten together for the purpose of reducing fire losses. The timber interests in southeastern Kentucky have had several meetings at Jenkins for the purpose of elaborating plans along the same line.

Creditors of the Lucas Land & Lumber Company, at Paducah, Ky., have received \$3,050, realized from the sale of a towboat and other equipment of the company. The affairs of the concern are in the hands of Muscoe Burnett, receiver appointed by the Federal court.

The Interstate Commerce Commission held a hearing at Paducah, Ky., last week of the complaint of the Paducah Board of Trade, which is complaining of rates from Louisiana and Arkansas to Paducah, alleging that Cairo is given a better rate. The Illinois Central was the chief defendant. J. Van Norman, the Louisville attorney, is in charge of the case for the Paducah lumber interests.

The senior class of the Pennsylvania State College of Forestry has completed its month's stay near Quicksand, Ky., where the mill of the Mowbray & Robinson Company is located. The students camped in the woods, and in addition to studying the trees they planned the practical operation of the timber in that section. The graduating class at the college next year will come to the same location for a month's work before getting their sheepskins.

—< ST. LOUIS >—

Building operations for the month of May show a big falling off as compared with the corresponding month last year. The estimated value of buildings for which permits were taken out during May, for new buildings and for alterations, was \$937,676. Last May the total estimated value of permits amounted to \$1,496,603, a falling off of \$558,927. The total number of permits issued in May this year was 835, a falling off when compared with last May, when the total number of permits taken out totaled 1,125. This shows a falling off of 290 permits. The permits taken out were mostly for small buildings. Last year permits were taken out for quite a number of large buildings.

May receipts of lumber in St. Louis as reported by the Merchants' Exchange, were 15,961 cars of lumber as against 15,418 cars during May last year. Shipments were 10,495 cars, as compared with 11,768 cars last May, a decrease of 1,273 cars.

—< MILWAUKEE >—

The Consolidated Lumber Company experienced a loss of about \$30,000 recently when fire destroyed its yards at Danbury, Wis., together with 1,000,000 feet of lumber.

The receivers of the Paine Lumber Company of Oshkosh, Wis., will act until January 1, 1916, according to action taken recently by Judge Burnett after he had listened to the report of the receivers and the explanation of Attorney William C. Quarles of Milwaukee. Figures filed by the receivers show that the company's assets total \$4,396,000 and its liabilities \$1,209,000.

The big sawmill of the J. S. Stearns Lumber Company at Washburn

Wis., has been placed in operation and will be busy for the remainder of the season. About 150 men are being employed.

The Kneeland-McLurg Lumber Company of Phillips, Wis., has bit upon a plan of reducing the high cost of living at its lumber camps, which could well be followed by other lumber manufacturing concerns. Last year the concern raised twenty acres of potatoes, harvesting 6,000 bushels, of which 4,500 were consumed in the company's logging camps and 1,500 bushels were sold. This year, thirty acres of potatoes were planted and a twelve-acre vegetable garden planted to beans, peas, cabbage, onions, beets, carrots, rutabagas and corn.

John Manser sawmill at Kelly, Wis., has sawed its last log and it is reported that the plant will be closed down for good. The mill was one of the oldest in that section of the state, having been built in 1873. Mr. Manser has not decided whether he will sell the mill machinery or move it to some other location.

The big sawmill of the Rice Lake Lumber Company at Rice Lake, Wis., has finished its cut of hardwood and is cutting hemlock.

William H. Upham, former governor of Wisconsin and a well-known lumber manufacturer of Marshfield, Wis., was married on June 1 to Miss Grace Mason at Beaufort, N. C. Mr. Upham's first wife died two and one-half years ago. Mr. Upham is 74 years old and his bride is 40.

Applying the caterpillar traction device to a motor truck for the first time commercially, the Allis-Chalmers Manufacturing Company of Milwaukee has entered the motor truck field by turning out a new truck, especially designed for lumbermen, farmers, road builders and others who have to do heavy hauling over poor roads or no roads.

Due to the efforts of the J. H. Kaiser Lumber Company, the New Dells Lumber Company and the Evans Lee Company of Eau Claire, co-operating with the Civic & Commerce Association of Eau Claire, Wis., Wisconsin grown lumber will be used in the erection of the new state normal school at Eau Claire. The earlier specification called for the use of western fir and pine and not Wisconsin woods.

The Hardwood Market

< CHICAGO >

Business in Chicago is still far from good, but the gradual clearing up of the building strike situation is having its effect. No officially definite notion is seen, but there have been statements, apparently coming from good sources, to the effect that the mill workers are all back on their jobs and that a great many of the individual carpenters have made separate agreements. The exact truth of this is difficult to verify, but that there is an improvement in the situation is indicated by a slightly better tone in the deals in lumber for building purposes.

The city was threatened with a further demoralizing strike last week when the trouble between the traction employes and traction companies came to an acute point, which threatened an actual break. However, the differences seem to have been patched up and the demoralizing effect that would have resulted from this still further tie-up has been avoided.

The brighter prospects surrounding local building constituted the chief feature of development in the situation here during the past couple of weeks. Aside from this, the factory trade is continuing along without any notable change in either direction, but it with other industries has been affected by the strike situation and will naturally be slower later in responding to a return of active building. However, spotty orders are being placed for a fair amount of hardwood lumber, although of course the pending furniture shows will rather tend to hold up any very active purchases until it is certain whether any more notable development will follow.

< BUFFALO >

The hardwood trade has not improved to any extent during the past two weeks and most of the lumber moving is in special lines. Wholesalers who are in touch with concerns needing stock for the filling of war orders are able to move some lumber, but the general factory demand is small. The war is having a depressing effect upon domestic trade and cutting off exports, as the rates of freight are about three times those of normal times. Some of the local yards have bought largely during the past few months, believing that good times are likely to arrive before long and that dry stocks will not be plentiful when wanted.

While maple and oak continue to be the staple woods, there is a better demand than formerly for white ash. A number of yards report having had good sales of it. Black walnut could be sold in good quantity if it were procurable, as it is wanted by the gun makers, but in its absence mahogany is being used more largely. There is less doing in birch than a short time ago and poplar and basswood are moving slowly. Flooring in maple and oak is in pretty fair demand. Prices are generally depressed in hardwoods and there is great competition for what orders develop.

There is not much optimism expressed as to the immediate future, and,

READ

If you know lumber the following descriptions need no further arguments:

WHITE ASH: 22,000 ft. 10/4" 1s & 2s; average width 10"; 50% 14' & 16' lengths.

PLAIN WHITE OAK: 30,000 ft. 4/4" 1s & 2s; average width 9 1/2"; 55% 14' & 16' lengths.

COTTONWOOD BOXBOARDS: 23,000 ft. 4/4" x 13"—17"; 60% 14' & 16' lengths.

Band Sawn Ash, White Oak, Red Oak, Red Gum, Sap Gum, Cypress, Cottonwood, Soft Elm.

Liberty Hardwood Lumber Company

MANUFACTURERS

BIG CREEK, TEXAS

DAILY CAPACITY, 40,000 FEET

J. K. WILLIAMS

A. T. WILLIAMS

Williams Lumber Co.

(MANUFACTURERS)

WHOLESALE HARDWOOD LUMBER

Band Mill Planing Mill Dry Kiln

Fayetteville, Tenn.

We manufacture PLAIN and QUARTERED OAK, ASH, CHESTNUT and other HARDWOODS

Our Specialty is Quartered White Oak

We Manufacture Dimension Stock—Hickory a Specialty



WE WANT WALNUT

If you have Black Walnut Logs 14" and larger in diameter and 8' or longer in length, write us for prices and particulars. We are in the market now for two million feet.

PICKREL WALNUT CO., 4025 Clara Avenue, ST. LOUIS

Kentucky Veneer Works

HIGH-GRADE—WELL-MANUFACTURED

Veneers

IN SAWED AND SLICED QUARTERED WHITE OAK AND QUARTERED RED GUM. OUR ROTARY CUT GUM AND POPLAR CROSSBANDING VENEERS ARE EXCEPTIONALLY GOOD.

Louisville

Kentucky

CINCINNATI

Hardwood Manufacturers and Jobbers

DAY LUMBER & COAL CO.

Manufacturers YELLOW POPLAR and WHITE OAK
GENERAL OFFICE—JACKSON, KY.

OHIO VENEER COMPANY

Manufacturers & Importers FOREIGN VENEERS
2624-34 COLERAIN AVENUE

C. CRANE & COMPANY

Manufacturers of Hardwood Lumber, Oak & Poplar especially
Our location makes possible quick delivery of anything in timbers and hardwood lumber

BAND SAWED WISCONSIN HARDWOODS

Dry Stock For Prompt Shipment

BASSWOOD		BIRCH	
20M 4/4 No. 3 common		70M 4/4 No. 1 com. & bet. plain	
30M 1x4 No. 2 and 3 common		100M 4/4 No. 1 com. & bet. red	
15M 5/4 No. 1 com. and better		5M 5/4 1st and 2nd red	
25M 5/4 No. 1 common		10M 5/4 No. 1 common red	
10M 5/4 No. 2 common		6M 5/4 No. 1 common plain	
20M 5/4 No. 3 common		3M 6/4 1st and 2nd plain	
13M 6/4 1st and 2nd		13M 6/4 1st and 2nd red	
15M 6/4 No. 1 common		4M 8/4 1st and 2nd plain	
15M 6/4 No. 3 common		6M 8/4 1st and 2nd red	
WHITE OAK		ROCK ELM	
10M 8/4 No. 1 and No. 2 com.		50M 8/4 No. 2 com. and better	
HARD MAPLE			
40M 8/4 No. 2 common and better			

Our 1914 cut of well assorted HARDWOODS AND HEMLOCK will soon be in shipping condition.

Send us your inquiries

ARPIN HARDWOOD LUMBER COMPANY
Grand Rapids, Wis. ATLANTA, WIS.

Saw mills and planing mill at Atlanta, Wisconsin.

while it is realized that the country is piling up a big money surplus, some wholesalers feel that a climax will have to be reached in the war before a big improvement can set in in the hardwood business.

The building trade figures for Buffalo show up about as well this year as last, but there is not much benefit to the hardwood trade. Small structures are the rule and it is the common opinion that this year will see little done in the line of big construction, such as office buildings. Two years ago there was plenty of this sort of business locally, but the pinnacle was reached then for the time being.

PHILADELPHIA

Lumber business in this city the past fortnight has increased slightly over the preceding two weeks, but the increase in trade was not so great as had been anticipated. Prices taken as a whole remain about the same, although the various items vary. Continuous rain the past three weeks has held building work back and this may partially explain why the demand did not exceed expectations along certain lines. Furniture factories, shipyards, railroads, car builders, automobile body and carriage builders, and corporations have been in the market and inquiries indicate that big business will be placed within a reasonable time. White pine is reported as active in the better grades and in great demand in the lower grades; cypress is moving nicely although some wholesalers report the prices very low, while others claim fair prices; plain and quartered oak is steady in volume and price; a lot of maple is being sold especially for flooring; birch, beech and poplar are moving fairly well; gum is said to be holding its own; all grades of chestnut are in good condition; Circassian walnut, fancy walnut, mahogany and other fancy woods are going along quietly in nice volume; spruce prices are more or less broken owing to inactivity in the trade, and hemlock is spotty. Taken altogether the local trade is satisfied with existing conditions and leading wholesalers, retailers and manufacturers predict the summer trade will prove far ahead of last year.

PITTSBURGH

The hardwood market here is very quiet. More inquiries are being received from furniture and automobile manufacturers and more lumber is being sold to the railroad and industrial corporations. Inquiry, however, as a rule, has to be dug up and the tendency is toward waiting for further developments on the part of all buyers. Yard trade is unsteady. Retailers are not buying beyond immediate needs and prices are very slow.

BOSTON

Demand and trade in this section of the country, having reached a very low point, now continues with moderate activity. The state of business in southern and western New England is reported better than the balance of the territory. The stimulus of large manufacturing for the European countries is having strong influence in many centers of industry. Unused plants starting up and others changing their product have had considerable indirect effect on the lumber business, and in addition to this there is the direct effect on the supply and prices of hardwoods used, most noticeably in black walnut.

BALTIMORE

Progress toward more active conditions in the hardwood trade is slower than had been anticipated early in the year, and at times it seems to halt entirely, or gets down to imperceptible proportions. Again and again the members of the trade have found themselves mistaken in their calculations as to probable results, and they have now become rather cautious in so far as making predictions are concerned. There is one division of the business, however, to which this does not apply—the export trade. Not only has progress there been fairly continuous and consistent, but the increase in the volume has exceeded expectations. Moreover, the prices realized have been until now eminently satisfactory, in spite of the high ocean freight rates and the reduction in the number of sailings. Apparently, the countries in a position to receive shipments are so situated that they must have the lumber. Only on some such theory is the readiness to pay the prices which the shippers must demand to be explained. Under normal conditions and in ordinary times no such figures would be paid, and buyers would probably hold back until the quotations got down to a normal level. That the foreign buyers manifest a keen interest in the offerings and stand prepared to meet the financial requirements connected with shipments, demonstrates conclusively the urgent character of the wants which are not to be deferred.

This tends to relieve the domestic situation somewhat, though not in such a degree as would make the inquiry among the buyers in the United States especially active. Every now and then the members of the trade experience something like a spurt, but just when they yield to the hope that the gain is permanent it eases off again, and leaves matters much as they were before.

The furniture manufacturers who were disposed to place orders with some freedom in the early spring, have now gotten to the period where people think of going to the country, and the purchases of furniture from the dealers are naturally held in abeyance. The dealers see no reason to stock up at present, and orders sent to the factories diminish accord-

ingly, which is reflected in the commitments with regard to lumber on the part of the manufacturers of furniture. On the other hand, some of the big consumers find themselves confronted by augmented needs, and the inquiry from this direction shows some expansion. Gains are to be noted here and there; in the aggregate, however, they do not attain sufficient momentum to cause a marking up of the quotations. Prices continue relatively easy, though on the whole the range of values is rather firmer, and the entire list has experienced some benefits. Of course, the chief cause of whatever unsettlement may be said to prevail, lies in the international situation, which remains sufficiently delicate to cause hesitation and to arrest tendencies toward a revival of activities. That the effect of the international situation is not more pronounced, must be attributed to the bright outlook for large crops and the improvement in general mercantile and industrial conditions, which cannot fail to communicate itself to the lumber hardwood trade.

— < COLUMBUS > —

The hardwood trade in Columbus and central Ohio territory is holding up fairly well when general business conditions are considered. There is a fair demand for stocks and prices are steady at the levels which have prevailed for some time. On the whole there is a slight improvement in the tone of the market, with future prospects becoming brighter.

One of the best features of the trade is the better demand from dealers. Building is active not only in Columbus but also in the smaller cities and towns in the central part of the state. Buying on the part of retailers is still being done only for the present. Dealers' stocks are not very large for the time of the year. Factories making vehicles are buying in limited quantities and the same is true of some furniture concerns. On the whole manufacturing establishments are not inclined to buy for the future.

Shipments are coming out promptly all along the line and no trouble over car shortage is experienced. Dry stocks in the hands of mill owners are not very large. Collections are bad in every locality. The European war is still having a bad effect on the lumber trade in this state.

Plain and quartered oak is in fair demand and prices are ruling firm. Poplar is selling fairly well although some grades are a drag on the market. Chestnut is moving well and prices are steady. Ash is quiet. There is a good demand for basswood. Other hardwoods are unchanged.

— < CINCINNATI > —

A marked excess of rainfall for the month of May, coupled with equally unseasonable chilly weather for the middle month of spring, made itself felt in no slight degree in the hardwood market and put a sudden quietus to the impetus given the hardwood working plants during the month of April. This setback was felt in all branches of the hardwood market. The building trade, which had just begun to get good again after a long period of stagnation was one of the first allied hardwood industries to receive a shock from the weather man. With the beginning of inclement weather, it was thought by the hardwood men that they would escape and that the softwood dealers would be the hardest hit. The erecting stage, however, was not far enough advanced and a severe crimp was put in those who relied on the hardwood flooring demand, sidewalls and other interior hardwood finishing. In fact all the hardwoods have been given a set back, although the dealer in yellow pine probably was the one who had to carry the brunt of the burden. With the beginning of June, the skies have cleared and it is predicted that a quick revival in the hardwood market will follow, and while the outlook is none too rosy, the hustlers are confident that the big increase in building permits which soon must get under way will tend to clarify the situation.

The larger mills in Cincinnati are working up to practically normal capacity, and while no exceptional boom is looked for in this quarter, there is an air of expectancy for a gradual improvement.

April was the month when the first silver lining was discernible, and it still stands out as the best month so far in 1915. The hardwood men are now pinning their faith on June, which, judging from the fresh volume of inquiry and ordering, promises to be the banner period of the late spring.

Prices are holding their own with a tenacity which is rather surprising. There is little tendency noted among the manufacturers to do any cutting, all evidently going on the theory that affairs surely can not get worse after what was endured during the winter. Considering the rather poor business all around, collections during the past month were fairly good, money easing up in the West with the gradual loosening up of conditions in New York.

The demand, if centering at all upon any certain line, probably has picked out quartered white oak and the plain as its favorite of fortune during the last fortnight, although the various grades of oak can hardly be classed as the best sellers. The demand is general and while not heavy in any one quarter is well scattered. Poplar, which has not been displaying any too much activity within the last few weeks, seems to have settled down to an ominous quietude and is giving its dealers no little concern. The call for hickory is one of the bright spots in the market, the carriage and automobile manufacturers being the ones which make this lumber among the most active of the entire list.

Foreign orders continue to keep walnut lumber on the jump and probably as long as hostilities continue in Europe walnut will be one of the

V E N E E R

BIRD'S EYE
That Will
Not Turn Yellow

Our positively permanent protection against the yellowing of bird's eye maple veneer (a bleaching process) enables us to give you a product of certain, lasting whiteness. This beautiful snowy lustre is fast making our bird's eye the popular wood for bedroom furniture.

Order some now for your July samples.

BIRD'S EYE VENEER COMPANY
ESCANABA MICHIGAN

Rotary Cut Veneers

in Gum
in Oak
in Ash

Flat Drawer Bottoms

Band Sawn Hardwood Lumber

All kinds
All grades
All thickness

*Made by ourselves
In our own mills*

Stimson Veneer & Lumber Co.
Memphis Box 1015 Tennessee

RED GUM

(Leading Manufacturers)

OUR SPECIALTY

St. Francis Basin Red Gum

WE MANUFACTURE

Southern Hardwoods

— Gum, Oak and Ash —

J. H. Bonner & Sons

Mills and Office,
QUIGLEY, ARK.

Postoffice and Telegraph Office,
HEATH, ARK.

Our Corps of Inspectors

Intelligent! Highly Trained!
Conscientious!

is assurance that you will get
what your order calls for
when you buy Gum from us

Himmelberger-Harrison Lumber Company
Cape Girardeau, Missouri

BLISS-COOK OAK CO.

BLISSVILLE, ARK.

MANUFACTURERS

Oak Mouldings, Casing, Base and Interior
Trim. Also Dixie Brand Oak Flooring.

As Well As

OAK, ASH and GUM LUMBER

Can furnish anything in Oak, air dried
or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

Baker-Matthews Manufacturing Co.

Sikeston, Mo.

Band Sawn Southern Hardwoods

SPECIALTIES

RED GUM, PLAIN OAK

SEND US YOUR INQUIRIES

lending export lines. Its sudden popularity across the water is due to the fact that walnut is peculiarly adapted to the manufacture of gunstocks. The furniture manufacturers, who early in the year were hailed as the salvation of the hardwood market, have in recent days let up to a considerable degree in orders, and inquiries from this quarter are gradually becoming lighter. In fact, the furniture production is dropping off steadily and probably will not reach its zenith again until fall. On this account, gum is a sag on the market.

Sash and door factories which were the center of quite a rush a few weeks back, have settled down to the under normal condition experienced in the late winter, but this slump is looked upon as merely temporary and due wholly to the bad weather.

Advices from the box factories are encouraging, the majority evidently running to capacity and with orders ahead of sufficient volume to insure a good run throughout the summer months. The implement manufacture has been the source of little complaint, the volume of orders being gratifying and inquiries sufficiently insistent to dispel all pessimism.

Stocks carried by dealers at the present time are comparatively small, due to fluctuating market and weather. The dealers are unwilling to load up and the greater part appear satisfied with carrying enough material to meet the demand and little extra. There is a slight revival noted in railroad buying, but of not sufficient volume to make up for the loss sustained during the past month.

← TOLEDO →

There is a difference of opinion concerning the market, some dealers taking an extremely pessimistic view of conditions and others the exact opposite. As a matter of fact the trade is a trifle spotty and business is not very evenly distributed. Railroads are again showing some interest in lumber and are doing some buying. The automobile trade is extremely active and is using considerable quantities of ash, elm, maple, hickory and some oak. Prices are not strong as some of the southern mills are finding themselves so badly in need of cash that they are making buyers prices in order to unload and relieve their urgent need of ready cash. Furniture factories are operating low and the trade from this source is small.

← INDIANAPOLIS →

The hardwood trade in this vicinity is now limited almost entirely to buying for immediate needs, which are not great. There has been very little change in the situation for several weeks and prices are practically unchanged.

Building operations have been reduced to a minimum, thus curtailing the demand for hardwoods for interior trim. Building operations in Indianapolis have fallen off seventy per cent, and the same situation prevails in other localities. The outlook for the new automobile season is very encouraging.

← EVANSVILLE →

There has been no improvement in the hardwood lumber market here during the past two weeks; in fact trade is not so good as it was during the middle of May. That the lull in business is due in a large measure to the war scare is believed by many manufacturers in this section. There is a belief that the diplomatic controversy between the two nations has had a tendency to put a damper on business in general. While most of the hardwood mills in Evansville and vicinity are being operated on a schedule of eight hours a day, few orders are coming in and inquiries are not so numerous as they were several weeks ago. May was a fine month, in fact as good as the corresponding month of last year, and manufacturers were led to believe that trade had started to boom and would continue, when the set-back came and uncertainty seems to have taken hold of the business world. It is pointed out by many of the leading manufacturers that trade will come in spurts so long as the war in Europe continues. When the war is over it is believed that the United States will enjoy a greater era of prosperity. Collections have been fair during the past two weeks.

The demand for the various grades of hardwood lumber has not been brisk during the past two weeks. Gum is slightly off because of the fact that the furniture manufacturers here have not been in the market for much gum for some time past. Quartered white oak as well as plain oak is dragging and poplar has been off for the past several weeks. Walnut continues in good demand owing to the fact that foreign countries are in the market for this lumber. Export trade during the past two weeks has not been so brisk as during the last two weeks in May.

Building operations are fairly active and contractors and architects say there is enough work in sight to keep them busy for several months to come. Planing mills continue to run on full time. Sash and door men report that May was as good a month as May of last year.

← MEMPHIS →

There is a better feeling in hardwood lumber circles here as a result of two specific influences, the settlement of the strike in Chicago and the revival in some measure of export demand. There has also been a somewhat broadening demand in business in all parts of the United States, with the result that lumber interests here are feeling consider-

ably more optimistic. The last two weeks have brought a considerable expansion in the volume of business, and inquiries are being received at a rate that suggests a still further gain in the near future. Some members of the trade have declared themselves as positive that the turn of the tide has come and that there will be not only a larger business but also somewhat firmer, if not actually higher, quotations. The strike in Chicago curtailed demand for cypress and other materials which are used in the manufacture of doors, sash, blinds and various other necessities. It is understood that a definite settlement of the mill strike in Chicago has not yet been concluded but that the men who were on strike have returned and that there has been a resumption of building activity.

Export demand still runs largely to specialties on which buyers are willing to pay the very high freight rates necessary. There is a pronounced scarcity of ocean freight room and this is still quite dear. One prominent exporter said that it was possible to sell a great deal of lumber to Europe but that there was almost no freight room obtainable except at practically prohibitive prices, about eighty cents per hundred to Liverpool. Some members of the trade are using sailing vessels and every accommodation at hand is being pressed into service. The largest export business at the moment is in ash and gum. Ash has been used largely in Europe for the manufacture of artillery and sap gum has been taken in considerable volume for the manufacture of aeroplane wings and other equipment. There has also been some improvement in the demand for red gum from Europe, mostly plain. Boat oars have been in good demand practically throughout the war in Europe and one well-known firm here, which makes a specialty of manufacturing and shipping these, has been able to put through a very satisfactory business despite the severe handicap of excessively high ocean freight rates. There is no doubt that there is a large business in prospect with Europe if transportation facilities can be secured and, with the decided reduction in the exports of cotton, it is regarded as probable that some reduction may be shown in the near future in freight rates to foreign ports. Most of the shipments made from Memphis have been to English, French, Italian, Danish and Holland ports.

The improvement in demand is stimulating the production of hardwood lumber and there is increased activity in this direction. Some of the mills which closed down a short time ago have resumed operations already or are preparing to do so. Logging operations are also being conducted on a somewhat more liberal scale. An effort has been made by manufacturers here and elsewhere in this territory to gauge their output by the quantity of lumber being sold, with the result that there has been more or less irregularity about manufacturing operations. With the better demand and prospects of further improvement, the tendency is to manufacture lumber somewhat more freely and present indications are that the summer season will show almost, if not quite, normal activity along this line.

← NASHVILLE →

There has been but little change in the hardwood situation in this market the past two weeks, though dealers report a slight improvement being noted in the volume of business. Some export shipments have been made. During recent weeks several export buyers have been in this territory looking for good walnut logs to be used for making gunstocks for use in the war in Europe. Some sales were made, though the supplies of walnut of the kind wanted are not large in this territory. The mills as a rule continue operations of greatly reduced volume. Local building has not been up to the usual volume for the spring and summer season, and only a moderate business is being handled in the retail department. Large dealers are inclined to hold prices steady. There are normal stocks of oak, ash, poplar, hickory and other lines in this district.

← BRISTOL →

The lumber business in this section shows indications of continued improvement. The prospects for summer and fall trade are considered more hopeful. A little larger volume of business is now being done and it is believed that an increasing demand will soon have a favorable effect upon prices. The lumbermen believe that business will improve more rapidly during the next few months but they do not expect any big things before next year. A fair volume of stock is moving. Most of the mills are in operation but how long they will run, unless there is more marked improvement in trade, is a matter of speculation.

← LOUISVILLE →

Not much change in the situation has been noted during the past few weeks. Business continued to drag, though there is a fair volume of lumber moving from this market at present. Factory operators are buying to some extent, having practically no stocks, but their generally reduced operations make the available business less than normal by a considerable percentage. However, it is evident that if the factories run during the summer, even at no more rapid pace than at present, the hardwood trade will be as good as usual, if not better, for the reason that usually the manufacturers who consume lumber run on their surplus stocks. Now whatever consumption takes place will necessarily be reflected in immediate buying. The July furniture show is

Paepcke Leicht Lumber Co.

Conway Building 111 W. Washington Street
CHICAGO

RED GUM

AMERICA'S FINEST CABINET WOOD

Consider its good qualities.

It has strength.

Can be brought to a very smooth surface and consequently will take high polish in finishing.

Will not split easily.

Runs strong to wide widths and long lengths.

Is not easily marred or dented.

It can be supplied flat and straight—free of warp and twist.

Has beauty, color, life and character.

Considering its numerous good qualities, it is the lowest priced good hardwood on the market today.

We are the largest producers of Gum in the world.

Have a large and well assorted stock on hand at all times.

Can manufacture special thicknesses on short notice.

We guarantee

QUICK SHIPMENTS

GOOD GRADES

DRY STOCK

GOOD WIDTHS

GOOD LENGTHS

SATISFACTION

Band mills at

HELENA, ARK. BLYTHEVILLE, ARK.
GREENVILLE, MISS.

Write, phone or wire for prices

Paepcke Leicht Lumber Co.

Conway Building 111 W. Washington St.
CHICAGO

FARRIS HARDWOOD LUMBER CO.
Manufacturers Band-saws
SOUTHERN HARDWOODS
NASHVILLE, TENN.

DUCAN LUMBER CO.
Manufacturers and Shippers **Hardwood Lumber**
MEMPHIS TENNESSEE

Mutual Fire Insurance

Best Indemnity at Lowest Net Cost
Can Be Obtained From

- The Lumber Mutual Fire Insurance Company, Boston, Mass.
The Lumbermen's Mutual Insurance Company, Mansfield, Ohio.
The Pennsylvania Lumbermen's Mutual Fire Insurance Company, Philadelphia, Pa.
The Indiana Lumbermen's Mutual Insurance Company, Indianapolis, Ind.
The Central Manufacturers' Mutual Insurance Company, Van Wert, Ohio

At Your Command

When you feel the need of information regarding timber on which you can rely with absolute certainty, write us.

We have in our files data relating to the timber resources of the western hemisphere, particularly North America.

Our organization and exceptional facilities equip us to serve you, to your profit, in matters of small as well as affairs of great moment.

James D. Lacey & Co.

Timberland Factors

CHICAGO, ILL. 1750 McCormick Building
PORTLAND, ORE. 1313 Northwestern Bank Bldg.
SEATTLE, WASH. 1009 White Building

an event that is being looked forward to with much interest. There is some hope that prospects for fall will be shown to be much better than the spring trade has turned out to be. Building is not active as a rule, and hence the demand from the interior finish trade has not been so brisk as had been expected, though some concerns report having gotten some good business from that source.

< ST. LOUIS >

Hardwood conditions are fairly satisfactory but they can hardly be said to be normal for this time of the year. The volume of business, however, is almost as large as it has been for some time. The weather has been affecting the hardwood industry as it has other woods. The demand is seasonably good for gum box boards and high-grade ash. Heavy hardwood timbers are having a good inquiry. The retail yards have not come into the market quite so briskly as they usually do, owing to the recent heavy rains and because the farmers have not had the time to take much interest in building. The local trade is fair and there is a moderate movement in hardwood flooring and also in many oak items. Cottonwood is in moderate demand at the box factories which are running more regularly than they did a short time ago. The cypress situation is steady. The demand is not very heavy but calls for quick delivery. The orders sent in recently have been for mixed cars and they are larger than usual. Prices show but little change although a slight stiffening is noticeable.

< MILWAUKEE >

While trade in the hardwood market is showing gradual improvement, the total volume of business which is being received is hardly so great as lumbermen had wished for. This is due to the fact that considerable important building work, already planned for, has been delayed for a time. During the month of May 167 permits were issued for structures to cost \$1,188,700, as compared with 537 permits and an investment of \$1,743,607 during the corresponding period in 1914. Inspector W. D. Harper says enough large building has been planned to bring the total record for the present year up to the point reached in 1914.

There seems to be considerable building going on in the smaller cities and towns in the country districts about the state and this has resulted in a better demand from retailers, according to local wholesalers. Stocks in the hands of most dealers are not especially large.

The crop outlook in Wisconsin and surrounding states was never better than at present and lumbermen believe that this ought to go a long way in increasing general confidence and result in more building work being carried on. The last crop report issued by the Wisconsin state board of agriculture showed a decided gain in both the condition and acreage of all the leading grain crops of the state. It is generally a foregone conclusion that when crops in this section are good, general business will be satisfactory.

Hardwood flooring and general interior finish stock are in leading demand at the present time, probably a result of the large number of residences and apartment houses being erected in Milwaukee. The flooring manufacturers are buying quite heavily and there is a satisfactory demand from the sash and door and general interior finish manufacturing concerns. The implement and vehicle factories about the state are buying fairly well. The furniture manufacturing concerns are buying only enough stock to meet their present requirements.

< GLASGOW >

Business in this section shows very little sign of improvement, and in no particular direction is the demand satisfactory. High prices are still the factor which handicaps business, and the tendency is still to buy no more than is actually required. Stored stocks are gradually being eaten up, and in a large number of cases the shipments coming to hand are being cleared on an ex quay basis without recourse to storing. In spite of the poor demand existing all over, prices are being well maintained, and almost without exception are increasing.

The first arrival of Quebec birch timber is now to hand, and being of good size and quality it should be dealt with at good prices. The demand for spruce still continues, and figures are on a high level. Box-makers are quiet at the moment, but in a short time large orders will be placed. Several large shipments have come in during the past fortnight both from Portland and St. John. However, a quantity out of each parcel has had to be stored.

Pitch pine is still in poor request owing to the nature of the work which the shipyards have on hand.

Imports from Baltimore and Newport News have come in pretty freely for the past month, and the latest arrivals include wagon oak planks, oak boards, canary whitewood, and an exceptionally large quantity of West Virginia spruce. The export of spruce from this country is barred meantime, but large quantities of West Virginia spruce are consigned from this market to France as silver pine. The furniture trade for some time back has been exceptionally dull, with the result that oak boards are in poor request.

The S. S. "Newlands" from New Orleans arrived a week ago, and discharged the usual assorted cargo, including mahogany boards, cottonwood boards, ash and persimmon logs and pitch pine logs and lumber. Very little has been moved from the quay so far.



HAULING THE SORTED STOCK AWAY FROM THE "TAIL" OF THE MILL.

LAMB-FISH LUMBER COMPANY

Band Mill and General Offices: Charleston, Miss., U. S. A.

THE LARGEST HARDWOOD MILL IN THE WORLD, ANNUAL CAPACITY, 40,000,000

If you go to the Panama-Pacific Exposition do not fail to see our moving picture exhibit in the Mississippi State Building—3,200 ft. of film in three reels.

CABLE ADDRESS—"LAMB."

Codes Used—Universal, Hardwood, Western Union, A. B. C. 5th Edition, Okay

STOCK LIST No. 5—May 1915

	3/8"	1/2"	5/8"	3/4"	4/4"	5/4"	6/4"	7/4"	8/4"	10/4"	12/4"
1st & 2nd Qtd. White Oak, 6" & Up...	118,000	88,000	93,000	24,000	85,000	12,000	13,000	.....	10,000	.....	.....
1st & 2nd Qtd. White Oak, 10" & Up...	.....	.....	25,000	21,000	24,000	3,000	.....	.....	.....	.....	.....
No. 1 Com. Qtd. White Oak, 4" & Up...	27,000	90,000	16,000	56,000	37,000	28,000	2,000	.....	3,000	.....	.....
No. 2 Com. Qtd. White Oak, 3" & Up...	6,000	4,000	13,000	12,000	15,000	2,000	.....	.....	.....	.....	.....
Clr. Qtd. Wh. Oak Strips, 2½-3½", Sap no defect	.....	.....	.....	.....	43,000	.....	.....	.....	.....	.....	.....
Clr. Qtd. Wh. Oak Strips, 4-4½"	.....	.....	.....	.....	18,000	.....	.....	.....	.....	.....	.....
Clr. Qtd. Wh. Oak Strips, 5-5½"	.....	.....	.....	.....	28,000	.....	.....	.....	.....	.....	.....
No. 1 Com. Qtd. Wh. Oak Strips, 2½-5½"	.....	.....	.....	6,000	46,000	.....	.....	.....	.....	.....	.....
1st & 2nd Pl. White Oak, 6" & Up...	260,000	72,000	94,000	53,000	54,000	2,000	22,000	11,000	38,000	.....	.....
No. 1 Com. Pl. White Oak, 4" & Up...	300,000	155,000	88,000	152,000	400,000	52,000	39,000	15,000	10,000	.....	.....
No. 2 Com. Pl. White Oak, 3" & Up...	179,000	17,000	70,000	48,000	152,000	34,000	17,000	.....	.....	.....	.....
No. 3 Com. Pl. White Oak, 3" & Up...	.....	23,000	18,000	18,000	18,000	.....	.....	.....	.....	.....	.....
1st & 2nd Pl. Red Oak, 6" & Up...	1,000	13,000	.....	27,000	30,000	15,000	15,000	.....	18,000	.....	.....
No. 1 Com. Pl. Red Oak, 4" & Up...	.....	11,000	37,000	75,000	15,000	38,000	71,000	.....	18,000	.....	.....
No. 2 Com. Pl. Red Oak, 3" & Up...	2,000	.....	.....	2,000	15,000	23,000	3,000	.....	.....	.....	.....
No. 3 Com. Pl. Red Oak, 3" & Up...	.....	.....	.....	.....	113,000	.....	.....	.....	.....	.....	.....
Sound Wormy Oak Core Stock	.....	.....	.....	.....	250,000	.....	.....	.....	.....	.....	.....
1st & 2nd Red Gum, 6" & Up...	329,000	522,000	102,000	381,000	15,000	87,000	113,000	7,000	38,000	6,000	.....
No. 1 Com. Red Gum, 4" & Up...	157,000	122,000	.....	482,000	40,000	200,000	33,000	.....	49,000	3,000	.....
1st & 2nd Qtd. Red Gum, 5" & Up...	.....	.....	.....	.....	6,000	.....	7,000	.....	24,000	.....	.....
Sap Gum Box Boards, 13-17"	.....	.....	.....	.....	15,000	.....	.....	.....	.....	.....	.....
1st & 2nd Sap Gum, 6" & Up...	23,000	6,000	66,000	80,000	148,000	33,000	67,000	.....	47,000	10,000	10,000
No. 1 Com. Sap Gum, 4" & Up...	.....	.....	119,000	229,000	369,000	314,000	59,000	.....	14,000	.....	.....
No. 2 Common Gum, 3" & Up...	252,000	8,000	350,000	20,000	43,000	15,000	130,000	.....	32,000	.....	.....
No. 3 Common Gum, 3" & Up...	.....	.....	.....	.....	300,000	15,000	34,000	.....	.....	.....	.....
Clr. Sap Gum Strips, 2½-5½"	.....	.....	.....	.....	44,000	.....	.....	.....	.....	.....	.....
1st & 2nd Ash, 6" & Up...	.....	.....	.....	.....	.....	.....	.....	.....	12,000	.....	.....
No. 1 Com. Ash, 4" & Up...	.....	.....	.....	.....	18,000	.....	.....	.....	.....	.....	.....
No. 2 & No. 3 Com. Ash, 3" & Up...	.....	.....	.....	.....	50,000	.....	.....	.....	.....	.....	.....
1st & 2nd Cypress, 6" & Up...	.....	.....	.....	.....	70,000	.....	.....	.....	.....	.....	.....
Select Cypress, 6" & Up...	.....	.....	.....	.....	84,000	.....	.....	.....	.....	.....	.....
Shop Cypress, 5" & Up...	.....	.....	.....	.....	85,000	.....	.....	.....	.....	.....	.....
No. 1 & No. 2 Com. Cypress	.....	.....	.....	.....	150,000	.....	18,000	.....	6,000	.....	.....
Pecky Cypress	.....	.....	.....	.....	118,000	.....	.....	.....	.....	.....	.....
Log Run Elm	.....	.....	.....	.....	42,000	.....	3,000	.....	.....	.....	.....
Com. & Better Tupelo	.....	.....	.....	.....	28,000	.....	.....	.....	.....	.....	.....
Com. & Better Cottonwood	.....	.....	.....	.....	11,000	.....	.....	.....	.....	.....	.....

Especial attention directed to Item of Oak Core Stock. Facilities for surfacing and kiln-drying. Oak Bridge and Crossing Plank, Switch and Cross Ties Specialized in.

ALL ORDERS CAREFULLY AND QUICKLY FILLED



THE BIG SORTING SHEDS. THIS CONTINUOUS STREAM OF HIGH-PRICED LUMBER GIVES VISUAL EVIDENCE OF THE SIZE OF OUR OPERATION.

Advertisers' Directory

NORTHERN HARDWOODS.

Arplin Hardwood Lumber Co.....	51
Barnaby, Charles H.....	51
Boyle, Inc., Clarence.....	5
Buffalo Hardwood Lumber Co....	66
Cobbs & Mitchell, Inc.....	3
Connor, R., Company.....	65
East Jordan Lumber Co.....	63
Elias, G., & Bro.....	66
Hatten Lumber Company.....	49
Hoffman Bros. Company.....	9-10
Kneeland-Bigelow Co., The.....	7
Kneeland-McLurg Lumber Co....	65
Litchfield, William E.....	4
Mellvain, J. Gibson, & Co.....	2
McLean, Hugh, Lumber Co.....	66
Miller, Anthony.....	66
Mitchell Bros. Co.....	3
Mowbray & Robinson Co.....	4-9
Palmer & Parker Co.....	11
Parry, Chas. K., & Co.....	11
Powell-Myers Lumber Co.....	4
Rib Lake Lumber Company.....	40
Rice Lake Lumber Co.....	65
Richardson Lumber Company....	7
Rosa & Wentworth.....	7
Standard Hardwood Lumber Co..	66
Stearns Salt & Lumber Company.	4
Stephenson, I., Co., Trustees....	63
Stimson, J. V.....	9-68
Strable Manufacturing Company..	63
Sullivan, T., & Co.....	66
Tegge Lumber Co.....	47
Von Platen Lumber Company....	63
Willson Bros. Lumber Company..	4
Wistar, Underhill & Nixon.....	4
Yeager Lumber Company, Inc....	63
Young, W. D., & Co.....	7

OAK.

See List of Manufacturers on page 9

POPLAR.

Alton Lumber Company.....	9-47
Anderson-Tully Company.....	6-9
Atlantic Lumber Company.....	9
Day Lumber & Coal Company....	9-54
Faust Bros. Lumber Co.....	10

RED GUM.

Anderson-Tully Company.....	6-9
Baker-Matthews Mfg. Co.....	9-56
Bliss-Cook Oak Company.....	9-56
Bonner, J. H., & Sons.....	9-56
Brown, Geo. C., & Co.....	9-10
Himmelberger-Harrison Lbr. Co..	56

Lamb-Fish Lumber Company....	9-59
Paepeke Leicht Lumber Co....	9-57
Penrod-Jurden & McCowen....	9-68
Stimson, J. V.....	9-68
Stimson Veneer and Lumber Co..	55

SOUTHERN HARDWOODS.

Alton Lumber Company.....	9-47
Anderson-Tully Company.....	6-9
Atlantic Lumber Company.....	9
Baker-Matthews Mfg. Co.....	9-56
Bliss-Cook Oak Company.....	9-56
Bonner, J. H., & Sons.....	9-56
Boyle, Inc., Clarence.....	5
Brown, Geo. C., & Co.....	9-10
Buffalo Hardwood Lumber Co....	66
Burkholder, S., Lumber Company.	9-61
Buskirk-Rutledge Lumber Co....	9-44
Carnahan-Allport Lumber Co....	6-9
Crane, C., & Co.....	9-54
Cutslinger, F. M.....	48
Day Lumber & Coal Company....	9-54
Dugan Lumber Co.....	58
Elias, G., & Bro.....	66
Farris Hardwood Lumber Co....	9-58
Faust Bros. Lumber Company....	10
Francke, Theodor, Erben Gmb. H.	
Galloway Pease Company.....	54
Goodlander-Robertson Lumber Co..	50
Himmelberger-Harrison Lbr. Co..	56
Hitt, H. H., Lumber Company....	9-41
Huddleston-Marsh Lumber Co....	5
Lamb-Fish Lumber Company....	9-59
Liberty Hardwood Lumber Co....	53
Litchfield, William E.....	4
Little Rock Lumber & Mfg. Co..	6-9
Long-Knight Lumber Company....	9
McClellan-West Lumber Co.....	9-52
Mellvain, J. Gibson, & Co.....	2
McLean, Hugh, Lumber Co.....	66
Miller, Anthony.....	66
Mowbray & Robinson Company..	4-9

Paepeke Leicht Lumber Co.....	9-57
Parry, Chas. K., & Co.....	
Penrod-Jurden & McCowen....	9-68
Peytona Lumber Company.....	52

Rodds Lumber and Veneer Co..	
------------------------------	--

Salt Lick Lumber Company.....	47
Spotswood, E. R., & Son.....	9-50
Standard Hardwood Lumber Co..	66
Stimson Veneer and Lumber Co..	55
Sullivan, T., & Co.....	66

Vestal Lumber & Manufacturing Co.....	6-9
---------------------------------------	-----

Whitmer, Wm., & Sons.....	4
Williams Lumber Company.....	53
Willson Bros. Lumber Company..	4
Wistar, Underhill & Nixon.....	4

Yates, John B., Lumber Co.....	4
Yeager Lumber Co., Inc.....	66
Young, Redna, Lumber Co.....	43

VENEERS AND PANELS.

Alnapee Veneer & Seating Co....	64
Bird's Eye Veneer Company.....	55
Buckeye Veneer Company.....	64
East St. Louis Walnut Co.....	
Evansville Veneer Company.....	45
Hoffman Bros. Company.....	9-10
Huddleston-Marsh Lumber Co....	5
Kentucky Veneer Works.....	54
Knoxville Veneer Company.....	64
Long-Knight Lumber Company....	9
Louisville Veneer Mills.....	
Milwaukee Basket Company.....	65
Mississippi Veneer & Lumber Com- pany.....	3
Nartzik, J. J.....	5
Ohio Veneer Company.....	54
Palmer & Parker Company.....	
Penrod Walnut & Veneer Co.....	68
Pickrel Walnut Company.....	54
Rayner, J.....	5
Roddia Veneer and Lumber Co....	
Sanders & Egbert Company.....	
Standard Veneer Company.....	
Stimson Veneer & Lumber Co....	55

Tomabawk Box and Veneer Co..	65
Waetjen, Geo. L., & Co.....	64
Willey, C. L.....	42
Wisconsin Seating Company....	64
Wisconsin Veneer Company.....	64

MAHOGANY, WALNUT, ETC.

East St. Louis Walnut Co.....	
Evansville Veneer Company.....	45
Francke, Theodor, Erben Gmb. H.	
Hamilton, J. V.....	38
Hartzell, Geo. W.....	
Huddleston-Marsh Lumber Co....	5
Long-Knight Lumber Company....	9
McCowen, H. A., & Co.....	

Palmer & Parker Co.....	
Penrod Walnut & Veneer Co....	68
Pickrel Walnut Company.....	54
Purcell, Frank.....	
Rayner, J.....	5
Sanders & Egbert Company.....	
Willey, C. L.....	42

HARDWOOD FLOORING.

Bliss-Cook Oak Company.....	9-56
Cobbs & Mitchell, Inc.....	3
Eastman, S. L., Flooring Co....	4
Kerry & Hanson Flooring Co....	63

Mitchell Bros. Company.....	3
Salt Lick Lumber Company.....	47
Stearns Salt & Lumber Company	4
Stephenson, I., Co., Trustees....	63
Strable Manufacturing Co.....	63
Whee, T., Company, The.....	6
Young, W. D., & Co.....	7

WOODWORKING MACHINERY.

Alpena Industrial Works.....	2
Cadillac Machine Company.....	63
Gerlach, The Peter, Company....	61
Mershon, W. B., & Co.....	
Phoenix Manufacturing Co.....	

VENEER MACHINERY

Merritt Manufacturing Company..	67
---------------------------------	----

LOGGING MACHINERY.

Baldwin Locomotive Works.....	62
Edgerwood Mfg. Company.....	62

DRY KILNS AND BLOWERS.

Grand Rapids Veneer Works.....	62
Morton Dry Kiln Company.....	10
Phila. Textile Mch. Company....	5
Standard Dry Kiln Company....	62

LUMBER INSURANCE.

Central Manufacturers' Mut. Ins. Company.....	58
Epperson, U. S., & Co.....	
Indiana Lumbermen's Mut. Ins. Company.....	63
Lumbermen's Underwriting Alli- ance.....	
Lumber Mutual Fire Insurance Company.....	58
Lumbermen's Mut. Ins. Co.....	58
Manufacturing Lumbermen's Un- derwriters.....	
Pennsylvania Lumbermen's Mut. Fire Ins. Company.....	68
Rankin-Benedict Underwriting Co.	

TIMBER LANDS.

Campbell, L. E., Lumber Company	51
Lacey, James D., & Co.....	58

TIMBER ESTIMATORS.

Lauderburn, D. E.....	
-----------------------	--

MISCELLANEOUS.

American Rule & Mfg. Company..	
Broderick & Baseom Rope Co....	46
Childs, S. D., & Co.....	61
Gerlach, The Peter, Company....	61
Lumbermen's Credit Assn.....	5
Perkins Glue Company.....	49

CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

- For one insertion.....20c a line
- For two insertions.....35c a line
- For three insertions.....50c a line
- For four insertions.....60c 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 charges for copies of paper containing the advertisement.

LUMBER FOR SALE

FOR SALE

5 cars Hard Maple 8/4 to 16/4, good widths and lengths; 3 cars poplar; 5 cars chestnut, write if interested.

J. G. BUSTON, Tazewell, Va.

DRY BAND SAWED STOCK

Piled at our mill in Alabama—ready for shipment. 100,000 feet 4/4 1sts and 2nds Plain Red Oak. 50,000 feet 4/4 No. 1 common Plain Red Oak. 50,000 feet 4/4 1sts and 2nds Sap Gum. 30,000 feet No. 1 common Sap Gum. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

FOR SALE.

- 1 car 8/4 No. 1 Common Hickory.
- 1 car 8/4 No. 2 Common Hickory.
- 2 cars Hickory Axles cut to order.

S. BURKHOLDER LUMBER CO., Crawfordsville, Indiana.

LUMBER WANTED

You have
OLD CUSTOMERS
but
NEW ONES

must be added constantly to move your Lumber these days.

To this end accurate knowledge of factory needs is essential.

We have this information in strictly up-to-date form, all tabulated and ready for instant use. It is proving a big asset in many hardwood offices these days. Can you afford to give your competitor this advantage?

Let us tell you more about it.

HARDWOOD RECORD, Ellsworth Building, Chicago, Ill.

LOGS WANTED

WANTED—BLACK WALNUT LOGS.

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

WANTED—BLACK WALNUT LOGS

We pay cash for Black Walnut Logs 10" and up in diameter. Inspection at shipping point.

MALEY & WERTZ, Evansville, Ind.

DIMENSION STOCK WANTED

WANTED

1½x1½x8" or multiples Hard Maple, 1x1 and 1½x1½x4 to 6' long Hard Maple, Beech or Birch, 1½x3½x35 and 47" Hard and Soft Maple. HUFF-STICKLER LUMBER CO., South Bend, Ind.

SQUARES WANTED

2 cars 2x2—30" clear Dry White Oak.
2 cars 2x2—30" clear Dry White Ash.
2 cars 2½x2½—30" clear Oak.
1 car 3x3—30" clear Oak.
Quote best cash price, describing stock for dryness.

PROBST LUMBER CO., Cincinnati, O.

DIMENSION STOCK FOR SALE

FOR SALE.

2 cars 2x2—30" Oak Squares. Dry.
2 cars 1x1—30" Oak, Ash & Hickory squares. Dry.
1 car 3x3—30" Oak Squares, green.
1 car 2½x2½—30" Oak Squares, green.
AMORY DIMENSION MILL CO., Amory, Miss.

TIMBER FOR SALE

VIRGIN HARDWOOD TIMBER

for sale, 7,000,000 feet red and white oak, maple, birch, bass, ash, etc., also 80 acres cedar, 80 acres pine, adjoining. CROWELL, S17 Palace Bldg., Minneapolis, Minn.

40,000 ACRES HARDWOOD TIMBER

Less than 15 miles of main line of Chesapeake & Ohio R. R. in eastern part of Virginia. Easy logging and will cut about 6,000 feet per acre. Price \$20.00 per acre on easy terms.

Address "BOX 42," care HARDWOOD RECORD.

TIMBER LANDS FOR SALE

FOR SALE AT A SACRIFICE

5,000 to 50,000 acre tracts southern pine and hardwood timberlands. Some extra choice forked leaf White Oak.

J. L. FARLEY, De Soto, Mo.

BUSINESS OPPORTUNITIES

FOR SALE

Saw Mill and 14,000 acres Hardwood Timber in Louisiana, most favorably located on railroad and water course. Mill is 50,000 feet daily capacity band mill. Will sell cheap on small cash payment and deferred payments by bond issue or mortgage at 6%.

J. EDW. CRUSEL, New Orleans, La.

HARDWOOD STUMPAGE AND MILL

Correspondence is solicited with responsible parties wanting a Texas hardwood proposition involving 50,000 ft. up Oaks, Ash, Cottonwood, and Elm, with 20,000,000 capacity mill equipment installed. Address,

JOHN W. MACKEY, Beaumont, Texas, Attorney for Owners.

EMPLOYES WANTED

MAIL HELP WANTED

Mahogany order department—man competent to reach trade through letter and circular medium. Want only thoroughly trained and experienced man. Address "BOX 60," care HARDWOOD RECORD.

MISCELLANEOUS

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you.

GERLACH

Stave, Heading, Keg, Tub and Barrel MACHINERY

Has a tremendous earning power. WRITE FOR PRICES.

The Peter Gerlach Company, CLEVELAND, SIXTH CITY

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO. Chicago

We also make Time Checks, Stencils and Log Hammers.



If you are not a subscriber to HARDWOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.

Dry Kiln Trucks

that are cheaply made are dear at any price. To stand up under the strain of rough handling, a truck has to be first correctly designed and then built to last.



STANDARD Trucks

are the easiest-running and longest-lasting that money can buy. Yet they don't cost any more than inferior trucks.

Our Truck Booklet, illustrating styles for all dry kiln purposes, will be sent with prices for the asking. Address: The Standard Dry Kiln Co., 1559 McCarty St., Indianapolis, Ind.

Baldwin Loggers

are built for SERVICE, and they will SERVE YOU WELL



The 2-6-2 type, illustrated above, can be used in either switching or main line work. It is a safe engine on sharp curves and uneven tracks, and steams freely in the heaviest service.

THE BALDWIN LOCOMOTIVE WORKS
PHILADELPHIA, PA., U. S. A.

Cable Address:—"Baldwin, Philadelphia"

REPRESENTED BY

- F. W. WESTON.....50 Church Street, New York, N. Y.
- CHARLES RIDDELL.....625 Railway Exchange, Chicago, Ill.
- C. H. PETERSON.....1610 Wright Building, St. Louis, Mo.
- GEORGE F. JONES.....407 Travelers' Building, Richmond, Va.
- A. WM. HINGER.....722 Spalding Building, Portland, Oregon

GRAND RAPIDS VAPOR KILN

Honeycombing and Hollowhorning



Just because the above lumber was baked dry on the outside faster than it was dried in the center.

Do you ever do it?

A Grand Rapids Vapor Kiln doesn't honeycomb for a hot vapor envelopes the lumber during drying and prevents the shrinkage that causes strain and pulls the fibres apart.

Ask for "dope."

GRAND RAPIDS MICHIGAN



RELAYING LOGS 3600 FEET

OVER TWO SPANS
LIDGERWOOD
OVERHEAD RELAY
SKIDDER

Skids logs over intervening ridges—One continuous operation, from one setting—Saves railroad building

Write for Particulars

Lidgerwood Mfg. Company

96 LIBERTY ST., NEW YORK
Woodward, Wight & Co., Ltd., New Orleans. Lidgerwood Mfg. Co., Seattle, Wash.

M I C H I G A N
FAMOUS FOR HARD MAPLE AND GREY ELM

“Ideal” Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—“IDEAL.”

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

I. Stephenson Co., Trustees - WELLS, MICHIGAN

VON PLATEN LUMBER CO.
Iron Mountain, Michigan

MANUFACTURERS OF

BIRCH BASSWOOD ELM MAPLE

- | | |
|--|---|
| 50 M ft. of 5/4 No. 3 Common Basswood. | 100 M ft. of 6 ft. No. 3 Common Maple. |
| 30 M ft. of 12/4 No. 2 Common & Btr. Maple. | 100 M ft. of 5/4 No. 2 Com. & Better Blrch. |
| 50 M ft. of 8/4 No. 3 Common Maple. | 30 M ft. of 8/4 No. 1 Com. & Better Blrch. |
| 100 M ft. of 12/4 No. 3 Common Maple. | 15 M ft. of 10/4 No. 1 and 2 Common Blrch. |
| 100 M ft. of 5/4 No. 1 and No. 2 Common Maple. | 50 M ft. of 6/4 No. 2 Com. & Btr. Rock Elm. |
| 150 M ft. of 6/4 No. 2 & Better Maple. | 100 M ft. of 6/4 No. 3 Com. Elm. |

Strable Mfg. Company

Manufacturers of

Hardwood Lumber

AND

Maple Flooring

Saginaw Michigan

WE WANT TO MOVE:

- 50,000 ft. 8/4 No. 2 and better Soft Maple.
150,000 ft. 4/4 No. 2 and better Soft Maple.
75,000 ft. 6/4 No. 2 Common Soft Elm.
75,000 ft. 6/4 No. 3 Common Soft Elm.
30,000 ft. 4/4 No. 2 Common Soft Elm.
100,000 ft. 4/4 No. 1 Common Basswood.
37,000 ft. 4/4 No. 2 Common Basswood.

EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

We offer for prompt shipment:

- | | | |
|------|------|------------------------------------|
| 100M | 4/4 | End Dried White Maple |
| 10M | 5/4 | End Dried White Maple |
| 19M | 6/4 | End Dried White Maple |
| 21M | 6/4 | No. 1 Common and Better Hard Maple |
| 50M | 12/4 | No. 1 Common and Better Hard Maple |
| 30M | 16/4 | No. 1 Common and Better Hard Maple |
| 25M | 4/4 | White Pine Crating Lumber |
| 18M | 4/4 | No. 2 Common and Better Soft Maple |

FULL THICKNESS BAND SAWN QUICK SHIPMENT

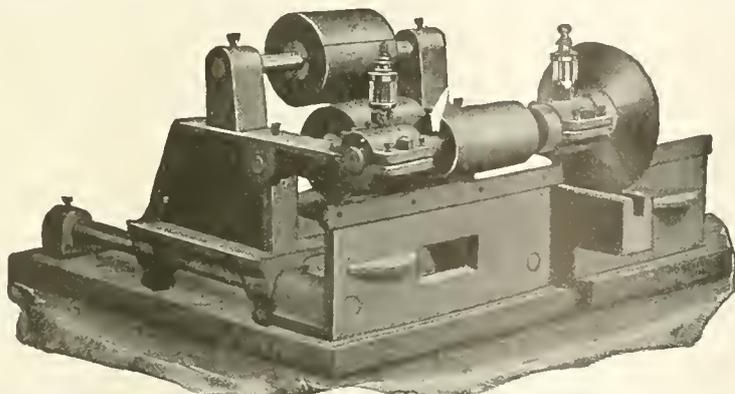
“Chief Brand” Maple and Beech Flooring

in 3/4, 5/8 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN



BUTTING SAW

for
Flooring Factories

For cutting out defects and making square and smooth ends for end-matching machines. Used by the largest producers. Write for particulars and prices.

Manufactured by

Cadillac Machine Co.
CADILLAC, MICH.

VENEERS AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

*Every Man is Partial
To His Own Goods*

*But the progress of his business
tells the truth*

The last few years have seen a remarkable expansion in our plant and organization - building after building has been added until now we have double the capacity of a few years ago.

This is a reason

Every one of our products

*Rotary cut fine basswood ash & birch
tops & panels - Backs & seats
Coak ladders and blind panels*

enjoys the most exacting cars and supervision in making

You Can Easily Prove That Claim

*The Wisconsin Seating Co.
New London Wisconsin
- Makers of Time-Proof Panels*

VENEERS

Sliced Quartered White Oak
and American Walnut

Let Us Quote You

The Buckeye Veneer Co.
Dayton, Ohio

WISCONSIN VENEER CO.

Rhineland, Wisconsin

Birch Ash Elm Basswood

Rotary-Cut Veneer
Built Up Panels

BASSWOOD DRAWER BOTTOMS

Sliced Quartered Oak Figured Gum American Walnut

Cut to Dimension, Jointed and Taped,
Ready to Lay ROTARY CUT

CHESTNUT ASH POPLAR
PINE OAK WALNUT

Knoxville Veneer Co.

P. B. RAYMOND, General Manager, Knoxville, Tenn.

Door Panels

Three and Five Ply

All Woods

For One, Two, Five and Six Panel Doors
All Carried in Stock Ready for
Immediate Shipment

Geo. L. Waetjen & Co.

Milwaukee

Wisconsin

WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

A Complete Stock

EVERYTHING IN
NORTHERN HARDWOOD

Send Us Your Inquiries

R. CONNOR CO., Marshfield, Wis.



Our New Mill in Phillips, Wis.

ARE YOU IN THE MARKET FOR THE BEST **Wisconsin Hardwoods?**

Send for Price List "H. R." Today

These Items Are in Excellent Shipping Condition

500,000' 4/4 No. 2 Common and Better Unselected Birch.	500,000' 4/4 No. 2 Common and Better Hard Maple.
300,000' 4/4 No. 1 Common and Better Unselected Basswood.	1 Car 8/4 No. 2 Common and Better Basswood.
350,000' 4/4 No. 2 Common Basswood, Rough.	1 Car 5/4 Nos. 1, 2, and 3 Basswood.
400,000' 4/4 No. 3 Common Basswood, Rough.	3 Cars 4/4 No. 3 Common Ash.
300,000' 6/4 No. 2 Common and Better Soft Elm.	5 Cars 6/4 Soft Elm Scoots.
100,000' 6/4 No. 3 Common Soft Elm.	3 Cars 6/4 Birch Scoots.
	1 Car 4/4x11" and Wider 1st and 2nd Basswood.

KNEELAND-McLURG LUMBER CO.

Manufacturers of Hardwoods

PHILLIPS, WIS.

BIRCH

4-4 and thicker, No. 1 Common and Better also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

Rice Lake Lumber Co., Rice Lake, Wis.

If you haven't seen the Gibson Tally Book

Let us send you one on approval, with samples of Tally Tickets for triplicate, duplicate or single tallies—a score of forms to choose from. They are the latest and best. Endorsed by hundreds of lumber manufacturers and buyers.

Hardwood Record
CHICAGO

OUR BIRCH VENEERS

ARE THE PRODUCT OF HIGH GRADE LOGS, FIRST-CLASS EQUIPMENT AND OVER TEN YEARS' EXPERIENCE

MILWAUKEE BASKET COMPANY, South Milwaukee, Wis.

TOMAHAWK VENEER & BOX CO.

Manufacturers of Draw Bottoms in Birch and Basswood, Pin Blocks, Back Panels, also Heading and American Cheese Boxes our Specialties

TOMAHAWK

WRITE FOR PRICES.

WISCONSIN

Hardwood Record's

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. **It's the BEST sales medium for hardwood lumber.**

B U F F A L O

The Foremost Hardwood Market of the East

Standard Hardwood Lumber Co.

OAK, ASH and
CHESTNUT

1075 Clinton Street

ANTHONY MILLER
HARDWOODS
OF ALL KINDS

893 Eagle Street

G. Elias & Bro.
HARDWOODS

White Pine, Yellow Pine, Spruce,
Hemlock, Fir, Lumber, Timber, Mill-
work, Boxes, Maple and Oak Flooring

955 - 1015 ELK STREET

Hugh McLean Lumber Co.

OUR SPECIALTY:

QUARTERED
WHITE OAK

940 Elk Street

BUFFALO HARDWOOD
LUMBER CO.

Dry band sawed stock

Piled at our Mill in Alabama ready for shipment
100000' 4/4 1s & 2s Plain Red Oak.
50000' 4/4 No. 1 common Red Oak.
50000' 4/4 1s & 2s Sap Gum.
30000' 4/4 No. 1 common Sap Gum.

940 Seneca Street

Yeager Lumber Company, Inc.

Specialties:

Oak, Ash and Poplar

932 ELK STREET

T. SULLIVAN & CO.
HARDWOODS

Specialty - Brown Ash

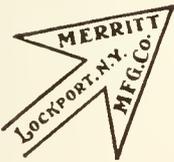
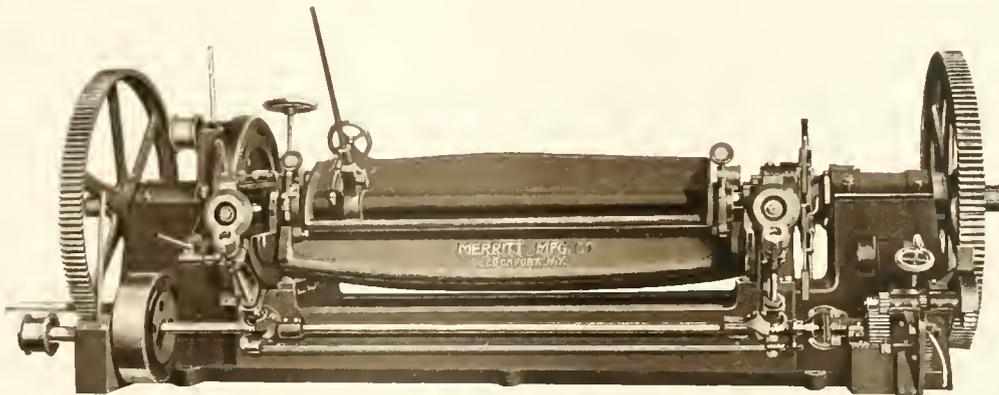
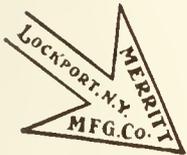
No. 2 ARTHUR STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

VENEER LATHES-

The "Merit" Veneer Lathe is guaranteed to give the very best results possible on such a machine. It is guaranteed to be made of the best possible material and by the very best mechanics.

We can safely do this because we know that the "Merit" Veneer Lathe with its one piece solid cast iron base, its extra "third bearing" for doubly strengthening the spindles, the "straight line action" of the knife carriage, and many other important features will carry out our statements.



Are you just now considering the installation of a veneer plant in connection with your lumber business? If so, send for our catalogue, giving us the average diameter of your logs, and the approximate lengths of veneer you wish to cut; we will, by return mail, send you a complete quotation on the required machinery.

Have you a veneer plant already, but are looking for new machinery?—a Lathe, a clipper, or both perhaps? You doubtless then have heard of the "Merit" Veneer Lathe before and know that it is always spoken of as the best. Why? Because of the features embodied in our machines to produce the best material on the market at the lowest cost of operation.

MERRITT MFG. CO.-LOCKPORT, N.Y.

BOTH NORTHERN and
SOUTHERN OAK

HARDWOOD LUMBER and
ROTARY VENEERS

STIMSON'S MILLS

J. V. STIMSON
HUNTINGBURG, IND.

J. V. STIMSON HARDWOOD CO.
MEMPHIS, TENN.

STIMSON VENEER & LUMBER CO.
MEMPHIS, TENN.

Entire Line of Well Manufactured
HARDWOOD LUMBER

from 3/8" thick up

IN DRY STOCK

including

OAK AND RED GUM

PLAIN AND QUARTER SAWN

WALNUT POPLAR
HICKORY ASH
ELM MAPLE

ABC AND WESTERN UNION CODE

Tells all there is to know about every
commercial forest tree of America.

AMERICAN FOREST TREES

(WRITTEN IN THE LUMBERMAN'S LANGUAGE)

*Completely illustrated with
original photographs and draw-
ings and handsomely bound.*

(Price \$6 Prepaid)

HARDWOOD RECORD, 537 S. DEARBORN ST.
CHICAGO, ILL.

PENROD Walnut & Veneer Co.

Manufacturers

EXCLUSIVELY
WALNUT LUMBER AND VENEERS

KANSAS CITY, MO.

PENROD-JURDEN & McCOWEN

Manufacturers of

HARDWOOD LUMBER AND VENEERS

Announce the Opening of

GENERAL OFFICES in

MEMPHIS, TENN.

Veneer Mills,
HELENA, ARK.

Band Mills,
BRASFIELD, ARK.

Hardwood Record

Twentieth Year,
Semi-Monthly.

CHICAGO, JUNE 25, 1915

Subscription \$2.
Single Copies, 10 Cents.



ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

J. Gibson McIlvain & Company

1420 Chestnut Street PHILADELPHIA, PA.

Everything in Lumber

We Offer the Following in Dry Stock:

4 4 No. 1 Common Birch.....	200,000 ft.
5 8 No. 1 & 2 Soft Yellow Poplar...	90,000 ft.
1 car 4 4 No. 1 & 2 Basswood, 10" & over.	
7x24 No. 1 Heart Split Cypress Shingles	160,000

QUICK SHIPMENT

RIGHT PRICES

A Prominent Veneer Man says:

“I believe your new service showing the exact requirements of the Veneer and Panel Trade to be highly accurate, and a necessary part of the office equipment of any progressive veneer or panel factory.”

The same information would cost you thousands of dollars. The cost of our service is a small fraction of that.

Ask your competitor to tell you how it has helped him, and then write us for details.

HARDWOOD RECORD,

CHICAGO, ILL.

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

MICHIGAN HARDWOODS, OUR OWN MANUFACTURE

Sales Department

COBBS & MITCHELL, Inc.

CADILLAC, MICH.

JUNE 3, 1915.

DRY STOCK LIST

4/4 Basswood 1s & 2s.....	100 M
1x4 Basswood, clear.....	8 M
4/4 Basswood No. 1 Common.....	100 M
4/4 Basswood No. 2 Common.....	300 M
4/4 Basswood No. 3 Common.....	50 M
4/4 Basswood No. 2 Common and Better.....	200 M
4/4 Birch 1s & 2s Sap.....	17 M
4/4 Red Curly Birch 1s & 2s.....	1/2 M
4/4 Cadillac Gray Elm 1s & 2s.....	25 M
4/4 Cadillac Gray Elm No. 1 Common.....	100 M
4/4 Cadillac Gray Elm No. 2 Common.....	300 M
4/4 Cadillac Gray Elm No. 2 Common and Better..	100 M
3/4 Cadillac Gray Elm 1s & 2s.....	40 M
4/4 White Maple End Dried (Clear).....	10 M
4/4 Birdseye Maple End Dried.....	3 M
5/4 Maple Step 1s & 2s.....	15 M
4/4 Beech No. 3 Common.....	22 M
4/4 Maple No. 4.....	7 M
4/4 Elm and Basswood No. 4 Common.....	43 M

"It is not what lumber costs you, so much as what you can get out of it, that decides its value for your work."

MITCHELL BROTHERS CO.

DRY STOCK LIST

MICHIGAN HARDWOODS

CADILLAC, MICH.

JUNE 3, 1915.

4/4 Basswood 1s & 2s.....	60 M
4/4 Basswood No. 1 Common.....	75 M
1x6 Basswood No. 2 Common.....	37 M
4/4 Basswood No. 2 Common.....	80 M
4/4 Basswood No. 3 Common.....	30 M
1x4 Basswood No. 3 Common.....	20 M
1x6 Basswood No. 3 Common.....	25 M
1x7 & up Basswood No. 3 Common.....	20 M
4/4 Birch 1s & 2s Red.....	18 M
4/4 Birch No. 3 Common.....	27 M
4/4 to 3/4 Cherry No. 2 Common & Better.....	18 M
4/4 Cadillac Gray Elm 1s & 2s.....	18 M
4/4 Cadillac Gray Elm No. 1 Common.....	100 M
4/4 Cadillac Gray Elm No. 2 Common.....	90 M
4/4 Cadillac Gray Elm No. 3 Common.....	90 M
5/4 Cadillac Gray Elm No. 1 Com. & Better.....	60 M
4/4 Birdseye Maple 1s & 2s End dried.....	2 M
4/4 Hardwoods, No. 4.....	60 M
4/4 Elm & Basswood, No. 4.....	22 M

The 5/4 Gray Elm runs from 80 to 90% 12 inches and wider and largely 14 inches and wider.

Cadillac Quality

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition—send us your inquiries.

We Sell Only Mitchells-Make



SATISFACTION

Is synonymous with Figured Red Gum furniture.

Satisfaction on the part of dealers because of its great attractiveness and quick-selling power.

Satisfaction to manufacturers by reason of its easy working and finishing characteristics, extreme soundness causing small percentage of waste, and reasonableness in price.

Many manufacturers, appreciating the heavy demand for Figured Gum, and foreseeing its great future on account of the scarcity of Circassian walnut and the increased defective character of the stocks that are offering, and necessary high prices, are discarding the imported wood entirely and are using Figured Gum almost exclusively.

You certainly are overlooking a most splendid opportunity if you do not use Figured Gum. Make up a few sample cases and you will be easily convinced. You cannot profit by delay.

Samples on request.

Now is the time.

Write for Booklet—"Second Trip into Oblivion"

THE LOUISVILLE VENEER MILLS

Makers of good veneers and panels for a quarter of a century.

Louisville, Ky.

J. RAYNER
VENEERED PANELS
 ALL WOODS
 SEND FOR STOCK LIST
MAHOGANY LUMBER
 CARROLL AVE. AND SHELDON ST.
 CHICAGO



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

THE POWELL MYERS LBR. CO.
 of SOUTH BEND, IND.

**Anything and Everything
 in Dimension Hardwoods**
Cut to Order

WE SPECIALIZE IN
*Chair Posts and Rockers Band Sawed to Pattern.
 Timbers, Plank, Wagon, Implement, Chair and
 Furniture Stock.*

Clarence Boyle, Inc., Lumber Exchange Bldg.
 Chicago

WHOLESALE LUMBER

Always in the market for OAK, GUM and POPLAR

Q For items of Hardwood Stock or Hardwood Machinery, you will find it advantageous to write our advertisers. Get in touch!

Our FLOORING PLANT is now complete. We are prepared to furnish promptly

Made **(MR)** Right

OAK FLOORING
 in carload or less than carload shipments, scientifically cured, perfectly worked, uniform in color and texture

THE MOWBRAY & ROBINSON CO., Cincinnati, O.
 FACTORY—QUICKSAND, KENTUCKY
 YARDS—Detroit, Mich.; Rochester, N. Y.; Brooklyn, N. Y.; Cincinnati, O.
 BRANCH OFFICES—Indianapolis, Ind.; Grand Rapids, Mich.; Cleveland, O.;
 Buffalo, N. Y.; Boston, Mass.

"STEARNS"
QUALITY
LUDINGTON

Hardwood Specialists

5,000,000 feet

4-4 to 8-4

BEECH

A complete stock of thoroughly dry Beech in all grades

We specialize in Kiln Dried Stock

The **STEARNS**
 SALT & LUMBER CO.
 LUDINGTON, MICH.

Hardwood Record's

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. **It's the BEST sales medium for hardwood lumber.**

WALNUT WANTED

If you have any
WALNUT TIMBER WALNUT TREES
WALNUT LOGS

for sale, write us at

LOGANSPORT, INDIANA
SALEM, INDIANA
LOUISVILLE, KENTUCKY
NASHVILLE, TENNESSEE

We will send representative to measure at shipping point and PAY CASH

H. A. McCOWEN & CO.

WE WANT TO BUY WALNUT

If you have for sale any
 Walnut, whether in the tree
 or the log, get in touch
 with us today. We will send
 a representative to your ship-
 ping point. We pay cash.

EAST ST. LOUIS WALNUT COMPANY
EAST ST. LOUIS, ILLINOIS

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

COTTONWOOD

OAK

PLAIN AND QUARTERED RED AND WHITE

RED AND SAP GUM

High Grades *Band Sawn Lumber*

We Make a Specialty of Thin Stock

COTTONWOOD
AND GUM VENEERS
THREE-PLY GUM PANELS
BOX SHOOKS—EGG CASES

Write Us for Prices

Anderson-Tully Company
MEMPHIS, TENN.



5 cars 4/4" 1s & 2s Plain White Oak.	1 car 4/4" No. 2 Common Quartered White Oak.
10 cars 4/4" No. 1 Common Plain White Oak.	1 car 4/4" 1s & 2s Plain Red Oak.
5 cars 4/4" No. 2 Common Plain White Oak.	5 cars 4/4" No. 1 Common Plain Red Oak.
1 car 3/8" 1s & 2s Plain White Oak.	5 cars Com. & Better Sound Wormy, Red & White Oak.
1 car 3/8" No. 1 Common Plain White Oak.	5 cars No. 3 Common, Plain Red & White.
2 cars 4/4" 1s & 2s Quartered White Oak.	1 car 4/4" 1s & 2s Red Gum.
5 cars 4/4" No. 1 Common Quartered White Oak.	2 cars 4/4" No. 1 Com. Red Gum.
	Oak Car Material.
	Oak Bridge & Crossing Plank.

Hand Sawn Stock. Dry and Ready for Immediate Shipment. Your Inquiries Solicited

Carnahan-Allport Lumber Company

SUCCESSORS:

VARNER LAND & LUMBER COMPANY
Allport, Lonoke Co., Ark.

W A N T E D

G U M

15 Inch and Wider, First and Second Sap Gum

G. H. EVANS LUMBER CO.
Chattanooga, Tenn.

THE SOUTH



The accompanying cut illustrates the reason why our quartered oak cannot be excelled for width, soundness, figure and general excellence.

This white oak log is typical of the stock we are getting constantly from our timber.

The following items should be of especial interest to careful buyers:

Quartered White Oak				Quartered Red Gum			
Fas.	No. 1 Com.	No. 2 Com.	No. 3 Com.	Fas.	No. 1 Com.	No. 2 Com.	No. 3 Com.
3/4..	1,500	1,500	.....	6/4..	41,933	49,872	30,000
4/4..	6,000	45,300	11,000	4/4..	13,000	30,000	.....
5/4..	16,340	31,630	13,000	5/4..	23,800	6,380	.....
6/4..	20,000	47,500	5,000	6/4..	35,000	31,000	.....
7/4..	9,000	8,000	1,000	8/4..	60,000	32,500	.....
8/4..	16,500	34,345	2,400	12/4..	.....	1,000	.....
12/4..	8,000	8,000	.....	Plain Red Gum			
Quartered Red Oak				4/4..	00,000	150,000	14,000
3/4..	3,000	7,000	2,500	5/4..	8,000	15,000	7,000
4/4..	57,400	54,485	20,385	6/4..	35,000	71,000	12,000
5/4..	61,585	48,230	16,950	10/4p&q	2,675	3,500	.....

Alexander Bros., Belzoni, Miss.
Manufacturers and Wholesalers Southern Hardwoods

Quality in Raw Material Is the *First Essential to Quality in Any Finished Product*

In lumber manufacture the first thing necessary is the right kind of timber. We are especially fortunate in that being situated at Little Rock, right in the heart of the best timber in Arkansas, we can choose just those logs which conform to our ideals. Hence every board from our mill has the maximum in grade, figure and texture. We specialize in giving what we think we would like to receive if we were buying.

Remember Little Rock Has the Pick of **ARKANSAS HARDWOODS**

Little Rock Lumber & Manufacturing Company

Little Rock, Ark.

D. S. WATROUS, Secy.-Treas.-Mgr.

VESTAL LUMBER AND MANUFACTURING COMPANY

KNOXVILLE, TENN.

Manufacturers

PLAIN OAK

QUARTERED WHITE OAK

Tennessee Red Cedar

BLACK WALNUT

POPLAR

MILL ON LOUISVILLE & NASHVILLE AND SOUTHERN RAILROAD, AT VESTAL, TENNESSEE. A SUBURB OF KNOXVILLE

Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF

Eureka
 OAK AND BEECH
Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths

"WE ARE GETTING RESULTS"

WRITES ONE ADVERTISER

This Means That He Is Getting

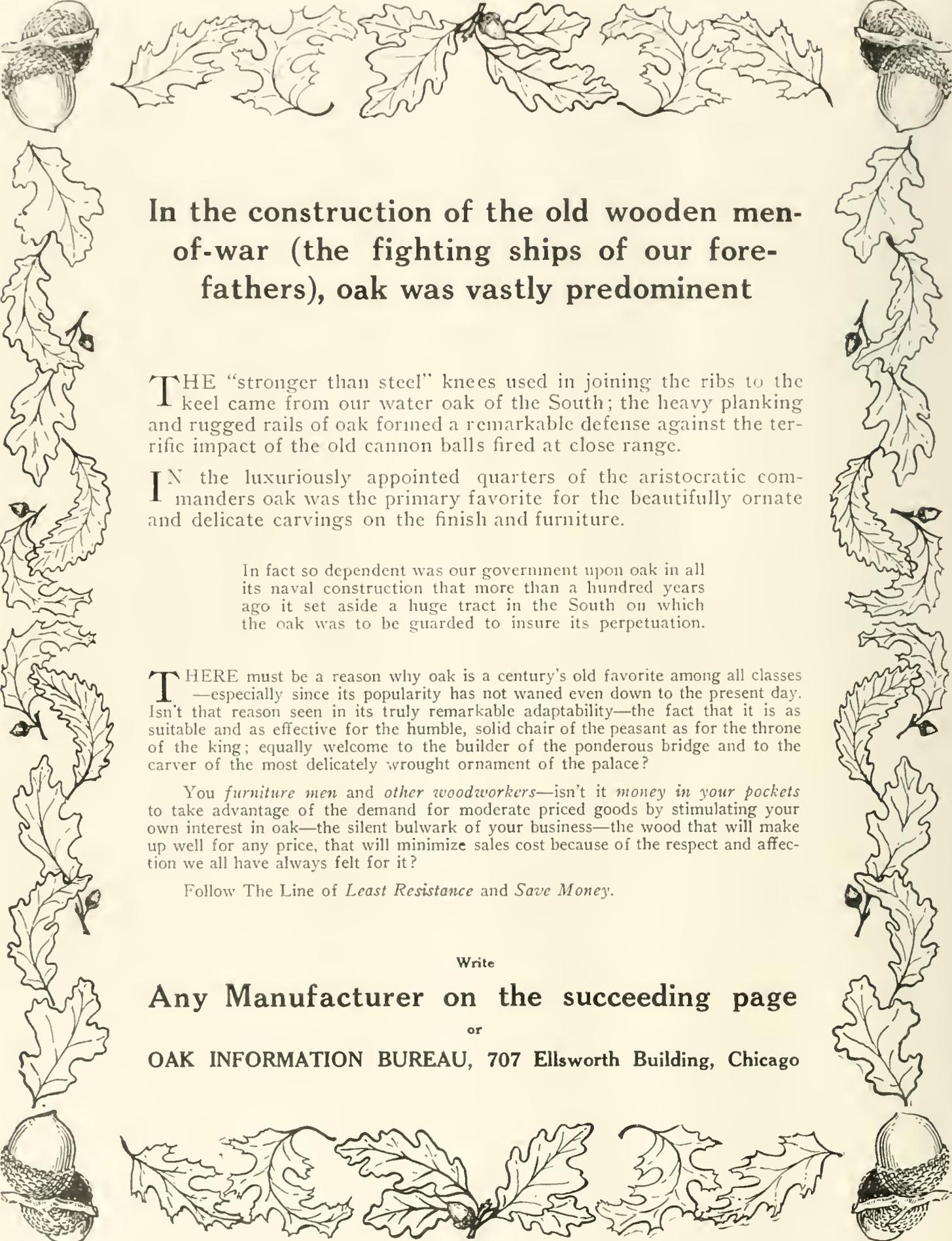
NEW BUSINESS

Through His Ad

If we can do it for him is there any logical reason why we can't for you?

MAKE US PROVE IT

HARDWOOD RECORD, CHICAGO



In the construction of the old wooden men-of-war (the fighting ships of our forefathers), oak was vastly predominant

THE "stronger than steel" knees used in joining the ribs to the keel came from our water oak of the South; the heavy planking and rugged rails of oak formed a remarkable defense against the terrific impact of the old cannon balls fired at close range.

IN the luxuriously appointed quarters of the aristocratic commanders oak was the primary favorite for the beautifully ornate and delicate carvings on the finish and furniture.

In fact so dependent was our government upon oak in all its naval construction that more than a hundred years ago it set aside a huge tract in the South on which the oak was to be guarded to insure its perpetuation.

THERE must be a reason why oak is a century's old favorite among all classes—especially since its popularity has not waned even down to the present day. Isn't that reason seen in its truly remarkable adaptability—the fact that it is as suitable and as effective for the humble, solid chair of the peasant as for the throne of the king; equally welcome to the builder of the ponderous bridge and to the carver of the most delicately wrought ornament of the palace?

You furniture men and other woodworkers—isn't it money in your pockets to take advantage of the demand for moderate priced goods by stimulating your own interest in oak—the silent bulwark of your business—the wood that will make up well for any price, that will minimize sales cost because of the respect and affection we all have always felt for it?

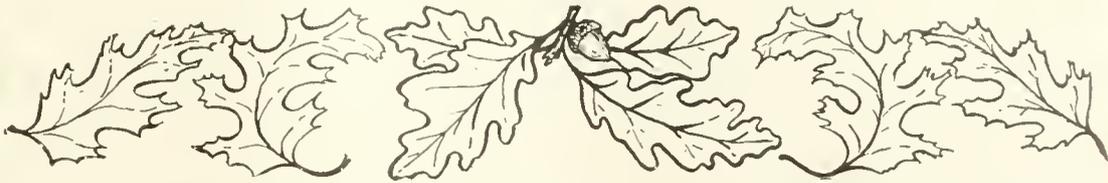
Follow The Line of *Least Resistance* and *Save Money*.

Write

Any Manufacturer on the succeeding page

or

OAK INFORMATION BUREAU, 707 Ellsworth Building, Chicago



The following manufacturers have made a study of oak production. In sending them your requirements you will be insuring yourself the best in stock and service.

ALABAMA

H. H. Hitt Lumber Company, Decatur. (See page 43.)
 * Cromwell Hardwood Lumber Company, Montgomery.

ARKANSAS

* Carnahan-Allport Lumber Company, Allport. (See page 6.)
 Thane Lumber Company, Arkansas City.
 Bliss-Cook Oak Company, Blissville. (See page 41.)
 Paepcke Leicht Lbr. Co., Blytheville and Helena.
 Penrod-Jurden & McCowen, Brasfield and Helena. (See page 52.)
 Crittenden Lumber Company, Crittenden.
 Dermott Land & Lumber Company, Dermott.
 * Fee-Crayton Hardwood Lumber Co., Dermott.
 J. H. Bonner & Sons, Heib. (See page 41.)
 Little Rock Lumber & Manufacturing Company, Little Rock. (See page 7.)
 * Miller Lumber Company, Marianna.
 * Saline River Hardwood Company, Pine Bluff.
 Geo. C. Brown & Co., Proctor. (See page 14.)
 Muirhead Lumber Company, Weldon.

ILLINOIS

H. B. Blanks Lumber Company, Calro.
 Thomas McFarland Lumber Company, Calro.
 * Utley-Holloway Lumber Company, Great Northern Bldg., Chicago.

INDIANA

S. Burkholder Lumber Co., Crawfordsville. (See page 46.)
 F. M. Cutsinger, Evansville.
 * Maley & Wertz, Evansville.
 John A. Reltz & Sons, Evansville.
 * Bedna Young Lumber Company, Greensburg.
 Chas. H. Barnaby, Greencastle.
 J. V. Stinson, Huntington. (See page 52.)
 Long-Knight Lumber Company, Indianapolis. (See page 10.)
 Coppes Bros. & Zook, Nappanee.
 Wood-Mosaic Company, New Albany.
 North Vernon Lumber Company, North Vernon.
 C. & W. Kramer Company, Richmond.
 * Swain-Roach Lumber Company, Seymour.
 * Fullerton-Powell Hardwood Lumber Company, South Bend.
Fort Wayne.
 * Hoffman Brothers Company. (See page 14.)
 Perrine-Armstrong Company.

KENTUCKY

* Arlington Lumber Company, Arlington.
 Wright-Kitchen Lumber Company, Ashland.
 Clearfield Lumber Company, Inc., Clearfield.
 Day Lumber & Coal Company, Jackson. (See page 42.)

Louisville.

W. P. Brown & Sons Lumber Company.
 Churchill-Milton Lumber Company.
 Kentucky-Indiana Hardwood Company.
 Norman Lumber Company.

Lexington

* Kentucky Lumber Company.
 E. R. Spotswood & Sons. (See page 39.)
 Turkey Foot Lumber Company, Inc.

LOUISIANA

* The Ferd Breuner Lumber Company, Alexandria.
 Boeuf River Ld. & Lbr. Company, Logtown.
 The Hyde Lumber Company, Lake Providence.
 Thistlethwaite Lumber Company, Ltd., Waahington.

MASSACHUSETTS

The Atlantic Lumber Company, Boston. (See page 37.)

MICHIGAN

Thomas Forman Company, Detroit.

MISSISSIPPI

Alexander Bros., Belzoni. (See page 7.)
 Lamb-Fish Lumber Company, Charleston. (See page 43.)

* Manufacturers of Oak Dimension Stock.

Paepcke Leicht Lumber Company, Greenville.
 * D. H. Hall Lumber Company, New Albany.
 * Tallahatchie Lumber Company, Philipp.
 Carrier Lumber & Manufacturing Company, Sardis.

MISSOURI

Tschudy Lumber Company, Kansas City.
 Galloway-Pease Company, Poplar Bluff. (See page 37.)
 Baker-Matthews Manufacturing Co., Sikeston. (See page 41.)
 * Garetson-Greenson Lumber Company, St. Louis.
 Thos. E. Powe Lumber Company, St. Louis.

NEW JERSEY

Hadentine Lumber Company, Camden.

NORTH CAROLINA

Asheville Lumber Company, Asheville.
 * Carr Lumber Company, Pisgah Forest.

OHIO

* Yellow Poplar Lumber Company, Coal Grove.
 W. M. Ritter Lumber Company, Columbus.
 Barr-Holaday Lumber Company, Greenfield.

Cincinnati.

Bayou Land & Lumber Company.
 Buskirk-Rutledge Lumber Company.
 C. Crane & Co. (See page 42.)
 The John Dulwohe Company.
 Hay Lumber Company.
 Mowbray & Robinson Company. (See page 4.)
 The New River Lumber Company.

PENNSYLVANIA

J. M. Murdock & Co., Johnstown.
 Aberdeen Lumber Company, Pittsburgh.
 Babcock Lumber Company, Pittsburgh.

TENNESSEE

* J. M. Card Lumber Company, Chattanooga.
 * Bedna Young Lumber Company, Chattanooga.
 Kimball & Kopcke, Knoxville.
 J. M. Logan Lumber Company, Knoxville.
 Vestal Lumber & Manufacturing Co., Knoxville. (See page 7.)
 Little River Lumber Company, Townsend.

Memphis

Anderson-Tully Company. (See page 6.)
 R. J. Darnell, Inc.
 May Bros.
 Memphis Band Mill Company.
 * Nickey & Sons Company, Inc.
 Paepcke Leicht Lumber Company.
 Penrod-Jurden & McCowen. (See page 52.)
 Russe & Burgess, Inc.
 E. Soudheimer Company.
 VandenBoom-Stinson Lumber Company.
 * Welsh Lumber Company.
 J. W. Wheeler & Co.

Nashville

Davidson Hicks & Greene Company.
 Farris Hardwood Lumber Company. (See page 41.)
 * Love, Boyd & Co.
 * John B. Ransom & Co.

VIRGINIA

* U. S. Spruce Lumber Company, Marion.
 Bolce Lumber Company, Inc., Richmond.

WEST VIRGINIA

* Lewis Lumber Company, Albright.
 The McClellan-West Lumber Company, Bluefield.
 The Alton Lumber Company, Buckhannon. (See page 46.)

* West Virginia Timber Company, Charlestown.
 * Pardee & Curtin Lumber Company, Clarksburg.
 Maryland Lumber Company, Denmar.
 C. L. Ritter Lumber Company, Huntington.
 Rockcastle Lumber Company, Huntington.
 Kenova Saw Mill Company, Kenova.
 Clay Lumber Company, Middle Fork.
 The Parkersburg Mill Company, Parkersburg.
 * The Meadow River Lumber Company, Rainelle.
 * Warn Lumber Corporation, Raywood.
 * American Column & Lumber Co., St. Albans.

WISCONSIN

G. W. Jones Lumber Company, Appleton.

The durability, strength, standing ability and beauty of oak are proof against all comers for all time. It is more firmly intrenched today than ever before.



These Are SPECIALISTS in Walnut

The concerns whose stock of American Black Walnut is listed below have made a special study of the wood, and have been in the business for years. They are not only able to deliver Walnut in any thickness, grade or specialty desired, but they understand it sufficiently to be able to analyze the consumer's requirements, and to give him exactly what he can work to best advantage and at the lowest cost. In these days when the Walnut fever has seized many, it will pay to do business with those who are Specialists, who are Experienced, and who have the Stock.

For delivered prices on anything listed below, write or wire.

Sanders & Egbert Co.

Goshen, Ind.

1ST AND 2NDS.		NO. 1 COMMON	
3 5/8-in.	400-ft.	1 1/2-in.	18,000-ft.
1 1/2-in.	30,000-ft.	5 8-in.	11,000-ft.
5 8-in.	47,000-ft.	3 4-in.	1,200-ft.
3 4-in.	56,000-ft.	1-in.	40,000-ft.
1-in.	9,200-ft.	1 1/4-in.	24,000-ft.
1x7 to 9-in. wide		1 3/4-in.	2,500-ft.
Clear Shorts.....	9,000-ft.	2-in.	5,000-ft.
1x10-in. and up		NO. 2 COMMON	
Clear Shorts.....	13,300-ft.	1 1/2-in.	3,000-ft.
1 1/4-in.	7,500-ft.	5 8-in.	5,500-ft.
2x10-in. and up....	2,500-ft.	3 4-in.	7,500-ft.
2 1/2-in.	4,000-ft.	1 1/4-in.	4,500-ft.
1-in. Clear Face... 42,000-ft.		1-in. sap.....	25,000-ft.
		1 1/4-in.	1,000-ft.
		2-in.	1,000-ft.
		NO. 3 COMMON	
		3 4-in.	10,500-ft.

Penrod Walnut & Veneer Company

Kansas City, Mo.

1ST AND 2NDS.		NO. 1 COMMON	
5 8-in.	20,000-ft.	5 8-in.	40,000-ft.
3 4-in.	43,000-ft.	3 4-in.	50,000-ft.
4 4-in.	65,000-ft.	4 4-in.	300,000-ft.
5 4-in.	15,000-ft.	5 4-in.	30,000-ft.
6 4-in.	19,000-ft.	6 4-in.	14,000-ft.
10 4-in.	2,000-ft.	8 4-in.	3,000-ft.
12 4-in.	4,600-ft.	10 4-in.	3,000-ft.

Kraetzer Cured Lumber in Stock Ready for Shipment.
 Three Million Feet of Figured Walnut Butt Veneers and
 Two Million Feet of Figured Walnut Log Veneers Rotary Cut
 and Sliced Stock.
 We Furnish Plain Walnut Veneers any Thickness, cut to
 size

Theodor Francke Erben, G. m. b. H.

Cincinnati, O.

1ST AND 2NDS		NO. 1 COMMON	
3 5/8-in.	31,000-ft.	1 1/2-in.	59,000-ft.
1 1/2-in.	170,000-ft.	5 8-in.	24,000-ft.
5 8-in.	180,000-ft.	3 4-in.	46,500-ft.
3 4-in.	125,000-ft.	4 4-in.	54,500-ft.
4 4-in.	42,500-ft.	5 4-in.	12,200-ft.
5 4-in.	8,500-ft.	6 4-in.	37,000-ft.
6 4-in.	4,000-ft.	16 4-in.	1,000-ft.
8 4-in.	2,500-ft.	NO. 2 COMMON	
10 and 12 1/4-in.	1,500-ft.	5 8-in.	7,000-ft.
4 4-in. Selects.....	26,500-ft.	4 4-in.	18,000-ft.
		5 4-in.	15,000-ft.
		6 4-in.	25,000-ft.
		8 4-in.	12,500-ft.
NO. 1 COMMON			
3 5/8 in.	37,000-ft.		

H. A. McCowen & Co.

Louisville, Ky.

1ST AND 2NDS		NO. 1 COMMON	
4 4-in.	220,000-ft.	4 4-in.	200,000-ft.
5 4-in.	50,000-ft.	5 4-in.	100,000-ft.
6 4-in.	10,000-ft.	6 4-in.	40,000-ft.
8 4-in.	8,000-ft.	8 4-in.	30,000-ft.
10 4-in.	5,000-ft.	10 4-in.	10,000-ft.
12 4-in.	15,000-ft.	12 4-in.	10,000-ft.
16 4-in.	7,000-ft.	16 4-in.	4,000-ft.

All Thicknesses in No. 2 Common.

Geo. W. Hartzell

Piqua, O.

1ST AND 2NDS		NO. 1 COMMON	
3 4-in. Reg. stock..	23,000-ft.	5 8-in. Reg. stock..	45,000-ft.
4 4-in. Reg. stock..	15,000-ft.	3 4-in. Reg. stock..	2,000-ft.
5 4-in. Reg. stock..	17,000-ft.	4 4-in. Reg. stock..	19,500-ft.
6 4-in. Reg. stock..	8,000-ft.	5 4-in. Reg. stock..	13,000-ft.
12 4-in. Reg. stock..	2,000-ft.	6 4-in. Reg. stock..	12,500-ft.
4 to 7-in. Spl. plank.	4,000-ft.	8 4-in. Reg. stock..	28,000-ft.
4 4-in. Clear mold-		10 4-in. Reg. stock..	4,000-ft.
ing strips	4,000-ft.	12 4-in. Reg. stock..	1,000-ft.
4 4-in. Selects.....	12,000-ft.	4 4-in. All 4 and 5-	
10 4-in. Selects.....	2,500-ft.	ft. long	5,000-ft.
4 4-in. Clear face..	40,000-ft.	5 4-in. All 4 and 5-	
		ft. long	5,000-ft.
		NO. 2 COMMON	
4 4-in. Reg. stock..	15,000-ft.	8 4-in. Reg. stock..	25,000-ft.
5 4-in. Reg. stock..	8,000-ft.	10 4 to 16 4-in. Reg.	
6 4-in. Reg. stock..	10,000-ft.	stock	5,000-ft.

CLEAR WALNUT SQUARES

1 1/2 x 1 1/2 x 18 to 24-in. long.....	20,000 pcs.
2 x 2 x 12 to 30-in. long.....	18,000 pcs.

All of the above stock is band sawn, equalized and strictly first-class in every respect.

We can load assorted cars of different thicknesses and grades to suit your requirements.

We solicit your inquiries for prices or any other information you may want.

East St. Louis Walnut Company

East St. Louis, Ill.

WALNUT

1ST AND 2NDS		NO. 1 COMMON	
3 8-in.	50,000-ft.	3 8-in.	50,000-ft.
1 1/2-in.	100,000-ft.	1 1/2-in.	28,000-ft.
5 8-in.	160,000-ft.	5 8-in.	24,000-ft.
3 4-in.	115,000-ft.	3 4-in.	140,000-ft.
4 4-in.	81,000-ft.	4 4-in.	175,000-ft.
5 4-in.	24,000-ft.	5 4-in.	48,000-ft.
12 4-in.	12,000-ft.	6 4-in.	26,000-ft.
16 4-in.	4,000-ft.		

All Thicknesses in No. 2 Common.

Pickrel Walnut Company

St. Louis, Mo.

1ST AND 2NDS		NO. 1 COMMON	
3 4-in.	25,000-ft.	3 4-in.	40,000-ft.
4 4-in.	32,000-ft.	4 4-in.	52,000-ft.
5 4-in.	8,000-ft.	5 4-in.	12,000-ft.
6 4-in.	12,000-ft.	6 4-in.	14,000-ft.
		8 4-in.	8,000-ft.

Any Quantity, Any Thickness, No. 2 Common.
 Rohanized Dry Lumber Always in Stock.

VENEERS

Any Quantity, Both in Longwood and Butts.

Long-Knight Lumber Company

Indianapolis, Ind.

1st and 2nds.

4 4-in.	20,350-ft.		
8 4-in.	770-ft.		
NO. 1 COMMON		NO. 2 COMMON	
4 4-in.	64,015-ft.	4 4-in.	43,000-ft.
5 4-in.	2,030-ft.	5 4-in.	9,700-ft.
6 4-in.	900-ft.	6 4-in.	3,000-ft.
8 4-in.	1,200-ft.	8 4-in.	8,300-ft.

Frank Purcell

Kansas City, Mo.

PRIME WALNUT LOGS FOR EXPORT

Figured Walnut Logs

Figured Walnut Butts

THE EAST

LEADING MANUFACTURERS AND JOBBERS

WM. WHITMER & SONS

INCORPORATED

Manufacturers and Wholesalers of All Kinds of

"If Anybody Can, We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Franklin Bank Bldg. PHILADELPHIA

Willson Bros. Lumber Co.

MANUFACTURERS

WEST VIRGINIA HARDWOODS

Oliver Building

PITTSBURG, PA.

WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.

Specialist in Hardwoods

Manufacturers are requested to supply lists of stock for sale

WISTAR, UNDERHILL & NIXON

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

QUARTERED WHITE OAK

NICE FLAKY STUFF

PALMER & PARKER CO.

TEAK MAHOGANY EBONY
ENGLISH OAK DOMESTIC
CIRCASSIAN WALNUT VENEERS HARDWOODS

103 Medford Street, Charlestown Dist.
BOSTON, MASS.

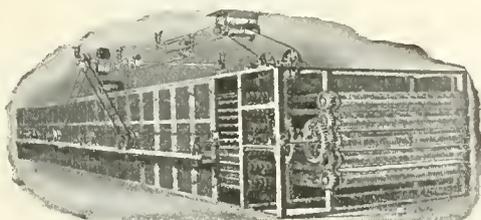
HARDWOOD RECORD

Not only the ONLY HARDWOOD PAPER
but the BEST LUMBER PAPER published

PROCTOR VENEER DRYER FIREPROOF

—AN—
UNPARALLELED SUCCESS

No Splitting
Nor Checking
No Clogging
Nor Adjusting



Recommended by all those who have tried it

THE PHILADELPHIA TEXTILE MACHINERY COMPANY
DEPT. L, HANCOCK & SOMERSET STS. PHILADELPHIA, PA.

Both Ends and the Middle

HARDWOOD RECORD reaches most everybody who produces markets and consumes Hardwoods.

Nothing But Hardwoods



RELAYING LOGS 3600 FEET

OVER TWO SPANS
LIDGERWOOD
OVERHEAD RELAY
SKIDDER

Skids logs over intervening ridges—One continuous operation, from one setting—Saves railroad building
Write for Particulars

Lidgerwood Mfg. Company

96 LIBERTY ST., NEW YORK
Woodward, Wight & Co., Ltd., New Orleans. Lidgerwood Mfg. Co., Seattle, Wash.

Walnut Logs

3,000,000 Feet Wanted

I must have *at once*, logs enough to make 5,000,000 feet of American Black Walnut Veneers 2,000,000 feet of Log Run, American Black Walnut Lumber I will pay the highest price for logs delivered at the track, and for timber standing.

I will inspect and measure the logs at the track and pay *spot cash* for same.

Address

C. L. WILLEY

2558 So. Robey Street, Chicago, Ill.

Largest Veneer Plant in the World

BAY CITY MICH.

THE LARGEST PRODUCING CENTER OF MICHIGAN HARDWOOD
 LOWER PENINSULA HARD MAPLE
When You Think This, Think Bay City

600M 4/4 No. 2 Common & Better Hard Maple
500M 4/4 No. 3 Common Hard Maple
100M 4/4 No. 2 Common & Better Soft Maple
100M 4/4 Birch, Mill Run
200M 4/4 Basswood, L. R.
110M 4/4 1st & 2nd Basswood
75M 4/4 No. 1 Common Basswood
90M 4/4 No. 2 Common Basswood
40M 5/4 1st & 2nd Basswood
90M 5/4 No. 1 Common Basswood
80M 5/4 No. 3 Common Basswood
125M 5/4 No. 2 Common & Better Beech
160M 6/4 No. 3 Common Beech

Richardson Lumber Company

100,000 ft. 4/4 No. 1 Common and No. 2 Common Birch.
100,000 ft. 4/4 No. 3 Common Birch.
20,000 ft. 1x8 to 1x7 1st and 2nd Hard Maple.
150,000 ft. 4/4 No. 3 Common Hard Maple.
750,000 ft. 5/4 No. 3 Common Hard Maple.
50,000 ft. 6/4 No. 3 Common Hard Maple.
75,000 ft. 8/4 No. 2 Common and Better Beech.
500,000 ft. 6/4 No. 2 Common and Better Beech.
250,000 ft. 5/4 No. 2 Common and Better Beech.
400,000 ft. 5/4 No. 3 Common Beech.
100,000 ft. 6/4 No. 3 Common Beech.
20,000 ft. 6/4 No. 1 Common Elm.
20,000 ft. 6/4 No. 2 Common Elm.
60,000 ft. 5/4 No. 2 Common Basswood.
100,000 ft. 5/4 No. 3 Common Basswood.
15,000 ft. 6/4 No. 1 Common Basswood.

The Kneeland-Bigelow Company

HARD MAPLE		BEECH	
10/4 1s & 2s, 8" and up.....	124,800 ft.	6/4 No. 2 C. & B.....	85,000 ft.
10/4 No. 1 Com.....	84,700 ft.	6/4 No. 3 Com.....	68,000 ft.
10/4 No. 2 C. & B., 4 to 7" wide.....	9,000 ft.	5/4 No. 2 C. & B.....	408,000 ft.
12/4 1s & 2s, 8" and up.....	203,800 ft.	5/4 No. 3 Com.....	31,000 ft.
12/4 No. 1 Com.....	26,000 ft.	4/4 No. 1 C. & B.....	55,000 ft.
10/4 1s & 2s, 8" and up.....	168,200 ft.	4/4 No. 2 & 3 Com.....	359,000 ft.
8/4 1s & 2s, 8" and up.....	180,200 ft.	4/4 No. 3 Com.....	57,000 ft.
8/4 No. 1 Com., 8" and up.....	8,200 ft.		
8/4 heart culls.....	72,000 ft.	BASSWOOD	
6/4 1s & 2s, 8" and up.....	286,000 ft.	4/4 No. 2 C. & B.....	446,000 ft.
5/4 1s & 2s, 8" and up.....	166,800 ft.	4/4 No. 3 Com.....	80,000 ft.
5/4 Bird's Eye.....	920 ft.		
4/4 Bird's Eye.....	480 ft.	ELM	
4/4 White.....	97,500 ft.	4/4 Full cut.....	28,000 ft.
4/4 1s & 2s, 8" and up.....	350,000 ft.		
4/4 Heart culls.....	61,200 ft.	ASH	
4/4 Plank trim.....	87,000 ft.	4/4 Full cut.....	16,000 ft.
BIRCH		CHERRY	
5/4 No. 2 C. & B.....	6,200 ft.	4/4 Full cut.....	1,600 ft.
5/4 No. 3 Com.....	8,000 ft.		
4/4 No. 1 Com.....	52,000 ft.	OAK	
4/4 No. 2 C. & B.....	180,200 ft.	4/4 Full cut.....	8,000 ft.
4/4 No. 2 Com.....	28,000 ft.		
4/4 No. 3 Com.....	93,500 ft.		

W. D. Young & Company

5,000 ft. 9/4x12" & wider 1st & 2nd Hard Maple	65,000 ft. 4/4 Log-Run Birch
2,000 ft. 6/4x12" Hard Maple Step Plank	19,000 ft. 4/4 Log-Run Beech
50,000 ft. 4/4 Log-Run Hard Maple	86,000 ft. 6/4 Log-Run Beech
215,000 ft. 4/4 No. 3 Common Hard Maple	75,000 ft. 6/4 No. 3 Common Beech
70,000 ft. 5/4 No. 3 Common Hard Maple	17,000 ft. 4/4 Log Run Basswood
8,000 ft. 6/4 No. 3 Common Hard Maple	26,000 ft. 5/4 No. 3 Com. Beech & Soft Maple
	500,000 ft. 4/4 & 8/4 No. 2 & No. 3 Hemlock for Boxing

Ross & Wentworth

Let the following manufacturers know your needs:

KNEELAND-BIGELOW CO.
RICHARDSON LUMBER CO.

ROSS & WENTWORTH
W. D. YOUNG & CO.



The band saws that have cut hardwoods grown in Indiana for a half century, and have enabled us to maintain the policy of



Reg. U. S. Pat. Off.

Honest Inspection
Intelligent Selection



Reg. U. S. Pat. Off.

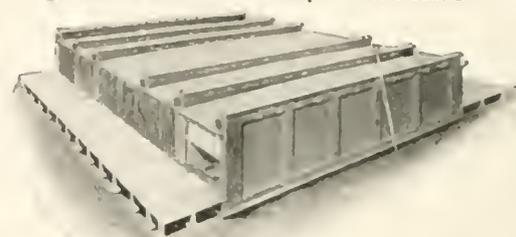
Hoffman Bros. Company, Fort Wayne, Ind.
ESTABLISHED 1867 INCORPORATED 1904

Morton Humidity System

Progressive Kilns

Compartment Kilns

Pocket Kilns



We build kilns to suit every requirement in the lumber industry. Lumber properly kiln dried sells quicker and brings a better price.

The Morton Kiln Produces Quality Lumber

Write for our 3 Complete Catalogs and Specialty Folder 60-G
MORTON DRY KILN CO., 351-357 W. 59th St., Chicago, Ill.

Table of Contents

COVER PICTURE—Moonshine Distillery.

REVIEW AND OUTLOOK:

General Market Conditions.....	15
The Cover Picture.....	15-16
Humanizing Your Letters.....	16
Grades and Prices.....	16
Sense and Nonsense.....	16-17
The Demand Will Come.....	17
Inspecting National Forests.....	17
The Chicago Building Strike.....	17

SPECIAL ARTICLES:

Do You Recognize This Wood?.....	18-19
Helping the Consumption of Lumber.....	19
The Lumbermen's Round Table.....	20
Wisconsin Log Rolling Tournament.....	21
Interesting Traffic Developments.....	22
Experience Talks on Woodworking.....	23
Takes Exception to Article on Gum.....	23
Pertinent Legal Findings.....	24
The Utilization of Alder.....	25
What is Snakewood.....	26
Walnut Will Be a Feature.....	26

THE MAIL BAG.....	27
CLUBS AND ASSOCIATIONS.....	27
WITH THE TRADE.....	28
PERTINENT INFORMATION.....	29-32
HARDWOOD NEWS.....	33-38
HARDWOOD MARKET.....	38-44
CLASSIFIED ADVERTISEMENTS.....	46

SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, \$2.00 the year; in foreign countries, \$1.00 extra postage.

In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

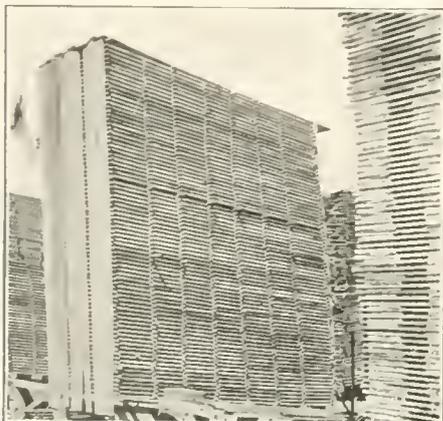
Both display and classified advertising rates furnished upon application. Advertising copy must be received five days in advance of publication date.

Entered as second-class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.

We manufacture our own stock. Will quote low prices on the following items:

- | | |
|----------------------------------|-----------------------------|
| 1 car 1 1/4" 1st and 2nd Poplar | 1 car 2" 1st. and 2nd Plain |
| 5 cars 2 1/2" 1st and 2nd Poplar | Red Oak |
| 3 cars 1" Saps, Poplar | 10 cars 1" No. 1 Com. Plain |
| 1 car 1 1/4" Saps, Poplar | Red Oak |
| 2 cars 1 1/2" Saps, Poplar | 3 cars 2" No. 1 Com. Plain |
| 1 car 2" Saps, Poplar | Red Oak |
| 15 cars 1" No. 1 Com. Poplar | 10 cars 1" No. 2 Com. Plain |
| 5 cars 2 1/2" No. 1 Com. Poplar | Red Oak |
| 3 cars 1" No. 1 Com. Red Gum | 3 cars 2" No. 2 Com. Plain |
| | Red Oak |

Faust Bros. Lumber Co.
JACKSON, MISS.



Note number of piling sticks and method of stacking

For the Efficient Buyer

"We have now consumed about 250,000 feet of Kratzer Curd Sap and Red Gum, 4/4 and 5/4. WE CAN TRUTHFULLY SAY THAT WE WOULD NOT USE ANY MORE GUM WHICH HAS NOT BEEN TREATED BY THIS PROCESS. We manufacture house trimmings, such as door and window jambs, casing and base, in large quantities for the New York market. This material has to be delivered straight and true, cut to correct dimension sizes, ready for the carpenters to install."

This letter was written us by a large interior trim manufacturer in the East. He has since used large quantities of this material.

We can give you the same satisfaction. Will you give us the opportunity?

GEO. C. BROWN & COMPANY, Proctor, Arkansas
Manufacturers St. Francis Basin Hardwoods
It will be a pleasure to quote on your inquiries



Hardwood Record

Copyright, THE HARDWOOD COMPANY, 1915

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Edgar H. Defebaugh, President
Edwin W. Meeker, Managing Editor
Hu Maxwell, Technical Editor

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO
Telephones: Harrison 8086-8087-8088



LIBRA
NEW Y
HOLIAN
GARD

Vol. XL

CHICAGO, JUNE 25, 1915

No. 5



Review and Outlook



General Market Conditions

ENCOURAGING AND DISCOURAGING reports come from different hardwood centers, the consensus seeming inclined toward optimism regarding general business conditions as well as conditions surrounding the hardwood markets in a general way. The stimulated movement of hardwoods abroad was given a slight check owing to increases in freight rates which went into effect a couple of weeks ago, but at the same time this check was more imaginary than actual and good quantities of hardwoods have been going out from all foreign shipping points in a fair way. Decidedly conflicting reports as to domestic conditions are being constantly received, but their bearing is unquestionably toward greater hopefulness based on actual movements of hardwood stocks. There is a distinct paucity of developments of an especially notable character with a possible exception of the tendency on the part of all hardwood men to feel that contrary to the usual course of events during the summer months there is going to be a continual movement of hardwoods during that period on about the same basis as has prevailed up to now. This condition is created by the buying policy of the factory trade, which has been merely meeting its actual demands in the way of new purchases and consequently has not any accumulations of hardwoods on hand. Necessarily the summer manufacture will necessitate taking on stocks continuously as the occasion arises and there is every probability that the level of demand that has prevailed will continue during the summer without any appreciable check.

Quite frequently distributors of raw material get closely enough into the confidence of their customers to elicit frank statements of opinion as to markets. Ordinarily, of course, the average buyer is bullish in his tendency to voice sentiments which are calculated to rather discourage the seller. This is but part of the general scheme of buying in all lines of business and if it can be successfully worked is perfectly legitimate merchandizing. On the other hand, such statements of opinion are ordinarily clothed in rather selfish purposes and can not be generally taken for their face value. It has been a fact, however, that within the last few weeks responsible buyers who are really closely in touch with actual conditions have admitted that they anticipate paying more for their hardwood stocks in the near future, and where they are able to protect themselves by buying on the present level they are doing so. Where they are not able to make purchases in quantities at the present time they ordinarily are expressing their regret at the impossibility of securing the necessary appropriations for immediate purchase.

This line of reasoning certainly seems to be substantiated by the facts in cases which are becoming more and more apparent. The southern trade is showing a keener disposition constantly to limit

its log supply to raw material for a few days cutting and there hardly seems any likelihood that there can be a marked activity in sawing, regardless of any imminent developments. The exodus of export stock has made a substantial reduction in what hardwoods were piled up in southern territory, and continuance of this shipment will still further cut into the regular lines.

The northern operators have almost unanimously seen the wisdom of moderating their production, and the winter's cut now on stocks shows very decidedly the effect of this policy.

Despite favorable building reports the yard trade has not gone ahead with any special activity in its buying and hence there is still a very much broken line of stock pretty much all over. It goes without saying the factory trade has not any more lumber than it actually needs. So, taking conditions all in all, the buyer who is shaping his policy in conformity with the views above expressed is certainly displaying a wise foresight.

There is not so much heard these days of raw material demands from the railroads, but the uncertainty that has surrounded trade in the last year has produced a spirit of caution among the producers and they generally do not bank unduly on consistent buying from the steam lines. However, there is still a great deal of lumber moving for railroad purposes and this will continue to be so.

On the whole the situation in the East still seems in slightly better condition than in the Middle Western states. Reports of a firmer level of prices come from important consuming points in various parts of Atlantic Coast states, although it can hardly be said that anything approaching better business is at all generally admitted.

The Cover Picture

IT IS SOMETIMES HIGHLY IMPRUDENT to be too precise and explicit in describing locations, and the cover picture in this issue of HARDWOOD RECORD is a case to the point. The man who made the photograph said he could not remember exactly where the scene is located and he preferred that the picture should speak for itself as to time and place.

The moonshiner caught in the act of making untaxed whisky is not likely to extend whole-hearted welcome to the photographer and his camera; consequently, in order to obtain a picture it is necessary to load the camera with an instantaneous plate; conceal the machine, ready focused; attach a long cord for springing the shutter at the opportune moment; and do all this at night while no one is around to interpose objections. The next step is to lie in ambush, completely concealed, with the end of the string in hand, and wait during long hours for the arrival of the moonshiners and the beginning of operations. Then a quick pull of the string takes the photograph. The

artist must be patient and not try to recover his camera until the next night when the coast is clear.

The man who makes illieit whisky is called a moonshiner. The name implies that the work is done on moonlit nights. Doubtless some of it is done at such times, but the photograph illustrating the front cover of HARDWOOD RECORD was made in full day, about nine o'clock in the morning, and in sunshine as bright as ever shone upon the mountains of eastern Tennessee.

The moonshiner is a resourceful individual. He can make whisky from almost any product of the vegetable kingdom, except coal. It is popularly supposed that he uses rye exclusively; but it is a fact that he seldom uses that grain. Some moonshiners, if they felt free to talk, would say that they never made a bottle of rye whisky during their whole career of moonshinery. Some make use of corn; turnips are highly esteemed; but probably more illieit whisky, at least in the South, is made from pumpkins than from any other raw material. That may be disputed, but a famous reformed moonshiner once defied the world to prove the contrary, and, so far as known, the challenge has never been accepted.

More is heard of southern moonshining than of the same industry in the North. That may be because more of it is done in the South, or it may be due to the alleged fact that northern moonshiners are slicker and more skillful in concealing their operations.

Now and then some venerable and hoary-headed moonshiner among the southern Appalachians becomes reminiscent when among his proved friends, and he tells many experiences which have never been written in books. The old patriarchs of that region agree that the moonshine business never recovered from the blow it received in 1864 when General Lee's army ran short of percussion musket caps. These were made of copper, and the Southern Confederaey's visible supply of copper was exhausted; and in order that the war might not collapse for the want of musket caps, General Lee ordered that all copper worms and boilers in distilleries be collected and made into the needed gun caps. A clean sweep was made of moonshine establishments; because every colonel and major in Lee's army knew exactly where all of them were located, and sent soldiers to bring them in. Though fifty years have elapsed since then, the testimony of old men of that region is almost unanimous that moonshine products have never recovered the high level of excellence which they held "befo' d' wah."

Humanizing Your Letters

IF ANY CONSIDERABLE part of the details of your business is worked out by correspondence through your office, you have experienced the feeling of disappointment which comes from the too formal letter from one whom you had supposed to be a close personal friend. Possibly you have spent a good deal of time with some especially congenial acquaintance, hohnobbed around with him in different places and on different occasions, and wouldn't think of addressing him by anything but his first name, nor of having him address you in any other manner. The same man, however, when he retires to the inner sanctum of his office will frequently freeze up within the hard outer shell of what he seems to consider a necessary business formality, and the next time you hear from him through the mail your letter will be addressed "dear sir."

It is difficult to appreciate the line of reasoning which effects this attitude in so many business men. It is hard to swallow the "dear sir" from a man whose idiosyncrasies, whose faults, and whose good points you are thoroughly familiar with.

Surely we ought not to take ourselves so seriously as to think that a letter of this kind makes any other impression than to inspire a feeling akin to disappointment and doubt as to the genuineness of the friendship.

Just what is it in business and business association which so quickly congeals the flowing spirit of good fellowship into the coldly formal quoting of formalities as soon as the relations have been removed from the purely personal and been placed in the category of "business transactions?"

There is no question that the best interest of any business, or in fact of business as a whole, can be advanced by a more sympathetic

and understanding way of doing things. Mutual appreciation of the feelings and methods of correspondents gives us the possibility of writing telling personal letters. In fact, it is entirely essential that to get next to the average man through a letter that letter must be couched in terms which appeal to his particular personality and methods of reasoning. The "dear sir" smacks too much of the cut-and-dried letter form which is all too commonly used in average correspondence today. The most effective business letters are those which seek to appeal to the recipient specifically, and it stands to reason that the nearer they approach a conversational tone, granting of course that in the essence they carry the business proposition in its right form, the more likely are they to produce the desired results.

Grades and Prices

IT IS COMMON SENSE that the mere grading of lumber cannot fix its price, and that matter is becoming understood by both buyer and seller. Some do not yet understand thoroughly, but they will. The grading separates the stock into classes, and the price of each class is fixed by supply and demand. The real purpose of grading lumber is to enable the purchaser to select the kind that suits his purpose, and to do so without being put to the necessity of examining each stick in order to see for himself that it is the grade he wants. The agreement upon and the establishment of grades is intended to accomplish that end, by giving names to grades, and seeing to it that what the grade calls for is actually in the pile under that name, and that nothing else is there also.

The manufacturers and consumers of hardwood lumber are getting together in that matter. They are not talking price. That is left wholly outside of their discussions, because it is now duly recognized by both sides that prices will regulate themselves, once the matter is settled just what constitutes the different grades.

The consumers insist strongly that when it is once agreed what shall constitute a given grade, no further change shall be made without mature consideration and mutual agreement. The reason for that insistence is this: Users of lumber learn by trial and experience what grade works most economically into the particular commodities produced by their shops or factories, and that knowledge is gained by careful trial and the collection of data for reference and comparison. The objection to frequent change in grades is based on the inconvenience and loss consequent upon the necessity of discarding all past experience and the accumulation of cutting data.

Conferences between committees of manufacturers and consumers of lumber have thrashed these matters out, and it has developed that no serious differences exist between the two parties. They have met in a spirit of compromise and have found it much more effective than an attitude of hostility and combativeness.

It was stated at the recent hardwood association meeting in Chicago that an early announcement that the committees of manufacturers and consumers had agreed in conference on the grading matter might be expected, and that if the associations would then accept the report of their committees, the unfortunate misunderstanding on the subject of grading rules would be at an end, without the necessity of either side giving up any material part of what it was contending for.

It will afford another example of the wisdom of compromise and arbitration, and will prove once more that usually there are so many common grounds on which business men can pool their interests that there is no advantage to be gained by contending over minor questions which have little to do with the main issue—that of putting business on a friendly and profitable basis.

Sense and Nonsense

SENSE AND NONSENSE enter into the campaign between wood and its substitutes. It is sensible to push wood into all uses which it is capable of filling; but it is nonsensical to insist that wood must continue in use in all places where it has been used. Wood cannot hold its ground for any particular purpose unless it is either better for that use than any available substitute, or is cheaper. The edict that because wood has filled a certain place in the past it must continue to fill it in the future is foolish, and is bound to loose. Such a contention is contrary to economic laws.

The problem before the lumber interests is simple in its general outline: find out the places which wood can fill more satisfactorily than substitutes, and then convince the user of it. It is foolish to fight against the inevitable, and there is no occasion to do so. Wood is the best material for so many uses that it is a waste of energy to push it along lines where it is bound to lose. Every tree now growing in the United States and every tree that ever will grow here is in demand now, or will be in demand sometime; but that does not mean that if all should be cut at once, the market would take them all. Over production is no sign that markets are contracting or that the uses for wood are decreasing. The trouble is, so much timber is to be had that it is being cut at a rate too great; and then the cry is raised that substitutes are capturing the markets.

Substitutes are doing no such thing, or at least, cannot do it permanently. If they fill a place better than wood can do it, they will continue, and ought to continue to do it. At a past period in history iron became a substitute for the wooden plowshare. It proved better than wood and it continued to hold that place. The iron spindle on which the wagon wheel turns was once a substitute for a wooden spindle, or a wooden spindle with a thin iron covering—called "thimble skein." The iron proved better, and it holds that place. The iron horse rake has wholly displaced the wooden article in use seventy-five years ago, because it is better; the iron harrow has crowded out the wooden one for the same reason.

Has wood lost anything by giving up these places to substitutes? Not a particle. Where one foot went out of use, ten came in. A dozen losses led to a hundred gains; for new demands for wood came with every invention and every improvement.

It is a mistake to quote precedent in progressive business. The sickle and the flail, employing a little wood, were the grain harvesters of the world during six thousand years. During the seventy-five years since they went out of use, more wood has been consumed in the manufacture of reapers and thrashers than was used for sickles and flails during the whole history of the human race. That is another example of how wood loses a little in order to gain greatly. The iron locomotive was a substitute for the wooden road wagon; yet ten road wagons are in existence now where there was one before the invention of the locomotive.

The lumber interests have nothing on earth to fear from substitutes if they will protect themselves to the extent of giving support to available means for broadening the use of wood. Some losses will occur, but they will be made up in other directions. The lumberman's work does not consist in "bawling out" substitutes, but in pushing wood along lines where it ought to be pushed; studying best woods and their best uses, and educating the buyer in selecting exactly what suits his purpose. The buyers should do some studying also, and when they find out exactly what kind of wood they need, and in what form they need it, they should educate the lumberman in the art of cutting just what is wanted, and in the precise form in which it is wanted. If the lumber interests will do that, and if enough is cut to meet demand, and no more, the scare about substitutes will die a natural death. There is a place for every stick of wood in America. The trouble is, it does not always find the place, or finds it at the wrong time.

The Demand Will Come

THE EXPORTS OF LUMBER are low now and those who are interested in that business naturally feel somewhat discouraged, but the time is coming when losses will be made up. The war is burning up, torpedoing, and otherwise destroying ships, cities, bridges, and forests in large parts of Europe, and with the close of the war these losses must be restored, and the forests of Europe cannot meet the great demand, no matter how extensive the cutting may be. The demand must be met in large part by the United States, and when that time comes, the export trade in timber will reach dimensions unknown before.

The only limit to the shipment of lumber abroad at that time will be the ability of the European buyers to pay for what they want. That will doubtless be a serious consideration for a long time; but even when that drawback has been discounted, there will still remain

an enormous market abroad for American lumber of every kind that has ever gone to Europe.

There will be markets in other countries due to the war in Europe. The forests of Austria, Russia, Norway, and Sweden formerly supplied lumber to buyers in South America, Asia, and the islands in the Pacific ocean. The demand closer home may be expected to absorb all the surplus from the countries named, and they cannot spare much for South America, and elsewhere. The United States must be prepared to meet that shortage.

Years will be required to rebuild what the war is destroying. America is the logical source of supply for the wood needed. The demand may not come this year, and possibly not next, for present circumstances indicate that the war is not yet near its end. When Kitchener said the real war would begin in May he was not much wrong, and he also said the end would come in 1917, and if he shall prove to be right in that date also, the demand for American lumber to replace war's losses will not come till about 1918. That is looking ahead, and it seems a long time to wait; but there is unquestionably something in the future worth waiting for in the line of lumber exports to foreign countries.

Inspecting National Forests

SECRETARY HOUSTON, of the Department of Agriculture, has returned from an inspection of the principal National Forests of the West and has announced that the great business is being transacted in a manner highly satisfactory. The secretary takes the proper view of the government's timber properties when he calls them "business." That is what they are. There was a time when government timber lands were supposed to lie outside the scope of all business, so far as the government was concerned, and no attention was paid to them. They were food for fire and booty for thieves, and it seemed to be nobody's concern. But that day has now passed, and those lands, including the timber that grows on them, are managed in a business way and for business purposes, and the items of profit and loss are now as carefully checked and watched as any private owner looks after his own property.

Secretary Houston is the first secretary of the Department of Agriculture who has ever made so extensive an examination and inspection of the National Forests. His predecessor by no means neglected that resource, but he did not make a report of his examinations for the information of the public, as Secretary Houston has done. The importance of the timber resources on government land is better understood now than ever before. The most serious obstacle in the way of care and development is the neglect and refusal of congress to provide adequate funds for carrying on the work. The demand grows, but appropriations remain the same, and the handicap is serious and threatens to become more so from year to year, unless congress takes a broader view of the needs and provides money to meet new requirements as they rise.

Ultimately the National Forests will provide funds to meet their own needs, and a profit in addition; but that end will not be reached for some years.

The Chicago Building Strike

AS HARDWOOD RECORD GOES TO PRESS this issue the building strike in Chicago is surrounded by more serious possibilities than have heretofore existed. The operators of plants of all kinds selling building materials for construction of all sorts of buildings have been gradually recognizing the fact that about the only way of bringing any definite settlement out of the disturbance is to shut down their operations entirely, refusing to deliver any goods whatever in the section affected by the strike. In this way it is expected that by ultimately closing up the whole industry the obstinate laboring element will at least be willing to arbitrate the questions involved.

Naturally it will be a gradual process inasmuch as it is purely an individual movement, as there will be some who are reluctant to close up their yards and plants, but there is no doubt that the feeling favoring action of this sort is spreading and there is every reason to believe that the closing up of operations will be general in the near future.



Do You Recognize This Wood?



SAMPLE OF THE WOOD SAWED SLIGHTLY OFF THE QUARTER

A short time ago the editor of *HARDWOOD RECORD* was sitting in the offices of The John Dulweber Company, Cincinnati, O., talking with B. F. Dulweber, president and general manager of the company, and in glancing up noticed two samples of wood on the mantel-piece across the room, from which the photographs reproduced on this page were taken.

The John Dulweber Company handles a good many different kinds of high-grade woods, but the scribe was not familiar with the fact that the company had gone into the distribution of mahogany and so expressed himself. Mr. Dulweber replied with an enigmatical smile and for a time did not say anything. Then he confessed that the samples were not mahogany but gum.

This the scribe would hardly believe as the samples certainly did not correspond in appearance with any red or sap gum it had ever been his privilege to see. When he so stated Mr. Dulweber loosened up a little further and said: "The samples aren't red gum, but the ordinary old, ornery, black gum."

Many a tenderfoot has been initiated into the mysteries of wood craft by being assigned the task of splitting a black gum log, and anyone who has endeavored to overcome the persistent obstinacy of a bolt of black gum by means of an ax and wedge, knows that it does not at least give the impression of having the qualities which would make good lumber.

It is just this peculiar intertwining of the grain of black gum (*Nyssa sylvatica*) which makes possible the beautiful figure exhibited by the finished samples.

Mr. Dulweber went on further to say that he stumbled on the figure by accident, spying it in a plank that was sawed and laid as part of the driveway. Being interested immediately, he personally supervised the sawing up of a black gum log that was then going into the mill, splitting it up on different angles from the radii to determine the best effect. The large figure comes from the perfectly quartered section. While the intimate grain in that specimen, that is, the finer details of the grain, more closely resemble the "combed



SAMPLE IN WHICH SAWING WAS DONE DIRECTLY ON THE QUARTER

out" effect of mahogany; the slab cut slightly off the direct quarter shows the best general effect with the smaller wave at more frequent intervals.

It is hardly likely that black gum timber as it ordinarily stands in the forest would make an especially important commercial factor in any one operation. However, there are enough trees scattered throughout all the timber of the hardwood belt, in the southern half of the country east of the Mississippi river, to make it worth consideration.

These samples were Kraetzer-cured and had been standing in the office directly over a fireplace, which had been used and remained

cold alternately, but the specimens retained a perfect condition as far as warping, checking or twisting is concerned.

The boards were also finished up with a very pleasing smooth finish, and while possibly there was some little difficulty in planing them off, still this was not unsurmountable by any means.

The possibility of turning black gum timber into merchantable stock through careful quarter-sawing is apparent. While it undoubtedly would present the necessity for more or less careful experimenting, there is every probability that money can be derived from giving a little care and thought to the manufacture and handling of this stock.



Helping the Consumption of Lumber



Though you may be a manufacturer of lumber, you are also a consumer. Your employes, your associates and everybody else dependent on your business are not only to be considered with reference to production, but also as to consumption. The lumber trade is generally ranked third among the industries of the country, and assuming that this is correct, it is also fair to assume that it has the same rank as to the consumption of products of all kinds, including lumber.

With this immense consuming capacity, which could be just as well directed toward lumber products as others, why would it not be possible and practicable to improve conditions in the trade by an intelligent and conscious effort to use more lumber than is utilized in the ordinary course of events? In other words, why not apply some of the "intelligent discrimination" advocated in *HARDWOOD RECORD* several months ago?

That this plan and its advantages are appreciated is indicated by the following letter, which was mailed recently by the General Lumber Company, of Milwaukee, to a number of representative firms in the business:

Dear Sir: Are you boosting for a market on cull lumber that will put it on an even basis, let alone a losing one?

How are you going about it?

Do you insist on all your purchases arriving in wooden packages and do you reship in wooden packages exclusively?

Do you accept shipments in paper cartons?

If you do, you're all wrong. Mark each order plainly, "ship in wooden crate or shipment refused." A rubber stamp costs you but twenty-five cents and you should see that each employe who buys goods for you has one, and uses it. Lest you forget, we can get them for you.

If everyone pulls the same string, we will clean up all the surplus low-grade stocks and put the price back on a cost basis. Likewise we will make a better market for our high-grade stock.

If it is only one little box, insist upon its being a wooden one. Pull hard. Every little bit helps. Ask your friends to use wooden boxes. Tell them where to get them. We all need business. Make one hand wash the other. Use wooden boxes exclusively.

The company which sent this letter is engaged largely in the sale of crating material, and while the campaign which it suggests would probably help its individual business, it is obvious that it is bound to help the business of all of the box manufacturers and at the same time of all the lumbermen, by making a bigger, broader, better market for low-grade material.

It really looks as if the lumbermen, and particularly the members of the hardwood trade, have been so busy thinking about the production of lumber that they have forgot all about their consumption of it. And while there has been plenty of talk of increasing consumption, it has been mainly with reference to that vague, indefinite, hard-to-locate individual, Mr. General Public. Almost nobody has suggested that the lumber trade begin at home, and learn how to consume more of its own products on its own account.

Take, for instance, the commissaries maintained by the various sawmills. These buy immense quantities of food products, which are now shipped principally in corrugated paper boxes. Shoes and dry-goods usually come in wood, though many of the shoe companies are using paper boxes for this purpose. If the buyers for these company stores would follow the plan suggested by the General Lumber Company, and would insist that nothing be shipped to them not

packed in wood, it would have an immediate effect.

The Shredded Wheat Company is one of the few manufacturers of breakfast foods who ship their products in wooden boxes. Why should not the lumbermen discriminate when they can in favor of shredded wheat? That may sound small, to call for it in place of some other brand, simply because the company is a friend of wood; but if everybody connected with the lumber business, in the manufacturing, jobbing and selling end of the business, were to adopt this idea, the chances are that some of the other breakfast food people would decide that it might be just as well to give lumber a chance.

The Milwaukee lumbermen suggested in their letter that employes handling purchases on the account of lumber companies make a special effort to get all of their goods in wooden boxes. This could be applied to their personal purchases just as well. And it would have a direct and practical application just now. If the employe of a lumber mill were told that he was being laid off two or three or more days a week because there was no business, and if he were shown that this loss of business was the result of the substitution of other materials for wood in all directions, would he not appreciate the fact that by patronizing articles packed in paper, when they might have been packed in wood, he is literally taking the bread out of the mouths of his children?

It would be a good idea for every lumber concern to get out a little folder or slip, which could be put in pay envelopes or distributed to employes in some other way, containing some facts about the competition which the business is meeting, and the reduction in the consumption of wood which is resulting as a consequence. With these facts brought home in a personal way, and the moral pointed that it is to the selfish and immediate interest of everyone concerned in the trade to use wood himself whenever he can, there would be no necessity of ordering employes to become boosters of wood and wood products; they would respond on their own account.

There is always a tendency to "let George do it," and the average hardwood man, particularly, is guilty of thinking that he can discriminate all he pleases against wood without having this action act as a boomerang and ultimately smite him back of the left ear. But if he has wide poplar to sell, and is longing for the good old days when the automobile body manufacturers were among his best customers, has he any right to complain of conditions if his own car has a metal body? In fact, inasmuch as he is advertising the business of his competitor by using this plan, how can he resent it if the public at large is showing a decided preference for metal in this kind of construction?

A Good Idea from China

The natives of certain parts of northern Fukien, China, have a custom of starting a forest plantation at the birth of a male child in the family. When the boy has reached the marriageable age of twenty the trees are cut and sold, and the proceeds used to defray his wedding expenses. Such a custom is unique and is in part responsible for the great number of artificially propagated forests around Yenping and Shenyang.



The Lumbermen's Round Table



What's the Matter with Hickory?

The head of a big hardwood manufacturing concern said recently that the greatest problem which he is facing at present is the disposal of hickory. The concern buys a good deal of timber, frequently entire boundaries, and the difficulty of getting rid of the hickory has become so great that very frequently the hickory trees are left standing. The lumberman simply can't see how he can cut the trees, transport the logs to the mill, manufacture them into lumber, put the lumber on sticks and carry the material for an indefinite period, and come out at the large end of the horn.

He declared that hickory is one of the few woods that have failed to advance in value. Lumbermen are getting no more for hickory now than fifteen years ago, and even at present prices the wood is almost unsalable. Yet Forrest Crissey and other investigators for popular magazines come along and announce that hickory is extremely scarce, and that special pains should be taken to conserve it!

The trouble probably is that in the wagon manufacturing trade, which is one of the largest consuming factors, other woods, such as oak, have displaced hickory to a large extent. Besides, the wagon trade itself has been dull for some time, and this means that the demands of that business for hickory have been below normal. Certainly, however, the hickory trade needs stimulation, and the man who can work out a scheme to do this will be conferring a benefit on the business.

Enforcement of Contracts

It is an open secret in the lumber business that contracts, especially during quiet periods, are almost unenforceable, and that when a buyer places a contract he is merely taking an option on the lumber, and establishing an anchor to windward that may be useful in case the market happens to advance, or the consumer happens to want the stock.

When the customer who contracted for the delivery of staple items fails to specify deliveries, no one is badly hurt, except that the lumberman may have gone into the market and bought the stock with which to fill the order. But, as a rule, the lumber may be sold elsewhere, and no heavy loss, though considerable inconvenience, is experienced.

But what happens when the lumber manufacturer receives an order for some special thickness, such as 7-4 or 9-4, which ordinarily would not be cut? In that case he is undertaking to produce something for the special use of the customer, and when the latter decides later on to cancel the order, the manufacturer is left holding the bag. He has to put in stock an unusual item, and very frequently is compelled to remanufacture it in order to put it into salable condition.

This happens all too frequently, and is grossly unfair. The lumber trade might be able to put up with broken contracts, so far as they pertained only to staples, which could be sold elsewhere without loss, but when the same treatment is accorded special orders, a halt should be called. The consumer should not attempt to dodge his obligations in a case of this sort. He should remember that he used his own judgment in ordering and should acknowledge the moral obligation as well as remember that there is ample precedent for a successful suit in a controversy of this sort.

Remarks from Indiana

A hardwood manufacturer of Indiana, who, like all other lumbermen from the Hoosier state, believes that the product of the mills of Indiana cannot be equaled anywhere else, was making some remarks recently on the doubtful compliments that are paid to the section by some other manufacturers.

Indiana oak, ash, walnut and other hardwoods are right at the top of the heap, he asserted, and for color, figure and the various other qualities which the consumer is looking for they stand in a class by themselves.

To say that a shipment is from Indiana is to give it a character, as it were. But a person may run across a good many cases of "Indiana oak" being produced in Louisiana, Mississippi, Arkansas

and elsewhere. People of the Hoosier state appreciate the compliment which is implied by having the products of other sections called out of their names, but there is a certain obvious disadvantage connected with it, from a purely sordid and commercial standpoint, which is objectionable to a good many hardwood men in Indiana, who are beginning to think they will have to get together and devise a trade mark for Indiana stock, and to stamp every board cut on an Indiana mill with that distinctive emblem, so that consumers will know when they are getting the real thing and when the spurious is being offered them.

An Interesting Possibility

The railroads are considering, according to recent reports, changing the present rate basis so as to make a higher charge for dressed than for rough lumber. If this change is put into effect, it will possibly bring about a different situation in certain respects, particularly with regard to the relative positions of the hardwood lumber manufacturer close to the log supply and the concern whose location has been chosen chiefly with reference to the consumer.

At present the southern mill which is in a position to dress its stock is able to save enough on the freight thereby to make practically the same price for dressed as for rough lumber. In other words, the loss of weight, which is reflected in a reduced freight bill, is sufficient in many cases to take care of the expense of planing.

The lumberman who is buying his rough stock, bringing it into his plant for working, and then shipping it on to the consumer dressed, is thus at a certain disadvantage, inasmuch as he must pay the higher rate for at least part of the haul. His saving in freight, which comes in the haul from his plant to the consumer, is naturally less than that of the original manufacturer, who dresses the stock at the mill, and hence his opportunity to absorb the expense of planing is less.

This is, of course, offset considerably in specific cases by the manufacturer getting his lumber from nearby points, and having a shorter haul than his competitor. But it suggests a general condition which must be affecting the situation in some respects.

If dressed lumber should be charged enough additional to make up for the loss of weight—and from the revenue-raising viewpoint of the carriers that would be the logical change to make—the sawmill man would of course not be able to take care of the charge for dressing, except by adding it to the cost of the rough lumber. This would put the concern which is farther away from the mill and which must pay freight on the rough lumber before putting it into a dressed condition, on even terms with the mill, and would eliminate the disadvantage under which it may be laboring at times now.

The manufacturer of rough hardwood lumber, who does no planing, may contend that in view of the fact that the carrier is seldom compelled to pay a claim because of damage to the stock in transit, burning being about the only way to make such a claim possible, rough stock should certainly be carried at a lower rate than dressed. There is doubtless something to be said on the other side, however, and it will unquestionably be said before the Interstate Commerce Commission permits the differential to be made.

"It Pays to Advertise"

Clever and consistent advertising of the merits of birch to consuming manufacturers, to architects and others who influence the use of wood has given it a splendid position in the market, and has insured an increased consumption which will tend to uphold values for some time to come. A comparison of the current prices of birch and plain oak, in view of the general assumption that oak is intrinsically a finer wood than birch, might be suggestive to those who are endeavoring to stimulate the use of the former. The place that cypress has taken in the building field, the demand for it being better, in proportion to output and other factors, than nearly any other construction material, is also a point to be considered in connection with the advisability of advertising a wood. The come-back of black walnut, which has been staged with appropriate advertising, is more evidence to the effect that if you want the public and the trade to appreciate the quality of your product, you must tell them about it.



Wisconsin Log Rolling Tournament



A tournament is staged for Eau Claire, Wis., September 6, which will recall former days rather than illustrate present practices. It will show log driving and log rolling, and is intended to confer the championship of the world on the winners. Incidentally, a fifty dollar gold prize is to be awarded.

Driving logs down rivers is not a thing of the past, and perhaps never will be wholly so in this country. In some parts of India log drives are yet in vogue, though logging is five thousand years old there. But the spectacular log drives of former days, on the rivers of northeastern and northern United States, are no longer common, and in some regions have wholly ceased. On some rivers very respectable drives are still to be seen. But, speaking in general terms, the American log driver is about ready to say with Byron: "The day of my destiny's over."

The Eau Claire tournament is intended to show people how they used to drive logs down rivers, and the demonstrations will be given by men who learned in the dangerous and fascinating school of experience the art of riding sawlogs down tumbling rapids, over cascades, and through whirlpools. It is more dangerous than polo playing, bull fighting, or la crosse, and no less exciting. One thing may be depended upon with certainty, and that is, no fakery and pretenders are going to do any genuine log riding. The actors will be real actors or they will very quickly get out of the game.

THE LOG ROLLERS

Riding logs over waterfalls will be only part of the show. The champion log rollers of the United States have been invited to attend and take part. It is not probable that members of State legislatures will accept the invitation and put in an appearance, for the kind of log rolling to be pulled off is different from the sort at which so many lawmakers have become proficient.

Rolling logs with handspikes and canthooks is not yet a thing of the past. A great deal of it is done on every logging operation, but on the largest works this art is declining in importance. So many power appliances for handling sawlogs are now in use that canthook and spike are not in as universal evidence as they once were.

Fifty years ago, and coming down to a period less remote, the sawlog was handled "by main strength and awkwardness," to use an old fashioned lumberman's expression. It was a "Yo, heave, ho" to get a log out of a tight place, and the canthook man was expected to lift till he could see the stars. But not so much of that is done now. The loaders, skidders, and chokers, operated by steam or electricity, now reach their chains and booms unbelievable distances and lift or drag logs out of holes and ravines totally beyond the power of the old-time canthook artist.

Logging evolution has evolved a good many of the former handspike handlers out of their old jobs; but the redeeming feature of the business is that it has brought them better jobs and more pay. The man who once made a samson post of himself to sustain the handle of a peavey, is now manipulating the lever of a steam skidder and letting the drum and cable do the lifting.

THE CAUSE OF CHANGES

The changes from the old methods to the present are due to improvements in some cases and to necessity in others. The steam skidder and loader are so much superior to the old spike and canthook that no argument is necessary to show it. But there might be some question whether the present method of transporting logs long distances is better than the river drive of former days. The conclusion depends on the circumstances in each particular case. A river with sufficient water and a favorable channel would carry a large body of logs more cheaply than a railroad, but many times rivers lack a sufficient stage of water much of the year, and many channels are rugged, and these circumstances make log drives tedious and expensive.

Whatever the reasons may be the fact is the steam logging roads now carry many more saw logs than are floated in streams. In numerous regions all timber within reach of floatable rivers was cut out long ago, and what remains is so far back that it can be brought out by railroads only.

The tournament at Eau Claire will be in charge of W. P. Hart, of that city, who is a member of the Wisconsin State Athletic Commission. It is expected to attract the champion log rollers and log riders of the whole region, and it will afford an opportunity to witness feats which many persons may never have another chance to see.

If the moving picture concerns grasp the opportunity which the occasion presents, they will be on hand, and records will be made of scenes which will be difficult to duplicate, and which will be of great interest and educational value to the public.

Reducing Wood Shrinking and Swelling

A New York firm is trying to find some practical means of eliminating entirely the shrinking and swelling of wood blocks laid end up as a sort of mosaic flooring. The woods used are oak, mahogany, Circassian walnut, etc., and are cut into blocks, usually about one-half inch thick and one and one-eighth inch square. These blocks are thoroughly dried in a vacuum oven and then impregnated with paraffine. Although this impregnation appears, even under the microscope, to be complete it does not prevent the wood from responding to varying conditions of humidity. This is probably due to the failure of the paraffine to enter the walls of cells which alone govern shrinkage and swelling.

An experiment was tried with soaking the paraffined blocks in linseed oil, but the results were entirely unexpected. Although the wood took up a considerable amount of the oil there was little, if any, expansion, and upon being placed in contact with moisture the blocks swelled faster than similar blocks not treated with linseed oil. They also responded more quickly to variations in the humidity of the air. It is hard to understand why such should be the case.

It is doubtful if there is any way by which wood can be made entirely immune from "working." High temperatures reduce the property materially and vulcanizing goes still further, but such processes do not eliminate the trouble. Impregnation with creosote, tar, and crude oil, as numerous tests with paving blocks and other material demonstrate, will not keep out moisture entirely.

H. D. Tiemann of the Forest Products Laboratory is authority for the following statement:

"Methods of partially overcoming the shrinkage by impregnation of the cell walls with organic materials closely allied to the wood substance itself are in use. In one of these which has been patented sugar is used as the impregnating material, which is subsequently hardened or 'caramelized' by heating. Experiments which the Forest Service has made substantiate the claims that sugar does greatly reduce the shrinkage of the wood."

It is sometimes claimed that prolonged soaking of wood will reduce its hygroscopicity. In this connection Tiemann says:

"Soaking wood for a long time before drying has been practiced, but experiments indicate that no particularly beneficial results, from the drying standpoint, are attained thereby. In fact, in some species containing sugars and allied substances it is probably detrimental from the shrinkage standpoint. If soaked in boiling water some species shrink and warp more than if dried without the treatment."

Since this tendency of wood to change in volume according to the variations in moisture conditions attending its use, whether free water or the humidity of the air, is a serious objection to the employment of wood in some important instances, this should prove a fruitful field for further research and experiment.

Speeding Up Tree Growth

Recent experiments with hybrid forest trees show in some instances a remarkable stimulation in the rate of growth. The hope is expressed that eventually lumber-producing hybrids will be evolved which will greatly lessen the time of development of the crop. Unfortunately, however, the seed from such trees is not fertile or is low in fertility and cannot be depended upon to reproduce the desirable qualities. Resort must be had to cuttings, layerings, or grafts, to which some kinds lend themselves readily.



Interesting Traffic Developments



Log Rates from Arkansas to Memphis

In the matter of rates on logs from Stuttgart and other points in Arkansas to Memphis, Tenn., the Interstate Commerce Commission has ruled that the proposed cancellation of rates on logs in carloads from these points in the same vicinity to Memphis, Tenn., is not found to be justified.

In part the decision reads: The respondent's reasons for the proposed cancellation are no logs have moved, or can move, from these points, except perhaps occasionally; the present rate was published inadvertently; the rate might be used in comparison to respondent's detriment. Protestants were unable to testify concerning the traffic, and their protest was due evidently to their general opposition to all increases of this kind rather than to any injury likely to result from this particular increase. It was shown, however, that there are tracts of timber which, by the construction of spur tracks, may possibly find an outlet over the branch involved.

Specific rates on logs from Arkansas points to Memphis are carried in the respondent's present tariff. Rates are named from numerous points on respondent's main line from Little Rock to Memphis and on several other branches besides the Stuttgart branch. The carload rate on logs from about twenty stations between Hart and Palestine, Arkansas, is four and one-half cents per 100 pounds; the rate from all points between Hazen and Lonoke, Arkansas, six cents. Lonoke, the most westerly point, is 111 miles from Memphis. Hazen is a few miles west of Mesa, and the branch line from Mesa to Stuttgart is nearly perpendicular to the line through Hazen and Lonoke. Stuttgart is 109 miles from Memphis, and the rate from points on the Stuttgart branch is six cents, the same as from points between Hazen and Lonoke. The rate proposed to be canceled, therefore, accords with the other rates carried by respondent.

The cancellation proposed would render applicable a rate of eleven cents per 100 pounds, which is the rate applicable to carload shipments of lumber. No evidence was adduced to prove this rate reasonable for shipments of logs. Since logs move from points in the same vicinity at rates ranging from four and one-half cents to six cents, a rate of eleven cents from the points involved presumably would be discriminatory even for a single carload shipment of logs. The present rates from points in the same vicinity also vitiate respondent's contention that the rates in issue may be used detrimentally to respondents in rate comparisons.

Cancellation of Louisiana Milling-in-Transit Rates Denied

Proposed withdrawal of milling-in-transit rates on logs, rough staves and stave bolts at points in Louisiana was not found to have been justified by the Commission in a recent decision. The tariff under suspension was ordered cancelled. Commissioner Clarke, in discussing the case, stated that practically since 1910 respondents, as well as other carriers serving Alexandria, have maintained net transit rates on logs, rough staves and stave bolts much lower than the rates on forest products and lumber. The present net rates are approximately forty per cent of the lumber rates. The regular forest products rates are assessed on the raw material, but when the manufactured article to the extent of one-third the weight of the raw material is shipped out via respondent's lines, a refund to the basis of the net rates is made on the inbound material.

In justification of the proposed cancellation, respondents urge that there is no reason for the maintenance of transit rates on these commodities at Louisiana points; that the proposed cancellation is in conformity with the views of the commission in that flat rates will be restored, and that the present rates are unremunerative.

In support of the first proposition, it is stated that logs, rough staves and stave bolts originate near the milling points, and for this reason there is no occasion to equalize manufacturing points, as is the case in other transit arrangements. Protestant contends that owing to the scattering growth of hardwood, which furnishes the raw material, it is necessary to operate mills at central points. There is a very substantial movement of the raw material to Alexandria.

Respondents have introduced no evidence to show that the proposed increased rates are reasonable, and very meager testimony to show that the present rates are unremunerative. Practically their entire argument is directed in support of the contention that they have a right to cancel this transit arrangement at Louisiana points.

On brief, respondents assert that the commission is without power to order a carrier either to install or to continue a milling-in-transit arrangement except for the purpose of removing discrimination. If we were to accept this view of the limitation of the commission's power, which we do not, this case falls clearly within the admitted jurisdiction of the commission, as the record shows that unjust discrimination would result if the suspended tariff were to become effective.

Reparations Awarded

Reparation in the following cases have been ordered by the commission: Krauss Bros. Lumber Company versus the Yazoo and Mississippi Valley Railroad Company; Pickering Land and Timber Company versus Lake Charles and Northern Railroad; Houston Bros. versus Illinois Central; Brooks-Seanlon Company versus Illinois Central; The Fullerton-Powell Hardwood Lumber Company versus Alabama and Vicksburg Railway Company; Daugherty, McKey & Co. versus Mobile and Ohio Railroad Company; Natalbany Lumber Company versus Illinois Central; Longville Lumber Company versus Louisiana Western Railroad Company; Pickering Land and Timber Company versus Lake Charles and Northern Railroad Company; Foster Lumber Company versus Gulf, Colorado and Santa Fe; The Riverside Lumber Company versus Louisville and Nashville; Terluone Lumber Company versus Southern Railway Company; Himmelberger-Harrison Lumber Company versus St. Louis, Iron Mountain and Southern Railway Company; King Lumber and Manufacturing Company versus Atlantic Coast Line Railroad Company; International Lumber Company versus The Chicago, Rock Island and Pacific Railway Company; Earthman Lumber Company, Inc., versus Chicago, Burlington and Quincy Railroad Company; Himmelberger-Harrison Lumber Company versus St. Louis, Iron Mountain Southern Railway Company; Sage Field Lumber Company versus Chicago, Milwaukee and St. Paul Railway Company; Ferd Brenner Lumber Company versus Southern Railway; Houston and Liggett versus Nashville, Chattanooga and St. Louis Railway.

Miscellaneous Cases

Virginia-Pennsylvania rates on hardwood lumber have been attacked in the case of the Hardwood Package Company versus the New River, Holston & Western Railroad.

Rates on mahogany from New Orleans to Michigan and Indiana points have been found to be reasonable by the commission in a decision rendered in the case brought by the Otis Manufacturing Company of New Orleans. The Otis company maintained that the existing rates are unreasonable and unjustly discriminatory. The commission awarded the Otis company reparation on shipments of mahogany which moved from New Orleans through Gulfport to Grand Rapids, Mich.

A hearing has been assigned in the case of Beckman Lumber Company versus the Missouri Pacific at Kansas City July 7 before Examiner Dow.

The hearing in the case of Citizens Lumber Company versus the Chicago, Rock Island and Pacific, set for July 14 in Des Moines, has been cancelled.

The Frisco and other carriers have been ordered to pay the Chapman & Dewey Lumber Company reparation in the amount of \$1,376.83 with interest from Oct. 1, 1912.

Authorization has been granted to establish rates on spoked in the white from Harriman and Harriman Junction, Tenn., and points taking the same rates, to points in Alabama, Georgia, Florida, Mississippi, Arkansas, Tennessee and Louisiana, the same as the rates in effect from Tullahoma, Tenn., or Nashville, provided no higher rates are maintained from any intermediate points.



Experience Talks on Woodworking



One of the most annoying troubles experienced in mills and wood working plants is with belting flapping on the slack side. Flapping may be due to any one of several causes, or to a combination of them. The most usual cause is that one or both of the pulleys run out of true. The belt is then alternately stretched and released, and while this may not cause flapping at one speed, it will usually do so at a higher speed. If the belt is rather slack, tightening it somewhat may cure or alleviate the flapping. The most obvious and best remedy, but the most expensive, is to turn the pulleys to run true.

Covering the pulleys with leather reduces the slipping of belts and also decreases the friction losses in belt driven transmission by making it unnecessary to run the belts so tight. It is estimated that leather covered pulleys will enable belting to transmit thirty per cent more power than pulleys with the plain iron surface.

In order to prevent heavy stresses in shafts and bearings, pulleys that are run at high speeds must be carefully balanced. Perfect balance involves two conditions: (a) the center of gravity of the pulley must lie in the center lines of the shaft; (b) the straight line joining the centers of gravity of any pair of opposite halves of the pulleys must be perpendicular to the center line of the shaft.

An old time, experienced sawyer suggested to the writer that nine thousand feet per minute—that is, nearly two miles per minute—for the rim of a circular saw to travel, may be laid down as a rule. He states the following example: "A saw twelve inches in diameter, three feet around the rim, 3,000 revolutions; twenty-four inches in diameter, or six feet around the rim, 1,500 revolutions; three feet in diameter, or nine feet around the rim, 1,000 revolutions; four feet in diameter, or twelve feet around the rim, 750 revolutions; five feet in diameter, or fifteen feet around the rim, 600 revolutions. Of course it is understood that the rim of a saw will run a little faster than this reckoning, on account of the circumference being more than three times as large as the diameter.

Many of the progressive wood working plants are generating their own electricity for power as well as lighting. Some of the boys become very nervous when trouble arises at the dynamo or motor. Sparking at the commutator is very common and it may be worth the space to offer a few suggestions. If this be due to overload, the sparking cannot be cured except by reducing the load. The trouble may be due to improper position of brushes. Move the rock arm to one side or the other to determine this. If copper brushes (tangential) are used, they may be unevenly spaced around the commutator. Each set of brushes should have the same relative position with regard to respective pole tips. Sparking may be caused by an uneven commutator, in which case it should be smoothed with sandpaper (not emery) or turned down in the lathe. Sparking may also occur, in a multipolar machine, from the wearing away of the bearings, which produces eccentricity of the armature with respect to field, and consequent unequal magnetic induction at different points. A slight sparking at the brushes of the machine is not detrimental.

Takes Exception to Article on Sap in Figured Gum Panels

The last issue *HARDWOOD RECORD* contained a short story regarding the use of sap in figured gum panels suggesting that the use of too much sap not only tended to give too splashy an appearance to the panels, but also made them in a measure less durable. The story urged the use of a thin line of sap contrasting with the dark wood, the sap to appear at the joints, making a regular break in the whole effect. Of course the whole suggestion was based on the condition that the buyer himself desired this effect.

A prominent manufacturer in the South, who has made a specialty of this work, writes as follows regarding the article:

On page thirty-two you publish an article criticising the use of the sap of figured gum panels. I have no idea where you got the information, but there are a number of misleading statements in this article. In the first place, the rules of the National veneer association specify that sap wood in quartered oak, and it is understood in other figured woods, is no defect. It has been attempted by the manufacturers of panels to work sap wood into their panels and tops, but the objection of the consumer has been so strenuous that the panel maker has been obliged to discontinue it. I do not know of any manufacturers of figured gum panels that have been tempted to use an excessive amount of sap in matching up face stock, but I do know that with this wood, as with Circassian walnut, there are occasional furniture manufacturers who believe that a little sap wood worked into the joints does add to the effect, and their ideas as to the relative quantity of sap wood vary.

This article criticises the use of sap wood because it says there is a tendency of the glue to come through and bring about a graying and dingy effect. This effect, if it obtains, is not the fault of a first-class panel manufacturer, but it is the fault of the finish that is put upon the veneer. There is no more reason why joints in this wood should open than in any other, and the wood should not be criticised for that cause. I do not see that the writer of the article has any reason to suggest that some of the effects that he speaks of are the "result of improper handling by people who made up the panels." Nine times out of ten, bad effects in veneered work are produced by improper finishing, yet in our experience we have never found the head of a furniture factory who is willing to admit that an error is possible in his finishing room.

Sap wood can be used without becoming gray or cloudy in appearance provided it is properly handled. This means that the glue must be properly dissolved, not boiled or cooked, at proper temperature, and to a proper consistency. The glue must be applied as quickly as possible, and the panels gotten under pressure quickly. Hot cauls must be avoided as they will have the effect of drawing the glue through and giving the sap wood the cloudy appearance that you complain of. The natural finish will leave the wood white. It is true, however, that all white woods become yellow in time.

Open joints are a question of proper manufacture. It seems to me that there is no more danger in sap wood than in the heart wood.

HARDWOOD RECORD wishes to say that its intent was evidently misunderstood in a measure as there was no desire to convey the impression that the sap wood would cause opening up of joints, thus making it possible for the glue to come through. On the other hand, the slightly greater porosity of sap wood as compared to heartwood makes it more easily possible for the glue to come through the pores, and to appear eventually on the surface, which would cause, with the wide white face at the joints, a slightly smudgy appearance in the course of time. In a narrow strip of sap this would not be a noticeable result.

HARDWOOD RECORD welcomes these comments, and very gladly publishes this part of the letter.

Is Chestnut Blight Subsiding?

A large dealer in chestnut railroad ties in Pennsylvania announces his belief that the chestnut blight which has done so much damage to standing timber has about run its course and has ceased spreading into new territory. He says this observation holds true at least in the portions of Pennsylvania where he is doing business. A great deal of money has been spent by different states, especially by Pennsylvania, in combatting the chestnut disease and in trying to find a remedy for it. As far as known, no practical headway has been made in the fight; but if the disease is now declining it is due to some agency of nature not dependent upon what man has done. The disease is caused by a fungus that grows in the soft tissue between the bark and the wood.

Wood for Perches in Bird Cages

In New Haven, Connecticut, there is a bird cage factory which uses several car loads of lumber annually to make perches. The wood must be strong, fine-textured, free of color, and not splintery. Soft maple has been principally used in the past, but the company is beginning to use white or paper birch instead. The wood is purchased in the form of inch-and-a-quarter planks and is then cut up and turned by automatic machinery.



Pertinent Legal Findings



Use of Private Spur Tracks

When a railway company constructs a private spur track for the exclusive use of a lumber company, it is under no duty to furnish cars to a third person on that track, although they are ordered for delivery of timber products to the lumber company, holds the Texas court of civil appeals, in the case of *Moore vs. Beaumont, Sour Lake & Western Railway Company*, 174 Southwestern Reporter 844. After pointing out that third persons could claim no benefits under a contract for construction of a private spur track, the court says:

Railroads are only required by law to furnish cars for the shipment of freight at stations or points on their road provided for the service of the public, or where the railroads are in the habit of accepting freight from any person offering same for transportation. The spur in question was a private track for the sole and special use of the lumber company, and was under the exclusive control of that company. The railroad company could not, without violating its contract with the lumber company, which had assisted in the construction of the spur, place cars thereon for the use of shippers generally, unless by permission of said company.

Life Tenant's Right to Dispose of Timber

One who merely owns a life interest in land has no right to sell timber standing on the land, although he may make reasonable use of the same for domestic purposes. (Kentucky court of appeals, *McCoy vs. Ferguson*, 175 Southwestern Reporter 23.)

Delivery of Freight on Private Tracks

When carload shipments of freight are billed for delivery to the consignee on his private switch track, the delivering railway company is not entitled to payment of the freight charges, nor can demurrage charges accrue until the cars have been placed on that track. Putting the cars on public delivery tracks at the point of destination and notifying the consignee of their arrival is insufficient tender of delivery. (Massachusetts supreme judicial court, *N. Y., N. H. & H. R. R. Co. vs. Porter*, 108 Northeastern Reporter 499.)

Aspects of Sales Contracts

When a contract to sell commodities does not specify any time for payment of the price, and mutual understanding on that point cannot be inferred from the previous course of dealings between the parties, or other circumstances, payment of the price and delivery are due at the same time, and the buyer's failure to tender payment then excuses refusal by the seller to deliver. If there is no express nor implied agreement as to place of delivery, it will be presumed to have been understood that delivery should be made at the seller's place of business. When goods sold are to be delivered in installments, the buyer's failure to pay for installments already delivered justifies the seller in rescinding the contract as to the remaining deliveries. (Connecticut supreme court of errors, *Bridgeport Hardware Manufacturing Co. vs. Bounoil*, 93 Atlantic Reporter 674.)

Time for Delivery Under Contract

If a contract to sell logs or other timber products calls for delivery of a stated quantity before a fixed date, deliverable in installments on four weeks' notice, on condition that the first delivery be ordered out by the buyer by a certain date, failure of the buyer to call for the first installment by that time gives the seller the full contract period in which to deliver it. (Alabama supreme court, *Hallett Manufacturing Co. vs. Curjel & Co.*, 67 Southern Reporter 995.)

Statutory Liability for Fires

Under the statute in force in North Carolina, requiring an owner of timber land to give two days' notice in writing to adjoining owners of intention to fire his woodlands, one who fails to give such notice is liable for damages caused to adjacent property owners, even though oral notice be given the day the fire is started. (North Carolina supreme court, *Stanland vs. Rourk*, 84 Southeastern Reporter 845.)

Lessee's Rights in Spur Track

After constructing a spur track to serve a lumber yard, a railway company is under legal obligation to furnish shipping facilities to a lessee of that yard on the same terms as the leasing owner. A railway company is not entitled to base a refusal to deliver shipments on a spur track on the ground that the same come from persons or localities not served by the company.

Ground for Avoiding Contract

According to the holding of the United States circuit court of appeals for the eighth circuit, a company is entitled to repudiate a contract made for it by its purchasing agent, on discovery that he was induced to make it on an understanding that he should receive a secret commission from the other party to the agreement. But the right to rescind the contract on this ground is lost unless promptly and clearly expressed on discovery of the fraud. (*Ripley vs. Jackson Zinc & Lead Company*, 221 Federal Reporter 209.)

Ownership of Cut Timber

Timber cut but not removed from the land within the time specified for cutting and removal in the contract of sale belongs to the buyer, if it has been paid for. (Texas court of civil appeals, *Broocks vs. Moss*, 175 Southwestern Reporter 791.)

Time for Delivery of Goods Sold

When a contract to sell personal property specifies a time for delivery, the provision is deemed to be regarded by both parties as an essential condition of the agreement. Hence, under a contract to deliver goods August 15, the buyer was entitled to reject delivery tendered September 28. (North Dakota supreme court, *Sunshine Cloak & Suit Company vs. Roquette Brothers*, 152 Northwestern Reporter 359.)

Duty to Warn Mill Employee

A lumber manufacturing company is liable for injury to a mill employee, caused by reversal of live rollers by the employee in charge thereof without warning to him, while he was engaged in the performance of his work. (Arkansas supreme court, *Traxler vs. Poinsett Lumber & Manufacturing Company*, 175 Southwestern Reporter, 522.)

Rights in Removing Timber

Under a conveyance of standing timber of certain dimensions, with privilege in the purchaser to cut and remove the trees, he is entitled to destroy timber under the specified dimension when reasonably necessary in adoption of approved methods of removing the trees conveyed. (United States circuit court of appeals, fourth circuit; *Vosburg Company vs. Watts*; 221 Federal Reporter 402.)

Right to Lien for Lumber Sold

One who sells lumber that is not actually incorporated in a building, being merely used temporarily in making forms for concrete construction, is not entitled to enforce a mechanic's lien against the building. (Wisconsin supreme court, *Wiedenbeck-Dobelin Company vs. Honey*, 152 Northwestern Reporter 479.)

Broken Promises to Receive Bids

Even if a merchant who was about to buy store fixtures promised to notify plaintiff as to when bids would be received for the work, so that plaintiff might put in a bid for a fixture manufacturer on a commission basis, failure to give such notice did not render the merchant liable to plaintiff in damages as for breach of contract, since there was no consideration for the promise, since the merchant would not be bound to accept any bid that plaintiff might have submitted, and since the manufacturer represented by plaintiff might not have been willing to have entered into a contract on terms satisfactory to the merchant. (North Carolina supreme court, *Wooten vs. S. R. Biggs Drug Company*, 85 Southeastern Reporter 140.)

Aspects of Sales Contracts

When a contract to sell goods calls for delivery by a specified time, time will be regarded as an essential element of the agreement, and if the seller fails to comply with that requirement, the buyer is entitled to rescind the contract. Before the seller can recover damages against the purchaser on the theory of repudiation of the contract by the latter, he must show that he was ready and able to make delivery according to all the terms of the agreement. [In other words, when one agrees to sell a stated quantity of hardwood lumber of specified grade and dimensions, the buyer's repudiation of the contract will give the seller no right to legal relief unless he shows that he was ready and able to deliver that kind and quantity of lumber in compliance with the contract.] (Delaware superior court, *Weishut vs. Layton & Layton*, 93 Atlantic Reporter 1057.)

The Utilization of Alder

The announcement that a company has been organized in the State of Washington to make combs of alder on a large scale serves to call attention to that interesting wood.

People in the eastern states know alder only as a worthless shrub that grows in thickets along the banks of streams or in swamps, and never attains a size above two or three inches in diameter and ten or fifteen feet high. It is seldom even cut for fuel. In England the alder thickets are cut for burning into charcoal for gunpowder. Doubtless the alder copses of that country are now being depleted more rapidly than ever before. On the continent of Europe, particularly in northwestern Europe, alder is a source of lumber, and house builders use it, and have been using it, for 3,000 years.

In the United States the only timber of this species large enough for the sawmill grows on the Pacific coast in California, Oregon, and Washington. There are two kinds, white alder (*Alnus rhombifolia*) and red alder (*Alnus oregona*). Two other species, west of the Rocky mountains, occasionally attain tree size, but there appears to be no report that they have ever been used. The one most commonly used is red alder.

The wood belongs in the hardwood class, but is quite soft. It is red, and in appearance bears some resemblance to red cedar, the kind that lead pencils are made of, but it is not so fine-grained as this cedar, nor is it so soft.

This alder is said to be the most quickly-decaying wood of the American forests. A log, ten inches in diameter, has been known to rot so completely in one year that it broke by its own weight when an attempt was made to lift it. That occurs in the damp forests of Washington, but when alder is kept dry it lasts well. Trees are sometimes two feet, and even three, in diameter, and eighty feet tall. They are shapely and make nice, straight sawlogs.

The white alder, though a separate species, looks much like the other. Both prefer the banks of streams where their roots can reach plenty of water. The wood of white alder is not considered to be so valuable as the red, but it is put to use. In California it is one of the best broom-handle woods to be had. The tree is fairly hardy, and it follows the narrow valleys and water courses into the mountains two thousand feet or more above sea level. Snow there sometimes falls a foot deep, and being wet and sticky it catches the white alders at a disadvantage, for the trees are in bloom in winter. The blossoms are yellow in color, five or six inches long, and of the shape and size of leadpencils. The wet snow clings tenaciously to their furry surfaces, and the spectacle is unique and

interesting. The cold seems not to injure the flowers in the least, and about twelve months later there is a crop of seed, the size of pin heads, which may scatter like black dust upon the next winter's new fallen snow.

RED ALDER'S PLACE

Red alder is preferred by those who use the wood. No history is old enough to tell when the use of this wood commenced on the Pacific coast. The Indians were making dishes and idols of it long before the world heard of Christopher Columbus. It was the only wood of the Pacific coast which the Indian with his rude tools could shape and hollow for serviceable vessels in which to store or cook his food. He cooked in troughs of water which was brought to a boil by dropping in hot stones. The prehistoric savages thought so much of their red alder basins and troughs that they were buried with the dead for use in the happy hunting grounds. By excavating some of the old Indian bone pits these vessels are now brought to light.

When the Indians of that region procured edged tools from traders they increased the size and added to the number of their alder wood-ware. They made almost every kind of vessel and tool from spoons to canoes. The Field Museum of Chicago has a fine collection of alder vessels made by Indians of Washington and British Columbia.

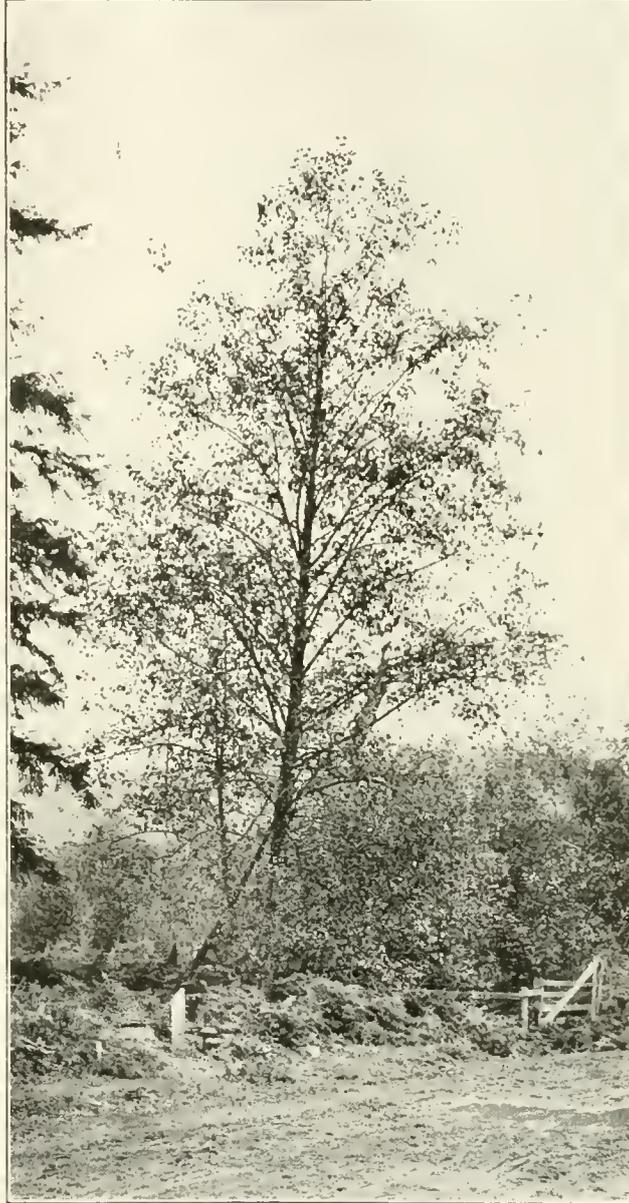
MODERN USES

Factories in Washington and Oregon use 2,000,000 feet of red alder yearly to make various articles. The most important of these are broom handles, porch columns, furniture, interior house finish, pack saddles, pulleys, and turnery. The wood takes a smooth finish. After it has become seasoned it never shrinks or swells much. It is difficult to ignite, and for that reason has been recommended for mantels. It has also been suggested for fire-proof shingles, but its tendency to quick decay places it in poor favor for shingles, and there are no reports of its employment in that capacity.

Trees are largely sapwood which is light in color when first cut; but exposure to the air causes the color to change to reddish so that after that change has occurred, the line between sapwood and heart is not always easily distinguished. It is supposed that the change in color is due to chemical action.

ALDER FOR COMBS

If the announced plan to make combs of alder on a large scale is carried out, it will result in bringing this wood into wider notice than it now enjoys. The combs are intended for hotels, and if the movement proves popular, immense numbers will be called for. Each guest of the hotels is to have a new comb every day as a regular



WESTERN RED ALDER

supply, in the same way that the cake of soap and the fresh towels are furnished daily to each room. No one seems to have figured out yet what is to become of the comb after its one day's service. As far as wearing out is concerned, it ought to last a year.

The hotel keepers hope that guests will carry the daily comb away and keep it as a sort of souvenir. With that idea in mind, it is proposed to print a neat advertisement of the hotel on the comb, which would thus become an advertisement for the hotel. The traveler on long journeys, who saves the combs, would accumulate a good

sized grip full in a few months. But time alone will tell what will happen along that line. The manufacturer will be interested chiefly in making the combs, no matter what becomes of them later.

There is no reason to suppose that alder is the only wood in the country suitable for combs. Beech, birch and maple are recommended by their qualities, but it is said that the extreme hardness of these woods is objectionable, because the comb's teeth receive such sharp points that they scratch the head of the comb some what unpleasantly.



What is Snakewood?



Snakewood is a name applied to a number of woods, but there is none other so important nor so well known as that of British Guiana. It is called *bourra courra* by the natives who used the wood extensively from the earliest times for making their bows. The early travelers in South America frequently mentioned and described in their accounts the powerful snakewood bows used by the Indians. The name snakewood was given to the wood by the English, because the heartwood of this tree resembles the skin of some of the highly colored snakes. It also received the trade name leopard wood, because of its irregular dark-colored spots which are so conspicuous on a highly polished surface. The French call it *bois-de-lettres*, on account of its irregular dark spots which bear a fancied resemblance to the letters of the alphabet. From this name the English coined the word letterword, and the Dutch letterhout. The French also refer to it under the less familiar names *lettre mouchete* or *bois d'amourettes mouchete*. In Darian and San Blas country of Panama it is known as *casique care* and also as *guaimaro*.

The botanical name of this tree is *Brosimum Aubletii*. The tree was first described in 1775 by the distinguished botanical explorer Aublet, who named it *Piratinera guianensis*. The generic name was an attempt to latinize *piratinere*, the old Indian name of the tree. It was found later that this species belonged to the previously described genus *Brosimum* and was, therefore, referred to this group and the specific name changed to *Aubletii* in honor of the celebrated discoverer Aublet.

Snakewood is a rare tree of variable dimensions. It often attains a height of from seventy-five to eighty-five feet, and varies from two to three feet in diameter near the base. It is found in moist forests and is distributed from the Isthmus of Panama southward through Columbia to eastern Peru and westward to the Guianas and the northern states of Brazil. On the San Blas coast it is moderately abundant, but in the Guianas and in parts of Venezuela it is now very rare. The wood is now brought down the Amazon, which indicates that its commercial distributions extend pretty well into Brazil.

The only portion of the tree that has a commercial value is the heartwood, which is for the most part very small. A tree of twenty inches in diameter has only about seven inches of heartwood. The sapwood is light yellow or nearly white, and the heartwood is of a rich dark brown color tinged with red and mottled with irregular black spots somewhat resembling the markings of a leopard, hence its trade name. The wood is very hard, heavy (about eighty pounds per cubic foot), exceedingly strong, tough, and is said to be very durable in contact with the soil. It is extremely close-grained and almost never cross-grained. It is said to split with considerable ease which is its only drawback for making walking-sticks. Its great elasticity fits it particularly for making bows and it is used occasionally for making violin bows. One of the chief uses in England and in the United States is for making walking-sticks and the butts of fishing rods. The great weight of this wood renders it unfit for the tips. Snakewood is susceptible of a very good polish and is much sought by the cabinet makers, but on account of the small dimensions of the heartwood it is used only for very small articles. The wood is veneered and used in this form.

Snakewood is shipped into England and this country in the form

of small logs with the sapwood removed. It is always sold by weight and usually brings from fifteen to twenty-four cents per pound. It is one of the most expensive woods in the American markets.

The well prepared transverse section of snakewood magnified fifty diameter shows the structure of the wood. If any one wishes to determine for himself as to whether his cane or fishing rod is made of the genuine snakewood he can make the examination with a pocket lens by first cutting a smooth surface approximately at right angles to the vertical axis of the rod. If the specimen is carefully prepared with a very sharp knife, the observer will be able to compare the characters of the wood with the description. What constitute the most important distinguishing characters of snakewood are the numerous small round pores arranged either singly or in rows of two to three and the faint, irregular lines of lighter colored and less dense fibers.

Walnut Will Be a Feature

American walnut gave the most spectacular evidence of its revival at the January furniture shows, and from indications which have been given thus far to those engaged in the manufacture of walnut lumber and veneers the showing at the July exhibitions will be still more elaborate. It is estimated that somewhere between 150 and 200 concerns will display samples made of this material, while in most cases those who showed last January will have a larger number of designs to offer this time.

The attitude of the furniture trade, and especially the makers of fine furniture, is indicated by the statement of the Berkey & Gay Furniture Company, of Grand Rapids, which says, "it has been showing the largest line of walnut furniture made in this country for some seasons, and will show still more at the July show. This company is having good sales of walnut furniture, and sees no reason why it should not continue to grow."

The Phoenix Furniture Company, of Grand Rapids, reported that during the past six months American walnut furniture has been out-selling mahogany. Many consumers state that they are taking on larger lines of American walnut furniture because of the Circassian walnut situation.

Late Traffic News

Rates on lumber between Pennsylvania and New York points are attacked in a complaint by the Palmer & Semans Lumber Company of Union Town, Pa.

A practice in Cincinnati alleged to be unfair has been attacked by the W. H. Settle & Co. of that city. The complaint has to do with the higher rates which are charged to certain portions of Cincinnati as compared with those to other points of the same city. Settle & Co. have their plant at Madisonville, which is within the corporate limits of the city.

Reduction of rates on lumber from Kentwood, La., to various northern destinations has been denied.

The rate on gum lumber from Cedars, Miss., to Illinois and Wisconsin points has been attacked in the case of the Mississippi Veneer & Lumber Company versus the Illinois Central.

The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter.

B 922—In the Market for 1 1/4 Inch Teak

Chicago, Ill., June 11. **EDITOR HARDWOOD RECORD:** We are in the market for one or two carloads of 1 1/4 inch teak wood, and would be glad if you can inform us as to the source of supply, or the names of a few firms who manufacture and handle this wood.

The necessary information will be given to all inquiries.—**EDITOR.**

B 923—Wants to Buy Mahogany and Quartered and Plain Oak Panels

New York, N. Y., June 14.—**EDITOR HARDWOOD RECORD:** We are in want of material similar to that shown on the enclosed memorandum. Can you please advise us who are in a position to furnish such class of goods?

MEMORANDUM

609

Top 100 20 1/2 x 17 5/8 5-ply mahogany one side sanded 1/8 banded birch edge.
Door 200 7 x 29 5/8 5-ply mahogany one side sanded 1/8 banded birch edge.
Side 200 19 x 29 3/8 3-ply mahogany one side sanded.
Back 100 15 1/2 x 28 3/8 3-ply mahogany one side sanded.

608

Top 100 19 1/2 x 15 1/2 5/8 5-ply quar. oak one side sanded 1/8 banded oak edge.
Door 200 7 x 29 5/8 5-ply quar. oak one side sanded 1/8 banded oak edge.
Side 200 18 x 29 3/8 3-ply quar. oak one side sanded.
Back 100 14 1/2 x 28 3/8 3-ply quar. oak one side sanded.

504

Top 100 13 1/2 x 12 3/4 5/8 5-ply plain oak one side sanded 1/8 banded oak edge.
Door 100 11 x 27 5/8 5-ply quar. oak one side sanded 1/8 banded oak edge.
Side 200 12 3/4 x 27 3/8 3-ply plain oak one side sanded.
Back 100 11 3/4 x 27 3/8 3-ply plain oak one side sanded.

The last named figure is the length of the grain of the wood.

The address of the above correspondent will be supplied on application.—**EDITOR.**

B 924—Wants to Buy Birch or Hard Maple Dimension

New York, N. Y., June 18.—**EDITOR HARDWOOD RECORD:** We are in the market for one or more cars of 3 1/2 x 4 x 52 1/2-inch to 55-inch birch or hard maple dimension.

If you can direct us to any party who would be likely to get these out for us, we should appreciate the information.

Those interested can have the name and address of this company by writing HARDWOOD RECORD.—**EDITOR.**

References to "Mail Bag" Items Must Be Accompanied by Stamped Envelope to Receive Reply

Clubs and Associations

Resolutions on the Death of S. J. De Vries

At a recent meeting of the board of directors of the Lumbermen's Association of Chicago the following resolutions were adopted:

Whereas, This board of directors has learned with profound sorrow of the death of our late associate, S. J. De Vries of the firm of S. J. De Vries & Co., who died June 10, 1915, and being desirous that memory of his life may be a matter of record with this association;

Whereas, That identified as was Mr. De Vries for over a quarter of a century with the lumber trade of Chicago, his life was a bright example of business integrity and uprightness, worthy of emulation to all others;

Therefore be it resolved by the Lumbermen's Association of Chicago, That while we reverently bow to this decree of the Ruler of all the earth, yet we cannot but regret to part with one of our members so favorably known, respected and loved.

Be it further resolved, That we tender his sorrowing family our heartfelt sympathy in this hour of their great affliction and remind them that their surest consolation will be found in the unsullied record of his earnest and faithful life.

Resolved, That these resolutions be spread upon the records of the Lumbermen's association and copies transmitted to the family of the deceased and to the lumber press.

Yellow Piners to Meet in Chicago July 13

The meeting of the board of directors of the Southern Pine Association will be held at the Blackstone hotel, Chicago, Tuesday, July 13. This will be followed on Wednesday, the fourteenth, by a general meeting of the subscribers and yellow pine manufacturers at the same hotel. The work of the association will be fully reviewed.

Charles H. Mackintosh Honored



CHARLES H. MACKINTOSH, DULUTH.

Charles H. Mackintosh, advertising manager of the Clyde Iron Works, and editor of "Steam Machinery," Duluth, Minn., was honored by being elected president of the Association of House Organ Editors, an organization affiliated with the Associated Advertising Clubs of the World. The election took place in the regular meeting of the house organ editors, held during the annual convention of the general organization in Chicago this week.

Mr. Mackintosh was very active in consummating a definite association of house organ editors, and was placed to the presidency as a reward for his effective work since the idea was started last year at the Toronto meeting.

Chicago Association Will Hear Prominent Speaker

Arthur J. Eddy, lawyer and author of the book "New Competition," will address the members of the Lumbermen's Association of Chicago at the association rooms at noon, Friday, June 25, the subject being "Legal Co-operation vs. Cut throat Competition."

E. W. Peters of the Forest Service is responsible for the securing of Mr. Eddy's presence. Members will be privileged to ask any questions that they might desire further information upon in reference to this subject.

Tennessee Association Elects Officers

At a recent meeting of the Tennessee Manufacturers' Association at Chattanooga, it being the annual convention, the following officers were elected for the coming year:

President, J. E. Edgerton, president Lebanon Woolen Mills, Lebanon. Vice-presidents, M. E. Temple, secretary-treasurer Chattanooga Furniture Co., and former president Chattanooga Manufacturers Association; George L. Hardwick, president Cleveland Woolen Mills, Cleveland and Chattanooga; S. B. Anderson, of Anderson-Tully Co., Memphis, producers and exporters of lumber and manufacturers of veneer and box material.

Treasurer, W. M. Clark, of Phillips-Buttorf Manufacturing Company, Nashville, stoves and hardware.

Secretary, C. C. Gilbert, Nashville (re-elected).

New members Board of Governors, T. F. Bonner, of Bonner Furniture Manufacturing Company, Nashville, and retiring president of the association; M. H. Hunt, of the Oliver Finnie Co., Memphis, manufacturers of candy and grocers' specialties; J. W. Ring, of Model Mill Co. (flour), Johnson City; B. H. Wilkins, manufacturer of overalls, Tullahoma; A. K. Tigrett, Jackson.

Advertising Men's Convention

The Associated Advertising Clubs of the World assembled in convention in Chicago, June 22, with representatives from all parts of the United States and with a number of delegates from foreign countries. In these days when effort is so largely directed toward standardization, the men who conduct the advertising campaigns of the country are working in the same direction. They have in view a code of ethics which will place the publicity business on a higher level, where misrepresentation and sensationalism shall receive scant courtesy. Bishop Warren A. Chandler of the Methodist Episcopal Church, and Charles R. Van Hise, president of the Wisconsin university, were among the prominent men from the outside who addressed the club. The country's best known publicity men were present.

Call for Michigan Annual at Mackinac Island

As voted at Detroit April 28, the annual meeting of the Michigan Hardwood Manufacturers' Association will be held at the Grand Hotel, Mackinac Island, Saturday, July 17, at 9 a. m.

The selection of this historic meeting place will give the members an opportunity of a delightful outing and as it is easy of access from both lower and upper peninsula points representation from every member of the association is expected.

The meeting is called early, in order to permit those who desire to return to their homes Saturday afternoon. New officers and directors will be elected.

With the Trade

An Appeal from Mr. Downman

R. H. Downman of New Orleans, La., president of the National Lumber Manufacturers' Association, makes the following appeal to the business sense of lumber manufacturers all over the country:

To Members of the National Lumber Manufacturers' Association:

Conditions in the lumber industry have radically changed in the last few years and will change still more in the future. The old time methods of manufacturing and selling our product can be used no longer. We must merchandize our goods in the same live, intelligent fashion as competing commodities are merchandized, or we will lose much of the market which we have heretofore depended upon. Still further, we must do everything in our power to extend present outlets for lumber and develop new channels for it. This requires careful study, well planned publicity and conscientious service to the consumer. **IT MUST BE DONE.**

The lumberman of the country must take a greater interest in public affairs. Problems in legislation, taxation, compensation, insurance, transportation and many others are constantly arising which will not be solved fairly unless the lumbermen of the country and of each community make themselves heard and felt. It is useless to talk and argue and let such matters slide—and still worse to do nothing to help the other fellow because your own immediate interests are not affected. Next time it will be your turn and he will not help you. Then, too late, you will realize that what hurts him, hurts you, and what helps him, helps you. Nothing more to the ultimate detriment of the whole industry can happen than for one section to be allowed to suffer because of the petty jealousy of "go-it-alone" policy of another section. We must **PULL TOGETHER.**

Every man worthy of the name of LUMBERMAN must act in a big, broad-gauged way in behalf of the entire industry and give generously of time, thought, energy and money to the promotion of his own interests in harmony with those of his fellows. In short, he must come out of the woods and BE A MODERN BUSINESS MAN.

To Build Large Western Mill

Another Eastern concern has decided to invade the Pacific Coast field, this latest manufacturing corporation to seek new regions being the Kendall Lumber Company, which has been operating for years at Crellin, Garrett county, Md. The principal members of the company are Samuel A. Kendall of Washington, D. C., and Meyersdale, Pa., and J. L. Kendall of Pittsburgh. They have acquired a large tract of timber with Roseburg as the center, and their coming has so enthused the residents and property owners that these, by a large majority, voted a bond issue of \$300,000 to aid the enterprise. A big sawmill is to be erected at Roseburg, and it is confidently expected that the population of the town will be doubled after the plant is once running. The timber is said to be of a fine quality and to suffice for years. Samuel A. Kendall, with his wife and two sons, started for Oregon, June 25, to remain there several weeks and get the work of erecting the plant well under way. He will also arrange other details. J. H. Henderson of the Henderson Bros. Lumber Company of Clarksburg, W. Va., has been engaged as sales manager and will make his headquarters either at Salt Lake City or Denver. The Kendall company counts on sending much of its output east. It has been extensively identified with the hardwood lumber industry of Western Maryland and adjacent states.

Lusk-Austin

Mrs. Ella G. Mills of Drexel boulevard, Chicago, announces the marriage of her daughter, Mrs. Agnes Mills Lusk, to Sidney J. Austin, also of Chicago. The marriage took place on June 5 at the home of the bride's mother.

Mr. Austin is well known through his connection with C. L. Willey, manufacturer of mahogany and fancy woods in veneers and lumber.

Mrs. Austin is the niece of the late George Green of the George Green Lumber Company, and a sister of Kenneth Mills of the same company. She is a cousin of Mrs. J. E. Dofebaugh, wife of the late J. E. Dofebaugh, former editor of the American Lumberman.

Mr. and Mrs. Austin are making their home at the Windermere hotel, Chicago, since returning from a trip through the northern states.

New President of Champion Lumber Company

It is reported that H. I. Miller, who was succeeded last April as president of the Great Southern Lumber Company at Bogalusa, La., by Walter Platt Cooke, has been elected president of the Champion Lumber Company, which operates large timber tracts in North Carolina, and which at the time of its organization took over the property of the Pigeon River Lumber Company. Mr. Miller will assume many of the details that have been looked after by Robert F. Whitmer, of William Whitmer & Sons, who suffered a nervous breakdown several weeks ago and has been advised to take a good rest. Mr. Whitmer's condition is not represented as serious, but it will none the less necessitate a drawing in of his activities, which have overtaxed his strength. Charles I. James, of Baltimore, is a large stockholder in the Great Southern Company and also in the Champion Lumber Company, which latter controls large timber tracts, much of the timber being hardwoods, with extensive quantities of pine also among the resources. The pulp interests of the Champion Company are extensive, and it is carrying on a number of sawmill operations.

An R. H. Jones Letter

Hardwood Record has on several occasions published letters of opportunity written by R. H. Jones of the G. W. Jones Lumber Company of Appleton, Wis.

The following is one of the most striking of his many telling appeals, and bears an especially poignant message in that it recalls to the mind of most men who read it the boyhood superstitions which we all shared:

SPIT

The first day I ever went to school— I guess 'twas the first day, at any rate, 'twas in the first grade— the little girl who sat in front of me couldn't clean her slate, and passed it back to me, saying

"Threat on it; my juice is all gone."

That same lubricant has a lot of uses besides keeping slates clean— When you were a kid and went fishing, didn't you always spit on your hook? Certainly! You had to if you expected any luck— Why, some of us do it even to this day.

What gives that phenomenal "break" to every ball pitched by Ed Walsh? Spit! Did you ever know of a ball player who didn't spit on his glove, or spit on his hands when he went to bat? No, sir! They couldn't be ball-players if they didn't.

A lumberjack felling a tree; a track layer helping lift a rail to place; a workman digging a ditch— every mother's son of 'em, every man with a man's job— spits on his hands before he tackles it.

You and I and all other business men have had some job on our hands these last months— we've been splitting some mighty knotty, cross-grained maple, and while we're nearly through, we're a few tough pieces left. What we need is more spit, not saliva, but plain Anglo-Saxon spit— nerve, grit, pluck, sand. Pull up your belt another notch, spit on your hands, and go to it!

Don't run out of "juice."

Schroeder Interests Acquire Timber in Florida

The Schroeder Mills & Timber Company, Milwaukee, Wis., the owner of 150 square miles of pines and mixed timberlands in Ontario, Can., and of 21,000 acres of western pine lands in Oregon, has purchased 23,000 acres of longleaf pine in Manatee county, Fla., from the Myakka Company of Charleston, S. C. The John Schroeder Lumber Company is affiliated with the above institution.

The timber acquired in this purchase will be sold to a milling concern on a cutting contract similar to the contracts used by the United States Forest Service, wherein the operator pays for the timber monthly as it is cut.

The Schroeder companies are disposing of considerable stumpage by this method, which is proving advantageous to both the holding and milling company.

Hines Company Disposes of Lake Boats

The Edward Hines Lumber Company of Chicago has sold to the Hamilton Transportation Company of Chicago, a new \$100,000 corporation, its five steamers and ten barges which have been operating on the lakes, hauling lumber from northern points to Chicago, some of them for the last twenty-five years.

Capt. W. D. Hamilton has been in charge of the Hines fleet and remains as active manager of the new company.

The five steamers are: *W. H. Sawyer, the Nikko, Lewis Pahlou, L. E. Hines, L. L. Barth.* The barges are: *C. F. Redfern, A. C. Turbury, J. L. Case, Delta, A. B. Norris, S. J. Tilden, D. L. Piler, the Ashland, Grace, Holland, and the M. W. Page.*

Timberland Transfer

Forty thousand acres of timber in Cleveland, Graat, and Jefferson counties, Ark., have been transferred to the Chicago Land & Timber Company, of which A. B. Newman is president. Mr. Newman transferred the property from himself to the company. He was formerly of Chicago but now lives at Ohio, Ark. The consideration is said to have been \$350,000. A box factory is in operation on the land which was recently purchased at a trustee sale.

New Hardwood Mill in Arkansas

It is announced that a new hardwood mill is to be erected at Gould, Ark., by A. D. Maus and J. B. Leatherman, who were formerly connected with the Gould Cooperage Company. The mill will have a capacity of 25,000 feet a day and is expected to be in operation by August 1. The machinery has been purchased.

Purchases Mississippi Timber

It is announced at Patterson, La., that the Riggs Cypress Company has secured a tract of timber on which is standing about 40,000,000 feet of hardwoods and cypress in Wilkinson county, Miss. The Homochitto Development Company was the seller.

The timber will be taken from the tract, which is about five miles south of Natchez, to the sawmill of the Riggs Cypress Company at Patterson.

Wagon Works Active Again

The Florence Wagon Works, Florence, Ala., have resumed operation after having been shut down several months, during which time they have been filling orders from their warehouse. The resumption of work by these manufacturers means much to the town and vicinity, since they employ about one hundred men.

Jackson-Tindle Mill Burns

It is reported that the Jackson & Tindle mill at Mountsias, Mich., was totally destroyed by fire on Thursday night, June 10.

Pertinent Information

Where the Tree Goes

The animal that passes through a modern packing house is not more widely distributed among ultimate consumers than is the tree that falls beneath the blows of the lumberman's ax.

The old cabinet makers of Europe had quite a habit of keeping all of the material of a tree together, and they do so to quite an extent now. We do, too, in a few instances; we keep the product of certain fine veneer ditches together; but the way we scatter the product of the general run of trees is really astonishing. For example, it has been figured that there are over 500 different kinds, sizes and grades of lumber material made from oak. It is pretty widely separated in the first grading and piling, and in marketing and using it is scattered all over the country. A prominent spoke manufacturer says he makes fifteen different sizes of oak spokes, in six patterns for each size and four different grades, which makes 360 items, which may get farther scattered on being used. It sounds like taking the product of a tree and sowing it broadcast, but it is really a matter of sorting out so as to get the most out of timber.

Lumbermen Push Dixie Highway Project

Lumber manufacturers of southern Indiana and western and central Kentucky, as well as the owners of wood-consuming plants, are greatly interested in the proposed Dixie Bee Line Highway that will run in almost a straight line from Danville, Ill., to Nashville, Tenn. A meeting was held in this city today that was attended by several hundred delegates and boosters from cities and towns in Indiana, Kentucky and Tennessee. The proposed Dixie Bee Line Highway is to be built independently of the Dixie highway and it will start at Danville, Ill., and pass through Terre Haute, Vincennes, Sullivan and Princeton to Evansville. It will cross the Ohio river near here and pass through Henderson, Ky.; Madisonville, Hopkinsville and through either Guthrie, Ky., or Clarksville, Tenn., to Nashville.

At the meeting held recently at Evansville a committee was appointed whose duty it will be to select the direct route for the road. John C. Keller, secretary of the Evansville Business Association and traffic manager of the Evansville Lumbermen's Club, is known as the "Father of the Dixie Bee Line Highway," by reason of the fact that he was the first to suggest the idea. Mayor Benjamin Bosse, president of the Globe-Bosse-World Furniture Co. and well known among the lumber manufacturers of this section, is also a great booster for the proposed highway. The meeting at Evansville was attended by large delegations from cities from Danville, Ill., to Nashville, Tenn. It is expected that work on the proposed highway will be started soon. As most of the roads between Danville and Nashville are already improved it will be necessary to complete but a few gaps and the road will no longer be a dream but a reality. It is figured that the road will be completed long before the big Dixie highway, running from Chicago to the South.

European Willow Cut Off

Because the European supply of willow rods has been largely cut off several American manufacturers of willow furniture and baskets have asked the Department of Agriculture for the addresses of persons in this country who have taken up willow growing. For some years the department has distributed willow cuttings of imported varieties with a view to developing the production of high-grade willow rods in the United States. The usual imports of willows come chiefly from England, Belgium, Holland, France, and Germany, but these sources have been practically closed for several months.

One manufacturer reports that Japanese osiers are taking the market formerly supplied by Germany, at a slightly higher price. Finished willow baskets from Japan have come in where split bamboo was the only Japanese basketware on sale before the war. As a consequence of the shortage of imported osiers, it is said, the price of American willows has increased and growers here are meeting with a heavy demand for their product.

Nearly two million willow cuttings have been distributed free by the Forest Service among state experiment stations, forest schools, and individual growers. The value of willow culture as a profitable means of utilizing overflow lands not suitable for other crops has been demonstrated, and the Department of Agriculture maintains a small willow bolt on the government farm at Arlington, Va., for further tests and for the continued production of cuttings for free distribution. A bulletin on basket willow culture recently published by the department discusses the varieties and methods which have proven most satisfactory in this country.

Wants Shoe Pegs

The shoe peg is said to be the smallest commercial article made of wood. The United States is the leading source of supply. An American consular officer in Canada transmits a request for the names and addresses of manufacturers and exporters of wood pegs to be used in making boots. Nos. 145, 144, 144½, and 125 are desired. The pegs should be packed in barrels or bags. Those who wish to obtain the address of the inquirer may write to the Bureau of Foreign and Domestic Commerce, Washington, D. C., and quote the index number 17,227.

Reparation Asked on Gum Wood

The Anderson-Tully Company, Memphis, Tenn., on June 9, at Washington, D. C., filed a complaint against the Illinois Central and other railroads alleging excessive rates have been charged on compound gum wood from southern points to Wisconsin, Central Freight Association, West Trunk Line, Trunk Line, and Buffalo-Pittsburgh territories. The rate to many points is made up of an eleven-cent rate to Cairo and the fifty class rate beyond, sometimes a total of fifteen cents. Complainant has sought for several years to obtain a rate on compound gum wood at three cents over the regular lumber rate. The Illinois Central agreed to that some time ago, but later said the northern lines would not participate in through rates. That is the basis prevailing from St. Louis. Sometimes the carriers have shipped compound gum wood at the regular lumber rates. Anderson-Tully Co. seeks reparation on all shipments made in two years past on the basis of three-cent basis over the regular lumber rate.

The complainant points out that many other forest products and wood manufacturers get the regular lumber rates.

In the same complaint the Memphis Veneer & Lumber Co. asks reparation on shipments moving after June 1, 1915, on the same basis. The rates in excess of three cents over the regular lumber rate are declared unreasonable and unlawful.

The commission is asked to establish a rate on compound gum wood made of gum lumber and logs that shall not exceed by more than three cents the rate on ordinary gum lumber.

Uses of Wood in Ireland

American lumbermen and exporters who are looking for markets abroad, will be interested in a recent consular report on the uses of woods in Ireland. It appears that Ireland is an exporter of wood as well as an importer. The exportation from Ireland of blocks for clog soles has always been a substantial trade. Originally alder was used, but birch and beech are superseding it, and the value of wood for this purpose is \$2.42 to \$3.14 per ton in the log. Bobbins are made from beech, birch, or sycamore, obtainable at \$1.50 to \$2.25 per ton. Butter barrels are of beech staves, and the wood costs \$2.42 to \$3.14 per ton. Aspen from Russia has been used in certain of the Dublin match factories, but Irish poplar has now taken its place.

For furniture making, willow osiers, oak, ash, sycamore, and beech are used, at prices varying widely with their quality, but in general at rising costs. For telegraph poles, aside from imports, Irish larch and pine are available. The lengths required range from 22 to 40 feet, and the top diameters from 5 to 10 inches. Except in sheltered locations the larch in Ireland is apt to be curved at the base, owing to the strong and continual winds, and is thus unsuited for telegraph poles.

Were it not for the freight situation, American timber could have been profitably brought to Ireland during recent months, as former sources of supply are restricted.

Illegal Interference Not Countenanced

Any efforts to use mineral locations to restrict illegally the exploitation of timber in the national forests will be given especial attention by the Department of Justice, the Attorney General has advised the Forest Service. The Forest Service has had some trouble with unscrupulous persons who take up so-called mining properties with the idea of extortion.

A good example is in a case where the Forest Service made a contract with a lumber company for the sale of a tract of fire-killed timber. The timber was so located that it could be removed only through the mouth of a gorge. When the lumber company started to work it developed that two men had taken up a mining claim at the only point of egress. They demanded a large sum for permission to pass over their claims. Investigation developed the fact that minerals did not exist on the property in quantities that could be worked. In the face of determined Federal action the mining property was abandoned.

Lumbering is being handicapped in several places in the national forests by similar tactics. To stop this the Department of Justice is prepared to take vigorous action.

United States Employment Bureau

Through the Department of Labor, the United States government established some time ago, as a part of the division of information, a country-wide employment bureau. Its distribution branches have been established throughout the country, on the one hand, to develop the welfare of the wage earners of this country and improve their opportunities for profitable employment, and, on the other hand, to afford to employers a method whereby they may make application for such help as they need, either male or female, citizens or alien residents, and have their wants supplied through these distribution branches.

Comparative statistics show that there has been a surplus of labor in some sections of the country and a deficiency in others. It is believed this condition will be eliminated by the new work.

The Department of Labor sends out a suggestion that employers generally will find the bureau of a good deal of help, and also suggests that if any readers of HARDWOOD RECORD are now or expect shortly to be in need of help of any description they use the coupon provided by the division of information, Department of Labor, Washington, D. C., which will give the necessary information on the basis of which the inquirer may be put in touch with proper help.

Building Operations for May

May presents another comparatively favorable showing in the great building industry. Building permits were issued in 71 cities during the month for construction work aggregating over \$70,000,000. This exceeds the total for April, which was \$61,652,631. As compared with the corresponding months of 1914, both April and May ran almost neck and neck. There was in April a decrease of one per cent; in May of two per cent. But during the first three months of the year there was a much more marked shrinkage as compared with the first quarter of 1914. New York makes a better showing in May than it made in April, its May gains amounting to 50 per cent. Chicago also, in spite of its labor complications, makes the quite tidy comparative gain of 14 per cent.

The official building permits issued by the 71 cities during May, as received by the American Contractor, Chicago, total \$70,273,533, as compared with \$72,057,666 for May, 1914. Of these 71 cities 22 make gains, the more notable instances of activity including, in addition to New York and Chicago, the following: Cleveland, a gain of 131 per cent; Denver, 99 per cent; Harrisburg, 152; Lincoln, 224; Hartford, 61; New Orleans, 46; Oklahoma, 91; St. Joseph, 76; Sioux City, 59; and Wilkes-Barre, 177.

For the first five months of the year the total building permits issued in 65 cities aggregate \$270,897,492, as compared with \$296,357,220 for the corresponding period of 1914, a decrease of 9 per cent. In detail the figures are as follows:

	May, 1915	May, 1914	Per Cent	
	\$	\$	Gain	Loss
Akron	348,110	399,650	..	13
Albany	106,580	569,265	..	29
Atlanta	337,934	732,299	..	54
Baltimore	612,557	1,032,200	..	41
Birmingham	192,735	288,998	..	33
Buffalo	1,222,000	1,124,000	9	..
Cedar Rapids	781,000	321,000	..	41
Chattanooga	45,638	82,400	..	45
Chicago	7,902,900	6,919,150	14	..
Cincinnati	1,102,425	1,381,715	..	7
Cleveland	5,151,909	2,201,820	134	..
Columbus	911,785	841,000	8	..
Dallas	278,335	549,109	..	48
Dayton	313,652	435,971	..	28
Denver	434,270	218,030	99	..
Detroit	2,296,990	3,038,925	..	24
Duluth	291,148	349,365	..	19
East Orange	82,353	163,722	..	59
Evansville	143,592	168,186	..	15
Fort Wayne	155,875	353,375	..	55
Grand Rapids	379,996	304,759	25	..
Harrisburg	326,925	129,175	152	..
Hartford	691,600	439,159	61	..
Indianapolis	493,930	1,547,787	..	25
Kansas City	886,215	1,177,915	..	25
Lincoln	288,185	88,932	224	..
Little Rock	74,992	117,235	..	36
Los Angeles	1,168,383	1,478,703	..	21
Louisville	295,150	459,839	..	36
Memphis	228,490	394,695	..	25
Milwaukee	1,188,700	1,743,697	..	31
Minneapolis	1,755,200	3,160,685	..	44
Nashville	129,525	293,402	..	36
Newark	981,745	809,288	21	..
New Haven	318,740	307,200	4	..
New Orleans	297,681	294,587	46	..
New York City	25,001,353	16,637,423	50	..
Manhattan	14,378,327	8,656,959	66	..
Bronx	4,739,333	1,519,258	211	..
Brooklyn	3,645,429	3,852,523	..	10
Queens	2,659,464	2,283,736	..	42
Richmond	87,809	324,947	..	49
Oklahoma	41,935	28,162	49	..
Omaha	889,385	1,146,853	..	22
Paterson	123,882	173,471	..	28
Peoria	231,280	272,015	..	15
Philadelphia	2,808,840	6,264,040	..	54
Pittsburgh	937,449	1,592,209	..	41
Portland	432,965	643,880	..	33
Richmond	396,300	370,934	7	..
Rochester	1,001,455	1,343,781	..	25
Salt Lake City	279,791	399,914	..	7
San Francisco	947,115	1,781,148	..	47
St. Joseph	155,840	88,467	76	..
St. Louis	937,676	1,496,693	..	37
St. Paul	1,399,656	1,502,094	..	13
Schenectady	114,825	262,117	..	56
Seranton	141,933	104,161	36	..
Seattle	353,820	809,405	..	56
Shreveport	61,677	106,800	..	42
Sioux City	312,950	196,583	59	..
Spokane	139,471	103,542	26	..
Springfield, Ill.	26,323	198,375	..	20
Syracuse	257,261	318,005	..	19
Tacoma	49,998	187,391	..	73
Toledo	553,155	792,159	..	30
Topoka	42,935	33,291	29	..
Troy	35,602	36,185	..	2
Utica, N. Y.	158,705	184,795	..	14
Washington	992,607	1,654,404	..	6
Wilkes-Barre	149,644	53,978	177	..
Worcester	356,860	645,251	..	44
Total	870,273,533	872,057,666	..	2

Commission Denies Petition

On June 10, at Washington, D. C., the Interstate Commerce Commission denied the application of St. Louis & San Francisco R. R. to establish, without observing the long and short haul law, forest products rates from Kennett, Mo., via St. Louis, Kennett & Southeastern R. R., Piggott, Ark., Butler County R. R., Poplar Bluff, Mo., and St. Louis & San Francisco R. R. and its connections, to Thebes, Ill., St. Louis, eastern cities and interior points, and from Poplar Bluff and Linstead, Mo., via Butler County R. R., Piggott, Ark., St. Louis, Kennett & Southeastern R. R., Kennett, Mo., and St. Louis & San Francisco R. R. and its connections, to the same destinations.

Wisconsin Forestry Law Muddled

It is reported from Madison, Wis., that the State forestry law, of which so much has been heard in the legislature of that State, still remains undefined. The bill to create a conservation commission which shall have charge of the forestry reserve and also take charge of the work of the fish and game department, the fish commission and the state park board, will become a law, but it is not likely that any definite forestry policy will be formulated by this legislature, but instead the new forestry commission, after it is created, together with the state land department, will be allowed to finally decide on the forestry policy and also the methods which shall be used for the carrying out of the supreme court decision on the forest reserve question. It has been said all along that the forestry policy might be determined in this way, and there seems to be a desire on the part of the legislature not to enact any legislation which shall in any way have any bearing on this question beyond the law for the creation of the new conservation commission.

Arkansas National Forest Sales

Arkansas has two National Forests within its borders, and considerable quantities of timber have been disposed of recently. The cut for May was a total of 592,000 feet, amounting to \$1,480,16. The total cut for the current fiscal year is 6,995,000 feet, amounting to \$18,316.75. Eight sales were made in May, aggregating 742,000 feet, amounting to \$1,700.50, the total sales for the fiscal year being 19,537,500 feet, aggregating \$60,477.10. The large sale, made to the Buschow Blackwell Lumber Company, of Page, Okla., has been cancelled. The contract was for a total of 2,500,000 feet, at \$6,000, but only 483,000 feet had been cut.

Supervisor Kiefer has closed a sale of 3,228,000 feet with the Mount Olive Stave Company, of Batesville, of which 1,335,000 feet is on Coon Creek watershed in Stone and Cleburne counties, and 1,893,000 feet on Bothersome creek, in Stone county. The company has until June 30, 1917, to remove the timber.

The Largest Lignum Vitae Log

The largest lignum vitae log of which there seems to be available record was recently landed at San Francisco from the port of Corinto, Nicaragua. It was thirty six inches in diameter, nine feet long, and weighed 4,260 pounds. The usual size of lignum vitae logs reaching market is twelve inches or less in diameter and three or four feet long. Trees in the forests north of Panama have been reported up to six feet in diameter, but it is not known that any of that size have ever gone to market. The wood is very hard and heavy, and one-fourth of its weight is gum that may be extracted from the wood. The two chief uses of lignum vitae are bowling balls and bearings for machinery gudgeons. It is particularly valuable as bearings for steamboat wheels, where it is always wet. The resin in the wood preserves it under such circumstances from softening and undue wear.

Reparation Ordered

The Interstate Commerce Commission, in a recent ruling, directed the St. Louis & San Francisco and the Wlytheville, Leachville & Arkansas Southern railroads to pay to the Chapman & Dewey Lumber Company \$1,376.83, with interest from October 1, 1912, as reparation for overcharges on shipments of gum lumber in carloads from Shaw, Ark., over an interstate route to Marked Tree, Ark.

In another suit the commission directs the Louisville & Nashville road to pay the Berry Lumber & Stave Company \$683.94, with interest from March 15, 1913, on account of overcharges for the shipment of logs from Seales and Brookwood, Ala., to Chattanooga, Tenn. This order also directs the Mobile & Ohio and Alabama Great Southern roads to pay to the Berry company \$9.95, with interest from June 1, 1913, as reparation on a shipment of logs from Brent, Ala., to Chattanooga.

Wood Exports for April

The government report on exports for wood for April shows that logs and other round timbers to the value of \$80,260 were exported in April, 1915, as against \$320,426 in April, 1914. The total of hewn and sawed timbers this year aggregated a valuation of \$311,172, against \$1,313,368 in April, 1914.

The total value of all boards, planks, deals, etc., sent out during April this year was \$2,126,071, as against \$5,059,038, making a total export of wood and manufactures of wood worth \$4,519,810, as against \$9,348,420 in April, 1914.

These figures, while of course showing a marked decrease from exports of last year, do not indicate such a startling falling off as might be expected.

Tariff Supplements Suspended

On June 9 an order was issued by the Interstate Commerce Commission, at Washington, D. C., suspending certain tariff supplements of the Chicago & Eastern Illinois Railroad from June 10 until October 8. These supplements named increased rates on coeprage and lumber from Thebes, Ill., and other points to St. Claire, Mich., and other points taking the same rate. The proposed rate was 18.4 cents per hundred, the present is 15.5 cents.

Presents Mahogany Trophy

The Otis Manufacturing Company, importer and manufacturer of mahogany, New Orleans, La., has sent HARDWOOD RECORD a photograph of a trophy recently presented to the Southern Yacht Club of New Orleans as a prize for a certain race.

The cup is made of solid mahogany, trimmed with silver, and is a practical demonstration of one instance in which wood can be used instead of metal, making a prettier and more attractive article.

The cup, of course, was presented outright by the Otis Manufacturing Company, but the suggestion opens up the possibility of increasing interest in wood. It would hardly be feasible to advocate endeavoring to work up a market for mahogany articles of this character, but, on the other hand, in presenting such trophies to schools, clubs and other institutions, wood is given just so much advertising of the most effective character possible.

It is in utilizing these little opportunities for boosting the interest of articles made of wood that will effect one of the most productive methods of wood exploitation that is presented.



MAHOGANY TROPHY CUP

Chicago Ships Artificial Limbs

The shipment in one day from Chicago of one hundred artificial limbs for London is a record breaker in this business. That shipment was made June 22 by J. F. Rowley Company. It is commonly understood that limbs are made of cork, but the use of that name is misleading. Statistics do not show that one ounce of cork enters the artificial limb industry in the United States. White willow is used almost exclusively. This tree is not native of this country, but has been largely planted as a shade or ornamental tree in towns and along highways. A few months ago a number of white willows were cut in Chicago, on the south side, and sold to a manufacturer of artificial limbs. It is not improbable that some of this wood was included in the London shipment mentioned above.

Complaint Against Log Rates

Complaint has been filed with the Interstate Commerce Commission by the Union City Hoop and Lumber Co., Union City, Ohio, in which an attack is made on the freight rate charged on logs shipped over the Cincinnati, Hamilton & Dayton railroad from Fountaintown, Ind., to Union City. The charge is eight cents per 100 pounds, and the claim is made that the tariff should not exceed five cents.

Large Order for Shell Boxes

The box makers across the line in Canada are filling an order for 600,000 boxes a month for shipping shells for the allied armies in Europe. Each box will contain two shells of large size, which means shipping containers for 1,200,000 shells a month. It is not stated how long the work will continue at that rate. The boxes are of spruce, birch, and pine, and they are made of extra strength.

Chance to Increase Lumber Sales

Consul D. I. Murphy, reporting on trade prospects in Holland, says that American lumber is a favorite product that could be more largely introduced by the selection of a few more active agents, there being but six at present. Imports of lumber in 1913 were 436,631 metric tons and in 1914 but 257,174 tons, the falling off commencing after August. Oak and pitch pine are more largely used than any other kind.

Lumber has been depressed since the beginning of August. As the belligerent countries, which have largely been supplying these products, will be unable to supply the future demand, the opportunity is at hand for a considerable extension of American trade.

Chestnut Wood for Tanning

A large extract plant is under construction at Richwood, W. Va., which will use the chestnut timber on 200,000 acres of land in manufacturing ooze to be used in tanning leather. This is in the heart of the chestnut region and 200 men will be given employment in the factory. The wood is chipped small and the tannin is soaked out of it and barreled ready for use. Dead timber as well as green is suitable, and farmers find sale for the dry trees and logs in their fields. The chestnut blight has not yet made its appearance to any considerable extent in that region.

Rate Not Justified

The Interstate Commerce Commission has ruled, in an unreported opinion, that the proposed cancellation of rates on logs in carloads from Stuttgart, Ark., and other points in the same vicinity to Memphis, Tenn., has not been justified by the Rock Island railroad. The cancellation would make applicable to shipments of logs the carload rate on lumber, which is 11 cents a hundred pounds. The present rates on logs range from 4½ to 6 cents.

Insurance Risks Helped by Forest Service

Insurance companies are writing business for the first time in Challenge, Cal. 'Challenge' is a small town in the Tahoe National Forest. The trees border the town closely on all sides. Due to the danger from forest fires, insurance companies heretofore have refused to underwrite business there. During recent months the Forest Service has equipped this forest with the precautionary provisions that are being taken in all the forests. In view of these safeguards the fire insurance companies have decided to accept the risks offered at Challenge.

News from Africa

A New York trade paper recently published in the form of a letter dated at a town in Africa an interesting account of African mahogany timber in the native forests. The correctness of the entertaining story can be vouched for, because it was taken, word for word, from HARDWOOD RECORD, except that the town and date line were added to give it a foreign appearance.

Elephants Break Telegraph Poles

The British are trying to civilize and develop the great island of Borneo, but the efforts to maintain telegraphic communication between different parts is handicapped by the wild elephants that have learned that a telegraph pole is an excellent scratching post. The lines are out of commission a third of the time because elephants break the poles by rubbing against them.

A Rather Large Auger

Two inventors at New Orleans, George and Ambrose Moore, have invented an auger large enough to bore a tree stump down to the ground and several inches below the level in a few minutes, according to claims made for it. The machine's principal usefulness is predicted in clearing cut-over land. Trials indicate that the cost of the operation may be reduced eighty per cent below that of present methods.

Hardwood Tract Bought

It is reported from Franklin, N. C., that the Gennett Lumber Company of that place recently purchased a five thousand acre tract of fine hardwood timber from the W. M. Ritter Lumber Company of Columbus, O. This tract constitutes practically the entire holdings of the Ritter company in Macon county. This timber is located in the heart of the Nantahala mountains and is of exceptionally large and sound growth.

The Parts in a Piano

All pianos do not contain the same number of parts, but the simplest instrument has more pieces than the uninformed person would be apt to guess. These pieces are of wood, metal, felt, ivory, rubber, and many other materials, and only an expert can name them all and tell what office they fill in the instrument's mechanism. At a recent exposition in Chicago a piano was offered as a prize for the nearest guess to the number of parts. The guess that won was 9,893, which was thirteen too low, but there being none nearer, it drew the prize.

Hardwoods for Smoking Meat

While there are no available statistics of the total amount of wood used annually in the United States for smoking meat, it probably exceeds 85,000 cords. The amount used by the meat packing establishments is known to be about 35,000 cords. More than twenty-five different kinds of woods are considered more or less suitable for the purpose, but the most preferred is hickory, which makes up nearly three-fifths of the total. Next in order is maple, a very poor second, followed by miscellaneous species of oaks, and by beech. Coniferous woods are not suitable for smoking meat because of the resinous fumes which taint the products.

The ideal meat-smoking wood should emit a great volume of smoke with little heat; impart a pleasant flavor; give the meat a bright, clear, yellow color uniform over the entire surface; burn slowly and thus cure the meat thoroughly, and occasion the least possible amount of shrinkage in the meat. No wood fulfills all the requirements completely, but hickory comes the nearest to doing so. In order to reduce the shrinkage of meat during the curing process it is a common practice to sprinkle the burning wood with sawdust which increases the amount of smoke without increasing the shrinkage, and at the same time prevents particles from rising and injuring the taste and color of the products.

Packers prefer cordwood split into four-foot lengths and thoroughly seasoned. Only a small amount of waste is employed for the purpose. This is particularly unfortunate in the case of so valuable a wood as hickory where a large amount of waste occurs in manufacture. It is from the cull and slab pile, from tops, defective and inferior kinds of hickory (such as pecan) that wood for meat-smoking should come, leaving the high grade material for the exacting uses for which there are no satisfactory substitutes.

Black Forest Log Chutes

There appears to be a chance for excitement occasionally in German logging operations.

On some of the mountains in the Black Forest, where timber is cut at a very high altitude and has to be conveyed down to the hard roads in the valleys below, it is a common practice to employ timber slides for the purpose. They are all made of local timber, and where the trees are sent down the chutes are so constructed that the timber reaches the ground at a comparatively slow rate and without injury. But where these slides are provided for the purpose of getting down the logs cut up for pulpwood purposes, and where no damage to the wood can occur, the main thing in the business is to send the logs as quickly as possible. For this purpose the slide is constructed just as strongly, and the main principle is to reduce the friction as much as possible. One such chute conveyed logs from a height of about 1,900 feet. It was constructed in a direct line up the mountain side, of a sufficient width and depth to keep the logs within it, and at the bottom the slide ran down to the level and then was slightly raised, with a sheet of metal at the end where the principal wear and tear came. Some idea of the force with which these logs come down may be gathered from the fact that when they arrive at the foot of the slide they usually take a leap of some thirty to thirty-five feet, and in some cases, after ricocheting, travel that same distance again before coming to a standstill. Every time a foot passenger or vehicle approaches a warning is given with a horn which stops the delivery, and after the road is cleared a shout is sufficient to intimate that the process can be continued.

It is interesting to note that the time from the shout which announces that the road is clear until the arrival of the first log averages twenty seconds, which probably means that the log's journey down the slide takes some fifteen or sixteen seconds.

Oldest Woodworking Machine

The London Timber Trade Journal says that the lathe was undoubtedly the "oldest form of machine for working wood, its invention being attributed to Talus about 1240 B. C. The earliest form was probably the pole lathe, in which the stick of wood was suspended on two centres, and the power applied directly to it, the cutting tool being brought in contact with the rotating wood. The Carpathians are said to have used from ancient times a pole and treadle lathe, in which the work was suspended on centres between two trees or uprights, and was rotated by a cord which connected the end of a spring pole with a treadle, the cutting chisel being arranged to rest on a bar."

It depends upon what is meant by "machines" as to whether 1240 B. C. can be placed as the earliest date for their use. Egyptian coffins, from one to two thousand years earlier than that, show the marks of saws, boring apparatus of some kind, and the use of dowels. Marks of planes are also visible. However, the boring may have been done with sand and a revolving stick, and the planing may have been done with a rubbing stone.

Wood Used in Bread Making

Some French bakers have been experimenting with wood flour instead of wheat flour for yeast in baking bread, with results which are said to be satisfactory. The flour of ground wood is somewhat cheaper than that of wheat, and it is said to possess certain other advantages, but also some disadvantages. The wood article is more easily contaminated by microbes than the other, unless the wood is fresh and is ground to flour under sanitary conditions. Beech and cottonwood are reported to have given the best results in Europe. No one claims that the wood possesses any food value. It is used only for yeast.

Gums and Resins

Trees are the most important source of gums and resins. The various products of turpentine from pine trees and camphor from the camphor tree are well known. Many others are not so well known, though widely used for a few purposes. The popular notion that costly resins come from semi-desert regions is due to the fact that some which have been longest known are products of trees and plants which thrive best in hot, dry countries. Frankincense, which is frequently referred to in the writings of the ancient Jews, is believed to be identical with a gum now obtained in southern Arabia and in British Somaliland. It is now known as olibanum and is derived from a balsamic tree (*Bauhinia caryocarpus*). The gum has been in the market for 3,000 years. Gum arabic, gum myrrh and gum benjamin come from Arabia. Gums very similar are produced in the Soudan, Africa. They find one of their best markets in the United States. For some years there has been sharp competition between the Arabs and Soudanese to secure the American market. The Soudanese thus far have been most successful in selling their wares.

Frankincense is still used, as it was 3,000 years ago, in religious ceremonies; but it has a more modern use as a disinfectant. There are three or four grades, ranging in price from about three to seven cents a pound.

Gum arabic is the product of a locust tree (*Acacia senegal*) which grows in eastern Africa, Arabia and India. The highest grades of this gum are used in the manufacture of candy, and lower grades are used in making mudlodge. The best quality comes from the Soudan. The prices in the countries where it is produced range from three to ten cents a pound.

Gum myrrh is a basis in perfumery. It is a resin produced by a shrub (*Balsamodendron myrrha*) which grows in Arabia. Prices range from eleven to thirteen cents a pound in the region where it is produced. It has been an article of commerce for thousands of years.

Gum benjamin, also an Arabian product, is procured from the benzoin tree (*Styrax benzoin*), which seems to be closely related to the red gum tree of this country.

Ailanthus for Excelsior

The ailanthus tree was brought to this country from Asia for ornamental purposes, and it liked the climate so well that it is running wild in various localities. It grows rapidly, produces soft, white wood, and flourishes in different kinds of soil, but does best in fertile land. In a few instances boxes have been made of the wood, but it possesses no properties particularly recommending it for that use. The tree seems to be fairly abundant in some parts of Indiana, and concerns in that state are experimenting with it to ascertain its value for excelsior. The state forestry board is making a study of the ailanthus and comparing its rate of growth with other trees. It is said to grow four times as rapidly as white ash. Trees reach diameters of a foot in twenty-five years, on soil so thin that many other kinds of trees will do no good in it. Its ability to grow in poor ground is being turned to account in some parts of Indiana where denuded hills have washed badly. Ailanthus takes root there, fixes the soil, prevents washing, and in course of time it may be expected to restore fertility. If experiments now under way prove that the wood can be profitably manufactured into excelsior, it will open the way to derive profit from many poor tracts where ailanthus will be the best crop.

Seasoning Furniture Wood in Germany

Beech is a common furniture wood in Germany and the better grade of logs are sawed through and through and the planks of each log kept together. One or two slabs are first removed and the planks or boards are taken off one at a time and laid down in the order in which they grew. Strips are placed at the ends and in the middle of long pieces to allow the air to circulate. Sometimes the material is placed in the open and sometimes in airy sheds. In the former case it is customary to fasten strips or cleats across the ends to prevent undue checking and splitting. The planks are left with waney edge until they reach the factory, thus permitting the greatest possible economy in working them up. This method allows uniformity in the choice of woods which would not be possible where the stock is cut into squares at the mill and sold in indiscriminate mixture.

America as a Shipowner

The lamentations so frequently heard concerning the poverty of the United States in ships have been somewhat overdone. Great Britain alone excepted, the United States has more tonnage in ships than any other nation in the world. That includes shipping of all descriptions. The third nation in the world list is Norway. It has a ton of shipping for every man, woman and child in the country, and no other nation has a higher pro rata.

Uses of Beech in England

English and American beeches are not the same botanically, but the woods of the two trees are so nearly alike that the differences are few. In England 2,000,000 chairs a year are made of beech, and other articles produced in large quantity are brush backs, malt shovels, splines, shuttles for cotton mills, shoe lasts, children's spades, hoops, and golf club heads. In that country beech forestry is highly profitable. The tree reproduces freely from seeds and sprouts. It is supposed that the beech tree was not growing in England two thousand years ago, because Caesar did not mention it there when he wrote his "Commentaries," though he mentioned almost everything else.

Hardwood News Notes

◀ MISCELLANEOUS ▶

The Bradshaw Land & Timber Company has been incorporated at Carrsville, Va., with a maximum capital stock of \$50,000.

It is reported from Malvern, Ark., that the Moline Hardwood Lumber Company because of excessive increases in freight rates will dismantle its mill at Malvern and move it to the company's lands in Ouachita county.

From Ludington, Mich., comes the report that H. B. Smith, formerly owner of the Ludington Woodenware Factory, has gone to Wilmington, Vt., where he will establish a similar factory.

The Thomas Driver & Sons Manufacturing Company has been reorganized at Racine, Wis., John Driver retiring. The new officers are: S. M. Driver, president; P. H. Greer, vice-president, and Miss Clara Driver, secretary and treasurer.

E. G. Vail has been elected president and treasurer of the Gurney Refrigerator Company at Fond du Lac, Wis.

At Dublin, Ga., the Georgia Veneer & Lumber Company has been incorporated.

The Eddy B. Brown Lumber Company has been incorporated at Memphis, Tenn.

An increase in capitalization has been made by the Eldon Handle Company, Dardanelle, Ark., its capital now being \$50,000.

William Leroi, president of the Leroi Furniture Manufacturing Company, St. Louis, Mo., died recently.

The Salem Woodworking Company has been incorporated at Salem, Mass., being capitalized at \$15,000.

The Murphy Furniture Manufacturing Company, Murphy, N. C., insolvent, is now liquidating.

The Fletcher & Whitson Lumber Company recently began wholesaling hardwoods at Nashville, Tenn.

The mill of the Superior Veneer & Cooperage Company located at Munising, Mich., was recently burned.

At Hickory, N. C., the Crouch Cabinet Company has been incorporated.

The Mound City Chair Company, St. Louis, Mo., is a voluntary bankrupt; liabilities \$78,456.12 and assets \$32,843.73.

◀ CHICAGO ▶

George D. Burgess of Russe & Burgess, Inc., Memphis, Tenn., and R. M. Carrier of Carrier Lumber & Manufacturing Company, Sardis, Miss., were among the prominent visitors in Chicago this week.

HARDWOOD RECORD acknowledges receipt of a bulletin from the University of Washington, College of Forestry, and also a bulletin from the University club annual published by the students and graduates of this department.

The third report of the actual sales of lumber, covering the month of May, compiled and issued by Secretary W. H. Weller of the Hardwood Manufacturers' Association, Cincinnati, O., has just been sent out. Each issue of this important work shows that it is assuming greater and greater importance in the minds of manufacturers, as each issue contains more information than the preceding one.

No. 2 of Volume 1 of "Wood Construction," published by the Ohio Association of Retail Lumber Dealers, contains a complete resume of the new amendment of the mechanics' lien law of Ohio, under which retail yards operate. A copy of this paper can undoubtedly be secured by writing the secretary, W. A. Phelps, Fourth Street Arcade, Dayton, O.

M. L. Pease and E. D. Galloway of the Galloway-Pease Company, Poplar Bluff, Mo., and Saginaw, Mich., spent several days in Chicago last week on business.

C. A. Bigelow of the Kneeland-Bigelow Company and the Kneeland, Lunden & Bigelow Company, Bay City, Mich., attended the meeting of the National Lumber Manufacturers' Inter-insurance Exchange at Chicago last week.

J. H. Wood, general manager of the Lansing Company, Parkin, Ark., passed through Chicago from the South last week on his way to Michigan. Mr. Wood attended the recent meeting of the National Hardwood Lumber Association and left at the end of the convention for a business trip to northern points.

L. W. Ford of the Goodlander-Robertson Lumber Company, Memphis, Tenn., spent several days of this week in Chicago. Mr. Ford also attended the National hardwood meeting and left the beginning of last week for a few days' trip touching several northern points. He returned expecting to attend the automobile races here, but was disappointed on account of the postponement. He says he will probably return here next Saturday.

Charles H. Mackintosh, advertising manager of the Clyde Iron Works, Duluth, Minn., has been in Chicago during the entire week in attendance at the meeting of the Associated Advertising Clubs of the world.

H. W. Baker of the Baker-Matthews Manufacturing Company, Sikeston, Mo., spent the past week in Chicago.

J. H. Faust of J. H. Faust & Co., Paducah, Ky., was in the city on business the beginning of this week.

W. A. Holt of the Holt Lumber Company, Oconto, Wis., spent a couple of days the early part of the week in Chicago on his way home from a trip east.

Otis A. Felger of the Felger Lumber & Timber Company, Grand Rapids, Mich., left Chicago for Memphis at the close of the convention two weeks ago, and returned after conferring with his Memphis associates in the Memphis Band Mill Company.

The capital of the Baker Lumber Company, Chicago, has been decreased from \$100,000 to \$10,000.

The Sterling Company, this city, has filed a petition in bankruptcy.

◀ BUFFALO ▶

At the time of the National Hardwood Lumber Association meeting at Chicago an important conference in regard to the transit privilege for Buffalo came up at Washington and was attended by O. E. Yeager, M. M. Wall and A. W. Kreinheder. Through the efforts of these lumbermen a matter in question was satisfactorily adjusted with the railroads, so that the latter are now ready to publish the tariffs under the new transit rules applicable to Buffalo, which are of much benefit to this market.

The committee appointed by the Buffalo Lumber Exchange to consider time and place for a summer outing is headed by Charles W. Perrin, who states that the affair will probably be held during July, though nothing definite has been decided as yet. The committee will soon hold a meeting to act in the matter. Later in the season another trip to the country will be made for chestnuts, an innovation in the outing line that was introduced with great success last year. It seems likely that the lumbermen will again hold two outings, a plan quite generally favored.

R. F. Kreinheder, president of the Standard Hardwood Lumber Company, has returned from a ten days' fishing trip in the Adirondacks. He stated that white ash is moving well at the company's yard.

Miller, Sturm & Miller report a fair amount of activity in the hardwood trade at present. The yard has a good stock of lumber coming in by rail, much of it maple.

Davenport & Ridley find that white ash is moving nowadays about as fast as it is received. There is also a fair demand for maple with prices holding about steady.

Mrs. Lucinda C. Chestnut, mother of A. J. Chestnut, of the Buffalo hardwood trade, died at her home here on June 17, aged sixty-nine years. Her husband and three children survive her.

The Yeager Lumber Company states that trade is fair this month, with white ash in chief demand. The yard is also loading out stocks of plain oak, poplar and cypress.

F. M. Sullivan and family attended the commencement exercises at Cornell university to be present at the graduation of Fleming Sullivan, who is to enter the employ of T. Sullivan & Co.

James A. White of the National Lumber Company is now making his headquarters at Detroit and is looking after the lumber shipments of the W. H. White Company, though retaining his home in Buffalo.

The Hugh McLean Lumber Company finds the hardwood trade about the same this month as last. Plain and quartered oak are moving fairly well and white ash is also being called for frequently.

Blakeslee, Perrin & Darling note a pretty fair demand for the better grades of hardwoods, of which a large stock is now being carried. Thick oak and maple are among the woods wanted.

Taylor & Crate have had a number of hardwood cargoes in by lake this season, principally birch and basswood. There has been a fairly good demand for general lumber this month.

G. Elias & Bro. report some improvement in the lumber trade during the past two or three weeks. Building lumber is being called for locally to a large extent.

◀ PHILADELPHIA ▶

R. B. Rayner of Rayner and Parker, is about due to return home from a combined business and pleasure trip to Canada. While in Canada he spent several days fishing at Trois Pistoles.

The Atlantic Coast Lumber Corporation has placed T. C. Clark in charge of its wharf and ships at this port.

The Pennsylvania Lumberman's Association will hold its midsummer meeting at the Hotel Kittatiny, Delaware Water Gap. The executive session will be held Wednesday afternoon, July 14. That evening and the following day will be devoted to pleasure, a championship quoit match between William C. Peirce and George W. Browne being one of the features.

J. M. Coin of the Sterling Lumber Company, Thomas B. Rutter of Mingus and Rutter, and Harry A. Kay, all of Philadelphia, have been elected president, vice-president and treasurer, respectively, of the Lumbermen's Club of Lancaster, Pa.

Horace G. Hazard, who is widely known in the local trade, has entered the wholesale business for himself, having taken over the local offices in the Crozer building, of the Hilton-Dodge Lumber Company, of which he has been manager for some time. Mr. Hazard will still continue to represent the Hilton-Dodge company, but will handle many other lines so that his customers will be cared for in a satisfactory way.

The baseball team representing Edward F. Henson & Co., and composed of employees of the firm, has been making a fine record so far this season and through Mr. Henson has secured grounds at D street and

Wyandling avenue on which games are being played every Saturday afternoon.

← PITTSBURGH →

D. A. Erdoline, who has been foreman in the Meyersdale Planing Mill at Meyersdale, Pa., several years, is starting a new planing mill and woodworking plant at that point and will do considerable work in hardwood manufacturing.

The Jeannette Union Planing Mill Company has been organized at Jeannette, a large glass town east of Pittsburgh, with a capital of \$20,000 by H. E. Marker, R. E. Best and C. B. Hollingsworth. The company will do a general planing mill business and carry a good stock of hardwood.

The plant of the W. L. Russell Box & Lumber Company at McKees Rocks, Pa., was burned June 17 with a loss of \$100,000. Insurance was carried.

The Aberdeen Lumber Company has been making good shipments lately on its foreign orders for gum and cottonwood and also ash and maple. These are all going to the European nations for war purposes.

The Duquesne Lumber Company reports hardwood business in the East as slightly better. Competition, however, is very sharp and prices are being cut hard.

The C. E. Brettwieser Lumber Company has been taking over some good hardwood orders lately, especially in the eastern market, where Frank E. Smith, its hardwood man, has made frequent trips of late.

The Foster Lumber Company is shipping steadily on its railroad contract orders which take up most of its output. One of its products this summer is white oak, and it has some eight or ten country mills cutting for it steadily.

The Mutual Lumber Company has been very fortunate this year in getting big orders for automobile concerns and its business to date, according to Manager H. E. Ast, is very satisfactory. He says the general trend of business is upward and he expects totals of sales to increase from now on.

The E. H. Shreiner Lumber Company which put in a hardwood department last year, has been getting a very good total of hardwood orders through its representative, J. C. Linahan. Mr. Shreiner himself has been working the Canadian trade hard this summer with good results.

A number of well known hardwood men from here attended the National hardwood convention at Chicago recently. Among them was President E. V. Babcock of the association, Oscar H. Babcock, E. H. Stoner of the West Penn Lumber Company, E. H. Shreiner of the E. H. Shreiner Lumber Company, J. B. Montgomery of the American Lumber & Manufacturing Company, J. B. Rogers and A. S. Dunn of the Allegheny Lumber Company.

← BOSTON →

The tenth annual tournament of the Lumber Trade Golf Association was held on the Woodland links, near Boston, on June 8 and 9. A record attendance of fifty-five lumbermen golfers from New York, Philadelphia and Boston resulted in a successful and interesting meet. Maurice G. Burton of Philadelphia won the championship of the association and a selected team from the Sawdust club of that city defeated a similar team from the Silver club of Boston. The officers elected for the ensuing year were E. W. Fry of Philadelphia, president; Harry Humphreys of Camden, N. J., vice-president; W. H. Smedley and H. A. Reeves respectively treasurer and secretary. The tournament next year will be held in Philadelphia.

The Lumber Trade Club of Boston held its regular meeting on June 10, the principal business being in connection with the difficulties experienced in lien laws for material in this state.

The Salem Woodworking Company of Salem, Mass., has been incorporated with a capital of \$15,000; H. T. Crocker, president; also the Essex Lumber Company of Lynn, Mass., with a capitalization of \$35,000; Wm. Thompson, president; and the Stratford Lumber Company at Stratford, Conn.; capital \$10,000; F. H. Weller of that city and Edw. A. Morse of Bridgeport being the principals associated.

A fire loss of \$20,000 occurred at Bangor, Me., on June 18 through the destruction of manufactured lumber and the plant of the Penobscot Lumber & Box Company.

← BALTIMORE →

J. Ferguson of the Liverpool firm of C. Withers & Co. was in Baltimore some days ago and saw a number of the exporters here. He had been in the United States for about a month or more, and was on his way back to New York, where he took a steamer last Friday for home. Mr. Ferguson left the impression that England is in need of stocks, especially heavy planks, three, four and five inches thick, for which the foreign buyers are willing to pay fair prices. The purchasers abroad, however, seem to be satisfied with a lower grade than they would accept during normal times when they insisted on the best. Now they will take No. 2 common, for instance, when before they would only accept No. 1 common board. Of course, they are obliged to pay as much for the No. 2 as they did before for the No. 1 but their present attitude is instructive in that it shows that a No. 2 serves the purposes for which it is intended very well, and that the contention previously set up that the lumber furnished would not meet the foreign requirements served no other purpose than to effect a reduction of the price.

J. Harvey, formerly owner of the Eastern Railway Supply Company with office in the Amerleann building, is out with an announcement that he has organized the Harvey Company, Inc., which is "well equipped to supply all needs and demands of the railroads, contractors and builders of this country in every respect," and invites them to call on him. The new corporation is located at 113 South street, with storage yards at Curtis Bay, near the city. Mr. Harvey is president of the company. The old concern went into bankruptcy, and seems to have effected a settlement with creditors. The company not only handles building material of all kinds, but also lumber, hardwoods being an important feature of the business.

M. S. Baer of the firm of Richard P. Baer & Co., the tower of the Maryland building, is stepping high these days, the cause thereof being the arrival on the tenth of a son and heir, the second with which Mr. and Mrs. Baer have been blessed. The youngster is reported to be sturdy and vigorous, in which respects he takes after his parents, and gives every promise of growing up to useful manhood. Mr. Baer has been showered with congratulations by his numerous friends.

Among the visiting lumbermen here recently last week was Chester F. Korn of the Korn Conkling Company, Cincinnati, who conferred with Secretary J. McD. Price, of the National Hardwood Lumber Exporters' Association, and also saw some of the members of the trade here. He went from Baltimore to Norfolk to look after some of his company's exporters.

A. Harvey McCoy, who represents the firm of William Whitmer & Sons of Philadelphia in Baltimore, and has offices in the Equitable building, states that considerable activity in West Virginia spruce has prevailed of late, and that his firm has made a number of big shipments to other countries. Mr. McCoy states that the inquiry for spruce is brisk, and that the demand has assumed such proportions that some of the Pacific coast producers are chartering steamers and sending entire cargoes through the Panama canal to the East. Much of the spruce is intended for the British government, whose requirements are being greatly stimulated by the war.

← COLUMBUS →

Papers have been filed with the secretary of state decreasing the authorized capital of the New Columbus Buggy Company from \$500,000 to \$50,000. This step was taken since the selling of the business by auction in May when a considerable amount of money was realized. The vehicle business was sold in bulk to A. Webber of Louisville, Ky. The buildings located on Dublin avenue will be rented as power buildings with the exception of the machine shop which will be operated by the concern.

The Shoyer & Allen Lumber Company of Dayton has been completely reorganized since the death of Charles Allen and the name has been changed to the F. W. Shoyer Lumber Company. Headquarters have been moved from Dayton to Columbus with offices in the Brunson building.

The H. V. Hooker Company of Columbus has been incorporated with a capital of \$10,000 to do mill work by H. V. Hooker, A. R. Hooker, C. Siebert, B. C. Malone and S. J. Malone.

R. W. Horton of the W. M. Ritter Lumber Company reports a fair demand for hardwood stocks in central Ohio territory. Prices are being generally well maintained. Most of the buying is being done by retailers although some factories are in the market in a limited degree. Shipments are coming out promptly.

J. A. Ford of the Imperial Lumber Company reports a slight improvement in the hardwood trade since the first of June.

According to a recent report of the Columbus building inspector, building operations in Columbus are still holding up well despite the business uncertainty. Many new permits have been issued for good sized structures.

← TOLEDO →

The Booth Column Company reports a little better line of orders coming from all sections. Prices are not very firm nor is the volume of trade what might be hoped for.

The Toledo Bending Company is getting its share of the trade, but according to reports from the concern this is nothing much to brag about. Trade is rather light even for this season of the year.

W. S. Booth states that his new "bunker" is selling splendidly and the concern is turning them out in larger quantities from week to week.

← INDIANAPOLIS →

H. T. Bonham of E. C. Atkins & Co., Inc., attended the convention of the Associated Advertising Clubs of the World at Chicago.

The wholesale trade division of the Indianapolis Chamber of Commerce will make a trade extension trip to cities and towns between here and Danville, Ill., June 29 and 30, traveling in automobiles.

Dry kiln plants of five rooms each are being installed by the National Dry Kiln Company for E. C. Atkins & Co., this city, and Showers Bros., Bloomington.

C. E. Foster, W. E. Farnan and J. H. Lang have organized and incorporated the Darlington Lumber & Coal Company at Darlington to conduct a general lumber and coal business. The company has \$10,000 capital.

J. G. Heylmann, eighty-one years old and founder of the Heylmann Carriage Company, died at his home in Noblesville, June 22.



FROM such soft, yellow poplar logs, we are making the best poplar crossbanding that it is possible to produce. There is nothing else as good.

Importers and Manufacturers

Mahogany and Cabinet Woods — Sawed and Sliced

**Quartered INDIANA White Oak, Red Oak,
Figured Red Gum, American Walnut, Etc.**

**Rotary Cut Stock in Poplar and Gum for Cross
Banding, Back Panels, Drawer Bottoms and Panels**

The Evansville Veneer Co.
Evansville, Indiana

Nelson A. Gladding, vice-president of E. C. Atkins & Co., has been appointed to one of the permanent committees of the Pan-American conferences which will seek to promote trade with South America.

Charles H. Barnaby, hardwood manufacturer of Greencastle, has orders for several hundred thousand feet of gunstock flitches for European countries and is shipping at the rate of about 50,000 feet a week. He is receiving walnut logs from all over Indiana for the work.

◀ **EVANSVILLE** ▶

Mertice E. Taylor of Maley & Wertz, and secretary of the Evansville Lumbermen's Club, says he will devote his spare time during the summer months to getting new members for the club. He has his eye on several prospective members and hopes to be able to land them before the next regular meeting, the second Tuesday night in September.

The following have been elected directors of the Evansville Ways Company, which concern was incorporated here a few days ago, mention of which was made in the last issue of HARDWOOD RECORD: John C. Greer, Charles F. Kley, Charles A. Fuhrer and Thomas Williams. Mr. Greer is at the head of the J. C. Greer Lumber Company here. The new company will manufacture steamboats and barges, and marine ways will be established at once on the Ohio river here.

During the past two weeks the Evansville Edge Tool Works have received several orders for hatchets and other tools from Johannesburg, South Africa. Frank Lohoff, the manager of the local company, says that formerly a great portion of the South African trade went to Germany but he now hopes to see the American manufacturers keep the trade. Recently Maley & Wertz sent a large shipment of hardwood lumber to South Africa.

Stock to the amount of \$15,000 has been subscribed to a company that is arranging to build a new desk factory at Jasper, Ind. The company will sell about \$40,000 of stock and it is being taken up rapidly. Jasper is one of the live manufacturing cities of this section and there are several desk, furniture and chair factories there which have been running on fairly good time during the past few months.

Local contractors are preparing estimates for the five-story factory building for the Southwestern Furniture Company at Tell City, Ind. The new building will be of brick and concrete and work will commence in a short time.

Charles W. Talge, president of the Evansville Veneer Company, with his wife, is enjoying himself up on the lakes in Wisconsin. He has written to George O. Worland, the secretary and treasurer of the company, to the effect that he expects to do a great deal of fishing during the summer months, and this fall he and Mrs. Talge will go to Indianap-

olis to reside, although he will retain his connection with the Evansville Veneer Co. Mr. Talge was one of the pioneer veneer manufacturers of this city and it was largely through his management that the Evansville Veneer Company has been built up to its present commanding position in the business world. He actively managed the company until several months ago when the business was turned over to Mr. Worland, who has been with the company for a number of years and he thoroughly understands the veneer business. Since he assumed the management he has taken over the output of several large veneer mills, because of the increase in business.

George H. Foote, manager of the Maley & Wertz saw mill at Vincennes, Ind., who attended the recent National hardwood meeting in Chicago, reports he had one of the most enjoyable times of his life.

Thursday, June 17, was a big day in Evansville, the occasion being the dedication of Bosse Field, formerly Garvin's Park, which is said to be the first municipally-owned baseball park in the world. The new field was named in honor of Mayor Benjamin Bosse, who was the first to suggest the idea. Mayor Bosse is president of the Globe-Bosse-World Furniture Company and is associated with many more leading industries of the city.

Wheat harvest has been on in southern Indiana and southern Illinois for several days and from present indications the yield will be from sixty to seventy per cent normal. When the new wheat comes, in the slack barrel cooperage manufacturers of this section expect to run their plants on better time. Many thousand flour barrels will be turned out by the local plants during the next few months.

J. C. Greer of the J. C. Greer Lumber Company reports that the company's stave mills in Tennessee and Mississippi are now operated on full time and that the business outlook is better than it had been for some time. Mr. Greer states that May proved quite an active month for his company.

William Schmuhl of the Fullerton-Powell Hardwood Lumber Company with headquarters in this city, has returned from a business trip and reports trade coming along fairly well.

Frank Laughlin, president of the Wolfin-Luhring Lumber Company, has returned from French Lick, Ind.

W. E. Blount of the Blount Plow Company, who is chairman of a committee recently appointed by the Evansville Business Association to select a foreign trade committee, will act as chairman of the committee. He has selected a committee of prominent business men and manufacturers of Evansville for the work. The duties of the committee will be to work out plans for getting Evansville manufactured products into the South American markets and to put the city in close touch with large eastern exporting companies.

Perkins Glue Fast Becoming the Standard For All Veneer Work



Manufacturers who use glue for veneer laying and built-up panel work are rapidly realizing the advantages of a glue that does away with the hot, bad-smelling glue room necessary with hide glue and are adopting the modern and efficient

Perkins Vegetable Veneer Glue

because it does away with the cooking process, being applied cold. It is equally as efficient as hide glue and at a saving of no less than 20 per cent over hide glue costs. It gives off no bad odor and may be left open a number of days without souring or in any way affecting its adhesive qualities.

Every shipment is absolutely uniform.
The use of Perkins Glue does away

with blistered work and is affected in no way by climatic changes, thus increasing the advantages of manufacturers, who must ship their goods to hot, cold or damp climates.

Unsolicited testimonials from hundreds in all glue using lines praise its efficiency and economical application.

Write us today for detailed information.

PERKINS GLUE COMPANY

Originators and Patentees

805 J. M. S. Building, SOUTH BEND, IND.

Clark White, well-known hardwood lumber manufacturer at Boonville, Ind., was a business visitor in Evansville a few days ago. In addition to being a lumberman, Mr. White is interested in several stone quarries in Kentucky, and is doing well both in the lumber and stone business.

T. B. Wright, a lumber dealer of Mt. Carmel, Ill., and formerly mayor of that city, was in Evansville a few days ago on business. He said the lumber manufacturers and dealers of southern Indiana, while not enjoying a boom, had done a fairly good business during the past two or three months, and he sees nothing discouraging in the business outlook.

Paul W. Lubring, vice gerent snark of the Hoo-Hoo for the southern Indiana district, is contemplating issuing a call for a concatenation to be held in Evansville. It has been about two years since a concatenation was held here and Mr. Lubring says he knows of several prospective live kittens.

Fred Bergmann, of Bergmann & Mann, lumber dealers and planing mill owners at Chrisney, Ind., was here on business a few days ago. Mr. Bergmann thinks there is to be a marked picking up in trade in all lines after the new wheat crop has been threshed and delivered.

MEMPHIS

Lumbermen here are very much disappointed over the decision of the supreme court of Mississippi, which has affirmed the ruling of the lower court in the case of R. J. Darnell, Inc., against J. C. Johnston, state revenue agent. This decree of the supreme court means that owners of timberlands in Mississippi will have to pay taxes not only on the land itself but also upon the timber standing thereon. It was believed by lumber interests here that this timber tax was unconstitutional, but the decision of the supreme court knocks out this view. R. J. Darnell, Inc., in whose name the litigation was conducted, is owner of extensive timberland holdings in Quitman and other counties in Mississippi and a number of lumbermen here have large holdings of both land and timber in that state. This decision imposes an additional burden upon them which they were very anxious to avoid. A feature of the decision of the supreme court was the failure of the chief justice to concur therein. He handed down a lengthy minority opinion in which he fully set forth his views, but two of the justices were against him, with the result that the decision stands.

A contract has been awarded by F. E. Gary, vice president and general manager of the Baker Lumber Company, with offices at Memphis and mills at Turrell, Ark., for the construction of a two-story colonial residence in Morningside Heights, one of the most exclusive residence sub-divisions in this city. The cost is estimated at \$28,000.

Lumber interests here have been very much upset by the failure of the negotiations looking to the ending of the strike in the building trades at Chicago. It was believed a short time ago that this disturbing factor had been entirely eliminated and that there would be a decided revival of demand from Chicago for southern hardwoods. It is regarded as probable, however, that the strike will not last very much longer and that the settlement thereof will be followed by renewed activity in demand for oak, red gum, and other materials used for interior trim, flooring and other purposes.

L. D. Russell and L. B. Simson of Menn, Ark., will build a shingle mill and creosoted the plant at DeQueen, Ark. The mill will have a daily capacity of 30,000 feet.

It is announced that hereafter practically all of the barrel staves exported from Memphis to China will be sent direct to that country instead of being sold through brokers in various parts of Europe. Wu Chang, one of the richest men in China, was in Memphis a short time ago and while here was taken through one of the big tight barrel plants. He was so very much impressed with the methods of manufacture and with the big scale of operations that he expressed himself as in favor of buying direct here instead of through brokers in Europe. This is regarded as quite a distinct development in favor of Memphis as a stave exporting center.

Manufacturers of lumber here are very much interested in the outcome of the experiments which will be conducted at the Forest Products Laboratory at Madison, Wis. These experiments will have to do largely with the subject of kiln-drying and the materials with which the experiments will be made have already been forwarded to the laboratory by R. M. Carrier, Carrier Lumber & Manufacturing Company, Sardis, Miss., who is chairman of the technical research committee of the Gum Lumber Manufacturers' Association. The association has taken an active interest in this subject and made an agreement some time ago with Prof. H. D. Tiemann, who delivered an address at the last annual of that body, to make experiments. The kiln-drying of gum lumber is regarded as one of the most important subjects connected with the development of this industry on a big scale and the outcome of the experiments will be awaited with unusual interest not only by the members of the research committee but also by the entire membership of the Gum Lumber Manufacturers' Association.

The big mills of Houston Brothers at Walters, Miss., have been placed in operation within the past few days. They will run until the timber which was floated out on the last rise in the Mississippi has been prepared for the market. It is also announced that the two sawmills and the box plant of the Andersoo-Tully Company at Vicks-

burg are operating on full time and that some very satisfactory orders have been received for boxes and box shooks recently. The Anderson-Tully Company is also operating its sawmill and box plants at Memphis.

J. H. Townshend, secretary and general manager of the Southern Hardwood Traffic Association, has returned from a ten day business trip to Denver, Col., and points in Texas and Oklahoma. He went to look after traffic matters for one of the members of the association.

The Southern Hardwood Traffic Association has filed a complaint with the Interstate Commerce Commission in behalf of the Carrier Lumber & Manufacturing Company, Sardis, Miss., through which lower rates are sought from Sardis to Spokane and other destinations in Washington. The present rate is 92 cents. The rate sought is 75 cents.

◀ BRISTOL ▶

J. H. Murphy of the Lovelady Lumber Company of Jasper, Va., was here this week to attend the Shriners' festival. He reports that his company is cutting 100,000 feet daily at Jasper and is shipping out about half of its daily output.

William S. Whiting, a prominent hardwood lumberman of Asheville, N. C., was a visitor in the city this week, en route home after a trip to the East. It is understood that the Whiting interests are preparing to develop a large area of hardwood timber on the North Carolina-Tennessee border and that a large band mill will be installed at an early date.

The United States Spruce Company is building a new mill at Marion, Va. The company is operating at Fairwood, Va., and will soon be operating again at Marion. It has a large acreage of timber in Grayson county, Va.

Fred Paxton of the Lewis Lumber Company has returned to Preston county, W. Va., where his company is operating two mills.

◀ LOUISVILLE ▶

The Wood-Mosaic Company, which operates a veneer mill at its New Albany, Ind., plant, in addition to a sawmill and flooring factory, has announced that it is going into the walnut veneer business. The company has been actively buying walnut logs for some time, and though a good many of these have been cut into lumber, the finest have been reserved for veneers. The company believes that there is a growing field for black walnut, and is prepared to take care of the demand as it develops.

The Louisville Point Lumber Company will begin sawing a big lot of poplar logs which were purchased by H. J. Gates of that company at the recent sale at Catlettsburg, Ky., following a log tide in the Big Sandy river. Mr. Gates bought about a million feet, mostly poplar. He said that the logs are very fine, and the resulting stock will be more than ordinarily desirable.

Alex. Schmidt of Theodore Francke Erben, G.m.B.H. of Cincinnati, was in Louisville last week, and called on various members of the trade. Mr. Schmidt is well-known as a black walnut booster and as president of the Cincinnati Lumbermen's Club.

Inquiries from the East for a large amount of thick mahogany are taken by local concerns in that line as indicating that mahogany is to be given a chance in the manufacture of gunstocks. Walnut is about the only wood that has been considered heretofore in this connection.

The Norman Lumber Company has been booking business for July shipment in large quantity, its poplar bevel siding trade showing the good effects of the open season for building. The next three or four months are expected to be the busiest of the year for this company.

Ash is selling well for local hardwood concerns and seems to be about the strongest item on the list at present. Some of the local concerns got a share of the 1,300,000 foot order placed by the Packard Motor Car Company for ash recently. It was generally understood, however, that the prices paid were not particularly high.

The new firm of Brown Bros. & Carnahan, which was formed to operate at Furth, Ark., now has its band mill running, and will be in a position to offer its stock for sale in the near future. Thick lumber is being cut for the most part at present. Oak, gum and cypress will be the principal woods manufactured.

The Louisville Veneer Mills has been booming figured red gum of late, and has been featuring it to consumers in connection with the Circassian walnut situation, taking the ground that the scarcity of this wood, coupled with the difficulty of manufacturing it, makes it logical to use figured gum, which has a similar appearance. H. E. Snyder, the clever advertising and sales manager of the company, has been working up a campaign along this line that is bringing home the bacon.

Col. Clarence R. Mengel, president of the C. C. Mengel & Bro. Company, is nothing if not democratic. To show this, he is often seen at the wheel of his Dodge touring car. He enjoys driving it just as much as if it were his larger car, costing several times as much. It wouldn't even be a matter for surprise if he were to be caught out somewhere in a Ford. The Mengel company has a big pile of Mexican mahogany logs on its yard, and may start its sawmill again, but will probably await developments in the trade before manufacturing the timber.

Leslie county, Kentucky, has formed a forest fire protection association with 80,000 acres represented, and another is being formed in Clay county. The Leslie organization has the following officers: H. M. Hensley, president; William Dixon, J. Bledsoe and J. M. Minard, vice-presidents; D. B.

Wooten, secretary, and W. S. Eversole, treasurer.

The West Virginia Stave & Lumber Company has begun operating a mill at Cowan, Ky., with C. W. Hurst in charge. A big timber tract was purchased there from W. S. Vermillion.

C. M. Sears of the Edward L. Davis Lumber Company, who has been in the northern consuming centers recently, has found prospects better than for some time. Mr. Sears is as closely in touch with the cabinet trade as anybody in the hardwood business, and is very strong with the furniture manufacturers.

◀ ARKANSAS ▶

The sawmill at Furth, Ark., owned and operated by the E. P. Ladd Cypress Company, which has been idle for several months, will soon be put into operation again. The machinery is being overhauled and put in good condition. When the mill resumes operations about 150 men will be employed.

The Henry Wrape Company, one of the largest hardwood manufacturers in Arkansas, has announced that at the earliest possible date all of its mills will commence to operate on full time. The Henry Wrape Company has a large stave and heading factory in Paragould, also mills at Searcy, White county; Reydell, Jefferson county, and Brookland, Craighead county. Most of the finishing work is done at Paragould. All of the mills have been running with short forces during the past ten months. The action of placing the mills back on full schedule was not decided, it is announced, by reason of the present demand, but in anticipation of what it will be in the near future. The increase in operations of this company will mean much, not only to the men employed at the plants but also to timber cutters and teamsters.

Francis Kiefer, supervisor of the Ozark National Forest, has recently let contracts for the sale of 3,228,000 feet of timber from the forest to the Mount Olive Stave Company of Batesville, Ark. The sales were made in two bodies, one for 1,335,000 feet of timber lying along Coon creek watershed, in Stone and Cleburne counties, and the other for 1,893,000 feet of timber lying along Bothersome creek watershed in Stone county.

The price of the timber embraced in the first lot for 1,335,000 feet, was \$3.20 a cord for headings. The price for the timber embraced in the second lot for 1,893,000 feet, was \$4.20 per thousand feet board measure.

◀ MILWAUKEE ▶

The Fifield Lumber Company of Janesville, Wis., has increased its capital stock from \$17,000 to \$34,000.

Birdsoll & Griffith of Racine, Wis., with a bid of \$31,368.76 were the low bidders for supplying and laying creosoted block paving at Oconto, Wis.

The J. S. Stearns Lumber Company of Odanah, Wis., has been awarded the contract for repairing the street and building a new dyke at Odanah. Odanah is the location of an Indian reservation and government sawmill, and congress recently appropriated \$8,000 to improve conditions at that place.

Among the new orders for safety just issued by the Wisconsin Industrial Commission at the recommendation of a special committee on safety and sanitation, made up of prominent business men of the state, is one designated as order No. 205, relating to swing saws in woodworking plants. The order says:

HIGH GRADE
ST. FRANCIS BASIN OAK
GALLOWAY-PEASE CO. Poplar Bluff, Mo.

On the Following Stock We Will Make Special Prices for Prompt Shipment:

CHERRY

Bone dry stock.	33,000 ft. 1 1/4" No. 1.
35,000 ft. 1" No. 1 and 2.	32,000 ft. 1 1/4" No. 2.
19,000 ft. 1" gummy.	34,000 ft. 1 1/2" No. 1 and 2.
COMMON	
55,000 ft. 1" No. 1.	36,000 ft. 1 1/2" No. 1.
12,000 ft. 1" No. 2.	5,000 ft. 1 1/2" No. 2.
13,000 ft. 1 1/4" No. 1 and 2.	22,000 ft. 2" No. 1 and 2.
	8,000 ft. 2" No. 1.

The Atlantic Lumber Co.
70 Kilby Street, Boston, Mass.

READ

The following descriptions need no further arguments:

We Can Ship at Once

WHITE ASH: 22,000 ft. 10' 4" 1s & 2s; average width 10"; 50% 14' & 16' lengths.

PLAIN WHITE OAK: 30,000 ft. 4' 4" 1s & 2s; average width 9 1/2"; 55% 14' & 16' lengths.

COTTONWOOD BOXBOARDS: 23,000 ft. 4' 4" x 13"—17"; 60% 14' & 16' lengths.

Band Sawn Ash, White Oak, Red Oak, Red Gum, Sap Gum, Cypress, Cottonwood, Soft Elm.

Liberty Hardwood Lumber Company

MANUFACTURERS

BIG CREEK, TEXAS

DAILY CAPACITY, 40,000 FEET

To the Owner of Timber Lands

Far sighted owners of timber lands will take advantage of the times, incident to the European wars, and prepare themselves for the day when the demand for timber is suddenly thrust upon them. It is certain to come at no distant time. Therefore the wise man will cultivate a closer acquaintance with his holdings and the best method of marketing them. Guessing on the quality and price will only lead to complications and possible failure. Let us prepare the way for you.

Remember, we not only report with absolute accuracy, but assist in selling your property, if desired.

SEND FOR OUR BOOKLET

L. E. CAMPBELL LUMBER CO.
Cruising and Engineering Department
2234 Dime Bank Bldg., DETROIT, MICH.

"The counterweights of all swing saws must be equipped with a safety chain or stop and the frame of such saws must be equipped with limit chain or stop to prevent the saw from swinging too far forward."

The Industrial Commission in its report, calls special attention to the efforts of the Goodman Lumber Company of Goodman, Wis., in reducing logging accidents. The commission says in this respect:

The Wisconsin railroad commission recently ordered the Chicago & North-western and the Omaha railroad to reduce their joint rate on lumber in carload lots from Black River Falls to La Crosse, Wis., from ten cents to seven cents per 100 pounds.

The Western Lumber Company, 573-575 East Water street, Milwaukee, recently sustained a loss of approximately \$15,000, when fire broke out in the building and gutted a portion of the structure.

The Hatten Lumber Company of New London, Wis., recently made use of the planing mill of the defunct Page Kinkel Company at New London, for three or four weeks, in order to get out some rush work. The Hatten concern has been meeting with a brisk business of late.

"Several serious accidents have occurred in logging operations because drivers used lines which were not long enough to permit them to keep out of danger from skidding logs. The Goodman Lumber Company of Goodman, Wis., has reduced such accidents very materially by lengthening the lines from 22 to 28 feet, thus enabling the driver to keep at a safe distance from the logs. The Industrial Commission recommends that other logging companies adopt the same method for reducing accidents."

Members of the Merchants and Manufacturers' Association of Milwaukee visited several of the sawmills in Oconto, Marinette and other lumber cities, while on the annual trade excursion of the organization, made recently through eastern and northern Wisconsin, and through northern Michigan.

The work of erecting the new sawmill of the Taylor County Lumber Company near Rice Lake, Wis., is nearing completion and the plant will be placed in operation soon.

The annual meeting of the stockholders and directors of the Rice Lake Lumber Company at Rice Lake, Wis., was held recently, when the following officers were re-elected: O. H. Ingram, president; William Carson, vice-president; Orrin Ingram, secretary, and W. F. Coffin, treasurer. The stockholders, officers and directors were entertained at dinner in the evening by Orrin Ingram and wife.

Interest is growing in the world's log rolling championship tournament, which is scheduled to be held at Eau Claire, Wis., on September 6, and the indications are that there will be the largest number of contestants ever entered in a similar contest. There will be contests for amateurs, women, boys under 18 years of age, as well as the contests for the professionals for the world's champion trick and fancy roller. The attendance is expected to exceed the 10,000 mark set at the tournament held last year.

The Wisconsin supreme court recently granted the motion to quash the alternative writ, secured some time ago by the Guerney Lumber Company against Judge Risjord of Ashland, Wis. The company brought this action to compel the judge to grant one of its motions in an action brought by the concern and which the judge refused to do.

Former United States Senator Isaac Stephenson, wealthy lumberman of Marinette, Wis., celebrated his eighty-sixth birthday anniversary on June 18 by fishing with a party of friends near Escanaba, Mich. Just seventy-four years ago Senator Stephenson came to Wisconsin. Though born in Canada, he has spent practically all his life on this side of the border and his history has been intricately woven with that of Wisconsin and the lumber industry of this state.

The sash and door concerns of Oshkosh, Wis., have denied a statement published in that city recently to the effect that the output of Oshkosh woodworking concerns have been shipped back to that city because of the lack of the union label. The reply of the manufacturers to the statement, presumably issued by the union interests, says that the assertion is absolutely false. The reply is signed by the Foster-Lothman Mills, Redford Brothers & Company, Gould Manufacturing Company, the Morgan Company, the R. McMillen Company, and the Paine Lumber Company, Ltd.

The Hardwood Market

< CHICAGO >

Chicago lumbermen have had their bursts of optimism and pessimism during the last couple of weeks, fluctuating with the reports of the settlement of the carpenters' strike. There were rumors immediately following the settlement of the car strike which promised an early clearing up of the differences between the employers and employees, and, on the other hand, further reports of a much more pessimistic nature. The last reports indicate that the question is far from being settled as yet, as both sides are holding out for what they consider fair treatment.

The factory trade being governed to an extent at least by the pending furniture shows, is not showing any tendency that it is hoped will be apparent with the closing out of the exposition. On the whole, the situation is not satisfactory, but Chicago hardwood lumbermen have gotten so used to strikes and unsettled conditions that they retain a fair degree of optimism, and at least are given a measure of hope by the fact that what trade does exist will probably keep on coming in in the

usual volume, if not in slightly accentuated volume, in the coming summer months. Ordinarily the Chicago trade is pretty well closed up during the summer season, but the upset conditions prevailing all over the country make it very apparent that Chicago will experience the same continuance of trade during the hot season as the indications point other sections of the country also will feel.

← **NEW YORK** →

The market for hardwood lumber has varied but little in the past thirty days. The volume of stock moving is still less than is usually the case, and prices are about the same, though some stiffening is noted here and there. There has not been any change in supplies on hand at yards and factories, and so far the tendency is to go along with less than ordinary supplies and trust to obtaining special stocks when absolutely needed. It may be said, however, that the volume keeps up even, that is, the great variance from month to month is not in evidence, indicating a steady demand in consuming channels. The matter of prices is still unsatisfactory, but some improvement is reported and those wholesalers who have been holding out for higher values are getting a larger share of the going business. Hardwood flooring is in fair call and steady in price.

← **BUFFALO** →

A slight improvement has occurred in the hardwood trade recently, though whether it is but a spurt or not is regarded as uncertain. A good share of the activity lies in the direction of filling orders for plants which have profited through war orders. This makes for activity in a selected list of woods, while others are inclined to be about as dull as for some months. A good deal of uncertainty prevails in prices, with some woods holding firm by reason of a fairly active demand, and others weak because there is little call for them at present.

The wood that has shown the greatest gain in activity, judged by the reports received from various yards, is white ash. There is no trouble to sell it and to get a fair price for it. Shipments do not remain long in yard and sometimes cars are immediately forwarded to destination without being unloaded here at all. Black walnut could be sold readily were it available, but local stocks have been well cleaned up. Gum seems to be coming into use more and more, but local yards are not reporting any large demand for it in this section. Low grades of most hardwoods are moving slowly and prices are not being well sustained.

← **PHILADELPHIA** →

Lumber business in this city the past fortnight has shown some improvement, but business men in all lines seem to be exercising the greatest caution before placing orders. The total volume of business is fairly large, but prices are low in almost all lines and grades. Building work is fine in the dwelling line and some of the big manufacturing plants, profiting by war orders, are enlarging their establishments, but of course in this textile district only a comparatively few mills profit by the conflict in Europe. The hardwood men report prices are steady, but not what they ought to be, although the restricted buying just now prevents any improvement such as is expected in the way of price lists at this time of the year. White pine is going along merrily in the low grades, but is very quiet in the medium grades. Cypress is moving in better volume and selling at more satisfactory figure than for some weeks past. Shingles and lath are satisfactory as to price and in constant demand. Chestnut, oak, gum, hemlock, maple, walnut, birch and basswood are spotty, although as said before trade is not up to the mark for the height of the building season, but business is considered fairly satisfactory, the upset condition of things in general being taken into consideration.

← **PITTSBURGH** →

Hardwood matters here have been drifting along with a slight improvement for the past two weeks. Mills, factories and railroads are all taking more hardwood, but the gain is not sufficient to produce any bulge in prices. Competition is very sharp and every order is scrambled for vigorously. Prices remain at practically the level of April. The yard trade has been better the past two weeks because of fine weather, which has enabled outside contractors to go ahead and thus take out the stocks in the retail yards. Most hardwood mills in the tri-state territory will run right up to harvest time. They have some stocks of lumber but not enough to irighten them to any extent.

← **BOSTON** →

While certain New England industries are profiting largely through war orders, there is also a fair amount of general business being offered. It is not possible for many plants to cease buying over summer, which was formerly a common system. The course of business and of market conditions for some months has caused the reserve stocks to be greatly reduced so that even with the demand for products below normal, purchases for the season are on a relatively larger basis. The amount of building in New England is surprisingly large, especially of the better sort, there having been many local enactments to improve the quality of construction, and further, the nicer summer resort districts, such as the Berkshires and White mountains, are experiencing great activity in

Kentucky Oak

results in

Satisfied Artisans

meaning

Money Saved

ITS growing conditions ENFORCE an unvarying uniformity of color and grain. Its texture has a silky softness that delights and contents your workers.

ITS beautiful, clean boles make possible unusual widths and lengths in which we specialize.

The following values,

All Kentucky Stock Should Attract You

- | | |
|--|---|
| 6 Cars 4/4 No. 2 Common Plain White Oak. | 3 Cars 5/4 No. 3 Common Mixed Oak. |
| 2 Cars 4 1st & 2nds Plain White Oak. | 1 Car 5/4 Sound Wormy Oak. |
| 5 Cars 4/4 No. 1 Common Plain White Oak. | 50 Cars 4/4 No. 1 Common Plain Red Oak. |
| 1 Car 4/4 1st & 2nds Quartered White Oak. | 30 Cars 4/4 No. 2 Common Plain Red Oak. |
| 1 Car 4/4 No. 1 Common Quartered White Oak. | 3 Cars 4/4 Sound Wormy Oak. |
| 1 Car 4/4 No. 2 Common Quartered White Oak. | 3 Cars 4/4 1st & 2nds Chestnut |
| 15 Cars 4/4 No. 3 Common Plain Mixed Oak. | 10 Cars 4/4 No. 1 Common Chestnut. |
| 1 Car 5/4 No. 1 Com. & Better Plain Red Oak. | 10 Cars 4/4 S. Wormy Chestnut |
| 2 Cars 5/4 No. 1 Common Plain White Oak. | 1 Car 5/4 S. Wormy Chestnut |
| 1 Car 5/4 No. 2 Common Plain Mixed Oak. | 2 Cars 4/4 1st & 2nds Poplar. |
| | 2 Cars 4/4 No. 2 A Poplar. |
| | 1 Car 4/4 Agricultural Poplar 11" and up. |
| | 2 Cars 6/4 Log Run Beech. |
| | 2 Cars 4/4 Log Run Buckeye. |
| | 2 Cars 4/4 Log Run Basswood. |

E. R. SPOTSWOOD AND SON

MANUFACTURERS
LEXINGTON, KENTUCKY

J. K. WILLIAMS

A. T. WILLIAMS

Williams Lumber Co.

(MANUFACTURERS)

WHOLESALE HARDWOOD LUMBER

Band Mill Planing Mill Dry Kiln

Fayetteville, Tenn.

We manufacture PLAIN and QUARTERED OAK, ASH, CHESTNUT and other HARDWOODS

Our Specialty is Quartered White Oak

We Manufacture Dimension Stock — Hickory a Specialty



Hardwood logs on the way from the woods to the mill

How About that Hurry Order for Birch

Service is a serious consideration these days. You will save time by writing right where we have it on sticks—nice, dry, cleanly manufactured, band sawn stock.

CAN SHIP THIS IMMEDIATELY

4 4 No. 1 Common & Better Unselected Birch.....	905,505 ft.
4 4 No. 1 Common & Better Red Birch.....	93,895 ft.
6 4 No. 1 Common & Better Unselected Birch.....	13,200 ft.
8 4 No. 1 Common & Better Unselected Birch.....	18,192 ft.
12 4 No. 2 Common & Better Unselected Birch.....	11,870 ft.
4 4 No. 2 Common Birch.....	528,241 ft.
4 4 No. 3 Common Birch.....	566,719 ft.
5/4 No. 3 Common Birch.....	115,920 ft.

The above list represents our stock of dry Birch on hand as of April 1st, 1915

RIB LAKE LUMBER COMPANY
RIB LAKE WISCONSIN

Rotary Cut Veneers

in Gum
in Oak
in Ash

Flat Drawer Bottoms

Band Sawn Hardwood Lumber

All kinds
All grades
All thickness

Made by ourselves
In our own mills

Stimson Veneer & Lumber Co.
Memphis Box 1015 Tennessee

building of excellent summer homes, probably caused by diversion to these districts of pleasure seekers who would otherwise spend the season in Europe. An example of the extremely heavy demand for hardwood in the manufacture of arms is that of the New England Westinghouse Company, which has a contract for 1,001,250 rifles for delivery at the rate of from 300 to 3,750 per day over a period of only nine months. They are reported ready to receive samples of any hardwood for stocks, and will operate new plants at Chicopee and Springfield. The price understood to be agreed on of \$27.50 each is expected to net a large profit both for the firm and the labor.

< BALTIMORE >

The hardwood trade is still moving along at nearly the former gait with the demand neither urgent nor decidedly dormant, but with the buyers evidently influenced to an appreciable extent by the general feeling of uncertainty that prevails, and therefore, exhibiting more or less hesitancy. As a result the movement fluctuates, one day bringing in a considerable number of orders while another may be characterized by pronounced inactivity. The feelings of individual members of the trade rise and fall with the movement, something like optimism being encountered at one time and dissatisfaction at another. On the whole, however, greater buoyancy in sentiment is being manifested, and the belief is taking more definite shape that a positive improvement has set in. Gradually with the expansion in the movement, the output is being increased, which is a sure sign that lumber is called for in larger quantities. The progress made may not be impressively obvious every day, but an interval of time will none the less show plainly that decided headway has been scored, and the change for the better extends to practically every division of the business, with poplar especially in better shape. This wood is helped materially by the more active inquiry from abroad. There were periods last year when the foreign shipments came to an almost complete stop, the markets abroad having been so congested that prices dropped to very low figures.

The embargo due to the war has facilitated a cleaning up, and now the foreign consumers stand in actual need of stocks, with the result that the returns are once more on a remunerative level. This also applies in a measure to oak and other woods. One of the drawbacks now is the decline in foreign exchange, which impresses the shippers with the desirability of adopting a more stable standard of value. With this problem once settled definitely to the satisfaction of the exporters, the foreign trade will gain in firmness and volume in spite of the difficulties otherwise encountered in the way of high ocean freight rates, climbing war risk insurance and scarcity of sailings. The war situation, of course, is also reflected indirectly in the domestic business. When the range of values on the other side is low, the returns here suffer, and when the foreign movement is narrowed, so much more lumber remains to be taken care of at home. Moreover, the complicated international situation has caused a general holding down of commitments, buyers being ready enough to meet the terms of the sellers for the stocks which they might want, but showing decided averseness to taking up lumber for which there is no immediate use. Furniture manufacturers are very cautious in their buying and it is much the same with other purchasers. The entrance into the market of some of the big consumers has helped matters, to be sure, but there is still too much unsettlement generally for the good of the trade. Users of hardwoods or the yards do not feel free enough to go ahead with confidence in the future, and entirely normal conditions are not likely to come until after the restoration of peace. The general list of prices is perhaps firmer than has been the case, and the attitude of the hardwood men as a class is more hopeful.

< COLUMBUS >

The hardwood trade in Columbus and central Ohio has been rather quiet during the past fortnight. Business has been limited mostly to present requisitions as dealers are not inclined to buy for the future to any extent. Taking it all in all the market is as active as could be expected under present circumstances, when the business depression is a hindrance to active trading.

Prices are fairly well maintained, although some cases of cutting to reduce stocks are reported. The larger jobbers and manufacturers are making an effort to maintain quotations at former levels. Stocks have accumulated in the hands of manufacturers in certain localities and an effort is being made to realize on them. The cutting, however, is not sufficient to demoralize the market to any degree.

The volume of business is not up to the records of the previous season, but that is not to be expected. Buying on the part of yardmen is by far the best feature. A large percentage of the buying is for immediate shipment. Some orders are being placed for shipment after August 1. Factories making furniture and vehicles are also buying to a limited extent, but they are not accumulating stocks.

Shipments are coming out promptly all along the line and there is no trouble over lack of transportation facilities. Yard stocks are only fair, although some reports indicate rather large stocks. Building operations are still active despite the business depression and that has the effect of maintaining the market. Building is active, not only in Columbus but in the surrounding cities and towns. Collections are reported bad.

Quartered oak is firm and the same is true of plain oak stocks. Chestnut is in fair demand and sound worn especially is strong. Basswood

is well maintained. Ash is rather weak. Poplar is moving in limited quantities. Other hardwoods are unchanged.

< CINCINNATI >

A gradual improvement has been noted in the Cincinnati hardwood market, but the recuperation while of marked proportions, falls considerably short of making up for the loss sustained during the wet May, which threw building operations into confusion and upset a gradual strengthening market in no slight degree.

International complications still make themselves felt in this section. While there was a slight flurry caused within the last fortnight owing to unexpectedly large hurry orders from European nations for many thousand box cars, Cincinnatians being interested largely in the transactions, the direct effect upon the hardwood situation amounted to little. American trunk lines appear to be holding off from what promised early in the spring to be a big year in railroad construction. This uneasiness is traced directly by many close observants of the market to possible foreign complication.

The automobile industry continues to be one of the brightest spots in the hardwood line, the call from this quarter keeping up close to the pace set toward the close of the winter. Other vehicle and implement manufacturers also are buying more liberally, or rather more steadily, for the orders for the most part do not run into big figures, the general trend seeming to be more frequent orders but in smaller volume.

The usual early summer slump in the furniture trade is making itself felt in an uncomfortable manner just at present. For some time the furniture manufacturers, together with the automobile people, were the brightest rays of hope discernible to the hardwood dealers, but just at this time the furniture people are slowing up in ordering. The answer to this is that the usual summer furniture shows soon will begin making their appearance and the majority of the manufacturers are curtailing their present output until a line can be had from the annual expositions as to coming styles and makes. Red oak is enjoying a spell of popularity in the Cincinnati demand.

The box factories are just beginning to wake up and the call from this section is fast reaching normal proportions. This gives new life to cottonwood and poplar, particularly the low grade, and some gum is verging upon a near boom in comparison with the demand a few weeks back.

Right now there is a movement of no slight proportions of hickory and walnut and thick ash to foreign fields, these lumbers being particularly adapted to the making of gunstocks, gun carriage wheels and other implements of carnage wherein wood takes the place of metal. This export business, however, set in a few weeks back and while continuing now and showing no signs of any let down, there is no material change in the export situation.

The stocks of lumber at the consuming factories are running as usual rather low and these concerns now are beginning to break into the market with considerable vehemence, adding color to the stagnant situation of a few weeks back. Expansion, however, in this line is not permanent, their consumption of lumber being merely incidental to their chief output and usually only come into the hardwood buying field when their supplies are nearly exhausted; therefore, their orders when finally placed usually are heavy but not frequent, and have little direct bearing upon the situation.

A better demand from the dealers tends to brighten up the situation to a large extent, while the retailers continue their steady ordering in small lots, avoiding in nearly all cases any chance of carrying a surplus stock. Sash and door manufacturers are buying in a satisfactory manner along with allied interior finish concerns.

< TOLEDO >

Despite the heavy building which continues in the city this season the lumber trade generally is inactive and prices are not holding as firm as might be expected. All signs have failed and although lumber dealers have expected and still do anticipate a good trade, it has not thus far materialized. The market is a buyers' market, which means slow orders and low prices. Orders from automobile factories are good but the furniture trade is slow. Railroads are beginning to buy, but the volume of orders from this source continues low. Boxing and crating materials are in good demand and are bringing reasonable prices. The total building operations for the first five months of the year in Toledo amounted to \$3,267,759 this season, as compared with \$2,962,525 the previous year.

< INDIANAPOLIS >

Hardwood men are settling down to what promises to be a rather listless summer. There is no indication that there will be any decided improvement before fall. The volume of business is about the same as it has been for several weeks.

Hand-to-mouth buying is still prevailing, retail dealers refusing to take hold. The hardwood consuming manufacturers also are not taking much stuff at the present time because of the midsummer dullness. Some of the manufacturers are hoping that business will show improvement in the fall.

Hardwood prices are approximately the same as they have been for two months. There is no disposition to cut prices, and sales that are being made are at fair prices, taking everything into consideration.

FARRIS HARDWOOD LUMBER CO.
 Manufacturers Band-sawn
SOUTHERN HARDWOODS
 NASHVILLE, TENN.

RED GUM

(Leading Manufacturers)

DUGAN LUMBER CO.
 Manufacturers and Shippers **Hardwood Lumber**
MEMPHIS TENNESSEE

BLISS-COOK OAK CO.
BLISSVILLE, ARK.
 MANUFACTURERS
 Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.
 As Well As
OAK, ASH and GUM LUMBER
 Can furnish anything in Oak, air dried or kiln dried, rough or dressed
MIXED ORDERS OUR SPECIALTY

OUR SPECIALTY
St. Francis Basin Red Gum
 WE MANUFACTURE
Southern Hardwoods
Gum, Oak and Ash
J. H. Bonner & Sons
 Mills and Office, **QUIGLEY, ARK.** Postoffice and Telegraph Office, **METH, ARK.**

Baker-Matthews Manufacturing Co.
Sikeston, Mo.
Band Sawn Southern Hardwoods
 SPECIALTIES
RED GUM, PLAIN OAK
SEND US YOUR INQUIRIES

TIMBER ESTIMATES

Northern, Southern & West Indian Hardwoods

Estimates Maps Reports

D. E. LAUDERBURN, Forest Engineer 6030 Metropolitan Life Bldg. NEW YORK, N. Y.

WE WANT WALNUT

If you have Black Walnut Logs 14" and larger in diameter and 8' or longer in length, write us for prices and particulars. We are in the market now for two million feet.

PICKREL WALNUT CO., 4025 Clara Avenue, ST. LOUIS

CINCINNATI

Hardwood Manufacturers and Jobbers

C. CRANE & COMPANY

Manufacturers of Hardwood Lumber, Oak & Poplar especially
Our location makes possible quick delivery of anything in timbers and hardwood lumber

DAY LUMBER & COAL CO.

Manufacturers YELLOW POPLAR and WHITE OAK
GENERAL OFFICE—JACKSON, KY.

OHIO VENEER COMPANY

Manufacturers & Importers FOREIGN VENEERS
2624-34 COLERAIN AVENUE

BAND SAWED WISCONSIN HARDWOODS

Dry Stock For Prompt Shipment

BASSWOOD		BIRCH	
20M 4/4 No. 3 common		70M 4/4 No. 1 com. & bet. plain	
80M 1x4 No. 2 and 3 common		100M 4/4 No. 1 com. & bet. red	
15M 5/4 No. 1 com. and better		5M 5/4 1st and 2nd red	
25M 5/4 No. 1 common		10M 5/4 No. 1 common red	
10M 5/4 No. 2 common		6M 5/4 No. 1 common plain	
20M 5/4 No. 3 common		3M 6/4 1st and 2nd plain	
13M 8/4 1st and 2nd		13M 6/4 1st and 2nd red	
15M 6/4 No. 1 common		4M 8/4 1st and 2nd plain	
15M 6/4 No. 3 common		6M 8/4 1st and 2nd red	

WHITE OAK

10M 8/4 No. 1 and No. 2 com. 50M 8/4 No. 2 com. and better

HARD MAPLE

40M 8/4 No. 2 common and better

Our 1914 cut of well assorted HARDWOODS AND HEMLOCK will soon be in shipping condition.

Send us your inquiries

ARPIN HARDWOOD LUMBER COMPANY

Grand Rapids, Wis. ATLANTA, WIS.

Saw mills and planing mill at Atlanta, Wisconsin.

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties

OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

< EVANSVILLE >

Trade with the hardwood lumber manufacturers in Evansville and southern Indiana has not improved to any great extent during the past two weeks. While most of the mills in this section have been able to operate on an average of eight hours a day during the past three months, with the exception of a period now and then, trade has come in spurts and continues to do so. As one manufacturer recently expressed it, a good week is followed by a week that brings in little or no business. The trade lacks life and has no snap to it. Buyers continue to purchase for immediate wants only and local manufacturers say they have received reports that in some sections there has been a disposition to cut prices. This is something the manufacturer here have refused to do.

Collections have been fair and banks have plenty of money. A good many inquiries are coming in which would indicate future business. Furniture manufacturers still refuse to buy lumber in big lots and this means that the demand for gum is still slack. Poplar continues to drag and there is little demand just now for ash and hickory. Walnut continues in brisk demand. There is only a fair demand for quartered white and plain oak.

The manufacturers still contend or predict that there will be no real bottom to the lumber business or any other line of trade in the United States until the war in Europe has come to a close. They believe that within a few months after hostilities have ceased the United States will start on the high road to prosperity and that nothing will be able to check the boom that is sure to follow. There has been practically nothing doing in the export line during the past few weeks although a few inquiries have been received from time to time. With the marketing of new wheat there may come a slight increase in trade in all lines. From reports received from points in southern Indiana, southern Illinois and western Kentucky the wheat crop will not be as large as was anticipated a few months ago. The drought that continued for several weeks in the early spring months, followed by the appearance of the Hessian fly, had a damaging effect on the wheat crop in this section.

Furniture manufacturers report trade only fair and some of the plants are running on part time. Box manufacturers say trade has been slow for the past month, although the factories have been able to run on full time. Trade with the desk and table manufacturers has been almost normal. Carriage manufacturers enjoyed a fairly good month in June. Plow makers report that trade conditions in the South and southwest, where they do a great deal of business, are improving. Wagon manufacturers report trade rather slack.

Building operations in Evansville are not as active as they were a month ago. There are several large buildings being erected here but in most instances they are of brick, steel, concrete or stone. Contractors and architects say they expect to keep reasonably busy the balance of the summer. Planing mills continue to run on full time. Sash and door manufacturers as well as retailers, say their local trade has been satisfactory but that their out-of-town trade continues to drag. Taken as a whole, however, the outlook could be a whole lot worse and they are expecting to see things move along fairly well during the next three or four months.

< MEMPHIS >

The hardwood market has shown some further improvement during the past fortnight. Inquiries are coming in at a very satisfactory rate and enough orders have been booked recently to insure pretty steady operations for some time. Domestic business is broadening slowly, while there is distinctly more doing with Europe. Ash, gum and cypress are among the better sellers. Some ash is going into domestic consumption but by far the greater part of the output of this territory is finding its way to Europe where the demand is quite keen and where prices are full. Sap gum is a ready seller, as has been the case for some time. Further improvement is shown in the demand for red gum and fairly large sales are reported. This is being used largely for interior trim, though some stock is finding its way into the hands of manufacturers of furniture and cabinet articles. The lower grades of cottonwood and gum are finding steady absorption, thanks to the continued activity in the manufacture and distribution of boxes and box shooks. Cypress is going largely into the manufacture of building material and the demand for this is reported quite good. Oak is a little slow, but there has been no recession in quotations. The outlook for foreign business in southern hardwoods is gradually improving, though it is pointed out that there is still a scarcity of ocean freight room and considerable difficulty in arranging for the transportation of such lumber as is sold to Europe.

< BRISTOL >

More improvement in the lumber market is reported by the lumbermen of this section. The tendency of prices is now reported to be higher and it is believed that market conditions will improve somewhat during the next few weeks. There is still much activity in manufacturing and as a result the yard stocks are increasing rapidly. Shipments throughout this section are somewhat heavier than they have been. The general opinion is that when the European war breaks there will immediately be created a much greater demand for lumber, with correspondingly better prices.



PANAMA-PACIFIC EXPOSITION

If you visit the Exposition at San Francisco be sure and see our

Moving Picture Exhibition

in the Auditorium of the Mississippi State Building

showing every detail of the manufacture of hardwood lumber. 3600 feet of film in 4 reels.

Write Us for Illustrated Book

Lamb Fish Lumber Co.

Charleston, Miss.



SOUNDNESS
 Ready Resources \$925,845
URPLUS
 and Reinsurance Reserve . . . 856,634
SAVINGS
 Returned to Subscribers . . . 546,757
SERVICE
 60-day Inspections; Monthly Fire Bulletins.

These are some of the vital features upon which the management of the

Lumbermen's Underwriting Alliance

bases its plea to the LUMBERMEN FOR A SHARE OF THEIR Insurance Lines. These safeguards are the result of TEN YEARS of successful underwriting.

\$155,000.00

in CASH DIVIDENDS went into the treasuries of ALLIANCE Policyholders in 1914. Owners of protected plants, with five or more years' timber supply, are invited to become identified with us.

U. S. EPPERSON & COMPANY
 Attorney and Manager, KANSAS CITY

Over One Million Dollars

in savings has been returned its members by the

Manufacturing Lumbermen's Underwriters

and there remains to the credit of members over

Nine Hundred Thousand Dollars

The membership, which is constantly increasing, is now composed of nearly four hundred and fifty of the best saw mill plants in the country. Insurance in force exceeds thirty-five million and nearly three million dollars has been paid in losses. If you have a first-class plant adequately protected and are interested in low cost fire insurance, correct policy forms, an inspection service which may save you from a disastrous fire, with the certainty of a prompt and equitable adjustment in case loss does occur, and wish a list of members and annual statement we will be glad to hear from you.

Rankin-Benedict Underwriting Co.

HARRY E. CLARK
 Western Representative
 Portland, Ore.

Attorney in Fact
 KANSAS CITY, MO.

< LOUISVILLE >

Business is showing some improvement, instead of dropping back as is usually the case at this season of the year. As the summer is advancing, the tendency would be to cut down purchases, but there is no chance for this at present on account of the absence of stocks at consuming factories. Hence any consumption that is recorded by them means more buying, and this in turn is expected to keep the hardwood men busy during July and August, which ordinarily are dull periods in the business. Many wholesalers report that good orders have been booked for shipment next month, the development of buying ahead being another encouraging sign, and showing that consumers are a little more confident than they have been recently. The furniture shows will soon be on, and there is every reason to believe that they will develop good business. The hardwood trade will benefit from optimism received by the manufacturers from the exhibitions, and hence they are pulling for good orders from the retailers. Ash is selling very well at present, the market being strong, and a number of items being scarce. Quartered oak is holding up well in firsts and seconds, but the lower grades are not moving much. Low grade plain oak is also dull, while good is selling at a more rapid rate than heretofore. Poplar is a good mover, both in rough lumber and dimension stock. Chestnut is quiet, though sound wormy has been firm in price.

< MILWAUKEE >

The Wisconsin crop report for June, recently issued by the state board of agriculture, is so favorable in tone that lumbermen are looking at things a little more optimistically. It is usually an unfailing sign that general business is satisfactory in Wisconsin when crops are good, and it would seem at the present time that, unless something unforeseen occurs, a bumper crop will be harvested in this state this season. The report shows a gain in both the condition and acreage of the leading crops.

The building situation in Milwaukee is showing a little more activity and the building investment from week to week is showing a slight gain. Building Inspector W. D. Harper says that enough large building projects have been planned to bring the total record for the season above the point reached last year. There seems to be considerable building going on about the state and this has resulted in a better retail trade at most points. Wholesalers say that most dealers are now inclined to place slightly larger orders, so that they may get their stock up in readiness for the late summer and early fall trade.

The demand for hardwood is holding up well at the present time, especially for woods used for interior finish, and hardwood flooring is in brisk demand. The sash and door concerns here in Milwaukee seem to be buying a little more freely. Stocks at these plants have been so low for months that when business improves it means that larger orders have to be placed.

While the box trade is only fair, low grade hardwoods are holding strong, due to the fact that stocks in this line are no more than equal to requirements.

Wholesalers and the Milwaukee trade in general believe that hardwood prices will be well maintained throughout the coming dull summer season. Available dry stocks in birch and various other lines of northern hardwoods are far from large. Of course, new stocks, especially in basswood, are beginning to arrive, but the new birch cut will hardly be in shape for use for some time yet. If the present level of prices can be maintained through the summer, wholesalers look for an advance next fall.

< GLASGOW >

Very little alteration has taken place during the past fortnight in the west of Scotland timber trade, the quiet conditions still continuing. Shipbuilding requirements have dwindled away to minimum proportions, a state of affairs likely to prevail for a considerable time, as all the shipyards are now on government work. Housebuilding remains very dull, and with increased price and labor difficulties, this industry is not likely to show much activity. Packing case makers and wagon builders are fairly well employed, the former having a fair number of contracts for the government. Spruce deals continue to come forward pretty freely, and considerable difficulty is experienced in selling from the quay, with the result that prices are inclined to be easier. However, quite a large quantity is being stored rather than ease the prices, as it is thought that prices yet will be maintained. Of course, until it is known what supplies are to be expected from the Baltic, merchants are delaying purchasing, and on this fact the question of price is entirely dependent.

The first arrivals from Montreal have consisted mostly of contract goods, and comprise largely birch logs, third and fourth pine deals, but the few consignment lots, whether pine or spruce, have met with poor request, as trade being dull and high prices to be faced do not induce buyers. It is understood there has been some trouble with the birch logs sent in on contract, the quality not being all it should have been.

The movement in American hardwoods is quiet, and only an occasional sale of oak boards is reported. Quite a quantity of silver pine has been sold from this market to England, and a large quantity has been shipped to France. Very little stock is now reported available, and prices are likely to go higher.

Recent sales include whitewood boards, chiefly of the lower grade, prime walnut, hazel pine boards, ash and hickory logs. The demand for Gaboon mahogany is brisk, but owing to freighting difficulties, supplies cannot be forwarded, with the result that prices are advancing.

Advertisers' Directory

NORTHERN HARDWOODS.

Arpin Hardwood Lumber Co..... 42

Barnaby, Charles H..... 9

Boyle, Inc., Clarence..... 4

Buffalo Hardwood Lumber Co... 51

Cobbs & Mitchell, Inc..... 3

Connor, R., Company.....

East Jordan Lumber Co..... 50

Ellas, G., & Bro..... 51

Hatten Lumber Company..... 49

Hoffman Bros. Company..... 9-14

Kneelsnd-Bigelow Co., The..... 13

Kneelsnd-McLurg Lumber Co... 49

Litchfield, William E..... 11

McIlvain, J. Gibson, & Co..... 2

McLean, Hugh, Lumber Co..... 51

Miller, Anthony 51

Mitchell Bros. Co..... 3

Mowbray & Robinson Co..... 4-9

Palmer & Parker Co..... 11

Powell-Myers Lumber Co..... 4

Rib Lake Lumber Company..... 40

Rice Lake Lumber Co..... 49

Richardson Lumber Company... 13

Ross & Wentworth..... 13

Standard Hardwood Lumber Co.. 51

Stearns Salt & Lumber Company. 4

Stephenson, I., Co., Trustees... 50

Stimson, J. V..... 9-52

Strable Manufacturing Company.. 50

Sullivan, T., & Co..... 51

Tegge Lumber Co..... 42

Von Platen Lumber Company.... 50

Willson Bros. Lumber Company.. 11

Wistar, Underhill & Nixon..... 11

Yeager Lumber Company, Inc.... 51

Young, W. D., & Co..... 13

OAK.

See List of Manufacturers on page 9

POPLAR.

Alton Lumber Company.....9-46

Anderson-Tully Company 6-9

Atlantic Lumber Company.....9-37

Day Lumber & Coal Company... 9-42

Faust Bros. Lumber Co..... 14

RED GUM.

Anderson-Tully Company 6-9

Baker-Matthews Mfg. Co..... 9-41

Bliss-Cook Oak Company.....9-41

Bonner, J. H., & Sons..... 9-41

Brown, Geo. C., & Co.....9-14

Evans, G. H., Lumber Company... 6

Himmelberger-Harrison Lbr. Co..

Lamb-Fish Lumber Company... 9-34

Paepcke Leicht Lumber Co.... 9

Penrod-Jurden & McCowen.... 9-52

Stimson, J. V..... 9-52

Stimson Veneer and Lumber Co.. 40

SOUTHERN HARDWOODS.

Alexander Bros. 7-9

Alton Lumber Company.....9-46

Anderson-Tully Company 6-9

Atlantic Lumber Company.....9-37

Baker-Matthews Mfg. Co..... 9-41

Bliss-Cook Oak Company..... 9-41

Bonner, J. H., & Sons..... 9-41

Boyle, Inc., Clarence..... 4

Brown, Geo. C., & Co.....9-14

Buffalo Hardwood Lumber Co... 51

Burkholder, S., Lumber Company.9-46

Buskirk-Rutledge Lumber Co... 9

Carnahan-Allport Lumber Co... 6-9

Crane, C., & Co..... 9-42

Cutsinger, F. M..... 9

Day Lumber & Coal Company.. 9-42

Dugan Lumber Co..... 41

Ellas, G., & Bro..... 51

Evans, G. H., Lumber Company... 6

Farris Hardwood Lumber Co.... 9-41

Faust Bros. Lumber Company... 14

Francke, Theodor, Erben Gmb. H. 10

Galloway-Pease Company..... 37

Goodlander-Robertson Lumber Co...

Himmelberger-Harrison Lbr. Co.. 9

Hitt, H. H., Lumber Company... 9

Huddleston-Marsh Lumber Co....

Lamb-Fish Lumber Company... 9-43

Liberty Hardwood Lumber Co... 38

Litchfield, William E..... 11

Little Rock Lumber & Mfg. Co... 7-9

Long-Knight Lumber Company. 10

McClellan-West Lumber Co..... 9

McIlvain, J. Gibson, & Co..... 2

McLean, Hugh, Lumber Co..... 51

Miller, Anthony 51

Mowbray & Robinson Company.. 4-9

Paepcke Leicht Lumber Co..... 19

Penrod-Jurden & McCowen.... 9-52

Peytons Lumber Company.....

Roddis Lumber and Veneer Co.. 49

Salt Lick Lumber Company..... 7

Spotswood, E. R., & Son.....9-39

Standard Hardwood Lumber Co.. 51

Stimson Veneer and Lumber Co.. 40

Sullivan, T., & Co..... 51

Vestal Lumber & Manufacturing Co..... 7-9

Whitmer, Wm., & Sons..... 11

Williams Lumber Company..... 39

Willson Bros. Lumber Company.. 11

Wistar, Underhill & Nixon..... 11

Yeager Lumber Co., Inc..... 51

Young, Bedna, Lumber Co.....

VENEERS AND PANELS.

Abnapee Veneer & Seating Co.... 48

Bird's Eye Veneer Company.....

Buckeye Veneer Company.....

East St. Louis Walnut Co..... 5-10

Evansville Veneer Company..... 35

Hoffman Bros. Company..... 9-14

Huddleston-Marsh Lumber Co....

Kentucky Veneer Works.....

Knoxville Veneer Company..... 48

Long-Knight Lumber Company. 9-10

Louisville Veneer Mills..... 3

Milwaukee Basket Company..... 48

Mississippi Veneer & Lumber Company

Nartzik, J. J.....

Oblo Veneer Company..... 42

Palmer & Parker Company..... 11

Penrod Walnut & Veneer Co....10-52

Pickrel Walnut Company.....10-42

Rayner, J. 4

Roddis Veneer and Lumber Co... 49

Sanders & Egbert Company..... 10

Standard Veneer Company..... 48

Stimson Veneer & Lumber Co.... 49

Tomahawk Box and Veneer Co.. 48

Waetjen, Geo. L., & Co..... 48

Willey, C. L..... 12

Wisconsin Seating Company..... 48

Wisconsin Veneer Company.....

MAHOGANY, WALNUT, ETC.

East St. Louis Walnut Co..... 5-10

Evansville Veneer Company..... 35

Fracke, Theodor, Erben Gmb. H. 10

Hartzell, Geo. W.....10-46

Huddleston-Marsh Lumber Co....

Long-Knight Lumber Company. 9-10

McCowen, H. A., & Co.....5-10

Palmer & Parker Co..... 11

Penrod Walnut & Veneer Co....10-52

Pickrel Walnut Company.....10-42

Purcell, Frank 10

Rayner, J. 4

Sanders & Egbert Company..... 10

Willey, C. L..... 12

Mitchell Bros. Company..... 3

Salt Lick Lumber Company..... 7

Stearns Salt & Lumber Company 4

Stephenson, I., Co., Trustees... 50

Strable Manufacturing Co..... 50

Wilce, T., Company, The..... 4

Young, W. D., & Co..... 13

WOODWORKING MACHINERY.

Alpena Industrial Works.....

Cadillac Machine Company..... 47

Gerlach, The Peter, Company... 46

Mersbon, W. B., & Co..... 47

Phoenix Manufacturing Co..... 47

VENEER MACHINERY

Merritt Manufacturing Company... 46

LOGGING MACHINERY.

Baldwin Locomotive Works.....

Lidgerwood Mfg. Company..... 11

DRY KILNS AND BLOWERS.

Graud Rapids Veneer Works.....

Morton Dry Kiln Company..... 14

Phila. Textile Mch. Company... 11

Standard Dry Kiln Company... 47

LUMBER INSURANCE.

Centrls Msnufacturers' Mut. Ins. Company

Epperson, U. S., & Co..... 44

Indiana Lumbermen's Mut. Ins. Company

Lumbermen's Underwriting Alliance

Lumber Mutual Fire Insurance Company

Lumbermen's Mut. Ins. Co.....

Manufacturing Lumbermen's Underwriters

Pennsylvania Lumbermen's Mut. Fire Ins. Company.....

Rankin-Benedict Underwriting Co. 44

TIMBER LANDS.

Campbell, L. E., Lumber Company 38

Lacey, James D., & Co.....

TIMBER ESTIMATORS.

Lauderburn, D. E..... 42

MISCELLANEOUS.

American Rule & Mfg. Company.. 46

Broderick & Bascom Rope Co....

Childs, S. D., & Co..... 46

Gerlach, The Peter, Company... 46

Lumbermen's Credit Assn..... 50

Perkins Glue Company..... 46

HARDWOOD FLOORING.

Bliss-Cook Oak Company.....9-41

Cobbs & Mitchell, Inc..... 3

Eastman, S. L., Flooring Co.... 50

Kerry & Hanson Flooring Co.... 50

CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion.....20c a line
 For two insertions.....35c a line
 For three insertions.....50c a line
 For four insertions.....60c 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 charges for copies of paper containing the advertisement.

EMPLOYES WANTED

WE WANT MEN

To handle our line of Kitchen and Bedroom furniture on commission. Must be experienced in this line.

Address "BOX 65," care HARDWOOD RECORD.

LUMBER FOR SALE

WEST VIRGINIA CHESTNUT

40,000 ft. 4/4 1sts & 2ods., 2 years old
 28,000 ft. 4/4 1sts & 2nds & No. 1 Common
 250,000 ft. 4/4 wormy
 75,000 ft. 5/4 wormy
 30,000 ft. 6/4 wormy

ALTON LUMBER COMPANY,
 Lock Box 86, Buckhannon, W. Va.

FOR SALE

1 car Walnut Logs in Delaware. Please quote prices.

Several cars good growth White Ash. Will cut to sizes wanted. Address

ALFRED P. BUCKLEY, 973 N. 2nd St., Philadelphia, Pa.

DRY BAND SAWED STOCK

Piled at our mill in Alabama—ready for shipment.
 100,000 feet 4/4 1sts and 2nds Plain Red Oak.
 50,000 feet 4/4 No. 1 common Plain Red Oak.
 50,000 feet 4/4 1sts and 2nds Sap Gum.
 30,000 feet No. 1 common Sap Gum.
 BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

FOR SALE.

1 car 5/4 No. 1 Common Hickory.
 1 car 5/4 No. 2 Common Hickory.
 2 cars Hickory Axles cut to order.

S. BURKHOLDER LUMBER CO.,
 Crawfordsville, Indiana.

DIMENSION STOCK WANTED

SQUARES WANTED

1/2 cars 2x2—30" clear Dry White Oak.
 2 cars 2x2—30" clear Dry White Ash.
 2 cars 2 1/2 x 2 1/2—30" clear Oak.
 1 car 3x3—30" clear Oak.

Quote best cash price, describing stock for dryness.

FROBST LUMBER CO., Cincinnati, O.

LOGS WANTED

WANTED—BLACK WALNUT LOGS.

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Maqua, Ohio.

WANTED—BLACK WALNUT LOGS

We pay cash for Black Walnut Logs 10" and up in diameter. Inspection at shipping point.

MALEY & WERTZ,
 Evansville, Ind.

LUMBER WANTED

You have
 OLD CUSTOMERS

but
 NEW ONES

must be added constantly to move your Lumber these days.

To this end accurate knowledge of factory needs is essential.

We have this information in strictly up-to-date form, all tabulated and ready for instant use. It is proving a big asset in many hardwood offices these days. Can you afford to give your competitor this advantage?

Let us tell you more about it.
 HARDWOOD RECORD, Ellsworth Building,
 Chicago, Ill.

TIMBER LANDS FOR SALE

FOR SALE AT A SACRIFICE

5,000 to 50,000 acre tracts southern pine and hardwood timberlands. Some extra choice forked leaf White Oak.

J. L. FARLEY, De Soto, Mo.

BUSINESS OPPORTUNITIES

HARDWOOD STUMPAGE AND MILL

Correspondence is solicited with responsible parties wanting a Texas hardwood proposition involving 50,000 ft. up Oaks, Ash, Cottonwood, and Elm, with 20,000,000 capacity mill equipment installed. Address,

JOHN W. MACKAY, Beaumont, Texas,
 Attorney for Owners.

\$8,000—FOR SALE

An old-established business—wood turning specialties. Stock, good will and machinery. Has always cleared \$3,000 to \$5,000 a year. Address

ALFRED P. BUCKLEY,
 973 N. Second St., Philadelphia, Pa.

MACHINERY FOR SALE

MERRITT MANUFACTURING COMPANY,
 Lockport, N. Y.,

Manufacturers Veneer and Veneer Drying Machinery.

For particulars see page 67 Issue HARDWOOD RECORD June 10, 1915.

MISCELLANEOUS

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you.

LUMBER RULES

Our own process of black enamel ink insures perfect, permanent lettering with no injury to the rule, as with burnt lettering. Double riveted head, the rivets moulded into the brass.

Tool Steel Blade
 Oil Tempered
 Riveted Handle

"The best of selected hickory used exclusively."

AMERICAN RULE & MFG. CO.
 Nashville, Tenn.



Band Saws 3/4" to 14" wide
 Circular Saws 4" to 72" diam.
 Cylinder Saws 2" to 36" diam.
 Swages Roller Die Type

Inquiries solicited.

THE PETER GERLACH CO. Cleveland Ohio

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barrier Coin is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO.
 Chicago

We also make Time Checks, Stencils and Log Hammers.



If you are not a subscriber to HARDWOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.



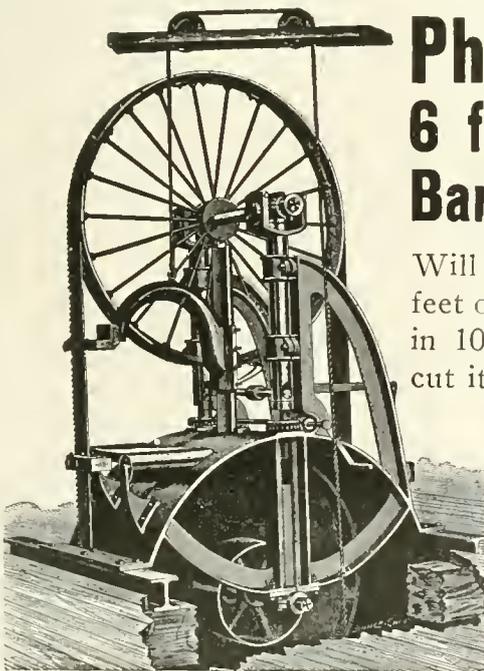
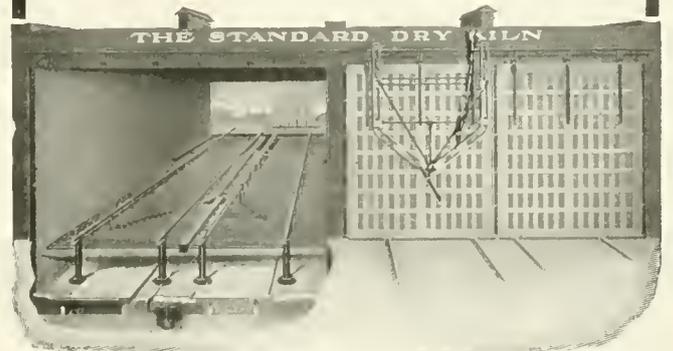
FOR over twenty years, E. C. Mershon has been recognized as the authority on all matters pertaining to the sawing of wood with a Band Resaw. Purchasers of Mershon Band Resaws have the benefit of his experience.

Wm. B. Mershon & Co., Saginaw, Mich.

The Standard Dry Kiln

is the nearest approach, in process and in results, to Nature's own method. It might astonish you to see in what splendid condition hardwood lumber leaves this kiln.

If you're not near a Standard Dry Kiln, just write to any user for the facts. We have a List of Users that we'll be glad to send you with our catalog. Address: The Standard Dry Kiln Co., 1559 McCarty St., Indianapolis, Ind.



Phoenix 6 ft. Pony Band Mill

Will cut 30,000 feet of 1" lumber in 10 hours and cut it good.

Nearly 200 of these mills sawing wood in the U. S. A.

PRETTY GOOD RECOMMENDATION, ISN'T IT?

MODERATE PRICE

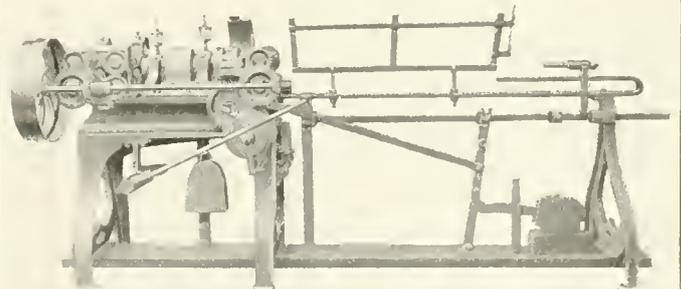
PHOENIX MFG. CO.
EAU CLAIRE WISCONSIN

Broom Handle Machinery

The latest addition to our line of Broom Handle Machinery—the well known "WEST-COTT" Automatic Broom Handle Lathe. This Lathe has, for many years, stood at the front for the turning of broom handles. The quality and excellency of its product is unquestionably the best.

We are now in position to furnish an absolutely complete broom handle equipment, and, if required, design your plant.

Ask us for information about our Tumblers, Bolters, Splitters, Chucking and Boring Machines, and in fact anything you require in this line.



"Westcott" Automatic Broom Handle Lathe

Cadillac Machine Company
Cadillac, Mich.

veneers AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawn Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

*Every Man is Partial
To His Own Goods*

*But the progress of his business
tells the truth*

The last few years have seen a remarkable expansion in our plant and organization - building after building has been added until now we have double the capacity of a few years ago.

There is a reason

Every one of our products

*Rotary cut clear basswood oak & birch
Laps & panels - Backs & seats
Coak Langers and Wood Panels*

enjoy the most exacting care and supervision in making

you can easily prove that claim

*The Wisconsin Seating Co
New London Wisconsin
- Makers of Time - Proof Panels*

THE STANDARD VENEER CO.

Manufacturers

Rotary Cut Birch Veneers

HOULTON, ME.

MILL AND STORE AT STOCKHOLM, ME.

You can't afford to be without **The Gibson Tally Book** when it costs but a dollar, if you want the most convenient and accurate system for tallying lumber.
Hardwood Record :: :: :: Chicago

OUR BIRCH VENEERS

ARE THE PRODUCT OF HIGH GRADE LOGS, FIRST-CLASS EQUIPMENT AND OVER TEN YEARS' EXPERIENCE

MILWAUKEE BASKET COMPANY, South Milwaukee, Wis.

TOMAHAWK VENEER & BOX CO.

Manufacturers of Draw Bottoms in Birch and Basswood, Pin Blocks, Back Panels, also Heading and American Cheese Boxes our Specialties

TOMAHAWK

WRITE FOR PRICES.

WISCONSIN

Sliced Quartered Oak Figured Gum American Walnut

Cut to Dimension, Jointed and Taped,
Ready to Lay **ROTARY CUT**

CHESTNUT ASH POPLAR
PINE OAK WALNUT

Knoxville Veneer Co.

P. B. RAYMOND, General Manager, Knoxville, Tenn.

Door Panels

Three and Five Ply

All Woods

For One, Two, Five and Six Panel Doors
All Carried in Stock Ready for
Immediate Shipment

Geo. L. Waetjen & Co.

Milwaukee

Wisconsin

WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW



Our New Mill in Phillips, Wis.

ARE YOU IN THE MARKET FOR THE BEST Wisconsin Hardwoods?

Send for Price List "H. R." Today

These Items Are in Excellent Shipping Condition

- | | |
|---|--|
| 500,000' 4/4 No. 2 Common and Better Unselected Birch. | 500,000' 4/4 No. 2 Common and Better Hard Maple. |
| 300,000' 4/4 No. 1 Common and Better Unselected Basswood. | 1 Car 8/4 No. 2 Common and Better Basswood. |
| 350,000' 4/4 No. 2 Common Basswood, Rough. | 1 Car 5/4 Nos. 1, 2, and 3 Basswood. |
| 400,000' 4/4 No. 3 Common Basswood, Rough. | 3 Cars 4/4 No. 3 Common Ash. |
| 300,000' 6/4 No. 2 Common and Better Soft Elm. | 5 Cars 6/4 Soft Elm Scoots. |
| 100,000' 6/4 No. 3 Common Soft Elm. | 3 Cars 0/4 Birch Scoots. |
| | 1 Car 4/4x11" and Wider 1st and 2nd Basswood. |

KNEELAND-McLURG LUMBER CO.

Manufacturers of Hardwoods PHILLIPS, WIS.

WHEN YOU BUY Basswood, Birch and Maple

or any other Hardwood Lumber, you want stock that is properly manufactured, and carefully piled.

The following list of Hardwood Lumber was properly manufactured in our own BAND MILL here at New London, Wis., and is now ready for immediate shipment.

BASSWOOD.	Feet.	BIRCH.	Feet.
4/4 No. 1 Com&Bet....	115,000	4/4 No. 2 Com&Bet....	950,000
4/4 No. 2 & 3 Com....	95,000	4/4 No. 3 Common....	75,000
6/4 No. 1 Com&Bet....	28,000	5/4 No. 2 Com&Bet....	118,000
		6/4 No. 2 Com&Bet....	200,000
		6/4 No. 3 Common....	95,000
		8/4 No. 2 Com&Bet....	25,000
SOFT ELM.	Feet.	HARD MAPLE.	Feet.
4/4 No. 2 Com&Bet....	350,000	4/4 No. 2 Com&Bet....	900,000
5/4 No. 2 Com&Bet....	50,000	4/4 No. 3 Common....	200,000
8/4 No. 2 Com&Bet....	10,000	5/4 No. 2 Com&Bet....	50,000
		6/4 No. 2 Com&Bet....	75,000
		8/4 No. 2 Com&Bet....	15,000
ROCK ELM.	Feet.	SOFT MAPLE.	Feet.
5/4 No. 2 Com&Bet....	75,000	4/4 No. 2 Com&Bet....	200,000
		BALM OF GILEAD.	Feet.
		4/4 No. 3 Com&Bet....	16,000
WIS. OAK.	Feet.		
4/4 No. 2 Com&Bet....	250,000		
4/4 No. 3 Common....	100,000		
5/4 No. 2 Com&Bet....	16,000		
6/4 No. 2 Com&Bet....	34,000		

Write us for delivered prices

Hatten Lumber Company

New London, Wis.

Roddis Lumber & Veneer Co.

Marshfield, Wis.

VENEERED PANELS

DESK TOPS TABLE TOPS

FLUSH VENEERED DOORS

WAINSCOTING BENT WORK

SAW MILLS AT PARK FALLS, WIS

BIRCH

4-4 and thicker, No. 1 Common and Better also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

Rice Lake Lumber Co., Rice Lake, Wis.

For Veneer and Panel Manufacturers

Your Consumers' Lists Cost You BIG MONEY

We can save it all and relieve you of all the detail and effort necessary to tabulate consumers' wants. Our Card Index System of those wants, just out, is the result of systematic effort. It is endorsed by your competitor.

Can You Afford to Give Him that Advantage?

HARDWOOD RECORD

CHICAGO

M I C H I G A N
FAMOUS FOR HARD MAPLE AND GREY ELM

“Ideal” Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—“IDEAL.”

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

I. Stephenson Co., Trustees - WELLS, MICHIGAN

**“Chief Brand”
Maple and Beech Flooring**

in $\frac{3}{4}$, $\frac{5}{8}$ and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.
GRAYLING, MICHIGAN

VON PLATEN LUMBER CO.
Iron Mountain, Michigan
MANUFACTURERS OF
BIRCH BASSWOOD ELM MAPLE

50 M ft. of 5/4 No. 3 Common Basswood.	100 M ft. of 6 ft. No. 3 Common Maple.
30 M ft. of 12/4 No. 2 Common & Btr. Maple.	100 M ft. of 5/4 No. 2 Com. & Better Birch.
50 M ft. of 8/4 No. 3 Common Maple.	30 M ft. of 8/4 No. 1 Com. & Better Birch.
100 M ft. of 12/4 No. 3 Common Maple.	15 M ft. of 10/4 No. 1 and 2 Common Birch.
100 M ft. of 5/4 No. 1 and No. 2 Common Maple.	50 M ft. of 6/4 No. 2 Com. & Btr. Rock Elm.
150 M ft. of 6/4 No. 2 & Better Maple.	100 M ft. of 6/4 No. 3 Com. Elm.

Strable Mfg. Company

Manufacturers of
Hardwood Lumber
AND
Maple Flooring
Saginaw Michigan

WE WANT TO MOVE:
50,000 ft. 8/4 No. 2 and better Soft Maple.
150,000 ft. 4/4 No. 2 and better Soft Maple.
75,000 ft. 6/4 No. 2 Common Soft Elm.
75,000 ft. 6/4 No. 3 Common Soft Elm.
30,000 ft. 4/4 No. 2 Common Soft Elm.
100,000 ft. 4/4 No. 1 Common Basswood.
37,000 ft. 4/4 No. 2 Common Basswood.

EAST JORDAN LUMBER CO.
EAST JORDAN, MICHIGAN
High Grade Maple

35M 12/4 No. 1 Common and Better
25M 8/4 No. 1 Common and Better
35M 6/4 No. 1 Common and Better
60M 4/4 No. 1 Common and Better
50M 5/4 Quarter Sawed Hard Maple

Strictly Lower Peninsula stock.
Write for prices.

FULL THICKNESS BAND SAWN QUICK SHIPMENT

SAVE YOUR MONEY BY USING THE
RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers. The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

Lumbermen's Credit Assn., Established 1878
608 So. Dearborn St. CHICAGO Mention This Paper 55 John St. NEW YORK CITY

S. L. EASTMAN FLOORING CO.
SAGINAW BRAND
MAPLE FLOORING
SAGINAW, MICH.

MORE THAN 2,000 LUMBERMEN
are using the new Gibson Tally Book with its duplicate or triplicate tally tickets. If you haven't seen it, let us send you one with specimen tickets on approval. They solve your shortage and inspection troubles.
HARDWOOD RECORD CHICAGO

B U F F A L O

The Foremost Hardwood Market of the East

Standard Hardwood Lumber Co.

OAK, ASH and
CHESTNUT

1075 Clinton Street

ANTHONY MILLER
HARDWOODS
OF ALL KINDS

893 Eagle Street

G. Elias & Bro.
HARDWOODS

White Pine, Yellow Pine, Spruce,
Hemlock, Fir, Lumber, Timber, Mill-
work, Boxes, Maple and Oak Flooring

955 - 1015 ELK STREET

Hugh McLean Lumber Co.

OUR SPECIALTY:

QUARTERED
WHITE OAK

940 Elk Street

BUFFALO HARDWOOD
LUMBER CO.

Dry band sawed stock

Piled at our Mill in Alabama ready for shipment

100000' 4 4 1s & 2s Plain Red Oak.

50000' 4 4 No. 1 common Red Oak.

50000' 4 4 1s & 2s Sap Gum.

30000' 4 4 No. 1 common Sap Gum.

940 Seneca Street

Yeager Lumber Company, Inc.

Specialties:

Oak, Ash and Poplar

932 ELK STREET

T. SULLIVAN & CO.
HARDWOODS

Specialty - Brown Ash

No. 2 ARTHUR STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

BOTH NORTHERN and
SOUTHERN OAK

HARDWOOD LUMBER and
ROTARY VENEERS

STIMSON'S MILLS

J. V. STIMSON
HUNTINGBURG, IND.

J. V. STIMSON HARDWOOD CO.
MEMPHIS, TENN.

STIMSON VENEER & LUMBER CO.
MEMPHIS, TENN.

Entire Line of Well Manufactured
HARDWOOD LUMBER

from $\frac{3}{8}$ " thick up
IN DRY STOCK
including

OAK AND RED GUM

PLAIN AND QUARTER SAWN

WALNUT POPLAR
HICKORY ASH
ELM MAPLE

ABC AND WESTERN UNION CODE

Tells all there is to know about every
commercial forest tree of America.

AMERICAN FOREST TREES

(WRITTEN IN THE LUMBERMAN'S LANGUAGE)

*Completely illustrated with
original photographs and draw-
ings and handsomely bound.*

(Price \$6 Prepaid)

HARDWOOD RECORD, 537 S. DEARBORN ST.
CHICAGO, ILL.

PENROD Walnut & Veneer Co.

Manufacturers

EXCLUSIVELY
WALNUT LUMBER AND VENEERS

KANSAS CITY, MO.

PENROD-JURDEN & McCOWEN

Manufacturers of

**HARDWOOD LUMBER
AND VENEERS**

Announce the Opening of
GENERAL OFFICES in

MEMPHIS, TENN.

Veneer Mills,
HELENA, ARK.

Band Mills,
BRASFIELD, ARK.

Aardwood Record

Twentieth Year,
Semi-Monthly.

} 2016

CHICAGO, JULY 10, 1915

Subscription \$2.
Single Copies, 10 Cents.



ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

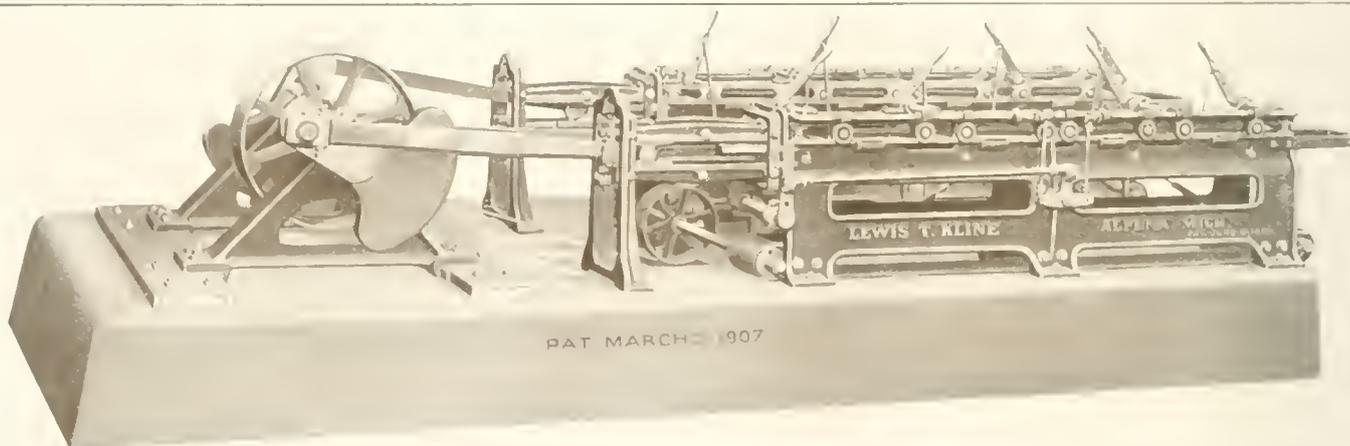
J. GIBSON McILVAIN & COMPANY

CROZER BUILDING, PHILADELPHIA, PENNSYLVANIA

Manufacturers of Lumber

OVER 100 YEARS
OF
SUCCESSFUL BUSINESS

Small and Large Inquiries Solicited



One Man on the Klines Horizontal Beat Two Men on 10 to 12 Uprights

Write for our book that backs the above assertion with mechanical facts, and letters from users.

LUMBER MANUFACTURERS:

Utilize your waste material

WOODWORKERS AND MATTRESS MAKERS:

Make your own excelsior

Let the Kline Booklet tell you how

Kline's Eight Block Excelsior Machines

ALPENA INDUSTRIAL WORKS, ALPENA, MICH.

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

Michigan Hardwoods *Cadillac Quality*

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

Cobbs & Mitchell

INCORPORATED

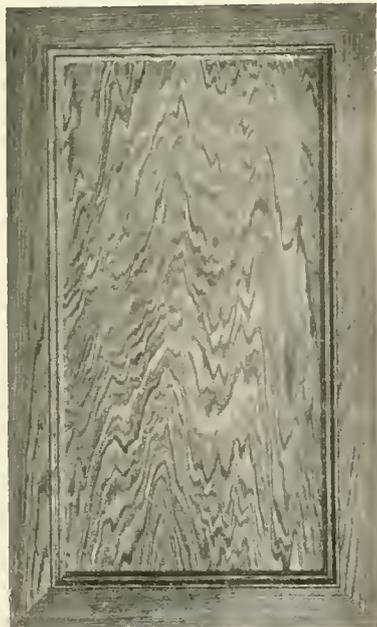
Sales Department, Cadillac, Michigan

DRY 5-4 CADILLAC GRAY ELM

WE HAVE THREE CARLOADS OF CHOICE 5/4 CADILLAC GRAY ELM WHICH RUNS FROM 80 TO 90 PER CENT TWELVE INCHES AND WIDER AND LARGELY 14 INCHES AND WIDER. IF YOU CAN USE IT, MAY WE QUOTE PRICES FOR PROMPT SHIPMENT?

MITCHELL BROTHERS CO. CADILLAC, MICH.

SALES DEPARTMENT



PLAIN RED OAK

PANELS

Guaranteed Stock in

PLAIN RED and WHITE OAK

BIRCH

SELECTED and UNSELECTED

RED GUM

WHITE ASH

QUARTERED OAK

and MAHOGANY

PROMPT DELIVERIES



SELECTED RED GUM

MISSISSIPPI VENEER & LUMBER CO.

Neenah, Wisconsin



The accompanying cut illustrates the reason why our quartered oak cannot be excelled for width, soundness, figure and general excellence.

This white oak log is typical of the stock we are getting constantly from our timber.

The following items should be of especial interest to careful buyers:

	Feet.	No. 1 Com.	No. 2 Com.	No. 3 Com.		Feet.	No. 1 Com.	No. 2 Com.	No. 3 Com.
Quartered White Oak					Quartered Red Gum				
3 4	1,500	1,500			6 4	41,933	49,872	19,568	30,000
4 4	9,000	45,200	11,000		Plain Red Gum				
5 4	16,340	31,630	13,000		4 4	13,000	30,000		
6 4	20,000	47,500	5,000		5 4	23,800	6,380		
7 4	9,000	8,000	1,000		6 4	35,000	31,000		
8 4	16,500	34,345	2,100		8 4	40,000	32,500		
12 4	8,000	9,000			12 4		1,000		
Quartered Red Oak									
3 4	3,000	7,000	2,500		4 4	60,000	150,000	14,000	
4 4	57,400	54,485	20,385	30,000	5 4	8,000	15,000	7,000	
5 4	61,585	48,230	16,950	60,000	6 4	35,000	71,000	12,000	
					10 4p&q	2,675	3,500		

Alexander Bros., Belzoni, Miss.
Manufacturers and Wholesalers Southern Hardwoods

Willson Bros. Lumber Co.

MANUFACTURERS

WEST VIRGINIA HARDWOODS

Oliver Building

PITTSBURG, PA.

WM. WHITMER & SONS

INCORPORATED

Manufacturers and Wholesalers of All Kinds of

"If Anybody Can,
We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Franklin Bank Bldg.

PHILADELPHIA

"STEARNS" QUALITY LUDINGTON

Hardwood Specialists

5,000,000 feet

4-4 to 8-4

BEECH

A complete stock of thoroughly
dry Beech in all grades

We specialize in Kiln Dried Stock

The **STEARNS**
SALT & LUMBER CO.
LUDINGTON, MICH.

WISTAR, UNDERHILL & NIXON

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

QUARTERED WHITE OAK

NICE FLAKY STUFF

WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.

Specialist in Hardwoods

Manufacturers are requested to supply lists of stock for sale

THE POWELL MYERS LBR. CO.
of SOUTH BEND, IND.

Anything and Everything in Dimension Hardwoods

Cut to Order

WE SPECIALIZE IN

*Chair Posts and Rockers Band Sawn to Pattern.
Timbers, Plank, Wagon, Implement, Chair and
Furniture Stock.*

WALNUT WANTED

If you have any
WALNUT TIMBER WALNUT TREES
WALNUT LOGS

for sale, write us at

LOGANSPOUT, INDIANA
SALEM, INDIANA
LOUISVILLE, KENTUCKY
NASHVILLE, TENNESSEE

We will send representative to measure at shipping point and PAY CASH

H. A. McCOWEN & CO.

WE WANT TO BUY WALNUT

If you have for sale any
Walnut, whether in the tree
or the log, get in touch
with us today. We will send
a representative to your ship-
ping point. We pay cash.

EAST ST. LOUIS WALNUT COMPANY
EAST ST. LOUIS, ILLINOIS

THE SOUTH

Vestal Lumber & Manufacturing Company

Knoxville, Tennessee

MANUFACTURERS

PLAIN OAK

FINE QUARTERED WHITE OAK

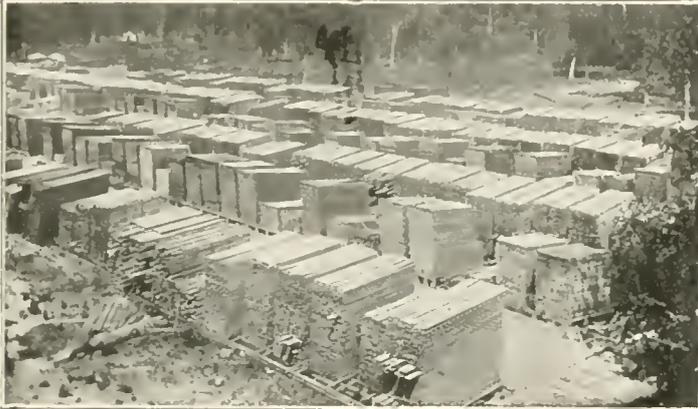
Special to Move { 100M ft. 8-4 1 Com. Poplar Selects In } 6 In. & Up
 Very Dry { 100M ft. 8-4 2 Com. Poplar Selects In } 50% 14-16'

BLACK WALNUT

TENNESSEE RED CEDAR

POPLAR

BAND MILLS ON L. & N. AND SOUTHERN RAILROADS AT VESTAL, A SUBURB OF KNOXVILLE



5 cars 4/4" 1s & 2s Plain White Oak.	1 car 4/4" No. 2 Common Quartered White Oak.
10 cars 4/4" No. 1 Common Plain White Oak.	1 car 4/4" 1s & 2s Plain Red Oak.
5 cars 4/4" No. 2 Common Plain White Oak.	5 cars 4/4" No. 1 Common Plain Red Oak.
1 car 3/8" 1s & 2s Plain White Oak.	5 cars Com. & Better Sound Wormy, Red & White Oak.
1 car 3/8" No. 1 Common Plain White Oak.	5 cars No. 3 Common, Plain Red & White.
2 cars 4/4" 1s & 2s Quartered White Oak.	1 car 4/4" 1s & 2s Red Gum.
5 cars 4/4" No. 1 Common Quartered White Oak.	2 cars 4/4" No. 1 Com. Red Gum.
	Oak Car Material.
	Oak Bridge & Crossing Plank.

Band Sawed Stock. Dry and Ready for Immediate Shipment. Your Inquiries Solicited

Garnahan-Allport Lumber Company

SUCCESSORS:

VARNER LAND & LUMBER COMPANY

Allport, Lonoke Co., Ark.

COTTONWOOD

OAK

PLAIN AND QUARTERED RED AND WHITE

RED AND SAP GUM

High Grades

Band Sawn Lumber

We Make a Specialty of Thin Stock

COTTONWOOD
 AND GUM VENEERS
 THREE-PLY GUM PANELS
 BOX SHOOKS—EGG CASES

Write Us for Prices

Anderson-Tully Company

MEMPHIS, TENN.

Quality in Raw Material Is the *First Essential to Quality in Any Finished Product*

In lumber manufacture the first thing necessary is the right kind of timber. We are especially fortunate in that being situated at Little Rock, right in the heart of the best timber in Arkansas, we can choose just those logs which conform to our ideals. Hence every board from our mill has the maximum in grade, figure and texture. We specialize in giving what we think we would like to receive if we were buying.

Remember Little Rock Has the Pick of **ARKANSAS HARDWOODS**

Little Rock Lumber & Manufacturing Company

Little Rock, Ark.

D. S. WATROUS, Secy.-Treas.-Mgr.

BAY CITY MICH.

THE LARGEST PRODUCING CENTER OF MICHIGAN HARDWOOD
 LOWER PENINSULA HARD MAPLE

When You Think This, Think Bay City

500M 4/4 No. 2 Common & Better Hard Maple
 500M 4/4 No. 3 Common Hard Maple
 100M 4/4 No. 2 Common & Better Soft Maple
 100M 4/4 Blrch, Mill Run
 200M 4/4 Basswood, L. R.
 110M 4/4 1st & 2nd Basswood
 75M 4/4 No. 1 Common Basswood
 90M 4/4 No. 2 Common Basswood
 40M 5/4 1st & 2nd Basswood
 90M 5/4 No. 1 Common Basswood
 60M 5/4 No. 3 Common Basswood
 125M 5/4 No. 2 Common & Better Beech
 160M 5/4 No. 3 Common Beech

Richardson Lumber Company

100,000 ft. 4/4 No. 1 Common and No. 2 Common Blrch.
 100,000 ft. 4/4 No. 3 Common Blrch.
 20,000 ft. 1x6 to 1x7 1st and 2nds Hard Maple.
 150,000 ft. 4/4 No. 3 Common Hard Maple.
 750,000 ft. 5/4 No. 3 Common Hard Maple.
 50,000 ft. 6/4 No. 3 Common Hard Maple.
 75,000 ft. 5/4 No. 2 Common and Better Beech.
 500,000 ft. 6/4 No. 2 Common and Better Beech.
 250,000 ft. 5/4 No. 2 Common and Better Beech.
 400,000 ft. 5/4 No. 3 Common Beech.
 100,000 ft. 6/4 No. 3 Common Beech.
 20,000 ft. 6/4 No. 1 Common Elm.
 20,000 ft. 6/4 No. 2 Common Elm.
 60,000 ft. 5/4 No. 2 Common Basswood.
 100,000 ft. 5/4 No. 3 Common Basswood.
 15,000 ft. 6/4 No. 1 Common Basswood.

The Kneeland-Bigelow Company

HARD MAPLE		BEECH	
18/4 1s & 2s, 6" and up.....	124,800 ft.	6/4 No. 2 C. & B.....	35,000 ft.
18/4 No. 1 Com.....	84,700 ft.	6/4 No. 3 Com.....	65,000 ft.
16/4 No. 2 C. & B., 4 to 7" wide.....	9,000 ft.	5/4 No. 2 C. & B.....	408,000 ft.
12/4 1s & 2s, 6" and up.....	208,800 ft.	5/4 No. 3 Com.....	31,000 ft.
12/4 No. 1 Com.....	26,000 ft.	4/4 No. 1 C. & B.....	53,000 ft.
10/4 1s & 2s, 8" and up.....	168,200 ft.	4/4 No. 2 & 3 Com.....	\$59,000 ft.
8/4 1s & 2s, 8" and up.....	180,200 ft.	4/4 No. 3 Com.....	67,000 ft.
8/4 No. 1 Com., 8" and up.....	8,200 ft.		
8/4 heart culls.....	72,000 ft.	BASSWOOD	
6/4 1s & 2s, 5" and up.....	280,000 ft.	4/4 No. 2 C. & B.....	445,000 ft.
5/4 1s & 2s, 5" and up.....	166,800 ft.	4/4 No. 3 Com.....	30,000 ft.
5/4 Bird's Eye.....	920 ft.		
4/4 Bird's Eye.....	480 ft.	ELM	
4/4 White.....	97,500 ft.	4/4 Full cut.....	26,000 ft.
4/4 1s & 2s, 8" and up.....	650,000 ft.		
4/4 Heart culls.....	61,200 ft.	ASH	
4/4 Plank trim.....	37,000 ft.	4/4 Full cut.....	15,000 ft.
BIRCH		CHERRY	
5/4 No. 2 C. & B.....	5,200 ft.	4/4 Full cut.....	1,600 ft.
5/4 No. 3 Com.....	8,000 ft.		
4/4 No. 1 Com.....	52,000 ft.	OAK	
4/4 No. 2 C. & B.....	180,200 ft.	4/4 Full cut.....	6,000 ft.
4/4 No. 2 Com.....	28,000 ft.		
4/4 No. 3 Com.....	83,500 ft.		

W. D. Young & Company

5,000 ft. 9/4x12" & wider 1st & 2nds Hard Maple
 2,000 ft. 6/4x12" Hard Maple Step Plank
 50,000 ft. 4/4 Log-Run Hard Maple
 215,000 ft. 4/4 No. 3 Common Hard Maple
 70,000 ft. 5/4 No. 3 Common Hard Maple
 8,000 ft. 6/4 No. 3 Common Hard Maple

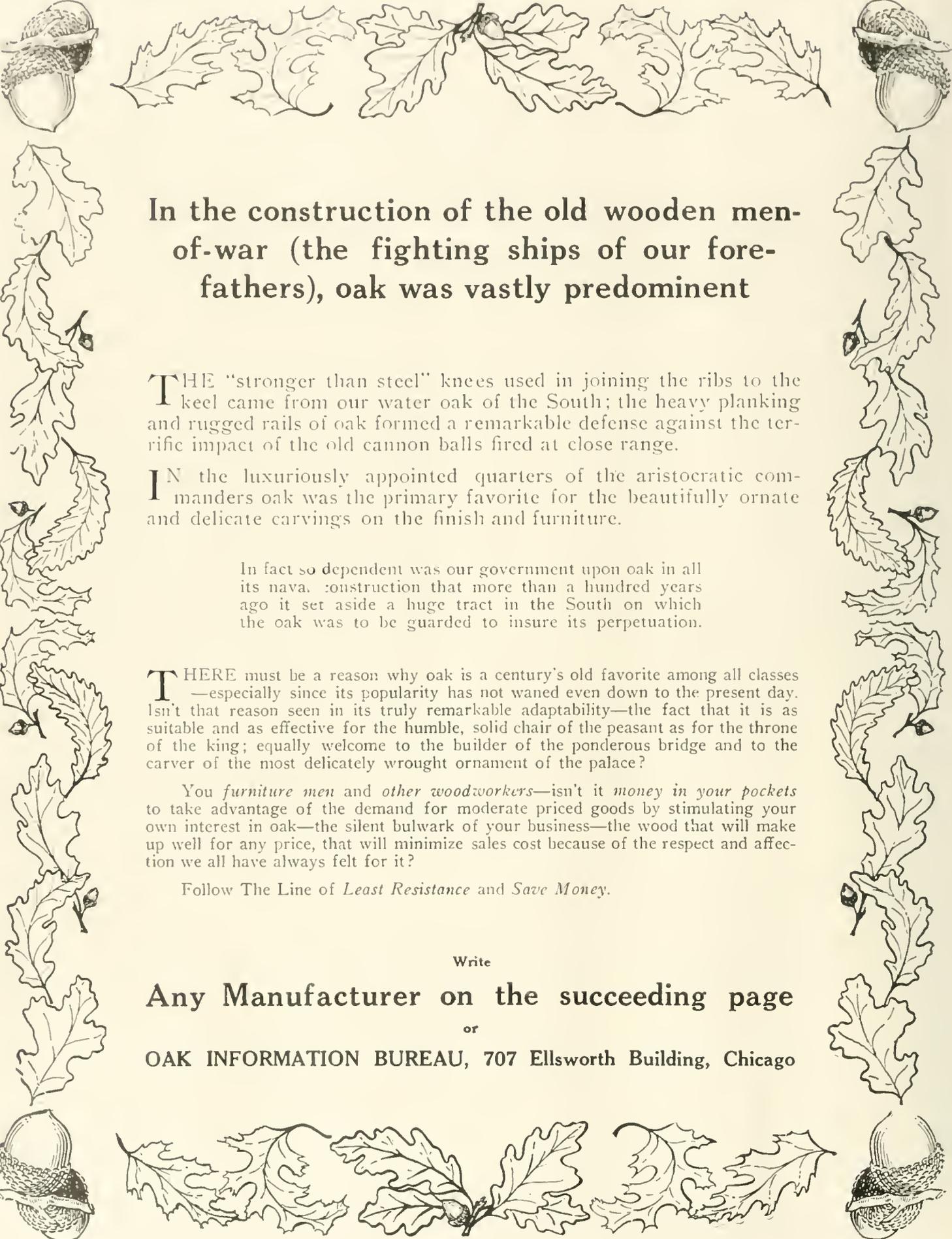
65,000 ft. 4/4 Log-Run Blrch
 19,000 ft. 4/4 Log-Run Beech
 86,000 ft. 6/4 Log-Run Beech
 75,000 ft. 6/4 No. 3 Common Beech
 17,000 ft. 4/4 Log Run Basswood
 26,000 ft. 5/4 No. 3 Com. Beech & Soft Maple
 500,000 ft. 4/4 & 8/4 No. 2 & No. 3 Hemlock for Boxing

Ross & Wentworth

Let the following manufacturers know your needs:

KNEELAND-BIGELOW CO.
RICHARDSON LUMBER CO.

ROSS & WENTWORTH
W. D. YOUNG & CO.



In the construction of the old wooden men-of-war (the fighting ships of our forefathers), oak was vastly predominant

THE "stronger than steel" knees used in joining the ribs to the keel came from our water oak of the South; the heavy planking and rugged rails of oak formed a remarkable defense against the terrific impact of the old cannon balls fired at close range.

IN the luxuriously appointed quarters of the aristocratic commanders oak was the primary favorite for the beautifully ornate and delicate carvings on the finish and furniture.

In fact so dependent was our government upon oak in all its nava. construction that more than a hundred years ago it set aside a huge tract in the South on which the oak was to be guarded to insure its perpetuation.

THERE must be a reason why oak is a century's old favorite among all classes—especially since its popularity has not waned even down to the present day. Isn't that reason seen in its truly remarkable adaptability—the fact that it is as suitable and as effective for the humble, solid chair of the peasant as for the throne of the king; equally welcome to the builder of the ponderous bridge and to the carver of the most delicately wrought ornament of the palace?

*You furniture men and other woodworkers—*isn't it money in your pockets to take advantage of the demand for moderate priced goods by stimulating your own interest in oak—the silent bulwark of your business—the wood that will make up well for any price, that will minimize sales cost because of the respect and affection we all have always felt for it?

Follow The Line of Least Resistance and Save Money.

Write

Any Manufacturer on the succeeding page

or

OAK INFORMATION BUREAU, 707 Ellsworth Building, Chicago



The following manufacturers have made a study of oak production. In sending them your requirements you will be insuring yourself the best in stock and service.

ALABAMA

H. H. Hitt Lumber Company, Decatur. (See page 29.)
 * Cromwell Hardwood Lumber Company, Montgomery.

ARKANSAS

* Carnahan-Allport Lumber Company, Allport. (See page 6.)
 Thane Lumber Company, Arkansas City.
 Bliss-Cook Oak Company, Blissville. (See page 40.)
 Paepcke Leicht Lbr. Co., Blytheville and Helena. (See page 41.)
 Penrod-Jurden & McCowen, Brasfield and Helena. (See page 52.)
 Crittenden Lumber Company, Crittenden.
 Dermott Land & Lumber Company, Dermott.
 * Fee-Crayton Hardwood Lumber Co., Dermott.
 J. H. Bonner & Sons, Heft. (See page 40.)
 Little Rock Lumber & Manufacturing Company, Little Rock. (See page 6.)
 * Miller Lumber Company, Marianna.
 * Saline River Hardwood Company, Pine Bluff.
 Geo. C. Brown & Co., Proctor. (See page 12.)
 Muirhead Lumber Company, Weldon.

ILLINOIS

H. B. Blanks Lumber Company, Cairo.
 Thomas McFarland Lumber Company, Cairo.
 * Utley-Holloway Lumber Company, Great Northern Bldg., Chicago.

INDIANA

S. Burkholder Lumber Co., Crawfordsville. (See page 45.)
 F. M. Outsinger, Evansville. (See page 32.)
 * Maley & Wertz, Evansville.
 John A. Reitz & Sons, Evansville.
 * Bedna Young Lumber Company, Greensburg.
 Chas. H. Barnaby, Greencastle. (See page 35.)
 J. V. Stimson, Huntington. (See page 52.)
 Long-Knight Lumber Company, Indianapolis.
 Coppes Bros. & Zook, Nappanee.
 Wood-Mosaic Company, New Albany.
 North Vernon Lumber Company, North Vernon.
 C. & W. Kramer Company, Richmond.
 * Swaja-Roach Lumber Company, Seymour.
 * Fullerton-Powell Hardwood Lumber Company, South Bend.
Fort Wayne.
 * Hoffman Brothers Company. (See page 12.)
 Perrine-Armstrong Company.

KENTUCKY

* Arlington Lumber Company, Arlington.
 Wright-Kiteben Lumber Company, Ashland.
 Clearfield Lumber Company, Inc., Clearfield.
 Day Lumber & Coal Company, Jackson. (See page 38.)
Louisville.
 W. P. Browne & Sons Lumber Company.
 Churchill-Milton Lumber Company.
 Kentucky-Indiana Hardwood Company.
 Norman Lumber Company.
Lexington
 * Kentucky Lumber Company.
 E. R. Spotswood & Sons. (See page 34.)
 Turkey Foot Lumber Company, Inc.

LOUISIANA

* The Ferd Brenner Lumber Company, Alexandria.
 Boeuf River Ld. & Lbr. Company, Logtown.
 The Hyde Lumber Company, Lake Providence.
 Thistlethwaite Lumber Company, Ltd., Washington.

MASSACHUSETTS

The Atlantic Lumber Company, Boston.

MICHIGAN

Thomas Forman Company, Detroit.

MISSISSIPPI

Alexander Bros., Belzoni. (See page 4.)
 Lamb-Fish Lumber Company, Charleston. (See page 43.)
 * D. H. Hall Lumber Company, New Albany.

* Manufacturers of Oak Dimension Stock.

Paepcke Leicht Lumber Company, Greenville. (See page 41.)
 * Tallahatchie Lumber Company, Philipp.
 Carrier Lumber & Manufacturing Company, Sardis.

MISSOURI

Tschudy Lumber Company, Kansas City.
 Galloway-Peace Company, Poplar Bluff. (See page 38.)
 Baker-Matthews Manufacturing Co., Sikeston. (See page 40.)
 * Garetson-Greason Lumber Company, St. Louis.
 Tbos. E. Powe Lumber Company, St. Louis.

NEW JERSEY

Hadentine Lumber Company, Camden.

NORTH CAROLINA

Asheville Lumber Company, Asheville.
 * Carr Lumber Company, Pisgah Forest.

OHIO

* Yellow Poplar Lumber Company, Coal Grove.
 W. M. Ritter Lumber Company, Columbus.
 Barr-Holaday Lumber Company, Greenfield.
Cincinnati.
 Bayou Land & Lumber Company.
 C. Crane & Co. (See page 38.)
 The John Dulweber Company.
 Hay Lumber Company.
 Mowbray & Robinson Company. (See page 12.)
 The New River Lumber Company.

PENNSYLVANIA

J. M. Murdock & Co., Johnstown.
 Aberdeen Lumber Company, Pittsburg.
 Babcock Lumber Company, Pittsburg.

TENNESSEE

* J. M. Card Lumber Company, Chattanooga.
 * Bedna Young Lumber Company, Chattanooga.
 Kimball & Kopeke, Knoxville.
 J. M. Logan Lumber Company, Knoxville.
 Vestal Lumber & Manufacturing Co., Knoxville. (See page 6.)
 Little River Lumber Company, Townsend.

Memphis

Anderson-Tully Company. (See page 6.)
 R. J. Darnell, Inc.
 May Bros.
 Memphis Band Mill Company.
 * Niekay & Sons Company, Inc.
 Paepcke Leicht Lumber Company. (See page 41.)
 Penrod-Jurden & McCowen. (See page 52.)
 Russe & Burgess, Inc.
 F. Sondheimer Company.
 VandenBoom-Stimson Lumber Company
 * Welsh Lumber Company.
 J. W. Wheeler & Co.

Nashville

Davidson Hicks & Greene Company.
 Farris Hardwood Lumber Company. (See page 42.)
 * Love, Boyd & Co.
 * John B. Ransom & Co.

VIRGINIA

* U. S. Spruce Lumber Company, Marlon.
 Bolce Lumber Company, Inc., Richmond.

WEST VIRGINIA

* Lexis Lumber Company, Albright.
 The McJellan-West Lumber Company, Bluefield. (See page 36.)
 The Alton Lumber Company, Buckhannon. (See page 45.)
 * West Virginia Timber Company, Charleston.
 * Pardee & Curtin Lumber Company, Clarksburg.
 Maryland Lumber Company, Denmar.
 C. L. Ritter Lumber Company, Huntington.
 Rockcastle Lumber Company, Huntington.
 Kenova Saw Mill Company, Kenova.
 Clay Lumber Company, Middle Fork.
 The Parkersburg Mill Company, Parkersburg.
 * The Meadow River Lumber Company, Rainelle.
 * Warn Lumber Corporation, Raywood.
 * American Column & Lumber Co., St. Albans.

WISCONSIN

G. W. Jones Lumber Company, Appleton.

The durability, strength, standing ability and beauty of oak are proof against all comers for all time. It is more firmly entrenched today than ever before.



Walnut Logs

3,000,000 Feet Wanted

I must have *at once*, logs enough to make 5,000,000 feet of American Black Walnut Veneers 2,000,000 feet of Log Run, American Black Walnut Lumber I will pay the highest price for logs delivered at the track, and for timber standing.

I will inspect and measure the logs at the track and pay *spot cash* for same.

Address

C. L. WILLEY

2558 So. Robey Street, Chicago, Ill.

Largest Veneer Plant in the World

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

veneer

FOREIGN:

MAHOGANY, Mexican, Honduras, East India, Cuban, and African.

ENGLISH BROWN OAK

CIRCASSIAN WALNUT

STILE, RAIL and PANEL FACES in all thicknesses.

DOMESTIC:

OAK, plain and quartered, rotary cut, red and white.

GUM, figured and plain.

MAPLE, bird's-eye and plain.

POPLAR, BIRCH, ELM,

BASSWOOD, YEL. PINE

For faces, centers, backs, cross-banding and bottoms.

LUMBER

MAHOGANY, CIRCASSIAN WALNUT, AM. (Black) WALNUT, RED CEDAR.

PANELS

1/4", 5/16", 3/8", 3-ply and 5-ply STANDARD SIZES

HUDDLESTON-MARSH LUMBER COMPANY, 2252 Lumber St., CHICAGO, ILL.

J. RAYNER
VENEERED PANELS
 ALL WOODS
 SEND FOR STOCK LIST
MAHOGANY LUMBER
 CARROLL AVE. AND SHELDON ST.
 CHICAGO

WE HAVE IT
 DOOR STOCK, CUT TO SIZE OR IN SHEETS.
 POPLAR, GUM, BIRCH, BEECH, ASH, OAK, ELM,
 MAPLE, BASSWOOD, PINE OR CYPRESS.
 CROSSBANDING, FACES, BACKS, DRAWER BOT-
 TOMS AND BACKING.
 ROTARY CUT, PLAIN OR QUARTER SAWED
 HARD MAPLE PIN BLOCK STOCK.
 QUARTERED OAK, ETC.
 BY THE CARLOAD OR L. C. L.
 MILLIONS OF FEET ON HAND AT ALL TIMES
 WRITE US ABOUT IT
J.J. NARTZIK, 1966 to 76 Maud Ave., Chicago, Ill.

Clarence Boyle, Inc., Lumber Exchange Bldg.
 Chicago
WHOLESALE LUMBER
Always in the market for OAK, GUM and POPLAR

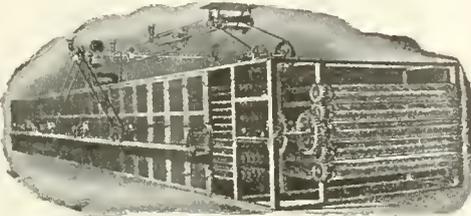
S. L. EASTMAN FLOORING CO.
 SAGINAW BRAND
MAPLE FLOORING
 SAGINAW, MICH.

A floor to adore

 For thirty-three years Wilce's Hardwood Floor-
 ing has been among the foremost on the market
 and because it stands today "unequaled" is the
 best evidence that its manufacturer has kept
 abreast of modern methods and the advanced de-
 mands of the trade. To convince yourself of the
 above statements, try our polished surface floor-
 ing, tongued and grooved, hollow backed, with
 matched ends and bores for blind nailing—you'll
 find it reduces the expense of laying and polishing.
*Our Booklet tells all about Hardwood Flooring
 and how to care for it—also prices—and is free.*
The T. Wilce Company
 22nd and Throop Sts. CHICAGO, ILL.

PROCTOR VENEER DRYER FIREPROOF
 —AN—
 UNPARALLELED SUCCESS

No Splitting
 Nor Checking
 No Clogging
 Nor Adjusting



Recom-
 mended by
 all those
 who
 have tried
 it

THE PHILADELPHIA TEXTILE MACHINERY COMPANY
 DEPT. L, HANCOCK & SOMERSET STS. PHILADELPHIA, PA.

SAVE YOUR MONEY BY USING THE
RED BOOK Published Semi-annually
 in February and August
 It contains a carefully prepared list of the buyers of lum-
 ber in car lots, both among the dealers and manufacturers.
 The book indicates their financial standing and manner
 of meeting obligations. Covers the United States, Alberta,
 Manitoba and Saskatchewan. The trade recognizes this
 book as the authority on the line it covers.
 A well organized Collection Department is also oper-
 ated and the same is open to you. Write for terms.
Lumbermen's Credit Assn., Established
 1878
 608 So. Dearborn St. CHICAGO Mention This Paper 55 John St. NEW YORK CITY



Our "Plant B" where high-grade timber and workmanship have maintained our reputation

for
SLICE CUT VENEERS

Specialty — Quartered White Oak Manufactured from Northern Grown White Oak



Honest Inspection
Intelligent Selection



Hoffman Bros. Company, Fort Wayne, Ind.
ESTABLISHED 1867 INCORPORATED 1901

Our FLOORING PLANT is now complete. We are prepared to furnish promptly

Made **(MR)** Right

OAK FLOORING

in carload or less than carload shipments, scientifically cured, perfectly worked, uniform in color and texture

THE MOWBRAY & ROBINSON CO., Cincinnati, O.

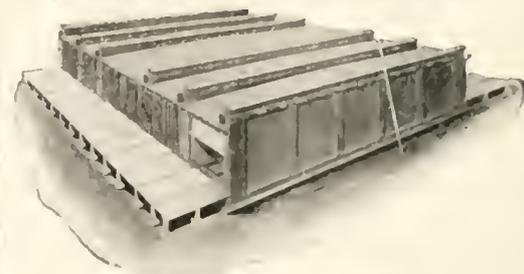
FACTORY—QUICKSAND, KENTUCKY

YARDS—Detroit, Mich.; Rochester, N. Y.; Brooklyn, N. Y.; Cincinnati, O.
BRANCH OFFICES—Indianapolis, Ind.; Grand Rapids, Mich.; Cleveland, O.; Buffalo, N. Y.; Boston, Mass.

Morton Humidity System

Progressive Kilns Compartment Kilns

Pocket Kilns



We build kilns to suit every requirement in the lumber industry. Lumber properly kiln dried sells quicker and brings better prices. The Morton Kiln Produces Quality Lumber

Write for our 3 Complete Catalogs and Specialty Folder 60-G
MORTON DRY KILN CO., 351-357 W. 59th St., Chicago, Ill.

Table of Contents

COVER PICTURE—A Large Sycamore.
REVIEW AND OUTLOOK:
General Market Conditions..... 13
The Cover Picture..... 13-14
Federal Trade Commission..... 14
Sensible Wood Propaganda..... 14
Lumber Rate Advance Predicted..... 15
A Tenable Proposition (?)..... 15
Freight Rates on Cherry Lumber..... 15
SPECIAL ARTICLES:
The Lumbermen's Round Table..... 17
Payment on Safe Arrival of Cargo..... 18
Will Investigate Hardwoods..... 18
Experience Talks on Woodworking..... 19
Interesting Traffic Developments..... 20
Lumber Output and Prices Compared..... 21
Little Things in Woodworking..... 22
Veneer in Trunkmaking..... 23
Southern Traffic Association Action..... 23
Pertinent Legal Findings..... 24
THE MAIL BAG..... 25
CLUBS AND ASSOCIATIONS..... 25
WITH THE TRADE..... 26-27
PERTINENT INFORMATION..... 27-28
HARDWOOD NEWS..... 30-37
HARDWOOD MARKET..... 37-42
CLASSIFIED ADVERTISEMENTS..... 45

SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, \$2.00 the year; in foreign countries, \$1.00 extra postage.

In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

Both display and classified advertising rates furnished upon application. Advertising copy must be received five days in advance of publication dates.

Entered as second-class matter Nov 26, 1902, at the postoffice of Chicago, Ill., under act of March 3, 1879.

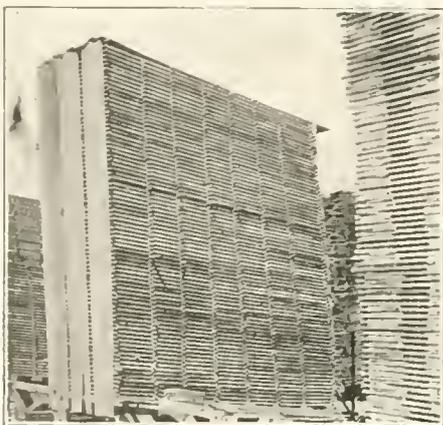
Cutting Room Waste Decreased 50%

"When we used non-Kraetzer Cured Gum we had no end of trouble with warping and twisting, which is now all eliminated. THE WASTE IN OUR CUTTING ROOM HAS BEEN DECREASED FIFTY PER CENT, and all the lumber comes out of the kiln true and straight."

This is reported to us as the actual experience of a firm which has used a large quantity of our Kraetzer Cured Gum. You cannot afford to neglect the opportunity we offer you. Your early investigation will open to you a clear road for lessening your cost without additional expenditure.

GEO. C. BROWN & COMPANY, Proctor, Arkansas
Manufacturers St. Francis Basin Hardwoods

IT WILL BE A PLEASURE TO QUOTE ON YOUR INQUIRIES



Note number of piling sticks and method of stacking



Hardwood Record

Copyright, THE HARDWOOD COMPANY, 1915

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Edgar H. Defebaugh, President
Edwin W. Meeker, Managing Editor
Hu Maxwell, Technical Editor

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO
Telephones: Harrison 8086-8087-8088



Vol. XL

CHICAGO, JULY 10, 1915

No. 6



Review and Outlook



General Market Conditions

THE SERIOUSNESS of disturbances in Chicago which has resulted in shutting down all plants handling building materials of all kinds is emphasized by reports from different shipping points which have seriously felt the result of this cutting off of a large and usually profitable market. Memphis territory particularly has suffered from this shutting down of Chicago's operations, a great deal of hardwoods being shipped ordinarily from Memphis and surrounding countries. Northern shipping points have also been hampered by this same condition, as cargo shipments have ceased entirely and rail shipments, except to the factory trade, having practically ceased. Thus the action of a few thousand artisans who are tying up the entire building industry of the second largest city in the country because they want more money than their present wage scale, which is the highest of any city in the United States, is working a hardship not only upon local industries and business men but upon other industries, in some cases well over a thousand miles away. As noted in the Chicago market report in this issue, however, there is a probability that some amicable action will be taken within the next few days, and it goes without saying there will be a marked activity in the handling of lumber stocks locally when that action is consummated.

Most worthy of note is the report of continued belief that the usual summer dullness will not be apparent this year, this spasmodic buying promising to continue straight through the summer months. In the end such a development will tend to strike an average mean in the total sales of different classes of lumber as compared with the ordinary sales when the trade is brisk up to the dull months of the summer when it falls off to practically nothing, comparatively speaking, until the fall trade comes in again. Distributing the purchases in this way more evenly will undoubtedly help out the situation in the long run.

The advances in ocean carrying charges have resulted in a slackening somewhat in shipments of export lumber, although large quantities have continued to move during the duration of the boost in the export business. A partial completion of grain shipments has released a good many steamers for the handling of other materials, and through this means lumber has benefited to a distinct degree. This long period of subnormal shipments abroad with the abnormal demand for such materials coupled with the difficulty in securing shipments from countries ordinarily sending lumber to the United Kingdom in particular, would indicate that those manufacturers who can more accurately foresee the end of hostilities and who are in position to carry lumber stocks would profit distinctly by laying up enough lumber at the proper period in advance of the settle-

ment of the war so that it will be in good shipping condition when shipments can be made on a normal basis.

Regarding the factory trade, particularly the furniture trade, the expositions are opening up in pretty fair shape, although there is not the enthusiasm or the interest which is ordinarily apparent. However, the summer shows are never as popular as the winter shows, which condition accounts to a degree for what seems to be a rather dull exhibit.

Reports from sources whose information is of a general character bearing on business in its various branches throughout this country are rather optimistic not only regarding the future but the present. The fact that the lumber business continues to be slow should not be taken as an accurate criterion from which to judge the business situation as a whole. It is true there are a great number of failures in all lines, but while a good many excellent institutions whose trade has always been appreciated by those from whom they purchase have gone on the financial shoals, the results of the present conditions will be beneficial in the long run in that it will effect a weeding out that will make for more stable business in the future. It is gratifying to note the attitude of bankers in certain instances toward their clients in industries the importance of which makes them worth preserving. No one will accuse the banks of acting from a philanthropic standpoint, nevertheless they have come to the rescue of certain industries which have been hard hit by temporary conditions, and instead of forcing them to the wall are using good judgment and assisting their clients where it seems expedient to do so. In this way many a stable, well-established business house will be able to weather the storm, whereas were the banks to consider each individual case as it might ordinarily be considered under normal circumstances trade in every direction would be greatly demoralized.

The Cover Picture

KEEN COMPETITION EXISTS in the contest for the largest hardwood tree. It is natural that various localities should have candidates for the honor. Indiana is in the fore at present with its sycamore, which is matched against the giant cottonwood that recently furnished the picture for the cover of *HARDWOOD RECORD*. The cottonwood was the contribution of Illinois, and this week the Hoosier state comes forward with a representative which has no occasion to feel backward about presenting its claims. It stands in the valley of White river, in Greene county, about seventy miles southwest of Indianapolis and one and a half miles southeast of Worthington on a farm belonging to Solomon P. Dixon. The photograph from which the illustration was made was furnished by the Indianapolis News.

The tree is of unusual shape, as dwarfs and giants often are. Measures as they are commonly applied to other trees would be out of place if applied to this one; nevertheless nothing is detracted from it by subjecting it to the tapeline. The two forks which originate about twelve feet from the ground are respectively nearly eight and nine feet in diameter. Either by itself would be large, but they represent the tree's divided trunk. Seven feet below the base of the forks, the trunk measures fourteen feet in diameter, and one foot above the level of the ground the diameter is fifteen feet. The present ground level is considerably above the former surface of the soil. For many years the wash from the overflow of the White river has been depositing sediment around the base of the trunk, and a section of unknown length has been buried. However, the tree must be taken as it is found, without surmises as to what it might have been if no ground filling had taken place.

The trunk is hollow, as the case has been with every uncommonly large sycamore on record. All interior growth rings are lost by decay and this destroys the record of the tree's age. For that reason the life spans of the largest sycamores are unknown. Size is the only criterion of longevity, but it may be supplemented by the usual growth rate of such trees. The remaining rings are very narrow. An estimate of a thousand years as the age of the tree shown in the picture is moderate, but there is probably no wood that old now in the trunk, because the oldest wood was near the heart and that has disappeared through decay.

Other sycamores as large as this are on record, but perhaps this is the largest now standing. One of equal size once stood in Mississippi county, Mo., and another on an island in the Ohio river below Wheeling, W. Va. The latter was measured by George Washington in 1770 and a careful record of its size was made. It was measured at intervals during many subsequent years and its increase in size was scarcely noticeable.

The sycamore is commonly understood to attain a larger trunk diameter than any other broadleaf tree of the United States; but in volume of trunk it must yield first place to yellow poplar, because the latter carries its size to a great height, while sycamore does not.

The Federal Trade Commission

WORK IS BEGUN by the Federal Trade Commission which the President appointed by authority of law passed during the last session of congress. The work thus far has consisted in holding meetings in New York and elsewhere in the East and arranging for similar meetings in the South and West. Thus far these meetings seem to have been somewhat informal and for the purpose of getting acquainted with business men and laying a foundation for work which is to follow.

The appearance of this commission in the field of American business is a somewhat peculiar historic event, inasmuch as no one who has yet spoken on the subject seems to have a clear and concrete idea of what the commission can do, will do, or was created to do. It has been reported that the members of the commission themselves are a little uncertain as to where and how their work is to be done. The law which created the body is not explicit on that subject, or at least it appears to be wanting in details.

Joseph E. Davies, chairman of the commission, delivered an address on June 20 before the Associated Advertising Clubs of the World, in their convention in Chicago, and spoke of the scope of the commission's opportunities; but a careful reading of the printed speech gives only a vague idea of what is to be done. There are platitudes and generalizations with which any one can agree, but mighty little pointed information concerning what the commission means to do and how it proposes to go about it. It is stated that the commission "was designed to furnish a non-partisan body of men expert upon matters connected with business and industry, to aid in the enforcement of the law for the benefit of the whole country." Again it is said that "congress created it as an agency to destroy what have been termed the seeds of monopoly." Further it is declared to be "clothed with the power to prevent unfair practices of competition in commerce." At another place the commission is spoken of "as an adviser upon the facts to the courts," again as a bringer of "first

aid to the competitor injured before the patient is exhausted by long-drawn out technicalities." Its duty is said to include also the protection of American industry against harm caused by dumping cheap foreign merchandise on our shores; but by citing the case of Australia, it is intimated that it will not be necessary to resort to a protective tariff to bring relief from the activities of foreign monopolies.

The discussion goes far afield without getting anywhere in particular, and the reader of the address by Mr. Davies must feel that information is still lacking as to what the commission intends to do and how it expects to do it. If it is merely an agency for giving advice, will it give advice to all comers—to the courts which are trying cases? to litigants and prospective litigants? to business men who contemplate large transactions? to the trader who suffers from foreign competition which he thinks is unfair? If it is something else than an advisory body, what else?

Perhaps the public should not grow impatient or chafe at uncertainty. Time has solved many a problem in the past, and it can do it once more. The vagueness regarding the commission's powers and duties is due to the law creating the commission, and not to the men composing it. They have been sent upon new seas without chart or compass to guide them; but in spite of that it may be depended upon that they will do the best they can to reach solid land somewhere.

Sensible Wood Propaganda

A PLAN IS DESCRIBED in this issue as instituted by the Ohio Association of Retail Lumber Dealers, under which a concerted, definite and apparently effective campaign to interest the using public in the use of wood is described. This is not only the first general effort in this direction, with the exception of the recent Forest Products Exposition, but has the earmarks of being one of the most sensible, educational and well-thought-out ideas which has yet been presented in behalf of the continuance of the legitimate markets for lumber and its products.

The first requirement in any plan to advertise any commodity, raw material or equipment, is that it may be effective in reaching the people at whom it is aimed. The second requirement is that the expense be not so great as to prohibit its use. In that this campaign will establish a personal and immediately effective contact with the people who buy lumber for building purposes and similar lines, it answers the first requirement admirably. In that a remarkably large number of people will be reached directly through this means and appealed to in a direct way and at a minimum cost, means that the plan qualifies under the second requirement.

Further details are noted in an account appearing elsewhere in this number. Briefly it provides for an auto trip of several thousand miles through Ohio territory to be made by the association secretary. Stops are arranged for at numerous points and efforts will be made to interest the local retailers directly in this concerted effort to boost the material from which they have made their living. The good offices of the local papers will be enlisted; in short every possible advantage will be taken of the opportunity presented for getting in touch with the people directly and for fostering a more coöperative spirit among the retailers whose interest lies in the promotion and exploitation of the markets for lumber and products made from wood.

The Ohio association has been at the front in the "building with wood campaign," and being located and having its membership throughout a developing country this new effort is sure to have a marked effect in a general plan for assisting the legitimate exploitation of markets for lumber.

Occasionally we hear the complaint from factory owners that really good foremen are hard to find. Perhaps they have in mind an impossible ideal of perfection, otherwise they are mistaken. The country is full of good, hustling foremen, busy at work every day and turning out an enormous quantity of product. If it were not so we never would be so conspicuous and so progressive as a manufacturing nation.

Lumber Rate Advance Predicted

A WIDELY CIRCULATED REPORT, which is apparently well founded, states that the preliminary traffic committee of the railroads will recommend that in the proposed revision of rates on dressed and undressed lumber the present rates shall apply to rough lumber while the tariff on the dressed product shall be five per cent more. If this report presents the case correctly, it is a matter of much importance, and the correctness of the report seems probable; for no one supposes that the railroads would begin an inquiry of this character without a firm purpose to raise the rates if possible.

By applying present tariffs to rough lumber, and adding five per cent to shipments containing dressed stuff, every change will add to the income of the transportation companies. The result of the changes will be considerable. It is claimed that three fourths of lumber shipments contain more or less dressed material and for that reason would be subject to the five per cent advance in freight. That is equivalent to nearly a four per cent advance in the rates of all lumber carried by railroads.

Several things must yet take place before the proposed advance can go into effect. After the carriers announce officially their intention to make the advance, the matter must go to the Interstate Commerce Commission for approval. Not until it reaches that stage of the proceeding will lumbermen have an opportunity to present their objections in an official way. Thus far the transportation interests have not shown a disposition to consult the lumbermen who furnish the freight, or to receive suggestions from them. At a preliminary meeting of a committee of the carriers in Chicago several weeks ago, representatives of lumber interests were present, as they supposed by invitation, but were informed that what they might wish to say must be deferred to a more convenient season. That convenient season will probably not arrive until the business reaches the Interstate Commerce Commission.

Payment on Safe Arrival of Cargoes

THE UNUSUAL CONDITIONS surrounding all classes of shipments abroad, to nations at war or those nations which are so located that they are directly affected by the war, have made necessary a readjustment of methods and called for a new understanding in many cases between the seiler and buyer. It is quite probable that those shipping countries which are more closely in contact with the effect of this conflict due to their geographical location have had more serious problems to contend with than American shippers. Nevertheless it is well worth while for any shipper in this country who contemplates or is doing an export business of any proportions to thoroughly understand the workings and application of new rulings which have gone into effect as a result of the unusual risks incident to sending cargoes across the water.

Bearing on this question is a comprehensive article appearing on another page in this issue of *HARDWOOD RECORD*. While it may not be applicable to all cases in this country, it contains suggestions and explanations which would effect an understanding of certain points which perhaps are not thoroughly understood by all of our American exporters.

A Tenable Proposition (?)

IT IS HARDLY PROBABLE that the lumber trade collectively would subscribe to the proposition advocated by A. J. Eddy, lawyer and author of the book, "The New Competition," before the members of the Lumbermen's Association of Chicago at a luncheon a couple of weeks ago. It is nevertheless significant that Mr. Eddy is not a blind theorist but a practical economist, and also that his open price proposition, while originally received with skepticism and almost with ridicule by manufacturers and handlers of other products, worked out to the undoubted benefit of those very skeptics.

The burden of Mr. Eddy's talk was this question of publishing and distributing broadcast to competitors, as well as to consumers, and in fact giving all publicity to price quotations; to the end that a more uniform and more stable price level may be established and maintained on all grades and kinds of lumber. He simply applied

to the lumber industry the general principles as applied to any industry, and which have actually been put into effect in many instances where it seemed almost impossible that the principles could be adopted successfully.

The great trouble with the lumbermen has always been that they have mistaken the error of their own methods for a natural and unsurmountable barrier which they have ascribed to "different conditions," to the end that they have not thought to take unto themselves the advanced ideas and methods which have made for many an industry in the United States a condition of profitable operation, where before there existed a chaotic state of uncertainty as to profits and of almost certain floundering on financial rocks.

While it is true that under present circumstances Mr. Eddy's suggestion really is not practicable, the lumber trade might cogitate his recommendations and might well give heed to his citations of successful adoption of the principle of "open price quotations."

A proposition which fosters competition based on comparative quality and service is certainly a proposition which would advance the industry which put it into effect, in that it would make imperative a closer analysis of economic principles and operation; a rigidly adhered to uniformity of quality, a standardized product and the acme of service. It is true that it would undoubtedly eliminate the unprogressive factor, but it would foster the interests of the men whose methods, whose ability and whose product are worthy of the highest measure of commercial success.

Freight Rates on Cherry Lumber

A SHORT TIME AGO the Interstate Commerce Commission had before it for consideration the rates on cherry lumber. Transportation companies have been charging different rates on this commodity in different territory, and the announcement has been made that railroads contemplate classing it with costly foreign woods, such as lignum-vitæ and mahogany, because its value places it in a class with them.

Official records by the government do not show that cherry is as valuable as the foreign woods named; consequently, if value is to govern the freight rates, it will be difficult to find a reason on that ground for charging as high freight rates on cherry as on the valuable foreign woods. The latest available government figures show that, on an average for the whole United States, cherry lumber's value at the sawmill is \$31.30 per thousand feet, and mahogany's \$109.80, which is three and a half times that of cherry.

Cherry lumber is cut by 2,202 sawmills, which are located in twenty-nine states. This is proof that cherry lumber is carried from mill to market by a large number of railroads. About twice as much cherry lumber as mahogany is saved in this country; but if veneer production is counted, it is probable that mahogany exceeds the output of cherry.

Manufacturers who use both cherry and mahogany in the production of furniture, finish and other articles, pay much more for the latter than for the former. If the state of New York may be taken as representative of the whole country, manufacturers pay three times as much for mahogany as for cherry, or to quote official figures, cherry costs \$46.22 per thousand feet and mahogany \$138.84. Lignum-vitæ, another wood with which carriers class cherry, costs New York manufacturers \$130.26 a thousand feet, averaged for the whole state.

It would appear, therefore, that if the railroads purpose to raise the freight rates on cherry lumber because of its value as compared with foreign woods, they should first secure some precise information as to how the values compare.

There appears, likewise, a misunderstanding as to the chief use of cherry lumber, for the claim put forth by carriers that most of it is made into interior finish is not substantiated by statistics. Office fixtures lead in amount, of cherry used, and printers' supplies are a close second; car building stands third, while interior finish, including doors, sash, blinds and stairwork, is fourth. The makers of professional and scientific instruments use relatively large quantities of cherry, and nearly an equal amount is used by furniture manufacturers. It is a fact that less than one-thirteenth of the annual cut of cherry lumber is made into interior finish.



Climate Influences Wood's Quality



Region and climate have much to do with the qualities of wood. It is well known that soil has much influence upon the character of the wood, and that the better the soil, the better is the wood if other things are equal; but the climatic or regional influence is independent of character of soil.

In northern Louisiana and southern Arkansas an exceptionally high grade shortleaf pine is found, and in advertising it, the region where it grows is always mentioned. Yet, this is exactly the same pine botanically that grows from Delaware to Texas and Oklahoma. It is found in every southern state and overlaps a little on some of the bordering northern states. For some reason, which seems to be due to region or climate, a specially fine grade of this pine grows in a district embraced in northern Louisiana and southern Arkansas.

Douglas fir is another illustration of climatic or regional influence upon the texture of wood. That which grows in the northern Pacific coast districts is far superior to the Rocky Mountain growth, but in their botanical characters the trees are the same. In this instance the superior wood is the product of a moist climate, the poor grows where rainfall is lighter. That does not hold, however, with the shortleaf pine described above; so rainfall alone does not account for differences in character of wood.

Qualities of white pine go by regions, but differences are not so clearly drawn as with some other woods. The range of white pine extends eighteen hundred miles east and west across southern Canada and the northern states; yet only in limited areas here and there has the superior kind known as cork or pumpkin pine been produced. If soil and rainfall were the determining factors in the production of cork pine, that grade ought to have been found in many other places.

Red spruce supplies another illustration. This tree is found all over New England, and in New York, Pennsylvania, and among the mountains southward to Tennessee; yet the peculiar qualities of that occurring on certain mountain ranges near the interlocking sources of the Potomac and Ohio rivers are so superior that lumber from that region is widely advertised as West Virginia spruce.

The lead pencil maker sends to Tennessee for his red cedar, yet precisely the same species grows upon half the area of the United States, but most of the wood lacks some of the desirable qualities in the product of the Tennessee region.

Michigan rock elm is widely advertised as the best to be had, and it has enjoyed that reputation for fifty years. English shipbuilders were sending to Michigan for rock elm before that state became important as a source of other kinds of lumber. But the rock elm of Michigan is exactly the same tree from the botanist's standpoint as the rock elm of New England, New York, Tennessee, Ohio, Illinois, and Nebraska. It appears from popular opinion that the Michigan product possesses desirable properties not found in rock elm in other parts of its extensive range.

The best judge of a wood's qualities is the man who uses it. The scientist with the microscope, microtome, and chemical bottles reaches a number of valuable conclusions along certain lines; but it has remained for the users of woods to determine the region where the best qualities for practical purposes may be found.

The Trade Value of Your Signature

It is quite the usual thing to figure that the comparative value of a man's signature depends upon what it may be worth when affixed to a bank check. The personal signature, however, is of recognized value in correspondence and especially in the work of selling by mail.

We have not perhaps appreciated this value as we should in the domestic trade, but it is an item that is being driven home to us in the export trade. One of our consuls writing from China, for example, says that when a trade letter with no written signature is received in China it is not given any attention because the people

there figure that if a man is not personally interested enough to sign his letters, his letters do not call for any attention.

Really this sentiment prevails in our own domestic trade to an extent that many do not realize or else they would quit the habit of having just the firm name signed with a typewriter, or a stamp signature applied to letters. A circular or form letter with a personal signature often carries more weight and more of the personal element than a dictated letter signed with the typewriter or with the rubber stamp.

Business correspondence should always be addressed to the firm instead of individuals though it may be marked for the attention of certain individuals. When letters are written and sent out, however, they should have individual signatures to give them personality. Those who have not been getting the results they should out of a business correspondence may well give heed to this idea and try the experiment of seeing that all letters are personally signed, because the signature has a trade value of some importance.

For Salesmen to Consider

The furniture manufacturer and the lumberman were lurching together and had been wrangling over the question of lumber grades and specifications, but by and by the furniture man switched the subject with this question: why it is that sometimes we find a salesman on the road who is really bigger and more important in trade getting than the house he represents, while on the other hand with some concerns the house is the whole thing and it is immaterial who does the selling so that it is some one with intelligence enough to present their offerings.

The lumberman pondered the matter for a while and then said that he really didn't know it was that way. He knew of course, that certain mills and certain concerns establish a reputation for furnishing just what they agree to furnish when they agree to furnish it and that they get the preference over some others; also, that there are some salesmen who are more enterprising and more likable and have the knack of booking more business than others but he had always assumed that the house of the firm is invariably bigger or more important than the salesman.

The furniture manufacturer replied that the assumption applied in the majority of cases, but there are exceptions. There are salesmen who call upon buyers with lumber to offer and the buyer depends more on them than the house they represent. In other words there are men who are personally known to be so dependable that in placing orders with them the buyer never gives a thought as to where and how they get their lumber, what mill it comes from or anything of the kind. He explains his needs to them and they have so thoroughly demonstrated their understanding and their ability to supply the needs that he gives these men the preference in orders regardless of what mill or what concern they might be representing.

That kind of a salesman is not merely a salesman, he's a business man. Some of them are in other lines of business and some in the lumber business. After all, whether it be salesman or the house that becomes prominent it is purely a matter of establishing a reputation through giving satisfactory service and it is presumed if the salesman does this persistently he will make a reputation for himself just the same as the mill makes a reputation by persistent adherence to grades and earnest effort to satisfy customers. It is purely a matter of reputation building and the salesman has as good a chance to build a reputation as the firm itself, and if he gives enough attention to it, he may build one that is bigger and better than that of some firms.

There are some good mechanics and some good foremen who have never read a trade paper, or studied their work from a scientific standpoint, but who is there who does not believe he might have been better if he had done these things?



The Lumbermen's Round Table



Mahogany for Pattern Work

The general impression that mahogany is a prohibitively expensive wood for any purpose except one where beauty is a factor of importance is somewhat at variance with the advertisement which a New York concern is running in trade journals reaching the foundrymen. It offers to supply mahogany for pattern lumber at less than the cost of white pine, which is in general use for that purpose. It appears that the pattern lumber expert is able, by a judicious selection of grades, to put an apparently very expensive wood into competition with an apparently low-priced one. Incidentally, the operation is rather interesting as demonstrating the possibilities of the dimension business, for it is evidently by cutting up cull lumber that the concern referred to is able to handle the proposition on the basis indicated. The patterns made of mahogany are usually those intended to be used a great many times. The hardness of the wood causes it to last a long time in constant use.

Put Clean Logs on the Carriage

One way to insure poor results in the sawmill is by not seeing that the logs are cleaned before they are sawed up. Many a mill which buys logs in small lots gets them after they have lain in the woods, along the road or in other places where dirt, gravel and small stones are forced into the bark. If this foreign matter is not removed before the logs are put into the mill, the saws are going to have to be sharpened frequently, and the results will not be altogether satisfactory to the sawyer. It may seem picayunish to require that the dirt be cleaned off a saw-log before it is manufactured into lumber, but this is an apparently minor feature to which it pays to give attention. The saws hit enough matter in the form of old horse-shoes, spikes and the like, where the logs are brought in from wood-lots and other locations near residences, without having to be dulled and broken unnecessarily.

Goggles for Mill Employees

Most metal-working plants of any importance now require, in the interests of accident prevention, that their employes wear goggles. It is unusual to find a workman in a sawmill or woodworking factory with this equipment, however, although it is as desirable in one place as the other. It is true that a small particle of iron can do much more damage to the eye than a particle of wood, but the entrance of the latter is exceedingly painful and often dangerous.

The writer was recently in a large mill where one or two of the men were wearing goggles. These seemed to be older employes, who did not care to take unnecessary risks. The young fellows appeared to think that only a mollycoddle would wear goggles, but as a matter of fact it would have helped every man if he had protected his eyes in this way. Adjustable goggles are now procurable, which are comfortable and do not interfere in any way with the work. It would be a good plan for lumber manufacturers and woodworkers to inquire into the number of accidents to eyes and take steps, in case they are numerous, to prevent them by requiring goggles to be worn hereafter.

With workmen's compensation laws being adopted in many states, carrying specific indemnity for loss of time to the workman, no matter whether the accident is his own fault or not, such points as these are worth looking into.

The Consumer's Sawmill

Although it is generally agreed that it is not good policy for a consumer of lumber to attempt to manufacture stock for his own purposes, there are occasional instances which seem to show that it may be worth while. The question that must be answered, however, is whether the consumer can use all, or practically all, of the lumber which he manufactures. If he can do so, well and good; let him make his own stock. But if he can use to best advantage only a portion of the material which he manufactures, then he is obviously forced into the lumber business. That means that he cannot concentrate on the manufacture of his principal product, but must study sales and other features of the lumber trade. In fact, such

a man is of necessity a lumberman rather than a consumer, as far as the operation of the sawmill is concerned.

A big Indiana furniture concern which saws its own lumber and veneers is reported to use ninety per cent of its output in its own factory. That is a very high figure, and it is probably one factory out of a thousand in this respect. The case of a large wagon concern is recalled, in which the wagon company established a mill to manufacture oak spokes and save the profit that the spoke manufacturers were getting. It turned out that only about eight per cent of the timber the mill handled was suited for spokes, and consequently the concern was forced into the lumber business on a scale that ultimately led to the abandonment of the project.

Millman and Salesman

The problem of the big concerns is to make those engaged in the practical work of manufacturing the stuff understand the requirements of the consumer, and lead those who sell the product to appreciate the necessities of the manufacturing department.

It is in order to supply the lack of co-operation in this connection that a certain large lumber concern, which also manufactures other products, makes it a plan to have the heads of its various mills get together at brief intervals with those in charge of sales. The millmen tell what they are up against, give their views as to the ways in which they would like to have the product sold, and indicate what they think are unreasonable requirements. The salesmen, on the other hand, tell what the trade wants, explain wherein, if at all, the manufacturing department has fallen down in carrying out instructions, and in general give their point of view and the attitude of buyers. After a conference of that kind, the salesmen know more about what the mill end of the business requires, and the superintendents of the mills appreciate the necessity of trying to give the customer, every time, just what is needed.

Work of this sort is bound to tell in more satisfactory handling of orders, as well as in more intelligent solicitation of business.

The Supply of Walnut

The producers of black walnut, who have been responding to the unusual demands made by the requirements of foreign governments, which are purchasing rifles in large quantities in this country, have been assuring the manufacturers that there is plenty of the material to be had and that there is no reason to attempt to find a substitute for it. Those interested in other woods, such as beech, birch, ash, poplar, mahogany, gum, etc., have been endeavoring to persuade buyers that they have satisfactory substitutes for walnut, and that there is not enough of the latter to take care of the demand.

If the walnut people succeed in supplying the requirements of the rifle manufacturers and their foreign customers, as they seem ready and willing to do, it will be an interesting demonstration that the supply of black walnut is far from exhausted. When the campaign to revive interest in the wood was started a year or two ago, the chief difficulty consisted in convincing consumers that it had not all disappeared. Now America is supplying the world's demands for walnut for war purposes, and the supply still refuses to fade away.

Why Costs Mount

It is often said that lumber can be manufactured just as cheaply in a small mill as a large one, and that, owing to the ability of the small manufacturer to give personal attention to the work, he can get better results in the way of output and grade from each log. This is true, to a certain extent; but where the small mill frequently falls down is in not having, and failing to supply, equipment which is really necessary to the economical handling of the proposition. For instance, a certain small mill which is well situated in most respects is attempting to get along without a derrick for handling its logs. The labor and time wasted in getting the logs into the mill would constitute a more than satisfactory return on the investment in a derrick. Probably there are other features of equipment which are being overlooked, and which are helping to hold down the returns which the personal efforts of the manufacturer should be netting.



Payment on Safe Arrival



The upset and extraordinary conditions surrounding the export trade in every line makes necessary a complete understanding of new conditions and requirements which have developed and been put into effect since the shipment of commodities abroad has been carried on under existing and hazardous conditions. Possibly exporters in this country are not so vitally interested, as are exporters in those nations contiguous to the zone of warfare, but nevertheless a thorough understanding of just what conditions are in effect is essential.

The Timber Trades Journal of London, England, has published in a recent issue a very able analysis of the new arrangements and agreements, their conflicting clauses and other essential points. HARWOOD RECORD takes pleasure in presenting this to American exporters in the belief that some of them at least will find in it many valuable suggestions:

With regard to the contracts which are now being entered into for the purchase of Swedish goods, with the addition to an ordinary printed c. i. f. form of a clause making payment conditional upon the safe arrival of the steamer, in the peculiar circumstances now existing, some such plan was no doubt the most ready manner in which Importers' interests could be secured. Although the general purpose of the clause is well understood, it is possibly open to doubt whether the significance of the changed conditions of payment are, however, in all cases fully appreciated by the parties to these contracts. Judges who try commercial cases frequently indulge in comments at the expense of the trading classes as to the manner in which printed contracts are added to in order to meet particular exigencies, without reference to the effect of the alterations on other clauses in the same document; and it would perhaps be as well if attention were directed to the relevancy of the new words to other terms in the contract or in relation to contingencies which, in the natural order of things, may be likely to arise out of the transaction.

At the present time both sides appear to be regarding the safe arrival of the steamer as the sole and only risk attaching to the venture. It is, however, a very elementary proposition that, although the vessel may duly arrive, the goods themselves may have been lost whilst in transit to the vessel, or in loading, or may have been washed overboard or jettisoned, or be obtainable only on condition of the execution of an average bond. Even though ship and goods arrive it is quite within the bounds of possibility that the latter may come to hand in a damaged condition as the result of perils of the sea. Under the ordinary circumstances of a c. i. f. transaction, these difficulties would be met by the insurance policy; but we understand that in some cases shippers are declining to hand over the policies of insurance, and especially the war policy, contending that under the terms of payment the policies belong to them, or that it is necessary that they should be retained on the other side to recover possible casualties. Although the major part of the risk has, no doubt, passed, are importers who acquiesce in this course acting prudently and wisely?

It may, of course, be claimed that importers' risks commence only with the safe arrival of the steamer, and that in all respects prior thereto the goods were at shippers' risk. These contracts, in the great majority of cases, contain, however, a condition ordinarily expressed in the following, or similar, words:

"Property in goods to be deemed for all purposes, with the exception of the retention of vendors' lien for unpaid purchase price, to have passed to buyers when goods put on board."

Now under the Sale of Goods Act, where there is a contract for the sale of specific goods, the property (and therefore the risk) is transferred to the buyer at such time as the parties to the contract intend it to be transferred; and for the purpose of ascertaining the intentions of the parties, regard is to be had to the terms of the contract, the conduct of the parties, and the circumstances of the particular case. Taking the clause in the contract in conjunction with the above statement from the Sale of Goods Act, it seems difficult, from a layman's point of view, to avoid the conclusion that if regard is "had to the terms of the contract," though payment may be from arrival, the goods are at the risk of the buyers from the time they are "put on board." After all, payment is not the contract, but an incident of it. Notwithstanding a new payment clause brought about by the force of present unfortunate circumstances, it is difficult therefore to avoid the conclusion that the contract is still a c. i. f. contract in all its essential details; and must in the strict sense, consequently, be regarded, not as a sale of the goods, but of the documents relating to them. To take up goods on c. i. f. terms without the policies would seem to be as impolitic a proceeding as attempting to play "Hamlet" without the prince.

It may, no doubt, be said that if any trouble arises necessitating the production of policies, they can be obtained from the shippers. If the buyer has, however, already taken up the bill of lading without the policies, or an undertaking to produce them, where, it may be asked, does the necessary consideration for the transfer of the policy arise? In

one lawsuit, the law on the matter was thus authoritatively expressed by Lord Fisher: "Where the subject matter of the insurance is sold during the running of the policy, no interest under the policy passes, unless it is made part of the contract of the sale, so that it will be considered in a court of equity as an assignment." Moreover, section 51 of the Marine Insurance Act, 1906, provides that "where the assured has parted with his interest in the goods and has not before or at the time of so doing, expressly or impliedly agreed to assign the policy, any subsequent assignment of the policy is inoperative." Buyers seeking redress for a loss are more likely to find themselves up against a State Department or an insurance company or an underwriter anxious to escape liability by testing the validity of the assignment than a contumacious shipper, and should at least protect themselves in cases where they do not actually get the policies, by obtaining an agreement signed on behalf of the shipper to assign them upon request. Nor should it be too readily assumed that in any event it is not necessary to take any steps of this kind with regard to the war risk policy. According to the Insurance Act, in the absence of express stipulation, the insurer is not liable for any general average contribution where the loss was not incurred for the purpose of avoiding a peril insured against. Where, therefore, there is a general average arising out of circumstances connected with hostilities, the assured would be unable to recover his contribution to the loss from the marine policy if consequences of hostilities are expected thereby. Contingencies in which general average could arise from hostilities or the consequences thereof can be readily conceived.

As an example of the unlooked for circumstances arising out of the new mode of payment it may be mentioned that a leading firm of insurance brokers with special wood trade experience have issued a circular to their clients stating that in their opinion Importers have no insurable interest under sale contracts entered into with the stipulation that payment shall only be made on delivery of the goods at the port of destination, and that consequently having no insurable interest their anticipated profits disappear in the event of loss or capture. Without necessarily endorsing this view, it is fairly apparent that the legal and other effects of the payment on arrival clause require further investigation at the hands of the importing section of the timber trade, assisted by expert advice, in order that it may seem that buyers are in all respects properly protected. Meanwhile it cannot be too strongly urged that buyers should, for their own protection, insist upon the inclusion with the documents of both the war risk and the marine risk policies and stipulate accordingly in making their contracts.

Will Investigate Hardwoods

S. C. Pogliano of Buenos Aires, Argentine Republic, South America, has been spending the last few weeks in eastern points making his headquarters at New York. Mr. Pogliano is interested in investigating the possibilities of marketing American hardwoods to South American countries and has written the following letter on this question:

I am paying a visit to this country because I could observe a good while ago that much can be done in Buenos Aires handling this line as I intend, principally oak. I have deeply studied the matter in my city, and came up here with proofs, being in condition now to assure anybody that the business I have through hands is not only a good one, but better still than what I might expect; the details which I became familiar with during my short sojourn in this country authorize me to affirm so.

In Buenos Aires we know three qualities of oak: the American, the Japanese and the Hungarian oak. With reference to the Japanese, it is imported down there in logs and in small quantities for lack of commercial relations; the American and Hungarian oak controlled up to now our market, being the former used in furniture, coffins, chairs, etc., and the latter for high-class work for being considered the best and therefore the most expensive.

Now, because of the European trouble, the Hungarian oak cannot be found at any price, and I could observe such an oak can be obtained here at lower prices and as good as the Hungarian one.

I am not a buyer myself. I came up here just to make connections with some reliable firm desirous to undertake such a business, wherein the profit, as per proofs at hand, is very high and the capital invested a small one.

It is understood I am prepared to give any kind of references and satisfaction to any party interested in it.

Figured Gum for Show Windows

What are generally considered to be the finest show windows in New Haven are finished with figured red gum or hazel. The wood possesses all the beauty of Circassian walnut, but is more subdued in tone and gives a pleasing effect.



Experience Talks on Wood Working



The temper of a knife is the principle consideration in grinding. Anybody using knives knows that the bevel must be ground in a certain way as far as the dimension of the bevel is concerned, but in relation to the matter of temper this in a way is a hidden subject and ideas differ thereon.

We know that sand, grit and cinders in lumber will cause nicks in planer knives, necessitating frequent sharpening. A progressive mill is using brushes attached to the feeding end of the planer for cleaning the lumber before it passes to the knives. The attachment is fastened on the machine frame between the first and second feed rolls.

It is advisable to grind on a wheel plentifully supplied with water. Do not hurry the work; if you do you may blue or burn the steel, even though water is used. If you are careful to grind slowly so as to never heat your knives you will find that they will hold an edge and last, for the temper will be unchanged.

It may also be well to suggest that great care should be exercised in grinding high speed steel knives. Never use water on the wheel. Use a soft wheel which wears rapidly, and grind the knives slowly so as not to heat them. The grinding of a knife is a matter which requires unusual skill and long experience. It is difficult to go into a mill and tell the workman that his methods of grinding are wrong. Some men are very touchy about such statements. Most men will, however, read the information given in their trade papers and many apply it.

It frequently happens that lumber is dressed too thin when sent to dressing mills by lumber dealers. A furniture manufacturer ordered a car of birch to be dressed two sides seven-eighths inch finished. This was to be used for couch sides, one edge being veneered. The lumber arrived and instead of being dressed on two sides it was dressed on one to the proper thickness, making it impossible for the furniture manufacturer to use the lumber for the purpose intended. The result was that the dealer was compelled to lose money on the shipment and to sell this stock at the price of crating lumber.

A considerable amount can be saved in power and the upkeep of a planer by sharpening often. It does not take any more time to grind often with a very little to grind than it does to let cutters go until there is one-sixteenth inch or more of heel. The life of both the machine and belts will be prolonged by keeping a good cutting edge on knives.

Don't let needed repairs go until some other day. The time to repair a machine is just before repairs are needed.

Loose babbitt in the boxes will give a lot of trouble. A reliable method used by some of the experts is to go over the inside of the box carefully with a punch. An ordinary carpenter or cabinet-maker's nail set will do very well. By hitting little taps along the edge of the box the metal will expand and the bearing will in many cases last a long time before it will be found necessary to re-babbitt the box.

The Wood Lathe to the Front

Variety in wood-turning is not a modern idea, by any means, but there are many new and modern machines that would astonish the original inventors of the wood-turning lathe, and also the great Blanchard, who invented the first pattern lathe. We occasionally speak of a great number of patterns of rip saws and other wood-working machines. There may be more different rip saws than there are wood-turning machines, but there is quite a confusing variety of machines for doing this kind of work.

The wood-turning machines like the various saw tables, are the result of many different ideas and requirements. Each has its mission in the scheme of things today, and here and there is found one which will perform certain work more to the satisfaction of a certain user than some other one and so it goes.

So far as the records of history go, there is pretty strong evidence that the wood-turning machine was the first power wood-working machine invented. Also, it was the first variety wood-worker because many shapes and sizes can always be turned in the simple lathe with hand tools. Not only was practically all the variety turning done on the plain lathe in the early days, but even today you can find the plain lathe in nearly every wood-working plant and shop, doing a certain amount of work. It is, however, more of a fill-in today than it is a machine for manufacturing turned articles in quantity.

Wood-turning modern machines were designed to improve in many ways on the old fashioned way of turning various shapes. Of course, one important factor was that of greater capacity, but it was not the only thing involved. There is the factor of precision, of making articles to exact size and pattern. Then on some of them shapes are brought out which were impossible with the old type of lathe. Octagons, squares, straight faces and sharp corners are as much a part of the work of some of the modern wood-turning machines as the making of round articles.

Wood-turning covers a wide field of industry and involves supplying a range of products that may vary in size and shape from the small wooden shirt button used by laundries, to large and elaborately shaped columns and pedestals. The product itself offers one of the most interesting studies in the wood-working industry. Even when it is subdivided into classes there is found such a great variety in each class that the wonder is no longer why we have so many different machines offered for this kind of work, but how it is that so many different shapes, sizes and kinds of articles can be produced and marketed at prevailing prices.

The subject not only presents an interesting study in itself, but is one that should appeal to every wood-worker as offering here and there a chance to utilize smaller pieces of wood that are going to waste, and in other instances a chance to do some fine shaped work of larger dimensions, at much lower cost and in a better manner, than it is practical to do it without them.

Practically every operator of a wood-working plant can find some interest in wood-turning and room for one or more of the different machines offered for doing this work. To get the machine which fits in best in each case, secure circulars of all the different makes offered and study them and the product for which they are peculiarly designed, together with possibilities in local surroundings for utilizing waste and developing markets. There is scarcely an operator of a wood-working plant who can study these things consistently without finding something worth while and discovering a chance to use one or more wood-turning machines to advantage.

Stockings Made of Wood

The making of silk from wood is no new industry and stockings and socks made from this artificial product have the expensive looking sheen of the costly natural silk. The difficulty has been that artificial silk stockings would not stand water and washing and after such treatment lost their silky effect and became furry.

A new process has been developed which it is claimed will overcome these faults and stockings made throughout of wood fiber will wear well and survive many trips to the laundry. If these claims are justified the monopoly the silk worm has so long enjoyed is in a fair way to be broken.

Despite the claim so often made that it costs more to handle scrap wood than it is worth for reworking, the fact remains that almost every day we hear of the utilizing of waste from the manufacture of larger articles, for making smaller ones. Some day we will get this worked out until there will be no such thing as a waste product in woodworking; even the sawdust and shavings will be utilized to a good purpose. Then woodworking will be as efficient as the meat packing houses.

Interesting Traffic Developments

South Pittsburg Rates to River Crossings Not Unreasonable

Tariffs are to be construed according to their language. The intention of the framers is not to control. This ruling was handed down last week by the Interstate Commerce Commission in the case of the Haskew Lumber Company versus Nashville, Chattanooga and St. Louis Railway. In the same case it was ruled that the rates on lumber, from South Pittsburg, Tenn., to Ohio river crossings, of 17 cents, and to Mississippi river crossings, of 22 cents, are not unreasonable or unjustly discriminatory against South Pittsburg in favor of Chattanooga.

Chairman McHard rendered the decision. He declared that the terms of all tariffs should be stated so clearly as to avoid misinterpretation and misunderstanding.

"Prior to 1909," the opinion reads, "the tariff charges from South Pittsburg are stated in certain and definite terms, clearly indicating that the 13-cent rate is limited to lumber sawed from river logs, the subsequent issues are not so limited. The wording is such that the construction sought to be attached by complainant is the natural one. We find that under the tariff in question, the rate lawfully applicable from South Pittsburg to Ohio river crossings on lumber manufactured from logs drawn from inland points on the Southern Railway via Stevenson and Huntsville, Ala., or from Chattanooga and beyond, is 13 cents. We find that there have been overcharges on shipments which have been assessed charges in excess of the rate, for which overcharges refund is due the complainant.

"Inasmuch as it is the avowed desire of defendant, in the event complainant's interpretation of the tariff is sustained, to make revision so as to indicate beyond question the application of rates as contended for by it, as has evidently been their intention heretofore, it is proper at this time to consider the rates in question.

"Complainant contends that rates from South Pittsburg of 17 cents to Ohio river crossings and 22 cents to St. Louis, Mo., are unreasonable in that they exceed the rates of 13 cents and 18 cents respectively, in effect from Chattanooga. It is stated that complainant must compete in the same markets with Chattanooga millmen and that the present difference in the rates gives an undue advantage to the Chattanooga competitors. It is further urged that as both Chattanooga and South Pittsburg are located on the Tennessee river there is between these points potential, if not actual, competition by water; that defendant would derive more revenue from the present tariff at the 13-cent rate than on lumber sawed from river logs, as it gets the haul on the logs into South Pittsburg and on the lumber outbound.

"We do not find that the present rates on lumber from South Pittsburg to the Ohio river and the Mississippi river crossings are unreasonable or unjustly discriminatory."

Discrepancies in Rates East from Arkansas and Louisiana

In the matter of rates on lumber to the East from certain territory west of the Mississippi river, which includes a very considerable portion of Louisiana and the southern part of Arkansas, the following contention is made by the carriers in a brief filed last week:

"There is today no uniformity whatever in the rates in this lumber-producing territory to the East. On the contrary, there are numerous and apparently indefensible discrepancies. Effective March 1, 1915, the Rock Island, Iron Mountain and other lines advanced their rates to the level of the rates now proposed by the respondents. The advance, although protested, was not suspended by the commission. The Vicksburg, Shreveport and Pacific tariff, however, upon the active protest of several lumber shippers, notable the very shippers who today enjoy rates lower than those of many of their neighboring competitors, was suspended, thus necessitating this hearing. The situation now is that the broad blanket or zone adjustment, contemplated to cover not only the immediate territory served by the respondents, but practically the whole state of Louisiana and a considerable portion of Arkansas, now stands disrupted and will remain so unless the suspension is lifted. The protestants apparently do not

question seriously the propriety of a group or blanket adjustment. Their main contention appears to be that there should be one blanket embracing the territory both east and west of the river.

"Respondent next submits that the proposed rates are not unreasonable or excessive, considered with reference either to the actual service performed and the revenue derived therefrom or to comparisons with lumber rates from other producing territories to the same eastern markets, and other comparisons with many other rates for hauls of similar length. The general theory of this whole revision of rates was to publish rates in the territory west of the Mississippi to the east on a level somewhat higher, approximately 2 cents, than the rates to the same markets from the territory immediately east of the river. This 2-cent difference is the difference that already obtains as between the lumber-producing sections east and west of the river in respect to the rates to Central Freight Association territory and the Buffalo-Pittsburg zone."

Review of Michigan Rates

A concise review of the lumber rate situation in Michigan, which has been the source of much controversy in the Peninsular State, is found in the brief filed by the Michigan Central Railway last week.

For a considerable period the class and commodity rates between points in the state of Michigan have been under consideration by the Railroad Commission of that state. That body issued this order Sept. 29, 1914, providing that the rates on lumber should not exceed ninety-five per cent of the sixth class mileage scale.

When the intrastate rates were checked in on that basis, it was found that the rates to points in the southern part of the state were higher than the rates to points just across the state line in Ohio and in Indiana, and in order to cure this inequality the interstate rates were advanced slightly.

The advanced intrastate rates established under the order of the Michigan Commission were unsatisfactory to the lumber shippers, and an appeal was taken to the courts. About the same time certain lumber shippers who had not been before the Michigan Commission filed a complaint, attacking the advanced rates, and at the suggestion of the court the whole matter was referred back to the Michigan Commission for further consideration. During the latter part of April of this year the matter came on for further hearing, and after considerable testimony had been taken a compromise was suggested by certain lumber shippers. By this compromise it was proposed that all intrastate rates should be advanced five per cent over the rates in effect prior to Oct. 26, 1914, with the exception of the rates to Detroit, which were to be advanced one cent from all points in the state. This would mean a reduction in the rate from Bay City group points to Detroit from eight to seven cents. This proposition was accepted by the carriers and by a majority of the lumber shippers, including those directly served by this respondent. It then was submitted to the Michigan Commission for its approval, but no decision yet has been rendered. It generally was understood, however, that the proposition was acceptable to that body.

If the proposed readjustment meets with the approval of the Michigan Commission it will result in reductions in the intrastate rates, and doubtless will eliminate the necessity for advancing the rates to a number of the interstate points involved. The desire of the carriers is simply to maintain a relative adjustment between the intrastate points and the border points, just across the state line.

Reconsignment and Diversion Permitted

In the case of the Independent Cooperaage Company versus the Nashville, Chattanooga & St. Louis Railroad the commission ruled that the carrier should permit the reconsignment and diversion of earload shipments of coiled elm hoops in transit from Hickman, Ky., to Nashville, at Nashville, to Goderich, Ont., on the basis of the through rate plus a maximum charge of \$5 a car. Reparation was awarded on this basis.

Lumber Output and Prices Compared

The notion which prevails quite generally that as the cut of lumber declines the price of that particular kind advances does not seem to be justified by the facts. The commonly accepted law of trade, to the effect that price is controlled by supply and demand, is not exactly disproved, but its workings are shown to be somewhat doubtful in the case of lumber. The matter is so complicated that it cannot be easily reduced to a question of supply and demand; because, if the supply of one kind of wood declines, that of another may increase, so that the failing supply is apparent only.

Be this as it may, an examination, species by species, of sawmill output and millyard prices during a term of years brings out some interesting comparisons. If the thirteen years, from 1899 to 1912, both inclusive, are taken as the basis for an investigation, and all woods for which complete statistics have been compiled during that period are included, it is found that twelve have shown an increase in output of lumber and nine have shown decrease. If the millyard values during the same period are examined, it is found that every one of the woods shows increase in value. This is shown separately for each wood in the table which follows. The table is compiled from government reports on this subject covering the whole of the thirteen years period for every one of the species named. As far as the figures are concerned, they are the most complete and accurate in existence. It should be particularly noted in the table which follows that all figures are percentages.

THIRTEEN YEARS OF LUMBER CUT AND VALUES

Wood	Percentage of increase or decrease of lumber cut, 1899-1912	Percent increase in value, 1899-1912
	Increase marked + Decrease marked -	
Larch	88+	49
Douglas fir	198+	33
Birch	192+	39
Hickory	187+	24
Chestnut	167+	22
Red gum	144+	31
Cypress	100+	51
Yellow pine	63+	70
Maple	61+	32
Cedar	41+	32
Redwood	39+	39
Western pine	29+	40
Basswood	4-	50
Ash	14-	27
Spruce	15-	51
Oak	25-	42
Hemlock	20-	37
Elm	43-	47
Yellow poplar	44-	71
Cottonwood	45-	97
White pine	60-	51

Average increase 11.6 per cent 38 per cent

If there is any marked tendency toward increase in the price of lumber as the cut decreases, the foregoing table does not show it. The millyard value of every wood increased. That happened whether the cut of the wood increased or decreased. Value did not rise in an inverse ratio to the decline in output. For instance, the cut of basswood fell off 4 per cent in thirteen years, and its value rose 50 per cent; but ash declined 14 per cent in cut, and rose only 27 per cent in value. The decline of white pine in output was 60 per cent, and the advance in value only 51 per cent. Its value rose approximately the same as basswood, though the decline in output was 60 per cent against only 4.

These comparisons apparently indicate that there is no direct connection between the supply of a particular wood and its value. If such were the case, the value ought to rise as the cut falls, but it does not do it.

The same conclusion is reached by handling the figures for those woods which increased in both cut and price. If the supply becomes larger, the value, according to the economic law above quoted, should show a corresponding decline; but it does not do it. For example, the

milliard value of larch in 1899 was \$8, when the cut was 42,394 feet; and though the cut had grown to 407,064 feet in 1912, the value rose also to \$11.96.

The output of California redwood increased 39 per cent, and the value advanced by exactly the same per cent. Southern yellow pine, which includes all four of the southern pines, rose 63 per cent in output and 70 per cent in price.

There is no question that a sudden and phenomenal advance in price of any one of the woods in the table would result in a speedy increase in the output. Suppose, for example, that a new use for chestnut should be found, and the demand should be so great that buyers would pay \$50 for it in the yard, instead of \$16.62 as in 1912. The cut might reasonably be expected to double within a year; but that would be an unusual case. Nothing of that kind has occurred with any wood in recent years, for the greatest percentage of increase has been 97 per cent, with cottonwood, and that has not been sufficient to increase the output.

A few woods have advanced in price because they are scarce and it takes a higher price to bring them to market. White pine and cottonwood are clearly in that class. But most of the woods are still so plentiful that scarcity has had nothing to do with the advance in their cost. Douglas fir, western pine, and redwood are in that class, yet the first has advanced in value 33 per cent, the second 40, and the third 39. The increase in their value, and in other woods similarly situated, may have been influenced by a number of factors; but unquestionably the chief one has been the increased cost of lumbering, due principally to higher wages. As far as can be figured out, supply and demand has had nothing to do with it—at any rate, supply has not, for each of these three woods is sufficiently abundant to furnish every market in the world for fifty years.

ADVANCE IN COST MODERATE

The advance in the price of lumber during the thirteen years under consideration has been moderate. The talk of “doubling the price” is not based on facts, as the foregoing table shows. It can be shown with equal clearness that most other commodities entering into the lives of the people have advanced in value as much as lumber, and in many instances considerably more. Farm products are often taken as a basis for comparison, and it is instructive to do this with regard to lumber. The figures given below are not wholly comparable with those for lumber, because the periods covered are not exactly the same. The agricultural statistics of prices are compiled from the census returns for 1899 to 1909, which are the latest, while figures for lumber come down to 1912. With that explanation the following figures will not be misleading. Remembering that lumber's value since 1899 increased 38 per cent, the figures for animals will be understood.

	Percent increase in value
Poultry	53
Sheep	60
Hogs	85
Mules	107
Horses	114

The advance in value of grain and other products of the farm during the specified ten-year period is here given:

	Percent increase in value
Hay	38
Rye	44
Barley	53
Orchard products	65
Wheat	71
Oats	79
Coru	82
Cotton	94

Every one of these, except hay, showed a greater advance than lumber. Wool's percentage of increase in value was 35, eggs 74. During the same period fertilizers advanced 115 per cent, and farm labor 83 per cent. The cost of boots and shoes advanced 38 during the ten years, just the same as lumber's advance in thirteen years.

In view of the showing thus made—which might be extended almost indefinitely—it appears that the increased cost of lumber has been less than that of most commodities.



Little Things in Wood Working



In a planing mill today it is necessary to note the little things as well as the larger ones, to make the balance show on the right side of the ledger at the end of the year. Here are a few little points that have come to the attention of the writer at one time and another.

In many instances stickermen are seen using the grind-and-fit plan for making cutters. This is very unprofitable, especially when a system so much more simple and accurate can be used. By laying out cutters before grinding, one always knows when he is right. He can then place cutters in the machine properly and go ahead with little or no trouble, and not spoil a quantity of stock in setting for each run.

An instance worthy of observation was recently noted in the grades of lumber used in the manufacture of ceiling, siding and flooring. The trade in this locality generally demands No. 1 for most ceiling and flooring orders. This firm having installed one of the latest improved matchers with truing devices, tried the experiment of mixing half No. 1 with half No. 2. This proved quite successful, as the machine elevated the quality sufficiently on the lower grade to pass it along with the higher, thereby netting a nice profit on the side. This was on white pine lumber.

The writer also has in mind a double surfer that was giving trouble through not having a perfect running balance. There had been several operators hired for this machine, none of whom was able to do anything with it. Finally a man was hired who seemed to be above the average operator, and he started at once to locate the trouble. He found the lower cylinder had two holes drilled to balance up the head. One of these had been drilled in the wrong place, and to overcome this an extra washer was placed over the knife. He secured an old piece of bolt that happened to fit this hole snug, and wrapped several thicknesses of string around the spindle over the bolt, which held it securely in place, thereby giving him a perfect running balance and eliminating the trouble.

In one plant there came the usual inventory time at the end of the year, and as the company operated several yards in various portions of the city, there were several items of odds and ends of stock that had accumulated throughout the year, which seemed to be unsalable. These were sent back to the mill to be worked up into whatever smaller items they would make. In the collection was a good yard-truck load of stock casings that were not perfectly clear grade. The foreman being an ambitious fellow, saw an opportunity to dispose of these casings, as he was acquainted with the trade and had a knowledge of drawings. There are nearly always some corners in a house where clear grades of casings are not essential, as they are not often seen, and by keeping this thought in mind the foreman was able to dispose of a few pieces from time to time, until the whole load was disposed of at a profit.

The stock corner where all the stock of various items that pass through the mill are gotten out, is one of importance and should have a first class man in charge, as considerable profit can be thrown into firewood very easily. The stock cutter should be a wideawake man, always on the alert to work up stock economically and see ahead, in order to dispose of any waste and keep down the scrap pile. For a plant employing three or more cutters, the management will find it profitable to secure the services of a first class man to put in charge of the stock cutting. He should understand grades of lumber and the various items which stock is gotten out for, and should pick out lumber according to requirements and instruct the cutters how to work it up. This is profitable for two reasons: first, the saving

in lumber; second, one can use cheaper labor when a leader is watching the men. Who has not seen stock cutters look all around for the foremen, then slash the first board that came handy, regardless of waste or the firm's interests?

It is to be wondered why some employees about a plant will waste a lot of time unnecessarily every time a slight accident occurs in their particular line of work. Take for instance a saw filer who calls in every man about the plant, from the president of the firm down to the office boy and yard laborers, to show them a saw after it has hit a nail or some foreign matter which happens to strip the points off a few saw teeth. One wonders why such conditions are tolerated, as they are surely unprofitable and look very much like child's play, rather than conservative manhood.

An item that deserves attention is the care of tools used, especially those used on fast feed equipment. The writer recently visited a plant where an old style matcher was in use. The business, strange as it may seem, was on the increase, and it was decided to have the machine equipped with cutter caps for thin knives to be used on the four-slotted heads, as the machine was a very good one of its class. Appliances were also placed on it for truing devices, which would, under proper management, have almost doubled the capacity of this machine. But, unfortunately for the firm, there was no one in the mill that understood the technical points of fast feed equipment, therefore the tools and equipment were lying about in various corners of the mill. It is to be doubted if a man who understood the operation of a fast feed outfit could find anything to operate it successfully. The firm has an investment of \$800 or \$900 in this one item alone, from which it is not realizing any returns.

Danger of Too Much Talk

Too much talk either in letters or business calls is considerably worse than not enough. This is a thought expressed by an important buyer of lumber who said that many a traveling salesman coming his way had spoilt his chances for business by talking too much. Some would assume that he, the buyer, didn't know what he needed or what he wanted. Others would take on some strenuous line of "scientific approach" talk and many of what seemed the most enterprising really killed off their enterprise by talking too much. While he was telling of several specific incidents of this kind he was going through some of his daily mail and finally picked up a letter of three pages saying that not all the aggravating talk is done in the office by word of mouth either. Some of it comes in the mail. Some people state a proposition by mail and then write a whole sermon to tell about it, which is generally tiresome. If they would state their proposition and stop till asked for further advice they would be better off and get more business.

Talk is a good thing in its place, and it is worth money for a man to be qualified to speak authoritatively about what he is selling. The value of the knowledge and talking, however, is too often impaired by the quantity unloaded on the harassed business man.

Demand for Oak Bark in England

The tanners in England are in need of material for the production of leather, and the price of oak bark has gone up in that country and it now sells for fifteen to sixteen dollars per ton on the ear, just as it comes from the tree without being broken or bagged. The production of oak tan bark in the United States is something over 320,000 tons a year, and it is valued at about eleven dollars a ton; but the prices paid depend upon locality as well as grade of bark. At present ocean freight rates it is not possible to ship American bark to England, but it might not be impracticable to ship extract. The annual production of this article in the United States from oak bark and wood, is 19,000 tons, and the average value is \$38 a ton.



Veneer in Trunk Making



It is difficult for one who has not been in close touch with the industry to get a fair conception of the extent to which veneer is used in trunk making and the various applications which are made of it. This use of veneer has probably developed more in the past twenty years than it has in many other lines where it is more generally known to be employed and to be making progress.

Among the displays of trunks today one may find not only the entire body made of built-up veneer but many fittings for the interior, including not only trays, partitions and compartments, but also three and five ply hangers as a part of the equipment of the wardrobe type of trunk. Some of these trunks show the use of more veneer on the interior and in the fittings than is involved in the making of the entire body, and it is the interior uses that constitute one of the interesting features in the use of veneer in the trunk business and perhaps open a market for wood that heretofore people have sought to place elsewhere.

About twenty years ago there was what seemed at that time a pretty lively interest in the use of veneer for the making of trunk tops. Just when the use of veneer for this purpose began is not known, nor is it very material to the present purpose. About that time, however, the matter was receiving attention from the makers of built-up veneered work. The work at that time consisted quite largely in making nothing but the tops, practically all of which were three-ply. Soon there was a little pushing of rotary cut stock for trunk strips. These had a pretty hard time in competition with the sawed trunk strips, but they kept making some progress.

As wide stock in lumber became scarce and high in price, and as the makers of trunks kept casting about for the greatest strength with the smallest weight, interest was shown in the idea of using built-up lumber for the trunk bodies, for the sides, ends and bottoms as well as the tops. The entering of built-up lumber into this work enlarged the field for the use of veneer, for to make the entire body of the trunk of built-up stock called for more than four times as much veneer work as was involved in making the top alone. This work gradually enlarged until, perhaps ten years ago, the majority of trunk bodies were being made from built-up stock as well as the tops. Some solid lumber was still used, and perhaps there is a little yet, but the point has been reached where trunk making, so far as the woodwork is concerned, is practically a veneer and built-up lumber proposition. It makes a business of much more magnitude than most men have any conception of. Today trunks are made that are very elaborate in their interior equipment. There are complete wardrobes, and most of the trays, compartments, etc., are made of veneer or built-up lumber, three and five ply, because in this way the manufacturers can secure the maximum of strength with the minimum of bulk and weight.

To get an idea of the various uses of built-up work in connection with trunk making one should go into a store where a full line of these elaborate trunks is kept, and ask to see the offerings. You will be surprised both at the quantity of veneer used and at the various forms in which it enters other than the readily discernible and well understood forms of its use in the body and top of the trunk itself.

Incidentally this use of built-up stock for clothes hangers in wardrobe trunks should suggest a line of development in the use of veneer for coat and skirt hangers for the closets and wardrobes in the home. There is a big field here which, if properly cultivated and thoroughly developed, should consume an enormous quantity of plain built-up veneer stock.

Southern Traffic Association Action

The Southern Hardwood Traffic Association, according to J. H. Townshend, secretary and general manager, is considerably disappointed over the tentative agreement reached by the carriers at their meeting in Chicago June 6 in regard to the reclassification of lumber and lumber products. Mr. Townshend said that this agreement would be submitted to the various organizations of the carriers and that there was a possibility that the latter would modify it to some

extent. He says that if this was not done a conference will be asked with the railroad organizations operating in the South, at which the Southern Hardwood Traffic Association, as well as other lumber organizations, will be present. It is hoped by this means to secure more favorable rates for lumber products than have been tentatively agreed upon by the railroads. He points out that, if the matter cannot be settled through the conference method, it may be carried before the Interstate Commerce Commission. Mr. Townshend said that this subject had been very carefully studied for the past eighteen months and that the association was in position to file a vast amount of data and evidence in support of its contention for a more favorable classification than that suggested by the railroads. However, the matter will not be carried before the commission except as a last resort.

The reclassification referred to may be summarized as follows:

Rough lumber, rough staves and other rough articles that have been through no process take the present lumber rate.

Box shooks, flooring, dressed lumber and slack cooperage take a rate 5 per cent above the lumber rate.

Lumber one-sixteenth to one-eighth inch thick, tight barrel cooperage and other manufactured articles take a rate of 20 per cent above the lumber rate.

Woods of value, including mahogany, cherry and walnut, as well as veneers, are withdrawn altogether from the lumber classification.

It is pointed out by Mr. Townshend that this reclassification of dressed stock and manufactured articles carries a proposed advance averaging approximately 10 per cent, which is regarded as very extreme under present conditions. This is the basis on which the reclassification list will be protested by the Southern Hardwood Traffic Association.

The Southern Railway in Mississippi has announced an advance in log rates on intra-state shipments of about twenty per cent. As this subject is outside the jurisdiction of the Interstate Commerce Commission, the Southern Hardwood Traffic Association took it up before the Mississippi Railroad Commission. J. H. Townshend, secretary and general manager, appeared before that body July 7 in behalf of members of this organization, of whom there are quite a number. Among the Mississippi lumbermen who appeared at the same time were B. F. Dulwebber, Moorehead, Miss., and H. H. Alexander, Belzoni, Miss.

The Southern Hardwood Traffic Association has filed a petition with the Interstate Commerce Commission protesting against a proposed advance of one to two cents per hundred on shipments of lumber and lumber products from original points in Arkansas to destinations in Iowa, Minnesota, North Dakota, South Dakota and Wisconsin. Suspension of these higher rates is asked until the question can be argued on its merits before the commission.

Pine Not Affected by Bleeding

Unable to prove its contention that the durability of pine is affected by the removal of the turpentine the War Department has decided not to specify unbled timber in its future contracts. The question was brought to issue by the Great Southern Lumber Company of Bogalusa, La. The Forest Service advised the chief of the engineer corps that its experiments had proven that the bleeding of pine does not affect its durability, strength or hardness.

This matter has been in controversy for a hundred years, and the prejudice against timber that had been operated by turpentine collectors many times has caused its rejection. It was one of those cases where blind prejudice long held sway before it occurred to anyone to submit the matter to scientific tests. It was much like the prejudice which once existed, and to some extent still exists, against the red heartwood of hickory.



Pertinent Legal Findings



Queries on questions arising on any points in doing the law as it is applied to lumbering and allied industries will be given proper expert attention through this department if submitted to **HARDWOOD RECORD**. There will be no charge for such service, but **HARDWOOD RECORD** reserves the right to publish questions and answers without designating names or location of inquirers unless specifically requested not to do so.

Rights in Floating Logs

The general rule is that it is the duty of one driving or floating logs on a navigable stream to exercise ordinary care to prevent the same from doing damage to the property of riparian owners; that such duty requires one to take this degree of care to prevent logs put into the stream from creating jams and obstructions sufficient to force the waters out of their natural course, to the injury of riparian property; and that it is not confined to the time of actual driving, but exists at all times while the logs are in the stream. But a person using a boatable stream for the floating of logs is not required by law to build embankments or other structures along the banks of riparian owners to protect them from wearing or washing away, or against injury from logs. (Vermont supreme court, *Boutwell vs. Champlain Realty Company*, 94 Atlantic Reporter, 108.)

Notice of Freight Loss Claim

Plaintiff shipped a car load of lumber to its own order from a point in Arkansas to a point in Washington, with directions to notify a lumber company. The bill of lading contained a clause to the effect that the railway company should not be liable for failure to make delivery unless claim should be made within four months after expiration of a reasonable time for making delivery. In delivering the car to a connecting carrier and in re-billing the shipment at Kansas City, a mistake was made whereby the shipment was made direct to the lumber company and delivery was made at the destination to that company. Within four months after receiving actual notice of the misdelivery, plaintiff filed a notice of claim against the railway company which received the shipment, but that was four months and eleven days after the misdelivery. In a suit brought by plaintiff to recover damages on account of the misdelivery, it is held by the Arkansas supreme court that the notice was given in time; the four months' period being properly computed from the time actual knowledge as to the misdelivery was received by plaintiff. (*Bliss-Cook Oak Company vs. St. Louis, Iron Mountain & Southern Railway Company*, 176 Southwestern Reporter, 325.)

Mutual Rights Under Lumber Sales Contracts

Several important points of contracts for sale of lumber were adjudicated in the case of *Citizens Bank vs. Adam Schillo Lumber Company*, 188 Illinois appellate court reports, 535. Summarized the decision is as follows:

"In the absence of specification of time for delivery, the law raises a presumption that the parties mutually understood that delivery would be made within a reasonable time.

"The true measure of damages for failure to deliver lumber, or any other commodity, in accordance with the terms of a contract, is the difference between the contract time at the time of the breach and the market price, taking into consideration the quantities contracted for." So, a buyer cannot recover substantial damages as for the seller's failure to deliver without showing the market value of the lumber at the time of the breach and the quantity to be delivered.

If a seller contracts to deliver lumber on board cars for transportation to another point, the buyer is not entitled to deduct freight charges in the absence of express agreement therefor.

Maintenance of Logging Railroads

Speaking of a lumber company's duty to employees engaged at work about a logging railroad, the Oregon supreme court recently said:

"Of course, nobody could expect the same elaborate care upon a logging road, which is temporary in its character, as upon a road largely used for commercial purposes; but such precautions as furnishing competent engineers, removing obvious dangers from the vicinity of the rails, seeing that the sand, which is so necessary when negotiating heavy grades, is supplied in sufficient quantities, are duties

which cannot be disregarded even when the structure is only temporary." (*Morgan vs. Grande Ronde Lumber Company*, 148 Pacific Reporter, 1122.)

Duty to Warn Logging Employee

A lumber company engaged in logging operations owed a legal duty to an employee who was directed to loosen a log which had become caught in a pile from which it was being drawn by a team to warn him against any unexpected movement of the log by the team while he was in a dangerous position, and is liable for injury sustained by him in consequence of failure to give such warning. In warning employees against dangers to which they are subjected more consideration must be paid to a youthful and inexperienced employee than to an adult and experienced one. (Kentucky court of appeals, *Bartley vs. Yellow Poplar Lumber Company*, 17, Southwestern Reporter, 201.)

Duty to Maintain Guard Rails

A veneer manufacturing company is liable for injury to an employee who fell into a vat of boiling water while handling logs in the course of his employment, if the accident was attributable to failure of the company to maintain a railing around the vat, and if reasonable consideration of the safety of employees working in the particular place required a railing to be maintained. (North Carolina supreme court, *Lynch vs. Carolina Veneer Company*, 85 Southeastern Reporter, 289.)

Recovery of Excessive Freight Charges

When a given freight rate on lumber has been judicially declared to be unreasonably excessive, an aggrieved shipper is entitled to recover the excess above a reasonable rate although the rate charged was taken into consideration in fixing the price of lumber shipped. (United States circuit court of appeals, sixth circuit; *Darnell-Taenzler Lumber Company vs. Southern Pacific Company*; 221 Federal Reporter, 890.)

Liens Against Kentucky Manufacturers' Assets

The Kentucky law which provides that, on distribution of the assets of any owner or operator of a foundry or other manufacturing establishment, persons who have furnished labor or supplies for the carrying on of the business shall have a lien against such assets, is constitutional and applies to all manufacturing establishments. (United States circuit court of appeals, sixth circuit; *Central Trust Company of Illinois vs. George Lueders & Company*; 321 Federal Reporter, 829.)

Assumption of Risk by Employee

A logging employee who needlessly places himself in peril near a car on which logs are being loaded assumes the risk of being injured through fall of a log from the car. (Arkansas supreme court, *Pockett vs. Carnahan-Allport Lumber Company*, 176 Southwestern Reporter, 320.) But a flagman in a skidding crew does not assume the risk of being injured through starting of the skidder without warning to him, where there is a rule in force forbidding the leverman from starting the skidder except on signal from the flagman. (Same court, *Mormon vs. Bliss-Cook Oak Company*, 176 Southwestern Reporter, 305.)

Performance of Logging Contracts

When one contracts to deliver logs at a specified place, he is bound to provide all the necessary means for making delivery, including the construction of all necessary roads and rollways, unless a contrary intention is manifested by the agreement. On partial completion of a contract to deliver logs cut from all the timber standing on a certain tract of land, the contractor is entitled to recover compensation for all logs actually delivered in conformity to the contract, less the amount of damage sustained by the other party through failure to complete performance. (Idaho supreme court, *Huber vs. Blackwell Lumber Company*, 148 Pacific Reporter, 903.)

The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter.

B 925—Wants to Buy 2½" Common and Better Yellow Birch

New York, N. Y., June 25.—Editor HARDWOOD RECORD: We are in the market for a large amount of 2½" common and better yellow birch. We have never handled any yellow birch and understand it is practically all manufactured in New England. Could you give us the names of any mills manufacturing this stock? We would appreciate very much a prompt reply.

This inquirer has been advised it is in error in its assumption of the source of supply of yellow birch, and has been given the names of several manufacturers of this wood. Others interested and in position to supply the stock should communicate with this office.—EDITOR.

B 926—Wants to Buy Basswood Logs in Carload Lots

New York, N. Y., July 3.—Editor HARDWOOD RECORD: We are in the market for from ten to twenty carloads of basswood logs running 11" and up in diameter, and to be cut in 3' lengths. We buy these logs on the Doyle-Scribner Rules, small end small way, and pay cash less 2% 15 days after arrival. The logs must have good sound centers, and we prefer them with the bark on for we find that it prevents them from checking.

Interested parties can secure the name and address of this inquirer by writing HARDWOOD RECORD.—EDITOR.

B 927—Wants to Sell Dry Baled Poplar Shavings

Chattanooga, Tenn., July 3.—Editor HARDWOOD RECORD: We want to get in communication with any parties who would purchase nice dry baled poplar shavings.

Any one interested in this communication should write HARDWOOD RECORD.—EDITOR.

B 928—Wants to Buy 6/4 and 10/4 No. 1 Common Birch and Better

Philadelphia, Pa., July 2.—Editor HARDWOOD RECORD: We are in the market for several cars each of 6/4 and 10/4 No. 1 common and better birch. If any of your advertisers have anything of this kind we would be glad to have you pass this information along to them and have them get into communication with us.

Any who have not already heard of this inquiry can secure the name and address by addressing HARDWOOD RECORD.—EDITOR.

B 929—Wants Large Quantities Yellow Poplar Strips

Chicago, Ill., July 2.—Editor HARDWOOD RECORD: We are in the market for considerable quantities of yellow poplar strips 2" to 6" wide, random lengths. The stock may be either rough or S2S. We can use this in carload lots and will appreciate it if you can put us in touch with any mills or factories which have quantities of this waste which they wish to dispose of. Could also use smaller amounts of 5/4 and 6/4 stock.

Necessary information will be given to inquirers.—EDITOR.

Clubs and Associations

St. Louisians Give Farewell Dinner to E. H. Warner

The members of the Lumbermen's Exchange of St. Louis gave a banquet at the Mission Inn on Thursday evening, June 24, to bid farewell to E. H. Warner, the veteran lumberman, who left July 3 for Waterville, Maine, to spend the balance of his life. He is 82 years old, and thought it time to retire from active business. The event was a most enjoyable one and was a complete surprise to Mr. Warner.

The dinner was arranged by three of his friends, E. H. Luehrmann, Thomas E. Powe and Franz Waldstein, who were also members of the exchange.

Mr. Warner was taken to the Inn by his two sons, ostensibly to dine with them, and he was not aware of the surprise in store for him until he was taken into the dining room of the Inn, where he found the members of the Exchange awaiting him and learned that he was the honored guest.

At the conclusion of the dinner, Charles E. Thomas, president of the exchange, who was the toastmaster, paid a warm tribute to Mr. Warner. Mr. Warner was deeply affected but managed to return his thanks. He said he was proud to be present and in the company of so many of his

old friends. He said he was sorry to leave St. Louis, where he had spent some forty-one years in the lumber business, but stated he would come back from time to time and see them all.

Thomas E. Powe, who had been selected to present a gold-headed cane to Mr. Warner as a souvenir, was then introduced by Toastmaster Thomas. After a tribute to Mr. Warner, Mr. Powe presented the cane. The inscription on the cane read as follows:

Presented E. H. Warner, by the Lumbermen's Exchange of St. Louis, 1915.

Mr. Warner made an attempt to reply but his voice broke and he was only able to say that he thanked his friends for the beautiful remembrance.

Following Mr. Powe, was C. M. Jennings, who spoke of his long acquaintance with Mr. Warner, of the first time he met him and of the pleasant relations during all of the following years. Mr. Jennings praised the uprightness and cleanliness of both Mr. Warner's business and social life. Frank M. Smith followed Mr. Jennings and told of his acquaintance of some thirty-five years with Mr. Warner.

James E. Gatewood, editor of the St. Louis Lumberman, stated that Mr. Warner had been one of the boomers of the lumber industry in St. Louis ever since he entered the lumber business. He mentioned a number of incidents in connection with his long friendship with Mr. Warner, gave some interesting data showing how the lumber business in St. Louis had grown during the forty-one years Mr. Warner had been in business.

The last speaker was George E. W. Luehrmann, president of the Chas. F. Luehrmann Hardwood Lumber Company, who had been a business and residence neighbor of Mr. Warner for some twenty-five years. He told of his many fine qualities both as a citizen and associate.

Philadelphia Golf Tournament

The June tournament of the Philadelphia Lumbermen's Golf Club was held on the links of the Overbrook Golf Club on the afternoon of June 24. The play was followed by a dinner and business meeting in the clubhouse. It was decided that the July tournament will be held at the Merion Cricket Club; the August tournament at the Philadelphia Cricket Club; September meeting at the Arononink Golf Club, and the annual meeting at the Huntingdon Valley Country Club. The play, as usual, was on the handicap system and J. Anderson Ross, Maurice C. Burton and Harry Humphreys tied for the first prize with net scores of 72. A coin was tossed and Mr. Ross took first prize, Mr. Burton second prize, and Mr. Humphreys was eliminated. Horace W. Smedley won the prize for the best score on nine of the eighteen holes. Mr. Humphreys is also leading with 21½ points for the president's prize, which is awarded at the annual meeting. Thirty-four members took part in the play.

Philadelphia Retailers Win Ball Game

The annual championship game of baseball between the retail and wholesale teams of the Philadelphia Lumbermen's Exchange was played at Sixty-second and Walnut streets on the afternoon of June 23, and the retailers won by the score of 16 to 8. The receipts of the game will be divided between charitable organizations. Bob Shawkey, of the Philadelphia American league team, umpired the game. The Kugler brothers, Fitzgerald and Kraiss, starred for the retailers. Smith made a sensational catch for the wholesalers. F. S. Underhill and Robert Bawn led the rooting for the opposing teams, being ably assisted by the ladies in the grandstand.

Lumbermen Should Attend

July 15 is the date set by the officers of the National Lumber Manufacturers' Association for the meeting of the special committee representing allied associations to confer on the proper presentation of the lumbermen's case before the Federal Trade Commission, which will meet with the committee on July 19-20 at Chicago.

Inasmuch as the committee members themselves do not seem to have as yet determined their exact status under the law, it is hard to tell what, if any, will be the effect of the conference. The word "conference" is used advisedly because it would hardly seem to cover the case to use the word "hearing," "examination" or any similar designation, as the first efforts of the commission seemingly are aimed to get in touch with industries whose problems they will be called upon to solve and to getting acquainted with the men who are instrumental in maintaining cohesion between the factions representing each respective line of business.

Regardless of the uncertainty as to the purpose and outcome of the conference, it behooves lumbermen in that they may become more closely conversant with the personnel, attitude and attention of the commission to attend the sessions.

At the same time their presence will have a moral effect on the commission insofar as it will serve to instill a realization of the importance of the lumber business and of the men engaged in it.

Speculation is rife as to what will happen; in fact there is more uncertainty as to the developments than surround the average horse race. Nevertheless there is a real possibility of at least establishing the status, and a clear conception of surrounding conditions and requirements of the lumber industry, which opportunity should be embraced.

The Outgrowth of an Effort

That it is possible through proper effort and consistent presentation of reliable statistics and information to interest the publishers of daily papers in the city and in the country in the publication of reading matter showing the advantages of wood when applied to its proper purposes is shown by the results obtained by Secretary A. W. Phelps of the Ohio Association of Retail Lumber Dealers. Mr. Phelps has been one of the most active and successful workers to this end and has secured the publication of a very attractive page in a prominent paper in the city in which his office is located, namely Dayton, O., the page being attractively illustrated and designed to show wherein wood serves certain purposes in building construction much more effectively, with a more artistic, pleasing, lasting and variegated effect than could any other building material. Mr. Phelps has also completed plans for a campaign, the essential features of which are set forth in the stereotype plate reproduction on this page, which he is distributing for use by daily papers in Ohio. He is planning a trip of several thousand miles in length during which he will stop at a great many important points in Ohio, delivering lectures with stereopticon illustrations, the purpose being to instill a greater interest in and realization of the possibilities for artistic, durable, safe and permanent building construction where wood is used.

Mr. Phelps will make the trip in a machine and will be enabled through detailed comprehensive plans to get the close personal contact not only through the lectures but through notices in the local papers, thus effecting a maximum of interest in his plan.

Ten principal cities will be treated to the stereopticon lectures and Mr. Phelps will fill in with stops at all retail points where he will urge closer co-operation among retailers in this plan to boost wood through specific concerted advertising and through more persistent efforts in the sales of wood versus competitive materials.

First Meeting of Trade Extension Department Committee

Members of the advisory committee to administer the new Trade Extension Department of the National Lumber Manufacturers' Association will meet at the La Salle Hotel, Chicago, on Wednesday, July 14, in room 1802. Secretary Kellogg estimates that the pledges for the guaranteed fund will be so close to \$50,000, the minimum of the guarantee, that it will be possible to organize the new work and adopt a definite policy for conducting it.

Credit Corporation Elects Officers

The annual meeting of the stockholders of the National Lumber Manufacturers' Credit Corporation was held in Norfolk, Va., June 26, 1915, at which time R. H. Downman was elected president of the corporation and the following elected directors:

E. A. Selfridge, Jr., Willits, Cal.
 F. E. Waymer, Jacksonville, Fla.
 R. M. Carrier, Sardis, Miss.
 Chas. T. Mitchell, Cadillac, Mich.
 John M. Gibbs, Norfolk, Va.
 R. B. Goodman, Goodman, Wis.
 Edward Hines, Chicago, Ill.
 Geo. X. Wendling, San Francisco, Cal.
 L. G. Ames, Seattle, Wash.
 J. R. Toole, Missoula, Mont.
 F. C. Knapp, Portland, Ore.
 E. G. Swartz, Burton, La.
 E. G. Griggs, Tacoma, Wash.
 W. H. Sullivan, Bogalusa, La.
 C. I. Millard, Norfolk, Va.
 W. B. Roper, Norfolk, Va.
 R. S. Kellogg, Chicago, Ill.

At a meeting of the new directors immediately following the stockholders' meeting the following officers were elected: W. E. Delaney, Lexington, Ky., vice-president; J. A. Freeman, Pasadena, Cal., treasurer, and R. S. Kellogg, Chicago, secretary.

R. H. Downman, Edward Hines and E. G. Griggs were elected as executive committee of the board for the ensuing year.

Active Plans for Annual Meeting of Hoo-Hoo at San Francisco

Plans for the twenty-fourth annual convention of the Concatenated Order of Hoo-Hoo to be held at San Francisco, Cal., September 9-10-11 are being perfected by R. A. Hiscox of the Hartwood Lumber Company, San Francisco. Mr. Hiscox is the local member of the governing body of the order and is bojan on the Supreme Nine. Hence he is responsible for the entertainment for visiting members.

Mr. Hiscox has appointed a committee of arrangements of Central California districts composed of nine well known lumbermen.

While the plans so far announced are but tentative, complete details will be announced later covering all sessions in the Hoo-Hoo House at the Exposition.

"BUILD WITH WOOD" The Slogan of The Ohio Association of Retail Lumber Dealers In Novel Membership Campaign

W. A. Phelps, the secretary of the Ohio Association of Retail Lumber Dealers, was in town today on a 3,000-mile, state-wide membership campaign, in his "Oakland speaker," Sturdy as the Oak. The membership campaign will cover the state of Ohio and will no doubt result in reawakened activity among the retail lumber dealers.

Mr. Phelps expects to increase the membership in the state association of retail lumber dealers in this campaign and to spread the doctrine of "Build with Wood" throughout the state.

The present officers of the association are S. S. King, Dayton, president; A. C. Klumph, Cleveland, vice president; F. D. Torrence, Xenia, treasurer.



The most important feature of the business sessions will be the reorganization which has been made necessary through the important developments in the last few months. Snark of the Universe, E. D. Tennant, has been hard at work on these plans for some time.

National Lumber Manufacturers' Inter-Insurance Exchange Urges Placing of New Risks

Manager Charles F. Simpson of the National Lumber Manufacturers' Inter-Insurance Exchange, 10 South La Salle street, Chicago, announces he is sending out the following notice to subscribers:

This is the time of the year when stocks of lumber are increasing and additional security demanded, because of the increased values accumulating in the yards. We desire to call your attention to this exchange, which is in a position to carry additional lines for you on your plant. This exchange is receiving the support of manufacturing lumbermen in all the different districts and fields and has written close to \$2,000,000 in business since starting February 15, 1915. Many of our subscribers are not aware that we have facilities for covering additional lines on their risks, and the object of this notice is to call their attention to the progress made and to solicit an additional share of their coverings which may be needed at this time.

The exchange now covers one hundred mill plants and the outlook is exceedingly bright for building up a large and profitable exchange.

With the Trade

Olmsted-Flint Company Opens New York Branch

The Olmsted-Flint Company, beltting manufacturers of Cambridge, Mass., opened a new factory at Cambridge the first of this year, and has just announced the opening of a New York branch located at 37 Warren street. The branch is under the management of the Benjamin F. Alder Company, manufacturers' representatives, which company has installed complete facilities to properly care for the New York trade and will carry large stocks in all sizes of Olmsted-Flint beltting.

Owing to further increases in export demands the new branch seemed the only solution for properly taking care of the trade. The Alder company has had wide experience in both export and domestic business. The new branch is situated in the heart of the hardware and mill supply district and should prove of valuable assistance to the company.

Chattanooga Shippers Victorious

Developments pertaining to the Tennessee river, on which Chattanooga is located, particularly a recent decision of the Interstate Commerce Commission which recognized Chattanooga as a river point and provides that Chattanooga shall receive treatment as such at the hands of the railroad, promise marked developments for that point in the future. This city has been subject to freight rates which imposed on Chattanooga, in competition with other important points, a serious handicap, which has been removed contingent on operation of packets or other adequate river service on the Tennessee and Ohio rivers, between Chattanooga and Ohio river points. Arrangements are being made for such service by the Chattanooga Packet Company.

This company was organized in 1905 and since then has operated boats on the Tennessee river to the Ohio river with the exception of the last three years when the river was closed on account of dam work forty miles below Chattanooga. The completion of this work has given a minimum depth of ten feet where before it was a scant two feet.

The decision of the Interstate Commerce Commission, in what is known as Case 7211, Chattanooga Packet Company vs. Illinois Central, Chicago & Eastern Illinois and Rock Island Railroads, was won as a result of co-operative efforts.

In its decision the Commission said the defendants are required to apply the same rates to traffic between Chattanooga and points north of the Ohio river routed via Brookport, Metropolis and Joppa and complainant's boat line as they contemporaneously apply on traffic routed via their southern rail connections. Defendants are permitted to make a reasonable charge to cover the additional expense, if any, of interchange with boat lines over and above the cost of interchange with rail carriers. It is estimated that the ruling will affect a saving of approximately 33 per cent in freight charges over the all rail rates.

Carl J. Maural Becomes Dry Kiln Expert for New England Westinghouse Company Interests

Carl J. Maural, in charge of the dry kiln department of the A. H.

Andrews Company, Chicago, has been appointed special consulting engineer for the New England Westinghouse Company, 165 Broadway, New York, and will be consulted in all matters pertaining to the drying of lumber. Mr. Maural is exceptionally well qualified to give expert advice on matters of this sort and will unquestionably prove of value to the Westinghouse interests.

The A. H. Andrews Company has been awarded the contract for a large battery of lumber kilns with all accessory equipment of improved Maural type. These kilns will be installed at the East Springfield, Mass., plant of the Westinghouse company in the very near future.



CARL J. MAURAL.

Pertinent Information

Philippine Market for American Lumber

The Bureau of Foreign and Domestic Commerce has issued a short monograph on "Philippine Markets for American Lumber," by commercial agent Franklin H. Smith, who is investigating the lumber trade in the Far East. The Philippine market, so far as imports are concerned, is dominated by American lumber. The Islands provided a market for more than \$500,000 worth of forest products in the twelve months ended June 30, 1914, and practically the entire quantity represented by these figures was shipped from the Douglas fir mills of Washington and Oregon and the redwood mills of California.

Mr. Smith found, however, a sharp competition by native woods, and it is his opinion that this will inevitably become keener. Each succeeding year, he thinks, will witness an increasing cut of Philippine woods. The conclusion reached is that the prospective demand for American lumber in the Philippines is not particularly encouraging.

This publication may be obtained for 5 cents from the Superintendent of Documents, Washington, D. C. It is Special Agents Series No. 100.

Railroads Becoming More Active

The railroads are showing a disposition to increase their equipment and to do a great deal more work at their shops. Only recently the Illinois Central has greatly increased the number of men employed at its shops at Paducah, Ky., and has likewise increased the number of hours. The St. Louis, Iron Mountain & Southern has put 1,500 men to work in its plant at Argenta, a suburb of Little Rock, within the past two or three days. The Southern Railway has also largely increased the number of men employed at its shops at Knoxville, Tenn. The St. Louis Southwestern a short time ago started up its machinery at its shops at Pine Bluff and there is hardly a railroad system operating in the South and Southwest which is not making preparations for a larger volume of traffic which is expected to follow the movement of cotton and other crops this fall and winter. In this connection it may be noted that the Rock Island system is taking the necessary steps to secure a court order which will make possible the purchase of between three and four million dollars' worth of equipment. The Illinois Central and several other lines operating through the Mississippi valley have placed substantial orders for cars and other rolling stock within the past few weeks and there is every indication that the railroads are becoming customers of the lumbermen to an increasing extent. In fact, advices from Chicago within the past few days have suggested the placing of large orders for pine lumber and timber on the part of railroads operating in the West and Northwest. The absence of the railroads as active buyers of lumber and timber during the past two years or more has been a decidedly adverse factor in the lumber market and the disposition on their part to return is regarded as a distinctly favorable development.

A Guide to a Business Education

Many a business man has been confronted with some question on which he wants advice without being able to put his hand on the proper source of information that he seeks. There are books on any and all subjects that would interest the business man and to know exactly where they can be found would be valuable to almost anybody.

L. F. Grammes & Son of Allentown, Pa., have for the purpose of educating their employes gathered together at a great expenditure of time and money, and through the services of an expert in this direction, a library of all the volumes necessary to make a complete listing. In order that others might be able to secure the information the company has gotten together a catalogue or guide entitled "Guide to a Business Education." The book is nicely and substantially prepared and in order that the cost may be covered it is offered to those interested for a modest sum.

Western Laurel Used for Furniture

In the reception hall of the California building at the Panama-Pacific International Exposition at San Francisco there are exhibited several beautiful pieces of furniture made from California laurel, these having been presented by Mrs. Phoebe A. Hearst.

The California laurel while not commensurate in importance with the better known hardwoods is a really beautiful wood for cabinet and similar purposes. It was formerly used to a considerable extent for furniture, billiard tables and cafe fixtures, but for a number of years has been displaced by mahogany and oak.

The pieces which excite most attention are four serving tables and settees which surround the large table in the center. The center piece is twelve feet square and the whole set is done in antique finish.

Norway Pine in the Lake States

A bulletin written by Theodore S. Woolsey, and recently published by the Forest Service as bulletin 139, deals with the growth and manufacture of Norway pine. The chief production of lumber from this tree is found in the Lake States, though Norway pine ranges from eastern Canada west to Manitoba, and southward into the northern tier of states. It is sometimes known as red pine, which name is due to the color of the bark. In practically all parts of its range this tree is associated with white pine, and in many early lumber operations the two were cut and sold as white pine without distinction. It is hardy, and appearances indicate that it may be of much importance in the future. It does not attain as large size or as great age as white pine.

Progress in Wood Preservation

The Department of Agriculture, co-operating with the American Wood Preservers' Association, has just published a report of the preservative treatment of timber in the United States in 1914. It was prepared by Clark W. Gould. The quantity of timber treated last year was greater than in any preceding year and totaled 159,582,639 cubic feet, consisting of cross ties, piling, poles, paving blocks, construction timbers, cross arms, and miscellaneous. The volume of cross ties so treated exceeded the combined volume of all other commodities. Construction timbers stand second in quantity, paving blocks third. Approximately one-third of all the cross ties used are first given preservative treatment.

The amount of preservatives consumed has not shown a corresponding increase over figures for former years. The consumption included 79,334,696 gallons of creosote oil, 27,212,259 pounds of dry zinc chloride, and 24,486,637 gallons of miscellaneous liquid preservatives, including refined coal tar, crude oil, and carbolineum oils.

Much has been said recently on the subject of increasing the production of creosote in this country to make good the decline in imports from European countries now engaged in the war.

Lumber Industry at the San Francisco Fair

In addition to the Lumbermen's Building and Home of Redwood, which has attracted no end of attention among visitors at the San Francisco Fair, the lumber industry is well represented by an exceedingly attractive and luxuriously appointed building known as "Home of Redwood," this being the principal exhibit of redwood manufacturers and having been formally opened and appropriately dedicated last May.

Hardwood Kiosk presents herewith a photographic reproduction of this house, which is remarkable in its many well-considered, attractive, architectural and artistic features.

All of the lumber used in the construction of the Home of Redwood, except the floors, is of redwood.

Of course, the main purpose of the exhibit is to show how beautifully redwood can be made up when properly treated, and authoritative samples of many diversified qualities of redwood as building material are thus brought together under one roof.

Redwood has been limited in its distribution heretofore on account of inadequate shipping facilities, but it is now possible for redwood manufacturers to reach other markets, which they seem to be doing in an effective way.

Perkins Glue Company Awarded Important Decision

The Perkins Glue Company, South Bend, Ind., originators and patentees of Perkins Vegetable Glue, was awarded a decisive decision in its suit against the Solva Waterproof Glue Company, Burch-Kane Company, Lowell R. Burch and Thomas B. Kane, for infringement thereof, the decision being handed down by the United States District Court in Chicago by Judge Sanborn.

The patents covering vegetable glue and its purchase were emphatically sustained, and the court awarded a decree adjudging infringement by the Solva Waterproof Glue Company, Burch-Kane Company, Lowell R. Burch and Thomas B. Kane, and for an accounting as prayed for, and injunction with costs.

The court in its decision said:

The veneer gluing industry is now very extensive. Veneers are made with from two to five layers, often with the grain at right angles in the adjacent sheets, and are very strong, durable and ornamental. Before the Perkins invention the more expensive animal glue was used exclusively for this purpose, but the former may now be used as a substitute. The Perkins invention has been very successful. Millions of pounds of what is called the glue base (being the product of the first step of the alkali patent) are sold each year. The patents are meritorious and valuable inventions, and have been successful. They should not be narrowly construed, but treated as a distinct advance in the art, achieved only by long and exhausting trials. I think they should be sustained.

New North Carolina Mills

The Andrews Manufacturing Company has completed a large hardwood sawmill at Andrews, N. C., and has commenced operations with plenty of work in sight to keep the machines going at full capacity. The plant will specialize in the manufacture of the hardwoods of western North Carolina, which include several species of oak, chestnut, beech, yellow poplar, maple, and others.

This plant is perhaps the most modern of the kind in the South, all machinery being of the newest and most improved type, several being entirely automatic in their action; and unlike most of plants of the kind, each machine is driven by an individual motor nearby, there being fifty or more machines a fifteen hundred horse-power generator furnishing the current. Steam for the dry kiln is furnished by four large boilers, chips and shavings being the fuel used at present, the usual special equipment being used for combustion.

Forest Service Buys Eastern Land

On June 23 the Forest Service closed the purchase of 97,880 acres of eastern lands for \$386,000. The lands will be managed as National Forests.

The largest parcel is in the Boone purchase area in North Carolina, a block of 36,386 acres, which the owners have agreed to sell for \$1.90 per acre; the next largest is in New Hampshire, a group of tracts comprising 23,518 acres, one of which will close a gap between the tracts already acquired in that region, the price being \$7.21 per acre. The rest of the purchase is distributed as follows: 9,723 acres at \$4.96 per acre in the Monongahela area, West Virginia; 3,062 acres at \$3.16 per acre in the Petomaca area, Virginia and West Virginia; 264 acres at \$3.50 per acre in the Massanutten area, Virginia; 198 acres at \$3.49 per acre in the Shenandoah area, Virginia and West Virginia; 13,423 acres at \$2.77 per acre in the Natural Bridge area, Virginia; 7,694 acres at \$2.89 per acre in the White Top area, Tennessee and Virginia; 626 acres at \$5.55 per acre in the Savannah area, North Carolina; 1,651 acres at \$7.28 per acre in the Nantahala area, North Carolina; 330 acres at \$4.67 per acre in the Cherokee area, Tennessee; and 1,016 acres at \$5.33 per acre in the Georgia area, Georgia.



THE HOME OF REDWOOD, SAN FRANCISCO FAIR

Tool Handles Classified in Argentina

According to an Argentine customs decision of February 17, 1915, handles for artisans' tools included under Tariff No. 901, for which the official tariff valuation is \$1.93 per hundred, are not to exceed 29.5 inches in length. Handles of greater length are to be assimilated to handles for axes, shovels, etc., which are dutiable under an official valuation of 15 cents per dozen. The rate of duty is in both instances 27 per cent of the official valuation, inclusive of surtax.

Pure Maple Sugar in Canada

A recent amendment to the Canadian Adulteration Act forbids the manufacture or sale in Canada of any article of food resembling or being an imitation of maple sugar or maple syrup which is not pure maple sugar or maple syrup. It is further provided that the word "maple" shall not be used on the label in combination with any other words or letters unless the contents are absolutely pure maple sugar or syrup.

Increasing Imports of Gold

The inward flow of gold, which became pronounced about the commencement of the current year, continued in May at an accelerated rate. Imports amounting to \$31,136,311, against \$1,972,411 in May, 1914. Gold exports totaled \$1,277,554, compared with \$16,835,262 in May, 1914. In the 11 months ending May 31, 1915, gold imports totaled \$119,227,015, an increase of \$58,505,468, while gold exports aggregated \$143,402,160, an increase of \$79,470,695 over a like period one year ago.

The Imports for May

During May, 1915, imports into the United States totaled \$142,284,851, against \$161,281,515 in May last year and \$133,723,713 in May, 1913. Exports in May exceeded by \$79,160,671 the largest May record previously made, being \$273,768,093, against \$194,607,422 in May, 1913, and \$161,732,619 in May last year.

Of the May, 1915, imports 60 per cent entered free of duty, compared with 62.8 per cent in May, 1914, and 51.6 per cent in May, 1913.

New Logging Road in Pennsylvania

The Mellon interests, of Pittsburgh, announce their purpose of building a new logging road on Back creek, Fayette county, Pa., to open a tract of hardwood timber. The proposed line will connect with the Indian Creek Valley Railroad. Although that is a very old settled part of the county, it yet contains several tracts of fine timber. One of the diaries of George Washington, dating from 1770, makes particular mention of the condition of the timber in that region.

Large Hardwood Shipment

On June 25 the Lamb-Fish Lumber Co., Charleston, Miss., shipped 210 carloads of hardwood lumber. It is probable that it was a record breaker for hardwood shipments in a single day. At any rate, the report of such a shipment contains little food to feed the hunger of pessimists who prefer to look upon the dark side.

Wood Waste Purchase Grows

Since the inauguration of the wood waste exchange by the Forest Service last April it has received a great many requests from mills and factories having waste material for sale or desiring to secure waste material from other institutions which they can use as primary raw material. The Forest Service has been successful in interesting both sides in the possibility of saving valuable material by being placed in touch with possible users in other lines, which makes profitable the utilization of left-over pieces from one industry for use in another.

Ash Oars Wanted

A manufacturer's agent in England informs an American consul in that country that he desires to communicate with American manufacturers and exporters of ash oars. Persons who wish to investigate the opportunity may obtain the name of the English parties by writing to the Bureau of Foreign and Domestic Commerce, Washington, D. C.

THINK

Of Us, When in Need of Better Hardwoods!

TENNESSEE VALLEY

Hardwood Lumber and Hardwood Flooring

When you get



Are the Best

Our Motto—"Dry Stock. Straight National Grade. Prompt Shipment"

Our four band mills have a capacity of 150,000 feet per day, and our

Hardwood Flooring Plant

will manufacture 50,000 feet per day.

We want your business, and you will want our Lumber, if you will give us a trial order. Get our prices, give us an order, and be convinced.

We have at present a well assorted stock of

**15,000,000 Feet of Fine Quartered White Oak
Plain White and Red Oak, Poplar, Ash,
Tupelo and Sap Gum**

Send Us Your Inquires

H. H. HITT LUMBER COMPANY
DECATUR Eastern Representative **ALABAMA**
W. F. BIXBY, Jamestown, N. Y.

VENEER MACHINERY



MERIT
VENEER
LATHE

SEND FOR CATALOGS ON

VENEER CUTTING AND DRYING MACHINERY

MERIT
VENEER
CLIPPER



MERRITT MFG. CO.

LOCKPORT, N. Y., U. S. A.

BAND SAWED WISCONSIN HARDWOODS

Dry Stock For Prompt Shipment

BASSWOOD		BIRCH	
20M 4/4 No. 3 common		70M 4/4 No. 1 com. & bet. plain	
30M 1x4 No. 2 and 3 common		100M 4/4 No. 1 com. & bet. red	
15M 5/4 No. 1 com. and better		5M 5/4 1st and 2nd red	
25M 5/4 No. 1 common		10M 5/4 No. 1 common red	
10M 5/4 No. 2 common		6M 5/4 No. 1 common plain	
20M 5/4 No. 3 common		3M 6/4 1st and 2nd plain	
13M 6/4 1st and 2nd		13M 6/4 1st and 2nd red	
15M 6/4 No. 1 common		4M 8/4 1st and 2nd plain	
15M 6/4 No. 3 common		6M 8/4 1st and 2nd red	

WHITE OAK		ROCK ELM	
10M 8/4 No. 1 and No. 2 com.		50M 8/4 No. 2 com. and better	

HARD MAPLE

40M 8/4 No. 2 common and better

Our 1914 cut of well assorted HARDWOODS AND HEMLOCK will soon be in shipping condition.

Send us your inquiries

ARPIN HARDWOOD LUMBER COMPANY

Grand Rapids, Wis. ATLANTA, WIS.

Saw mills and planing mill at Atlanta, Wisconsin.

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

Aeroplane to Locate Forest Fires

Hereafter, an aviator and his hydroaeroplane will play an important part in the work of hunting for forest fires in the Wisconsin lumber country. Jack Vilas having been appointed a forest ranger, with headquarters at Trout Lake. F. M. Griffith, Wisconsin state forester, recently made an ascent with Vilas, making an altitude of 1,200 feet. The ease with which even a little fire several miles away was located, so impressed the chief forester that he made Vilas a forest ranger. Heretofore, the view a ranger has had of the surrounding country has been limited to that given from a sixty-foot tower at the various forestry stations. Vilas recently discovered a fire thirty miles away and on investigation found he had made an accurate estimate of its distance and extent. The hydroaeroplane will reach the place of a fire within a few minutes, where with ordinary facilities of the forest ranger, hours would be consumed. Hard trips on foot over trails to learn the extent of fires far from roads will be avoided.

Hardwood News Notes

< MISCELLANEOUS >

The Bennett Seating Company has been incorporated at Louisville, Ky. The Union Sash & Door Company has been incorporated at Cleveland, O. The Azalea Woodworking Company, Azalea, N. C., recently suffered a loss by fire.

A receiver has been appointed for the Paoli Hardwood Lumber Company, Paoli, Ind.

It is announced from Des Arc, Ark., that the Waelten Ingram Veneer Company has increased its capital stock to \$20,000.

A. T. Cook, senior member of the firm of A. T. Cook & Son, lumber manufacturers of DeValls Bluff, Ark., died June 11.

The J. G. Cherry Company, manufacturers of creamery supplies, egg boxes, etc., at Cedar Rapids, Iowa, has increased its capital stock to \$1,000,000.

The John J. Soble Lumber Company, Inc., wholesale lumber dealer of Rochester, N. Y., announces that Mr. Arthur M. Seatt, formerly of Elizabethton, Tenn., is now connected with that firm as salesman in western New York and Pennsylvania.

It is announced that the Haughton Veneer Company of Grand Rapids, Mich., has leased a store room in the Morton House block where during the coming month it will make an exhibit of high-grade veneers, featuring American walnut and mahogany stock.

< CHICAGO >

J. H. Himmelberger of the Himmelberger-Harrison Lumber Company, Cape Girardeau, Mo., was in the city several days a short time ago.

Frank F. Fee left Chicago last week after being here for a considerable period on business. Mr. Fee said he came here merely to size up the local situation, but he evidently was successful in landing some satisfactory orders.

George O. Worland, secretary-treasurer and general manager of the Evansville Veneer Company, Evansville, Ind., was in the city this week on business connected with his company.

William B. Greeley, assistant forester, United States Forest Service, Washington, D. C., was in Chicago the early part of this week in conference with local representatives of the Service.

Eddy B. Brown of the Eddy B. Brown Lumber Company, Memphis, Tenn., and also known as a prominent handler of dimension stock at Buffalo, N. Y., passed through Chicago last week on his way home from an extended stay in Memphis.

Hardwood RECORD acknowledges receipt of two pamphlets bearing on Export Timbers and Forest Resources of the Philippine Islands, published by the Forest Service and especially referring to the International Exposition at California.

"Second Trip into Oblivion" is the title of a cleverly gotten up pamphlet issued by the Louisville Veneer Mills, Louisville, Ky. The pamphlet is designed to increase the interest in figured gum in which this company has been specializing for years.

The Southern Pine Association, New Orleans, La., has issued a booklet containing the opinions of civil engineers, paving experts, street commissioners, etc., regarding the use of creosoted wood blocks for paving.

The Engelhardt Seybold Company, Chicago, Ill., has filed an involuntary petition in bankruptcy.

The Sterling Millwork Company has started business at 6435 North Clark street, Chicago.

Charles Powell of the Fullerton-Powell Hardwood Lumber Company, South Bend, Ind., was in the city a few days ago.

M. J. Fox of the Von Platen Lumber Company, Iron Mountain, Mich., spent a couple of days in the city recently.

< BUFFALO >

The Yeager Lumber Company reports that trade has improved somewhat during the past month. One of the woods which has been selling



WE DON'T MERELY BUY LOGS; WE SELECT THEM. THE ABOVE "SIMON-PURE" INDIANA FORKED LEAF WHITE OAK LOGS ARE MERELY AVERAGE LOGS WITH US. THIS IS ONE REASON WHY OUR OAK VENEER IS THE ACCEPTED STANDARD.

Importers and Manufacturers

Mahogany and Cabinet Woods — Sawed and Sliced

**Quartered INDIANA White Oak, Red Oak,
Figured Red Gum, American Walnut, Etc.**

**Rotary Cut Stock in Poplar and Gum for Cross
Banding, Back Panels, Drawer Bottoms and Panels**

The Evansville Veneer Co.
Evansville, Indiana

well for the past few weeks is cypress, of which a large stock is carried.

The Atlantic Lumber Company has been selling large blocks of chestnut lately, and it is finding high-grade cherry moving well. There is a great scarcity of tough white ash, it is stated.

A. W. Kreinheder's name is being suggested by many friends as a candidate for the office of commissioner of this city under the new form of charter government to go into effect the coming year.

The Hugh McLean Lumber Company has had some export business during the past month in oak and white ash and more is expected this month. Ocean rates are reported as still very high.

Taylor & Crate have had a number of lake cargoes of maple, birch and basswood during the past month, finding it more satisfactory to handle lake stock this year than last by reason of lower mill prices.

Jackson & Tindle had a loss by fire at their Munising, Mich., sawmill recently, and the plant is to be rebuilt. W. K. Jackson has been spending some time on the ground, arranging for rebuilding.

Charles N. Perrin has returned from a ten days' automobile trip through the southern part of the state and into Pennsylvania. Blakeslee, Perrin & Darling say that the hardwood trade is holding about steady.

Miller, Sturm & Miller have been receiving a number of cars of maple from Pennsylvania. A fair hardwood trade is reported, especially in maple, oak and poplar.

The Buffalo Hardwood Lumber Company reports business picking up. Birch and red gum have been moving better than for some time and gum is now showing more firmness in price.

F. M. Sullivan has returned from a business trip to northern Canada in the interest of T. Sullivan & Co. The trade in brown ash has lately been showing up quite well.

G. Elias & Bro. have been getting a large amount of business in the building line this summer. The yard has received a number of lake cargoes in hemlock and white pine.

Plans for the approaching outing of the Buffalo Lumber Exchange are not yet perfected, but the members of the committee say that it is proposed to make an auto trip to the Buffalo Automobile clubhouse at Clarence, seventeen miles from the city, some time this month. The lumbermen generally favor such an outing and all are anxious to go on a chestnutting expedition this fall, as they did a year ago.

◀ BOSTON ▶

On June 26 Mrs. Florence T. Leatherbee, wife of Andrew F. Leatherbee, one of the oldest dealers in Boston, died at her home in Boston.

A fire, which threatened the yard of Lawrence & Wiggin in the Charles-

town district, where they have recently concentrated their entire business, was extinguished in time to prevent serious loss, the total sustained being estimated at \$1,500.

William B. Gaines of Greenfield, Mass., who has been prominent in lumber trade circles in the state for many years, died in that city on June 15, being at the time of his death treasurer and manager of the Franklin County Lumber Company.

◀ PITTSBURGH ▶

A. Dale McMillan, a member of the former McMillan Lumber Company of this city, now represents the G. H. Crawford Lumber Company, big wholesalers and manufacturers of Elkins, W. Va., and has established selling offices at 701 Union Bank building, this city. His brother, A. K. McMillan, is manager of the Crawford Lumber Company's plant at Elkins.

The Federal Lumber Company reports that hardwood business is picking up some. Its president, E. E. Gregg, spent two weeks lately in the East and in Michigan.

The C. E. Breitwieser Lumber Company finds hardwood orders difficult to get, although considerable business is coming its way. Frank Smith, of this company, is working the hardwood trade among eastern manufacturers this week.

The Germain Company reports no improvement in coastwise business, as rates are excessive, it is said. No new export orders have come to light lately. A. A. Germain, of this company, returned a few days ago from a long trip through the South.

L. L. Sattler of the Sattler-Munsell Lumber Company, is back from a two weeks' trip among the mills of North Carolina. He thinks that stocks there would be pretty large had it not been for the immense operations of the Dupont people at City Point, Va., where they have used 50,000,000 feet of lumber during the past six months.

The Southwestern Lumber Company, according to its president, D. C. Pettit, notes considerable improvement in business. Even in building, Mr. Pettit says, things are beginning to come along and hardwoods are getting in much better demand.

The A. & D. Lumber Company is a new concern which has lately located in the Hartje building on Wood street. W. A. Kessler, president of the former Crescent Lumber Company, which made a specialty of ties and poles, is head of the new concern.

Twenty-eight firms, members of the Pittsburgh Wholesale Lumber Dealers' Association, and 42 concerns belonging to the Pittsburgh Lumbermen's Club, were represented at the annual lumber picnic at Key-

F. M. CUTSINGER

SUCCESSOR TO
YOUNG & CUTSINGER

Manufacturers of

Southern Hardwoods

We Have Specialized in

High Grade
Quartered Oak

For the Last 12 Years

Draw Your Own Conclusions

EVANSVILLE,

INDIANA

tono Park, Edinwold, fifteen miles up the Allegheny river on Saturday, June 26. The entertainment committee included John P. Garling of Garling & Splane; J. B. Montgomery of the American Lumber & Manufacturing Company, and J. G. Criste of the Interior Lumber Company for the wholesalers, and Carl Van der Vort, H. E. McBride and C. W. Jans for the retailers. John C. Longes is president of the wholesale association and Charles H. Bruckman of the lumbermen's club. The fun was fast and furious and included baseball and football games, a tug of war, battle royal, poker games and a fine lunch furnished by the Joyce Catering Company of this city.

< BALTIMORE >

The North Fork Lumber Company of Boyer, W. Va., has been incorporated with a capital stock of \$500,000 to engage in lumbering operations. The incorporators are John W. McElough of Boyer, formerly of Friendsville, Md.; A. D. Nell and Oscar Latt of Elkins, W. Va.; H. G. Bowers of Punxsutawney, Pa., and G. C. Hamilton of Burner, W. Va.

The Parsons Pulp & Lumber Company of Parsons, W. Va., and Lukens, Md., is arranging to build a large hardwood mill at Horton, W. Va., according to information received here, to cut out the vast acreage of hardwoods the company owns in that section. The mill and machinery being dismantled at Laneville, W. Va., are being moved to Horton and will be used there. The plant is to have a daily capacity of about 40,000 feet, and it is estimated that twenty years will be required to saw out the stumpage in this section. The soft wood mill at Horton is running full time and a number of men are employed in the construction of the new plant and in other work.

J. H. Mackelduff of the Case-Fowler Lumber Company of Macon, Ga., was a visitor in Baltimore ten days ago and saw some of the hardwood men here. He stated that he found business rather quiet, though the market had an undertone of strength.

David T. Carter of the wholesale hardwood firm of David T. Carter & Co., Law building, has been on a week's trip to mills in the South taking up stocks and getting information at first hand in regard to the feeling at producing points. Mr. Carter is receiving condolences on the death of his father, John M. Carter, a Mason of high standing and an attorney of prominence.

T. M. Vansant, for years connected with the Morgan Millwork Company and well known in the sash and door trade, has connected himself with the Barker Burgan Company, 1022 Pawn street, Baltimore. Mr. Vansant has the best wishes of the trade in his new venture.

Cooperation in fire protection received thorough consideration at a forestry conference held at Montreat, N. C., two miles from Black Mountain station, July 6 to July 9. Lumbermen from North Carolina and a number of other states attended, all those who hold interests in the timber area of the old North state having a special reason for sending delegates. R. E. Wood, president, and G. L. Wood, general manager of the R. E. Wood Lumber Company, Baltimore, were among those in attendance, as well as Wm. L. Hall, who has charge of the federal forest area in the East; J. G. Peters, in charge of co-operative fire protection in North Carolina under the Weeks law, and W. W. Ashe, from the Forestry bureau at Washington, together with a number of local federal officers, and the subject of protecting the timber regions from fires was discussed in all of its bearings. The purpose of the conference is to have the state of North Carolina, the federal government and the private owners of the timber areas in the state work together, employing fire wardens, paid by the three interests and devising an efficient system of patrol. This, it is felt, will be the means of preventing much of the destruction now caused annually by forest fires, and will go far to preserve the timber wealth of the region. One of the diversions of the conference was a trip up Mount Mitchell, the highest point east of the Rocky mountains. Important lumbering interests are located at Black Mountain, and operations there will be inspected by the members of the conference.

< COLUMBUS >

Papers have been filed with the secretary of state increasing the capital of the Marquette-Kerr Lumber Company of Youngstown, Ohio, from \$25,000 to \$75,000.

The Union Sash & Door Company of Cleveland has been incorporated with a capital of \$10,000 by B. A. Oberlin, W. A. Downes, John Brandenburg, E. A. Oberlin, Jr., and Margaret Mullen.

The control of the Buckeye Mill & Lumber Company of Jackson, O., has been purchased by a syndicate of Jackson business men. Work will start on the construction of a new mill to replace the one destroyed by fire.

J. T. Hamilton has recently entered the commission business at Delta, O.

The American Lumber Company is the name of a new concern which has taken over the business of the American Lumber & Supply Company at Canton, O.

Steps are being taken to secure a large appropriation for the Ohio river from the coming session of the federal congress. At a meeting of business men in Cincinnati recently the campaign was started. The

West Virginia Hardwoods

Ready for Prompt Shipment

10,000'	4 1	1s and 2s & No. 1 Common Ash
9,000'	4 1	1s and 2s Basswood
30,000'	1 1	1s and 2s Chestnut
300,000'	1 4	Wormy Chestnut
100,000'	1 1	No. 3 Common Chestnut
28,000'	5 4	1s and 2s & No. 1 Common Chestnut
50,000'	5 4	Wormy Chestnut
30,000'	6 1	No. 3 Common Chestnut
15,000'	4 1	Logrun Maple
15,000'	5 4	Logrun Maple
18,000'	10 1	Logrun Maple
2,500'	12 1	1s and 2s & No. 1 Common Maple
125,000'	1 1	No. 1 Common Poplar
11,000'	1 1	1s and 2s Poplar
68,000'	4 4	1s and 2s & No. 1 Common Red Oak
18,000'	6 1	1s and 2s & No. 1 Common Red Oak
12,000'	6 1	No. 2 Common Red Oak
15,000'	8 4	1s and 2s & No. 1 Common White Oak
15,000'	8 1	No. 3 Common White Oak
50,000'	8 1	Sound, Square Edged White Oak
32,000'	8 1	Stock Widths White Oak
60,000'	3x4 & 3x5	Oak & Hardwood Mine Rails
3 cars	1/2"	Slack Barrel Staves, 40 & 42" long
7 cars		Chestnut Telephone Poles

Alton Lumber Company

Lock Box No. 86, Buckhannon, W. Va.

Band Mill: Mill Creek, W. Va.

Circular Mill: Todd, W. Va.

Mention Hardwood Record when writing

Perkins Glue Fast Becoming the Standard For All Veneer Work



Manufacturers who use glue for veneer laying and built-up panel work are rapidly realizing the advantages of a glue that does away with the hot, bad-smelling glue room necessary with hide glue and are adopting the modern and efficient

Perkins Vegetable Veneer Glue

because it does away with the cooking process, being applied cold. It is equally as efficient as hide glue and at a saving of no less than 20 per cent over hide glue costs. It gives off no bad odor and may be left open a number of days without souring or in any way affecting its adhesive qualities.

Every shipment is absolutely uniform.
The use of Perkins Glue does away

with blistered work and is affected in no way by climatic changes, thus increasing the advantages of manufacturers, who must ship their goods to hot, cold or damp climates.

Unsolicited testimonials from hundreds in all glue using lines praise its efficiency and economical application.

Write us today for detailed information.

PERKINS GLUE COMPANY

Originators and Patentees

805 J. M. S. Building, SOUTH BEND, IND.

object is to secure a nine-foot stage the year around from Pittsburgh to the Mississippi river.

At Akron, O., G. W. Galehouse has started the wholesale lumber business, handling both yellow pine and hardwoods.

R. W. Horton of the W. M. Ritter Lumber Company reports a fairly good demand for hardwoods when business conditions are taken into consideration. Prices are generally well maintained at the levels which have prevailed. Some cutting is reported but not sufficient to demoralize the market. Shipments are coming out promptly. The best feature is the buying on the part of retailers.

A. C. Davis of the A. C. Davis Lumber Company reports a slightly better demand for hardwoods since the building season has progressed satisfactorily.

J. A. Ford of the Imperial Lumber Company says trade in hardwoods is holding up fairly well despite the business depression. Shipments are coming out promptly.

INDIANAPOLIS

Frederick W. Brandt of this city, a retired cooperage and box manufacturer, was killed in an automobile accident at Plymouth, July 4.

The plant of the Thomas Graham Company, spoke manufacturers at Madison, was destroyed by fire on June 28. The loss was about \$25,000, partially covered by insurance.

E. C. Atkins & Company, Inc., have begun a two-story addition to their factory, to cost \$30,000. The new building is to be occupied by the handle department.

Changes in the Studebaker Corporation, South Bend, took place July 8 when A. R. Erskine succeeded Frederick S. Fish as president, and Mr. Fish, who has been president, succeeded J. M. Studebaker as chairman of the board of directors.

Building permits issued by the city during the quarter ending June 30 amounted to \$1,896,748, as compared with \$3,426,491 issued during the corresponding period of 1914. June permits aggregated \$526,299, as compared with \$841,238 in June, 1914.

The Marion county board of review has concluded its work appraising local corporations, the appraisements forming a basis for taxation. Appraisements of hardwood and veneer concerns were not increased, owing to business conditions of the last year.

Nelson A. Gladding, vice president of E. C. Atkins & Company, Inc., has been appointed by the secretary of the United States treasury to the committee on the Panama group of the Pan-American conferences. The permanent committees will seek to extend financial and trade relations with Latin America.

EVANSVILLE

Victor P. Worland, formerly of Louisville, Ky., for many years engaged as a teacher, has accepted a position with the Evansville Veneer Company, under his brother, George O. Worland, the secretary-treasurer and general manager of the company. He has "buckled down" to his new job and, to use an every day term, "is making good."

A few days ago, at his home at Aurora, Ind., occurred the sudden death of John Jacobs Walters, a well-known retired lumber broker and sawmill operator, at the age of 77 years. His death was due to heart disease. Mr. Walters was a civil war veteran and was well known to the lumber manufacturers and retail dealers of southeastern Indiana.

Mertice E. Taylor, secretary of the Evansville Lumbermen's Club, has written to Mr. Goodwin, general freight agent of the Louisville & Nashville Railroad Company at Louisville, Ky., asking him to give a decision in the milling-in-transit question. For several months past this question has been hanging fire and Maley & Wertz and other hardwood lumber manufacturers in Evansville and vicinity are anxious to have a settlement. Under the present tariff in force on the Louisville & Nashville railroad, the hardwood lumber manufacturers here pay a certain rate on logs that are brought in over the railroad and then if the lumber that is manufactured from these logs is shipped out over the lines of the Louisville & Nashville within one year after the logs are received, a certain rebate is given. The manufacturers say the time limit is too short and they wanted it extended from one year to two years. Secretary Taylor hopes to have the question disposed of by the time of the next regular meeting of the club on the second Tuesday night in September.

Ground has been broken for the enlarging of the plant of the Caswell-Runyan Cedar Chest Works at Huntington, Ind. The new building will give the company 17,000 feet additional floor space.

Thomas Christian of Maley & Wertz is back from a business trip. He reports that trade is holding its own fairly well, but he expects some improvement after the new wheat crop has been moved.

Elmer D. Lubring of the Wolfen-Lubring Lumber Company, and past exalted ruler of the Evansville Lodge of Elks, represented the local lodge at the national convention of Elks held at San Francisco, Cal.

A. R. Messick of the Vulcan Plow Company, this city, accompanied by his wife, attended the national convention of Shriners at Seattle, Wash., and they expect to spend several weeks on the Pacific coast.

During the past two weeks Charles H. Barnaby, the well-known manufacturer of hardwoods at Greencastle, Ind., has shipped several thousand feet of gunstock blanks to New York, from where they were sent to Europe,

Kentucky Oak

results in

Satisfied Artisans

meaning

Money Saved

ITS growing conditions ENFORCE an unvarying uniformity of color and grain. Its texture has a silky softness that delights and contents your workers.

ITS beautiful, clean boles make possible unusual widths and lengths in which we specialize.

The following values,

All Kentucky Stock Should Attract You

3 car 4 4 1st & 2nds Plain White Oak	2 cars 5 4 No. 1 Common & Better Plain Oak
3 cars 4 4 1st & 2nds Plain Red Oak	1 car 5 4 Sound Wormy Chestnut
10 cars 4 4 No. 1 Common Plain White Oak	10 cars 4 4 Sound Wormy Chestnut
50 cars 4 4 No. 1 Common Plain Red Oak	5 cars 4 4 1st & 2nds Chestnut
10 cars 4 4 No. 2 Common Plain White Oak	5 cars 4 4 No. 1 Common Chestnut
25 cars 4 4 No. 2 Common Plain Red Oak	3 cars 4 4 1st & 2nds Poplar
1 car 5 4 Sound Wormy Oak	2 cars 4 4 No. 1 Common Poplar
3 cars 4 4 Sound Wormy Oak	2 cars 4 4 No. 2 A Poplar
3 cars 5 4 No. 1 Common Mixed Oak	1 car 6 4 Log Run Beech
1 car 5 4 No. 1 Common Plain White Oak	2 cars 8 4 Log Run Hard Maple
	1 car 8 4 Common & Better Hard Maple

E. R. SPOTSWOOD AND SON
MANUFACTURERS
LEXINGTON, KENTUCKY

SPECIAL PRICE FOR QUICK SALE:

No. 1 Com. Hickory:	No. 2 Plain Oak:
8 cars 1½" to 4"	5 cars 1"
No. 1 Com. Poplar:	No. 1 Common Ash:
15 cars 5/8" to 4"	3 cars 2"
No. 1 Plain Oak:	1 car 2½"
20 cars 1" to 4"	

Goodlander-Robertson Lumber Company

MANUFACTURERS AND WHOLESALERS
HARDWOOD LUMBER

Yards and Office:

Kansas Avenue Memphis, Tenn.

to be used by some of the waiting nations. Mr. Barnaby is filling a large European gunstock order and he is now getting walnut logs from all parts of the state. His mill is a busy place just now and will continue so for some time to come.

During the past few days a good many logs have been received here by John A. Rutz & Sons and the Chapman Rutz Sons Company. Most of the logs were cut along Green, Barren and Pond rivers in western Kentucky and rafted here.

Paul W. Lohring of the Wollin Lohring Lumber Company and grand regent snook of Elco-Hoo for this district, has been recently urged by many members of the order to arrange for a big concentration at Evansville in the near future. Mr. Lohring is heartily in favor of the suggestion, he says, but prefers not to have the concentration before September or October.

Employment has been given to about 150 men at the plant of the Hercules Buggy Company here by the installation of a new department, the company having decided to manufacture automobile truck bodies.

George O. Worland, secretary and treasurer of the Evansville Veneer Company, reports trade coming along all right and believes that the next few months will bring the company in a nice lot of business. Mr. Worland has been complimented highly by many of his friends over the company's initial "ad" in *Hardwood Record* of June 10. The "ad" was a beauty, well arranged, novel and attractive and was read by many people in this section. There is no question but that the products turned out by the Evansville Veneer Company are popular and they are growing more so every day.

O. Grimwood of Grimwood and Hinton, hardwood lumber manufacturers of this city, has returned from a log purchasing trip to Orange and adjoining counties in Indiana. He purchased a large number of walnut logs and stumps, the latter of which will be sold to veneer factories.

The veneer manufacturers of Evansville, Cairo, Ill., Tell City, Ind., and Jasper, Ind., report a good steady business at this time. The large veneer factories in this city are being operated on full time and the outlook for future business is very encouraging.

John C. Keller, traffic manager of the Evansville Lumbermen's Club, has been re-elected secretary of the Evansville Business Association, which position he has ably filled for a number of years past.

Walter E. Blount of the Blount Plow Company, who was recently elected president of the Evansville Business Association, is greatly interested in the trip to be taken soon by manufacturers and business men of the United States to the South American republics in order to cultivate trade relations with those countries. The lumber manufacturers of this section are also taking a deep interest in the forthcoming trip. Recently a well known hardwood company of Evansville sent a big consignment of lumber to Argentine Republic, the first time that Evansville lumber had ever been sent to that far-away South American country.

Mertice E. Taylor of Maley & Wertz, and secretary of the Evansville Lumbermen's Club, reports that the up-town sawmills are handling little sycamore at the present time. The river mills, however, are disposing of quite a lot of sycamore. A great deal of ash is being used by the handle factories of this section. During the past week gum has picked up a great deal, due to the fact that the furniture factories are running on better time. Mr. Taylor states the manufacturers of this section are not buying many logs at the present time, although the prices on logs are lower than they were a year ago this time and manufacturers have been buying logs as they need them. Most of the logs used by the Evansville mills come from Tennessee and the south, although the river mills receive many logs from points along Green, Pond and Barren rivers in western Kentucky.

William H. McCurdy, president of the Hercules Buggy Company, this city, announced a few days ago that in a short time the company will begin the manufacture of tractors to assist farm work. Mr. McCurdy owns the full patents on the tractor that is to be turned out and it is probable that a separate company will be formed for its manufacture. It is estimated that in two years the company will be putting out about 5,000 tractors.

The large hardwood mills in Evansville and vicinity continue to operate on an average of about eight hours a day.

MEMPHIS

C. E. Tedrick of the Brown Lumber Company, Hiwannee, Miss., is authority for the statement that the planing mill of this firm, which was destroyed by fire some time ago with a loss of \$50,000, will be rebuilt as quickly as possible. He also says that the most up-to-date machinery will be installed.

W. S. Elder, Brownsville, Tenn., has acquired the hickory stumpage on 15,000 acres of timberlands belonging to J. F. McIntyre & Sons, Pine Bluff, Ark. This property is located in the Saline River Valley, about twenty miles south of Pine Bluff and it is estimated that there are about 10,000,000 feet of hickory thereon. Mr. Elder plans to erect mills for the manufacture of this hickory into lumber and all kinds of dimension stock. Hickory is becoming a rather scarce article in the southern hardwood field and this is one of the finest tracts known anywhere in this part of the country. Mr. Elder believes that the timber on his property will furnish activity for his mills for about five years.

The Henderson Lumber Company, Northport, Ala., is making rapid preparations for construction of its new mill, which will have a capacity of 250,000 feet of lumber per day. It is understood that 500

men will be employed. The company owns about 25,000 acres of timberlands in Alabama and the timber will be brought to the new plant partly by rail and partly by water. The Warrior river is available for the rafting of considerable quantities of this raw material.

An interesting announcement will be made within the next few days regarding the booking of a large order of southern hardwoods for shipment to Europe. Members of the firm who have negotiations under way to this end have been in Memphis within the past few days and they said that details had been almost completed and that, as soon as the final touches had been made, they would give out a full statement in regard thereto.

The English Latura Furniture Company, Memphis, has filed an amendment to its charter whereby the name is changed to the English Furniture Company.

◀ **BRISTOL** ▶

The Hice Manufacturing Company of Johnson City, Tenn., which recently completed a new mill, last week received a large order from the English government for walnut specification stock, to be used in the manufacture of stocks for rifles of the allied armies in the European war. The stock is to be shipped in the rough to the munition factories of England. The order will keep the plant busy for some time.

W. S. Whiting, a prominent lumberman of Asheville, N. C., was a recent visitor in Bristol. Mr. Whiting owns a large area of hardwood timber in western North Carolina, which it is understood, he is planning to develop at an early date.

Frank Marphy of the Lovelady Lumber Company, was here this week and reports that his company is cutting about 100,000 feet a day at Jasper, Va., and is shipping about half as much stock as it is cutting.

The Atkins Lumber Company is now cutting about 75,000 feet of stock daily at its new mill at Atkins, Smyth county, Va.

J. A. Wilkinson of the Kingsport Lumber Company, stated this week that his company's two mills at Kingsport are running and that the prospects for business are slightly better than for some time.

The United States Lumber Company is rebuilding its plant at Marion, Va., which was recently destroyed by fire.

Congressman Sam R. Sells of the Sells Lumber & Manufacturing Company of Johnson City, was here last week and reports that the outlook for the hardwood business is better, although conditions at this time are far from satisfactory.

The R. C. Duff Lumber Company is preparing to move its band mill from Duffield, Va., to near Dante, Russell county, Va., where it has purchased a large area of hardwood timber.

◀ **LOUISVILLE** ▶

Herbert Bauman of the Kentucky-Indiana Hardwood Company is being congratulated on the birth of a son, who arrived June 25. He is J. E. Bauman, and is to be a lumberman, according to the proud parent. Mrs. Bauman and the baby are doing nicely.

E. V. Knight, president of the New Albany Veneering Company, has been made a charter member of the New Albany Rotary Club, representing the panel business in the organization, which is international in character and of great influence in many cities.

A high wind which accompanied a severe storm July 1 blew down two smokestacks at the mill of the C. C. Mengel & Bro. Company. Charley Hardin, one of the office force at Mengel's has been distinguishing himself in the doubles of the Falls City tennis tournament.

Harold J. Gates of the Louisville Point Lumber Company, recently won the golf sweepstakes at the Louisville Country Club with a score of 71 net. Mr. Gates has been carrying a fairly large handicap recently, but his good work on the course is expected to result in its being pared down considerably. The mill of the Louisville Point company is now busy in connection with the manufacture of some fine poplar logs, which came down from West Virginia in a raft recently, a million feet being in the raft.

The whisky distillers of Kentucky have decided to reduce the crop in 1915-1916 to 33½ per cent of normal. This of course means a big reduction in the market for whisky barrels and staves, and consequently a good deal of white oak timber which ordinarily is manufactured into cooperage stock will be made into lumber, cross-ties and other products instead.

Smith Milton of the Churchill-Milton Lumber Company is an enthusiast on the subject of a traffic bureau for Louisville. Mr. Milton realizes the need of service of this sort, and has become a member of an out-of-town traffic organization so that he can get the kind of work he requires. Mr. Milton has stirred up a lot of interest on the subject in the Louisville Hardwood Club, which is prepared to cooperate with other business organizations of the city in establishing a bureau. It is figured that the cost of maintaining the right kind of organization would be from \$5,000 to \$10,000 a year.

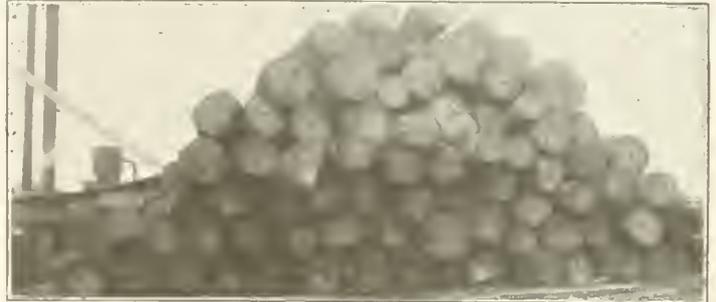
Col. Clarence R. Mengel, president of the C. C. Mengel & Bro. Company, is much interested in the consolidation of the American National and Southern National banks of Louisville. He is a director of the former, and will be on the board of the consolidated institution.

Barry Norman of the Holly Ridge Lumber Company, who has been making his headquarters at the company's mill at Holly Ridge, La., will now work out of Louisville, and will devote all of his attention to sales.

My books are open to prove that every one of the below logs with similar pile immediately behind is

Real Indiana White Oak

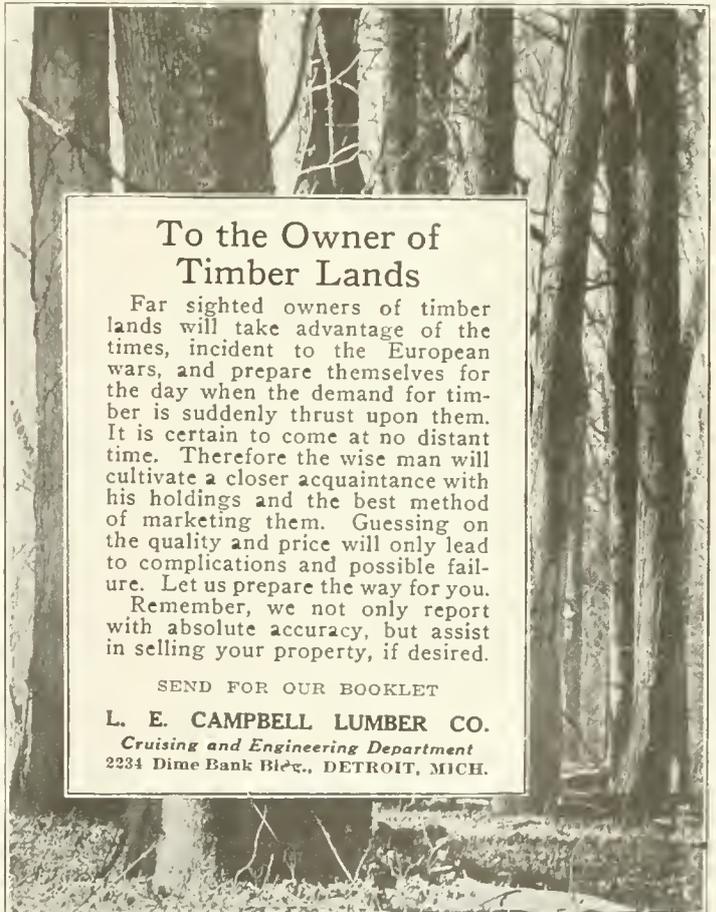
The two piles contain 100,000 feet and not a log is under 24 inches. No other oak ever went through my mill.



Of course it is to my interest to get the highest quality of lumber and veneer (hence greatest return) out of such raw material.

Experienced buyers will need no further reason why they should at least get in touch with me.

CHAS. H. BARNABY
 Manufacturer
 Greencastle, Indiana
 BAND SAWED LUMBER AND VENEERS



To the Owner of Timber Lands

Far sighted owners of timber lands will take advantage of the times, incident to the European wars, and prepare themselves for the day when the demand for timber is suddenly thrust upon them. It is certain to come at no distant time. Therefore the wise man will cultivate a closer acquaintance with his holdings and the best method of marketing them. Guessing on the quality and price will only lead to complications and possible failure. Let us prepare the way for you. Remember, we not only report with absolute accuracy, but assist in selling your property, if desired.

SEND FOR OUR BOOKLET
L. E. CAMPBELL LUMBER CO.
 Cruising and Engineering Department
 2234 Dime Bank Bldg., DETROIT, MICH.

"Made in Bluefield"

*We are Manufacturers
of*

Oak Flooring
Interior Finish Poplar Siding
Ceiling and Dimension
Boards

CAN SHIP MIXED CARS OF ROUGH
AND DRESSED MATERIAL, ALL FROM
STRICTLY WEST VIRGINIA TIMBER

*Planing Mill and
Dry Kiln Facilities*

The McClellan-West Lumber Co.
Bluefield, W. Va.

Peytona Lumber Company Huntington West Va.

— **MANUFACTURERS** —

PLAIN SAWN
RED AND WHITE OAK
YELLOW POPLAR
BASSWOOD
CHESTNUT
ASH AND MAPLE

BAND MILLS:

Huntington, W. Va. Accoville, W. Va.

Mr. Norman recently made a long trip to leading consuming markets and found business greatly improved. He believes that the bottom has been touched, and that trade is now definitely on the up grade.

The July 6 meeting of the Louisville Hardwood Club was held at Brunen's, where fried frogs' legs and chicken were the principal features of the menu. This was the second of the club's excursions into the country, and the number would have been greater except for very unfavorable weather.

The Wood Mosaic Company of New Albany is well sold up on quartered oak, the company having a regular trade on its Indiana and Kentucky stock that very seldom allows a big accumulation. Both the Highland Park and New Albany mills are running, while the flooring factory and veneer in New Albany is also busy.

R. L. Huns of the National Timber Company, Mobile, Ala., was recently in Louisville. He said that production in that section of the country is at a low ebb at present.

J. G. Brown of the W. P. Brown & Sons Lumber Company has been in Detroit and other northern consuming markets recently. Brown Bros. & Carnahan will soon begin shipping lumber from the Furth, Ark., mill, in which T. M. and J. G. Brown are interested.

The Edward L. Davis Lumber Company is now operating a dimension plant at its yard in South Louisville. The sawmill has been down for some time. The company has found the demand for hardwood lumber cut to size satisfactory, but reports that prices are below what they should be.

— < ST. LOUIS > —

The estimated value of building operations for the month of June, 1915, fell off some \$132,000 compared with the same month last year, and the number of the permits also decreased nearly 100. The total number of permits issued in June this year was 863, 450 being for new buildings and 413 for alterations and repairs. The estimated value of these was \$1,465,695. Last June the total estimated value was \$1,598,625 and the number of permits issued was 956.

June receipts of lumber in St. Louis, as reported by the Merchants' Exchange, were 15,746 cars of lumber as against 16,488 cars during June last year, a loss of 742 cars. Shipments were 11,097 cars, as against 12,347 cars last year, a loss of 1,250 cars.

In accordance with the request of Frank G. Hanley, whose death occurred last month, his business will be continued under the same name, the Frank G. Hanley Cypress Company. Mrs. Hanley will have the principal interest in the company and the business will be managed by A. G. Smart. The mills controlled by Mr. Hanley have approved the arrangement and they will give the company the same support as formerly. The arrangement mentioned was suggested by Mr. Hanley previous to his death and he also requested that Mr. Smart manage the business.

— < MILWAUKEE > —

The MacGillis & Gibbs Company, lumber wholesaler, has filed a complaint with the Interstate Commerce Commission against the Northern Pacific railroad, alleging that rates on lumber shipped from Tuscor, Mont., to Clark Forks, Idaho, were unjust and unreasonable. Reparation is asked for.

George F. Luchring has been elected trustee in the case of the bankrupt West Allis Lumber Company of West Allis, Wis. An order has been filed in the bankruptcy court directing the sale of the company's assets at public auction on July 12. The next meeting of the trustees will be held on July 14, when the first dividend will be declared.

Milwaukee lumbermen are much interested in the announcement that the shippers' bureau of the Merchants & Manufacturers' Association will be reorganized in order to make the department of greater service to the members of the organization. Frank Barry, the new secretary, a traffic man of national prominence, is taking charge of the work. It is the intention to have the department act in the capacity of a traffic auditing bureau, as well as looking after the general shipping interests for the members of the organization.

The plant of the Paine Lumber Company at Oshkosh, Wis., operating under a receivership, is now running eleven hours per day, having been increased from ten hours. A policy of strict economy and increased efficiency has been outlined by the receivers, who have been authorized to continue operating the plant until January 1, 1916.

Kopplin & Kopplin of Iron River, Wis., have placed their new sawmill in operation. The bulk of the output at the start will go into the yards of the company for the retail and wholesale trade.

The Wisconsin railroad commission recently issued a rullag on concentration rates from various points to Wausau and Grand Rapids, Wis., holding that the Chicago & Northwestern railroad should not increase the present rates on carload lots of lumber for manufacture and reshipment. The road had attempted to increase the rates on various hauls to the points mentioned.

The government Forest Products Laboratory at Madison, Wis., co-operating with the University of Wisconsin, has opened for research work throughout the summer. Five courses in the chemistry of forest products, two courses in forestry, and a course in forest protection are being offered at the summer session of the university.

At a recent meeting of the directors of the Ashland Iron & Chemical Company a re-organization was effected and the name of the company

was changed to that of the Charcoal Iron Company of America. G. J. Webster, general manager of the company, has announced that the plant at Ashland will be remodeled and placed in operation not later than October 1. Logging operations at Mellen, Glidden and other points will start soon.

The business of the Thomas Driver Sons Manufacturing Company, sash, doors and general interior woodwork, has been taken over by Sinclair N. Driver, one of the sons who has been connected with the enterprise almost since its organization. The stock held by John M. Driver has been taken over by his brother, who now becomes sole owner of the plant and business. John M. Driver, who has been with the Driver concern for the past forty years, most of the time as secretary-treasurer, has retired, and the following officers have been elected: President, Sinclair M. Driver; vice-president, P. H. Greer; secretary-treasurer, Miss Clara Driver. The business was first organized by the late Thomas Driver in 1868.

E. G. Vail has been elected president of the Gurney Refrigerator Company at Fond du Lac, Wis., succeeding Mrs. Florence Peck, whose death occurred recently. Other officers were elected as follows, at the recent meeting of the directors: Vice-president, G. A. Knapp; secretary, H. O. Winkler. Mr. Vail, the new president, has been vice-president and general manager of the concern for the past two years and was formerly sales manager of the Fairbanks-Morse Manufacturing Company.

The Standard Garage & Machine Company of New London, Wis., recently installed a new machine in the plant of the Hatten Lumber Company of New London for jointing saws. The machine is said to be something entirely new and the company may take up the manufacture of the equipment on a large scale.

O. T. Swan, Oshkosh, Wis., secretary of the Northern Hemlock & Hardwood Manufacturers' Association, is preparing an exhibit of commercial woods of Wisconsin for the national museum at Washington. It is to include articles made from these woods, showing the evolution from tree to product. The exhibit is also designed to demonstrate the utility of woods grown in Wisconsin and Michigan and to illustrate the finish they take.

At a recent meeting of the directors of the Employers' Mutual Liability Insurance Company of Wausau, Wis., an organization with which many lumber concerns are affiliated, Neal Brown of Wausau was elected president to succeed W. C. Landon, well known lumberman, who resigned because of the fact that he is about to leave the state. A. C. Downing of Milwaukee was chosen a director. The other officers of the company were re-elected as follows: A. Hirschheimer, W. W. Vincent, W. E. Brown, Karl Mathie, M. A. Wertheimer, vice-presidents; H. J. Hagge, secretary; B. F. Wilson, treasurer. A dividend of ten per cent was declared.

The regular quarterly meeting of the Northern Hemlock & Hardwood Manufacturers' Association will be held in Oshkosh, Wis., July 29 and 30, these dates having just been selected. The mornings will be devoted to business sessions and the afternoons and evenings to entertainment, including a banquet at the Athearn hotel, a boat ride on Lake Winnebago and the Fox river and an automobile ride to interesting points nearby. Oshkosh lumbermen and sash and door manufacturers will act as hosts during the gathering.

The Hardwood Market

< CHICAGO >

Chicago is still under the cloud of the building strike, although recent efforts indicate definite action that may result in arbitration of this question for settlement in the near future. The tie-up of building material supply plants of all kinds has been practically completed, the result being that the building situation is now at a standstill. One promising feature has developed during the last week, namely, returning to work of the 5,000 iron workers who have been on strike for some little time. This will mean that a great deal of skeleton work in large structures will be advanced to a point where it will be possible to finish the interiors by the time the other workers' controversy is over. With the return to work simultaneously of various artisans employed in the building trade there should be quite an activity in building construction before the winter months come on, particularly with those structures which can be put under roof before weather conditions forbid outside work.

The factory trade is moderately busy, although there is no particular advance in price or demand in hardwoods going into factory uses. This removal of the interior finish and flooring trades from the lumber markets has been a serious holdback for a great many companies which ordinarily ship large quantities of stock to local trade.

There have been several good-sized orders placed by the railroads in the last two or three weeks, the railroads' policy generally being to go as far as commensurate with their judgment of business conditions in the way of purchases.

The seriousness of the situation as far as individual firms in the local trade is concerned is somewhat mitigated by the attitude taken by local bankers, who realize the situation and are in accord with the policy of closing down the industrial plants. They seem to appreciate that to arbitrarily limit credit at this time to companies would mean

READ

The following descriptions need no further arguments:

We Can Ship at Once

WHITE ASH: 22,000 ft. 10/4" 1s & 2s; average width 10"; 50% 14' & 16' lengths.

PLAIN WHITE OAK: 30,000 ft. 4/4" 1s & 2s; average width 9 1/2"; 55% 14' & 16' lengths.

COTTONWOOD BOXBOARDS: 23,000 ft. 4/4" x 13"—17"; 60% 14' & 16' lengths.

Band Sawn Ash, White Oak, Red Oak, Red Gum, Sap Gum, Cypress, Cottonwood, Soft Elm.

Liberty Hardwood Lumber Company

MANUFACTURERS

BIG CREEK, TEXAS

DAILY CAPACITY, 40,000 FEET

J. K. WILLIAMS

A. T. WILLIAMS

Williams Lumber Co.

(MANUFACTURERS)

WHOLESALE HARDWOOD LUMBER

Band Mill Planing Mill Dry Kiln

Fayetteville, Tenn.

We manufacture **PLAIN** and **QUARTERED OAK**, **ASH**, **CHESTNUT** and other **HARDWOODS**

Our Specialty is Quartered White Oak

We Manufacture Dimension Stock—Hickory a Specialty

ST. FRANCIS BASIN OAK
 COLUMBIAN TRADING CO. Phone 2144

WE WANT WALNUT

If you have Black Walnut Logs 14" and larger in diameter and 8' or longer in length, write us for prices and particulars. We are in the market now for two million feet.

PICKREL WALNUT CO., 4025 Clara Avenue, ST. LOUIS

Kentucky Veneer Works

HIGH-GRADE—WELL-MANUFACTURED

Veneers

IN SAWED AND SLICED QUARTERED
 WHITE OAK AND QUARTERED RED GUM.
 OUR ROTARY CUT GUM AND POPLAR
 CROSSBANDING VENEERS ARE EXCEP-
 TIONALLY GOOD.

Louisville

Kentucky

CINCINNATI

Hardwood Manufacturers and Jobbers

C. CRANE & COMPANY

Manufacturers of Hardwood Lumber, Oak & Poplar especially
 Our location makes possible quick delivery of anything in timbers
 and hardwood lumber

DAY LUMBER & COAL CO.

Manufacturers YELLOW POPLAR and WHITE OAK
 GENERAL OFFICE—JACKSON, KY.

OHIO VENEER COMPANY

Manufacturers & Importers FOREIGN VENEERS
 2624-24 COLERAIN AVENUE

Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF

Eureka
 OAK FLOORING

Complete stock of $\frac{3}{8}$ " and $\frac{13}{16}$ " in all
 standard widths

more than the embargoment of a few individuals or firms but would be a serious attack to the whole lumber industry in the city. Therefore they seem to show a tendency toward leniency in this direction and there is no doubt their policy will redound to their own good in the end. It also means that Chicago as a buying factor will not lose in prestige to any considerable extent as a result of the present troubles.

< BUFFALO >

A somewhat better demand for hardwood has developed during the past two or three weeks and all the yards are feeling that conditions are slightly improved. The demand is better in a number of different woods, though those used for the manufacture of vehicles and war material of other sorts are in chief sale. Prices are down to a minimum, it is thought, and yards are placing some orders with the belief that business is bound to improve within a short time, while dry stocks are not likely to be heavy anywhere. The yard that has such a supply seems likely to derive early benefit.

Among the woods most in demand are maple, ash and oak, the latter being of course well toward the front. Basswood and poplar are in a little better sale than a short time ago. Some yards are getting a pretty good demand for chestnut. Brown ash is meeting a steady inquiry and a fair trade is reported right along in cypress. The scarcity of white ash and walnut makes these woods very firm in price and in rather unusual demand. The latter wood could be sold in quantity if more were available. Red gum is now doing better than formerly and prices are in better shape.

Lake hardwoods have been moving to a larger extent this season than usual and the activity in them is no doubt responsible for the fact that the receipts of all lumber here this season to July 1 are larger than last year, being more than double, in fact. To July 1 last year the amount of lumber coming in by vessel was 15,715,000 feet, while for the same period this year the total was 31,309,000 feet. The chief hardwoods brought in by boat are maple, birch, basswood and brown ash.

The building trade holds quite active in this city and the permits are running about \$1,000,000 a month. A number of extensions to large plants are being erected, and other cities in this section are also doing about as much building work as last year.

< PHILADELPHIA >

The lumber business in this city is fairly good in volume but prices are spotty, except on rush orders needed by manufacturers and corporations enlarging their plants to fill European war orders. The leading wholesalers report that trade from suburban and up-state yards is much better than the city yards. However, the manufacturers report a slightly increased volume of trade with prices normal. Hemlock is being offered less freely and at better prices. Plain oak, basswood and ash are the real leaders in the hardwood line. Low grade chestnut, quartered oak, beech and birch are in fair demand at a steady price. Poplar and gum are in little demand with the prices steady. Cypress shingles are in greater demand just now than cedar, and cypress lumber is selling well again after the temporary slump.

< BOSTON >

The call for all hardwoods is considerably below normal, plain and quartered oak being especially quiet, while poplar, which has for some time been moving extremely slow, shows a somewhat increased demand. There is also an increased inquiry for beech and maple, with a very definite market for birch. In the latter wood, interest centers around the decision on the part of the corporation which is to furnish the large rifle contract referred to in last issue; this firm has made numerous tests of all woods for stocks which has resulted in adopting black birch as best suited for this order, its physical qualifications, availability and economy combining to decide its selection. It is understood that the contract for stocks has been sublet and the under-contractors are in the market for a large supply of this wood cut 2 1/2". The greatest activity in current foreign orders prevails in western Massachusetts, Rhode Island and Connecticut, especially in Bridgeport. Conversion of operating factories, resumption in dismantled plants and general manufacture in many lines has created a call for hardwood, largely of eastern and northern varieties, which would otherwise not have appeared in this dull season. Local construction is running almost wholly to job work and remodeling, which has contributed but a very limited market for hardwoods. At the same time the machine trade and the manufacture of both commercial and domestic furniture is undergoing constant modifications and substitutions so that there are many dealers who forecast a permanent decrease in the use of some hardwoods which have been in standard consumption in this district.

< BALTIMORE >

So far the changes in the hardwood trade conditions here have been very slight; in fact, it may be doubted if any changes have taken place. Mills have had no occasion as yet to augment their production, and the buyers have manifested no disposition to add materially to their purchases. Hopes have been entertained from time to time that a positive improvement might take place, but these hopes are yet to be realized in any degree of real moment to the trade, and for the present the manufacturers as well as the dealers are making haste slowly, as it were, the former in consequence of the absence of any considerable number of

orders ahead and the latter because they want to keep close to actual requirements. The general situation is not yet such as to imbue any division of the trade with confidence in the future. Too many uncertainties loom up to permit the existing restraints to be overcome, and the demand is merely for what consumers may happen to need at once. On the other hand, it is to be said that the feeling shows some improvement. For a time confidence was conspicuously lacking, and hardwood men feared the worst. But long ago it was perceived that this country is in a position that confers important advantages. It has enormous supplies which others must draw upon, and there is hardly a conceivable situation in which the manufacturers and merchants here would not benefit. This acted as a steadying force, and has become more so in course of time, until now it is merely a question of waiting until some of the existing handicaps are removed before these advantages assert themselves in a way that will have its effect upon every activity. Therefore, while the hardwood business remains relatively quiet, the undertone shows a touch of returning strength none the less, and the members of the trade are distinctly hopeful. The quotations are rather firmer than they were, though no actual advance has taken place, and with the beginning of July expectations have been aroused that the demand will increase. Wholesalers certainly have received numerous promises of increased requirements with the beginning of the second half of the year, and it looks as though at least a fair proportion of these promises would be redeemed. The export business keeps up moderately well, with shipments being made in increased quantities whenever an opportunity offers. The hardwood exporters, of course, are not in the position of the yellow pine men, of finding it practicable to charter vessels and sending full cargoes, but they can get more room on steamers than heretofore in consequence of an abatement of the grain shipments. Returns are quite attractive, though, owing to the advance in the price of hardwoods, the buyers on the other side are disposed to lower their requirements, so as at least to divide the increase in cost. This tends to make the high grades rather more plentiful than before, though the lower classifications show up better.

← PITTSBURGH →

Lumber interest here centers chiefly in buying by manufacturers and construction companies. Retail trade is falling down and all retailers are buying in a hand-to-mouth manner. Railroads are pursuing much the same policy. June totals do not come up to profits made early in the year. More lumber is being sold in the coke regions and to the manufacturing concerns, but the gain is not sufficient to warrant any special hope for a change for the better before fall.

← COLUMBUS →

Building operations in Columbus are still fairly active judging from the report of the building department for the month of June, 285 permits having been issued of a valuation of \$410,370 as compared with 263 permits and a valuation of \$625,600 for June, 1914. Since the first of the year the department has issued 1,453 permits of a valuation of \$2,486,360.

Columbus hardwood trade has been fairly active during the past fortnight. Buying is limited generally to small orders but steadiness characterizes prices. On the whole the tone of the market is improved and future prospects are brighter. Jobbers are of the opinion that the trade during July and August will be more spirited than during the early part of the summer.

The feature is the buying by yardmen. Retail stocks are generally small and buying is being done on the hand-to-mouth basis, but with rather active building operations, dealers are compelled to replenish their stocks. Buying on the part of furniture and vehicle factories is being done to a limited degree. Prices are fairly steady at the levels which have prevailed for several weeks. There is less irregularity, although some extremely low figures are quoted in order to move stocks where they have accumulated.

Shipments are coming out promptly all along the line. Many of the orders are accompanied with a request for immediate shipment. Some buying is being done for shipment the latter part of July and early in August. Collections are very slow and that is probably the worst feature.

Poplar is in fairly good demand and all grades are moving uniformly. There is also a steady demand for chestnut, especially sound worny. Oak is in fair demand, quarter sawed is firm and no cutting is reported. Basswood is in good demand and sales are increasing. Ash is in better shape than formerly. Other hardwoods are unchanged.

← CINCINNATI →

Dealers and jobbers in allied building materials are getting back a considerable portion of business, and word from the box factories is far more encouraging than a short time ago. The latter receive their impetus solely from normal demand, the season just arriving when the box people are hardest pressed by orders and it can hardly be attributed to any general revival in the trade.

"Favorable," is the general expression used by leading hardwood men in Cincinnati, when searching for an adequate word with which to express the situation in the local market. Excessive rains a few weeks back

V E N E E R

BIRD'S EYE That Will Not Turn Yellow

Our positively permanent protection against the yellowing of bird's eye maple veneer (a bleaching process) enables us to give you a product of certain, lasting whiteness. This beautiful snowy lustre is fast making our bird's eye the popular wood for bedroom furniture.

*Order some now for
your July samples.*

BIRD'S EYE VENEER COMPANY
ESCANABA MICHIGAN

Rotary Cut Veneers

in Gum
in Oak
in Ash

Flat Drawer Bottoms

Band Sawn Hardwood Lumber

All kinds
All grades
All thickness

*Made by ourselves
In our own mills*

Stimson Veneer & Lumber Co.
Memphis Box 1015 Tennessee

RED GUM

(Leading Manufacturers)

Baker-Matthews Manufacturing Co.

Sikeston, Mo.

**Band Sawn
Southern Hardwoods**

SPECIALTIES

RED GUM, PLAIN OAK

SEND US YOUR INQUIRIES

OUR SPECIALTY

St. Francis Basin Red Gum

WE MANUFACTURE

Southern Hardwoods
Gum, Oak and Ash

J. H. Bonner & Sons

Mills and Office,
QUIGLEY, ARK.

Postoffice and Telegraph Office,
METH, ARK.

Our Corps of Inspectors

Intelligent! Highly Trained!
Conscientious!

is assurance that you will get
what your order calls for
when you buy Gum from us

Himmelberger-Harrison Lumber Company
Cape Girardeau, Missouri

BLISS-GOOK OAK CO.

BLISSVILLE, ARK.

MANUFACTURERS

Oak Mouldings, Casing, Base and Interior
Trim. Also Dixie Brand Oak Flooring.

As Well As

OAK, ASH and GUM LUMBER

Can furnish anything in Oak, air dried
or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

interfered materially with what was hoped to be a rising market and a cool spell following, quite out of season, effectually put a quietus to what at first looked to be quite a building boom. Dealers in hardwood flooring and siding and sash and door manufacturers who had seized upon first impressions and stocked up heavily against an expected heavy demand, found themselves considerably overstocked as the season wore on and the inquiry and order rush was delayed week after week.

A little color had been given to the local situation recently by more hopeful advices from the East. Inasmuch as the Cincinnati district usually gets its cue from eastern conditions, this is taken by close observers of the hardwood market to portend an era of prosperity in hardwood lines in the near future and for this reason a more favorable aspect is taken by Queen City hardwood men than for several weeks past.

One encouraging fact is to be noted in particular, and that is that there has been little fluctuation in prices, the level holding on well in spite of adverse circumstances. This is offset to some extent, however, by the fact that orders have not increased in any material extent. At the same time, however, it may be observed that the volume of ordering the last week is on a par with the week previous.

Those back of the factories have shown a marked tendency of late to bolster up values and there is very little weakening in sight, the manufacturers evidently intending to make what they have in stock go at a good profitable figure when it does move, rather than let go at a sacrificing figure just to keep stocks active.

There was somewhat of a revival during the past week in the furniture line. Orders from this source are picking up gradually and inquiries are coming in at an encouraging rate. Some of the big furniture shows of 1915 have passed into history and the manufacturer has been able to get a good line on designs and fads for the coming season, consequently he is now in a position to go ahead with more confidence.

Railroads have shown a more liberal policy of late and give evidence of going through the ambitious program of improvements which was blated at in the early spring. Orders and inquiry from the big trunk lines are of such a nature as to bolster up the prediction that there will be no reason for complaint from that source.

The call at this season of the year for gum box board is quite heavy, and shows signs of increasing in volume, but as is generally the case, there is a marked scarcity of the material. Cottonwood box boards, which usually follows the lead of gum, so far have shown little inclination to join in the activity and are giving those who stocked up quite heavily, in anticipation of a heavy call during July, no little worry. There is considerable of a movement noted recently in lumber for interior house finishing, such as red gum, and good shipments are reported throughout the week. Ash and oak in the better grades continue to have the call and are moving in large quantities, constituting what might be called the best sellers, while poplar is gradually picking up and moving in good sized quantities. Mills continue to complain of low stock and badly broken up.

INDIANAPOLIS

The six months ending June 30 probably was the most unsatisfactory half year in the history of the hardwood trade in this vicinity. Business during that period was considerably below the volume for the first half of 1914.

Prospects for the ensuing half year, however, are much brighter. Crop conditions are most encouraging and industrial conditions are improving, slowly, it is true, but in a substantial manner. Building operations are still slow, but there are indications of a building revival soon.

The hardwood trade continues somewhat quiet, except that there is a lively demand for walnut. Almost every concern in the state handling hardwoods is advertising for walnut, which is bringing a stiff price.

EVANSVILLE

Hardwood lumber manufacturers in southern Indiana, southern Illinois and western Kentucky report that trade is still dragging, although they have received a good many inquiries during the past few days, which indicate that trade is on the verge of improving. While most of the large mills in this section are running on full time, business continues to "come in spurts," as one of the manufacturers expressed it, and the trade still lacks stability. There is a feeling among the manufacturers, however, that after the new wheat crop has been marketed there will be some improvement in almost all manufacturing lines. Slack barrel cooperage manufacturers in this section are already feeling the effect of the new wheat crop and have been running their plants on better time than for several months past. Collections are only fair at this time. The export demand has not increased any since last report and very little lumber is now being shipped out of this section for export purposes. Hickory has shown some signs of picking up some during the past few days, due to the fact that several large orders for foreign wagons and trucks have been placed with American manufacturers, it is announced. The English government is the heaviest buyer of any foreign purchasers just now, it is stated. Hardwood manufacturers say that prices continue to hold up well and they do not look for any lowering of prices during the next three months, while in some sections it is predicted that prices will advance some on certain lines of lumber. By the time this news letter is in type and the next issue of HARDWOOD RECORD is before its readers most of the wheat crop in southern Indiana and southern Illinois will be harvested and a

great deal of it will be threshed. From present indications the yield will not be over from sixty to seventy per cent of the normal crop, and in some sections of the state the yield will be as low as forty per cent. The oats crop was fair and from present indications the corn crop in Indiana this fall will be the largest in many years. Manufacturers are banking a great deal upon this, and say that crop conditions taken as a whole are not discouraging and that business is bound to pick up by and by.

The condition of wood consuming factories in Evansville is on the whole one of encouragement. The buggy and wagon factories here are running on full time. One of the largest furniture factories in the city is being operated on full time now with ninety per cent of the normal working force. Other furniture factories are crowding the mark. If this condition continues for several weeks, hardwood lumber manufacturers point out they are bound to sell these factories more lumber, as in many instances the lumber stocks are quite low. The recovery of the factories from the war slump of several months ago is now an accomplished fact. Trade conditions in the South and Southwest, where a great many Evansville products, such as chairs, desks, tables, wagons, carriages, and many other commodities are sold, have gradually improved during the past few weeks.

The retail lumber trade has been about as good this summer up to this time as it was during the same period last year. Planing mills have been able to operate pretty much on full time. Building operations are fairly active now. Sash and door men have complained all along about their out of town trade, but say they have enjoyed a good local trade. Building materials are a shade cheaper in this section than a year ago and this has tended to stimulate building to some extent.

— < MEMPHIS > —

Production of hardwood lumber is still on a rather conservative scale and indications are that this policy will be continued until there is a more active demand than at present. While members of the trade say that they are doing a good business in some lines, it is admitted that the general demand is not as active as was anticipated, with the result that those who began operations a short time ago on the theory that the turn in the tide had actually arrived have, in a number of instances, either closed down altogether or have cut down their running time. The market is still peculiar in the respect that the demand is more for specialties than for the general run of stock. Efforts have been made during the past few weeks to maintain prices, but these have not been altogether successful. It is well established that some manufacturers and distributors of hardwood lumber have refused to book orders because of the low prices offered but the fact remains that a considerable quantity of lumber is being sold at prices that are not yielding much profit, if any at all. Export demand recently has been somewhat broader but, as has been the case for some time, this still runs very largely to the specialties, with particular reference to ash, thin sap gum and plain red gum. Ocean freight rates are still high and transportation facilities are quite restricted, with the result that members of the trade here do not anticipate any general volume of business with Europe until conditions in both respects are somewhat more favorable.

Logging operations are being conducted on quite as conservative a scale as manufacturing. There is no disposition on the part of members of the trade here to get out large quantities of timber. It is recognized that, while general improvement is expected, it may be a little slow in coming, and there is nobody who wants to have a big stock of timber on hand which must be converted into lumber in order to prevent deterioration, whether the condition of the market justifies this course or not. The amount of lumber offered is not large. The log loading companies are doing a very moderate business and altogether it may be said that both logging and manufacturing operations are being carried on in the same conservative manner which has characterized both processes for a number of months.

Lumber interests here have been very much disappointed over developments in the strike situation at Chicago. It was thought a short time ago that this trouble had been entirely eliminated and that a return to normal would quickly follow. It would seem, however, from more recent dispatches, that the situation has grown much worse. Memphis sells large quantities of hardwood lumber to manufacturers and distributors in Chicago, much of which is used in the building trades. This demand is largely eliminated through the present strike and the efforts of the handlers of building material to break the deadlock. There is some compensation in the fact that general building operations throughout the country are on a somewhat more liberal scale, but the fact remains that the Memphis territory is suffering to some extent as a result of the complications in the Windy city.

— < BRISTOL > —

Trade conditions are reported unsatisfactory by the hardwood manufacturers and wholesalers in this section. However, some of the lumbermen report that there is very slight improvement in business. The general feeling is that there will be no material improvement in business until the European war ends. It is believed that the ending of the war will greatly improve the lumber business in this country. The majority of the mills are busy, but on the whole the shipments from this territory at this time are probably not more than half of the output of the mills. The mills will continue busy for some time at least.

Paepcke Leicht Lumber Co.

Conway Building 111 W. Washington Street
CHICAGO

RED GUM

AMERICA'S FINEST CABINET WOOD

- Consider its good qualities.
- It has strength.
- Can be brought to a very smooth surface and consequently will take high polish in finishing.
- Will not split easily.
- Runs strong to wide widths and long lengths.
- Is not easily marred or dented.
- It can be supplied flat and straight—free of warp and twist.
- Has beauty, color, life and character.
- Considering its numerous good qualities, it is the lowest priced good hardwood on the market today.
- We are the largest producers of Gum in the world.
- Have a large and well assorted stock on hand at all times.
- Can manufacture special thicknesses on short notice.

We guarantee

- QUICK SHIPMENTS
- GOOD GRADES
- DRY STOCK
- GOOD WIDTHS
- GOOD LENGTHS
- SATISFACTION

Band mills at

HELENA, ARK. BLYTHEVILLE, ARK.
GREENVILLE, MISS.

Write, phone or wire for prices

Paepcke Leicht Lumber Co.

Conway Building 111 W. Washington St.
CHICAGO

FARRIS HARDWOOD LUMBER CO.
Manufacturers Band-sawn
SOUTHERN HARDWOODS
NASHVILLE, TENN.

DUGAN LUMBER CO.
Manufacturers and Shippers **Hardwood Lumber**
MEMPHIS TENNESSEE

Mutual Fire Insurance

Best Indemnity at Lowest Net Cost
Can Be Obtained From

The Lumber Mutual Fire Insurance Company, Boston, Mass.
The Lumbermen's Mutual Insurance Company, Mansfield, Ohio.
The Pennsylvania Lumbermen's Mutual Fire Insurance Company, Philadelphia, Pa.
The Indiana Lumbermen's Mutual Insurance Company, Indianapolis, Ind.
The Central Manufacturers' Mutual Insurance Company, Van Wert, Ohio

"The only time I ever lost money on a timber investment was when I did not make the investment," said a lumberman *who owned billions of feet of choice stumpage.*

An excellent way for you to lose money is not to buy timber NOW.

A few choice tracts of timber of excellent quality, blocked up by men who expected to cut it themselves, are on the market.

There are not many of them, but the offerings are sufficiently attractive to make investigation worth while.

Write us about your needs

James D. Lacey & Co.
Timber Land Factors

CHICAGO, ILL., 1750 McCormick Building.
PORTLAND, ORE., 1313 Northwestern Bank Building.
SEATTLE, WASH., 1009 White Building.

< LOUISVILLE >

It is too early yet to get a line on developments at the furniture show, but the manufacturers of furniture are all optimistic regarding prospects. This is particularly true of the makers of high grade goods, whose business during the past six months has not been up to standard. They feel that conditions are more favorable to the sale of that class of furniture now, and consequently are looking for good bookings at the show. If their predictions are materialized, it will mean brisk trade for the hardwood lumber and veneer interests.

An increased volume of hardwood lumber is being sold in this market, and the views of members of the trade who are most closely in touch with conditions are that business is showing some improvement. Low prices are still in evidence on a great many items, but this is having a good effect indirectly in that it is discouraging production and consequently putting stocks in such a condition that higher quotations are almost certain to be developed a little later on. Mill stocks are far from complete, and anything out of the staple line is rather difficult to get. Prices on these items are consequently better than the average. Of course, on lumber which is in large supply, and of which nearly every concern has a stock, the tendency has been to depress prices through the efforts of competitors to convert their holdings into cash. The export situation is proving encouraging as it is apparent that with the rates within reaching distance there would be an immense movement of lumber. Even with the cost of ocean transportation four times normal, there has been an increased traffic, and if it fell to double the usual rate, a great amount of stock would be moved.

< ST. LOUIS >

While the demand for hardwood is not quite as satisfactory as the local distributors would like to see it, it is fairly good and nearly all the items on the list are being called for. The items most in demand are plain and quartered oak. Thick ash is also in fair request. Other items inquired for rather freely are red and sap gum. From the number of inquiries coming in, it is believed that there will be more activity shown in the near future and that there will be a satisfactory demand for all items. Prices are stationary and quite firm. Better prices are looked for in the near future when the demand increases. Cypress shows little change. The demand is fair with mixed cut orders prevailing. Country yards are coming in with orders and coming in better than they did. Factories are also beginning to buy. The building situation has not come up to what was anticipated. The replacing of stocks has commenced.

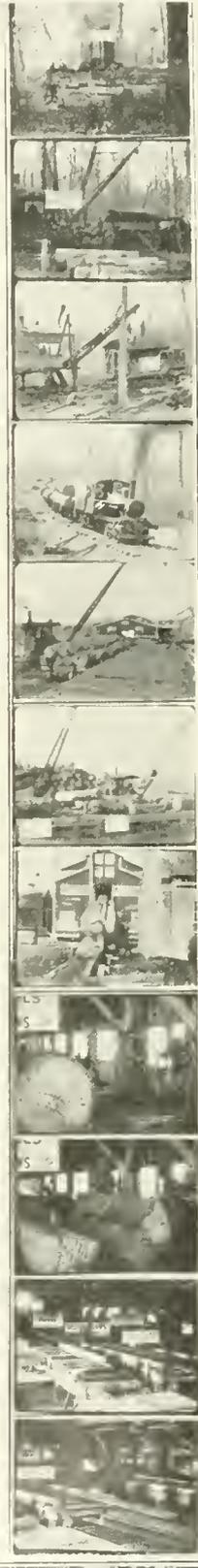
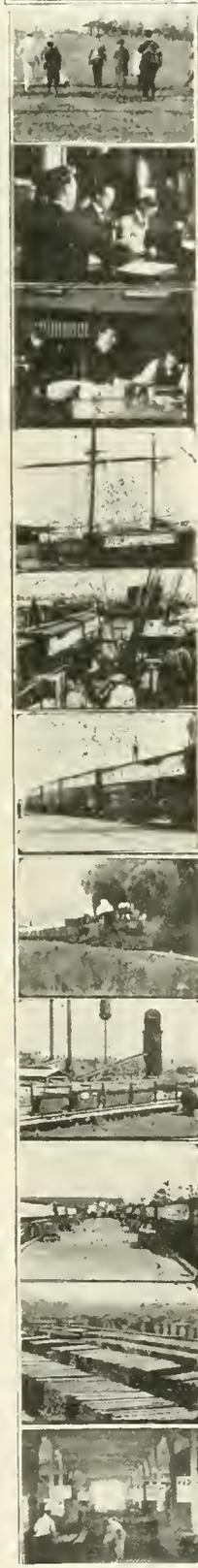
< MILWAUKEE >

Although the building record in Milwaukee thus far this season has not reached the mark attained last year, there has been much more activity than was anticipated, in view of the depression in some lines of business. Figures just announced by W. D. Harper, building inspector, show that the total building investment during the first six months of the present year amounted to \$4,172,723 as compared with \$5,627,988 during the same period a year ago. During the month of June there were 405 permits issued for structures to cost \$838,841 as against 437 permits and an investment of \$887,889 during June, 1914. During the week just closed the building investment totaled \$209,557 as against \$217,938 a year ago. Work on many large building projects has been held up temporarily, pending an improvement in general business conditions, and there seems to be a general feeling in the trade that this work will be consummated before the present season closes. Lumbermen and general building supply interests are awaiting the awarding of contracts on the new \$250,000 assembling plant which the Ford Motor Car Company is preparing to erect in Milwaukee at Kenilworth place and Prospect avenue. The structure will be 160x320 feet in dimensions. Albert Kahn and Ernest Wilby, associated architects of Detroit, Mich., have charge of the plans.

The hardwood business in Milwaukee seems to be holding its own a little better than is usually the case at this time of the year, despite the slight falling off in the building investment here. The mid-summer slump is usually making itself felt by July, but there has been a slight gain in trade up to this time. This seems to be due in part to the fact that stocks were at a decidedly low stage at all the sash and door and general interior finishing plants at the opening of the present season, making it necessary that fairly good orders be placed, even to meet the present wants of these concerns. Most of these buyers are still taking only enough to satisfy their immediate wants, but the total trade from this source is fairly satisfactory. Hardwoods for general interior finish are in leading demand. Hardwood flooring is in brisk request and a shortage in maple flooring in some lines is reported. It is not expected that a shortage in other lines will be experienced, as considerable new stock, especially basswood and some birch, is now arriving.

Dealers about the state are showing some interest in the market and are placing some fair sized orders. There seems to be considerable building under way in the smaller cities and towns and in the country districts about Wisconsin, while stocks in the hands of most retailers are not especially large.

Wholesalers are hopeful that the season's business taken as a whole will average up fairly well with that received a year ago. Prices are expected to be well maintained during the next few months.



PANAMA-PACIFIC EXPOSITION

If you visit the Exposition at San Francisco be sure and see our

Moving Picture Exhibition

in the Auditorium of the Mississippi State Building

showing every detail of the manufacture of hardwood lumber. 3600 feet of film in 4 reels.

Write Us for Illustrated Book

Lamb Fish Lumber Co.

Charleston, Miss.



Advertisers' Directory

NORTHERN HARDWOODS.

Arpin Hardwood Lumber Co.....	9
Barnaby, Charles H.....	9-35
Boyle, Inc., Clarence.....	11
Buffalo Hardwood Lumber Co....	51
Cobb & Mitchell, Inc.....	3
East Jordan Lumber Co.....	48
Ellas, G., & Bro.....	51
Hatten Lumber Company.....	
Hoffman Bros. Company.....	9-12
Kneeland-Bigelow Co., The.....	7
Kneeland-Melurg Lumber Co....	50
Litchfield, William E.....	4
McIlvain, J. Gibson, & Co.....	2
McLean, Hugh, Lumber Co.....	51
Miller, Anthony.....	51
Mitchell Bros. Co.....	3
Mowbray & Robinson Co.....	9-12
Palmer & Parker Co.....	
Powell-Myers Lumber Co.....	4
Rib Lake Lumber Company.....	
Rice Lake Lumber Co.....	50
Richardson Lumber Company.....	7
Ross & Wentworth.....	7
Standard Hardwood Lumber Co..	51
Stearns Salt & Lumber Company.	4
Stephenson, L. Co., Trustees....	48
Stimson, J. V.....	9-52
Strable Manufacturing Company..	48
Sullivan, T., & Co.....	51
Tegge Lumber Co.....	30
Von Platen Lumber Company.....	48
Wilson Bros. Lumber Company..	4
Wistar, Underhill & Nixon.....	4
Yeager Lumber Company, Inc....	51
Young, W. D., & Co.....	7

OAK.

See List of Manufacturers on page 9

POPLAR.

Alton Lumber Company.....	9-32
Anderson-Tully Company.....	6-9
Atlantic Lumber Company.....	9
Day Lumber & Coal Company... 9-35	

RED GUM.

Anderson-Tully Company.....	6-9
Baker-Matthews Mfg. Co.....	9-40
Bliss-Cook Oak Company.....	9-40
Bonner, J. H., & Sons.....	9-40
Brown, Geo. C., & Co.....	9-12
Evans, G. H., Lumber Company...	
Himmelberger-Harrison Lbr. Co..	40

Lamb Fish Lumber Company... 9-43	
Paepcke Leicht Lumber Co.... 9-41	
Penrod Jurden & McCowen.... 9-52	
Stimson, J. V..... 9-52	
Stimson Veneer and Lumber Co.. 39	

SOUTHERN HARDWOODS.

Alexander Bros.....	4-9
Alton Lumber Company.....	9-32
Anderson-Tully Company.....	6-9
Atlantic Lumber Company.....	9
Baker-Matthews Mfg. Co.....	9-40
Bliss-Cook Oak Company.....	9-40
Bonner, J. H., & Sons.....	9-40
Boyle, Inc., Clarence.....	11
Brown, Geo. C., & Co.....	9-12
Buffalo Hardwood Lumber Co....	51
Burkholder, S., Lumber Company.	9-45
Buskirk-Rutledge Lumber Co....	9
Carnahan-Allport Lumber Co... 6-9	
Crane, C., & Co.....	9-38
Cutslinger, P. M.....	9-32
Day Lumber & Coal Company... 9-38	
Dugan Lumber Co.....	42
Ellas, G., & Bro.....	51
Evans, G. H., Lumber Company...	
Farris Hardwood Lumber Co.... 9-42	
Francke, Theodor, Erben Gmb. H.	
Galloway-Pease Company.....	9-38
Goodlander-Robertson Lumber Co..	34
Himmelberger-Harrison Lbr. Co..	40
Hitt, H. H., Lumber Company... 9-29	
Huddleston-Marsb Lumber Co....	11
Lamb-Fish Lumber Company... 9-43	
Liberty Hardwood Lumber Co....	37
Litchfield, William E.....	4
Little Rock Lumber & Mfg. Co... 6-9	
Long-Knight Lumber Company... 9	
McClellan-West Lumber Co.....	9-36
McIlvain, J. Gibson, & Co.....	2
McLean, Hugh, Lumber Co.....	51
Miller, Anthony.....	51
Mowbray & Robinson Company.. 9-12	
Paepcke Leicht Lumber Co.....	9-41
Penrod-Jurden & McCowen.... 9-52	
Peytona Lumber Company.....	36
Roddis Lumber and Veneer Co..	
Salt Lick Lumber Company.....	33
Spotswood, E. R., & Son.....	9-34
Standard Hardwood Lumber Co..	51
Stimson Veneer and Lumber Co..	39
Sullivan, T., & Co.....	51
Vestal Lumber & Manufacturing Co.....	6-9
Whitmer, Wm., & Sons.....	4
Williams Lumber Company.....	37
Wilson Bros. Lumber Company... 4	
Wistar, Underhill & Nixon.....	4
Yeager Lumber Co., Inc.....	51

VENEERS AND PANELS.

Almapee Veneer & Sating Co.... 49	
Bird's Eye Veneer Company.....	30
Buckeye Veneer Company.....	49
East St. Louis Walnut Co.....	5
Evansville Veneer Company.....	31
Hoffman Bros. Company.....	9-12
Huddleston-Marsb Lumber Co....	11
Kentucky Veneer Works.....	38
Knoxville Veneer Company.....	49
Long-Knight Lumber Company... 9	
Louisville Veneer Mills.....	
Milwaukee Basket Company.... 50	
Mississippi Veneer & Lumber Com-	
pany.....	3
Nartzik, J. J.....	11
Ohio Veneer Company.....	38
Palmer & Parker Company.....	
Penrod Walnut & Veneer Co.... 52	
Pickrel Walnut Company.....	38
Rhyner, J.....	11
Roddis Veneer and Lumber Co..	
Sanders & Egbert Company.....	
Standard Veneer Company.....	
Stimson Veneer & Lumber Co.... 39	
Tomahawk Box and Veneer Co.. 50	
Waetjen, Geo. L., & Co.....	49
Willey, C. L.....	10
Wisconsin Seating Company.....	49
Wisconsin Veneer Company.....	49

MAHOGANY, WALNUT, ETC.

East St. Louis Walnut Co.....	5
Evansville Veneer Company.....	31
Francke, Theodor, Erben Gmb. H.	
Hartzell, Geo. W.....	
Huddleston-Marsb Lumber Co....	11
Long-Knight Lumber Company... 9	
McCowen, H. A., & Co.....	5
Palmer & Parker Co.....	
Penrod Walnut & Veneer Co.... 52	
Pickrel Walnut Company.....	38
Purcell, Frank.....	
Rayner, J.....	11
Sanders & Egbert Company.....	
Willey, C. L.....	10

HARDWOOD FLOORING.

Bliss-Cook Oak Company.....	9-40
Cobbs & Mitchell, Inc.....	3
Eastman, S. L., Flooring Co.... 11	
Kerry & Hanson Flooring Co.... 48	

Mitchell Bros. Company.....	9
Salt Lick Lumber Company.....	38
Stearns Salt & Lumber Company 4	
Stephenson, L. Co., Trustees.... 48	
Strable Manufacturing Co..... 48	
Wilce, T., Company, The.....	11
Young, W. D., & Co.....	7

WOODWORKING MACHINERY.

Alpena Industrial Works.....	2
Cadillac Machine Company.....	48
Gerlach, The Peter, Company... 5	
Mershon, W. B., & Co.....	
Phoenix Manufacturing Co.....	

VENEER MACHINERY

Merritt Manufacturing Company... 30	
-------------------------------------	--

LOGGING MACHINERY.

Baldwin Locomotive Works.....	47
Lidgerwood Mfg. Company.....	47

DRY KILNS AND BLOWERS.

Grund Rapids Veneer Works.... 47	
Morton Dry Kiln Company.....	12
Phila. Textile Mch. Company.... 11	
Standard Dry Kiln Company.... 47	

LUMBER INSURANCE.

Central Manufacturers' Mut. Ins. Company.....	42
Epperson, U. S., & Co.....	
Indiana Lumbermen's Mut. Ins. Company.....	42
Lumbermen's Underwriting Alliance.....	
Lumber Mutual Fire Insurance Company.....	42
Lumbermen's Mut. Ins. Co.....	4
Manufacturing Lumbermen's Underwriters.....	
Pennsylvania Lumbermen's Mut. Fire Ins. Company.....	42
Rankin-Benedict Underwriting Co.	

TIMBER LANDS.

Campbell, L. E., Lumber Company 35	
Lacey, James D., & Co.....	42

TIMBER ESTIMATORS.

Lauderburn, D. E.....	
-----------------------	--

MISCELLANEOUS.

American Rule & Mfg. Company..	
Childs, S. D., & Co.....	45
Gerlach, The Peter, Company... 45	
Lumbermen's Credit Assn.....	11
Perkins Glue Company.....	33

CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion.....20c a line
 For two insertions.....35c a line
 For three insertions.....50c a line
 For four insertions.....60c 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 charges for copies of paper containing the advertisement.

LUMBER FOR SALE

FOR SALE

1 car Walnut Logs in Delaware. Please quote prices.

Several cars good growth White Ash. Will cut to sizes wanted. Address

ALFRED P. BUCKLEY, 973 N. 2nd St., Philadelphia, Pa.

FOR SALE.

1 car 8/4 No. 1 Common Hickory.
 1 car 8/4 No. 2 Common Hickory.
 2 cars Hickory Axles cut to order.

S. BURKHOLDER LUMBER CO.,
 Crawfordsville, Indiana.

DIMENSION STOCK FOR SALE

FOR SALE.

1 car 2 1/2 x 2 1/2 - 30" clear dry Oak, bone dry.
 1 car 2 x 2 x 30" clear dry Gum.
 1/2 car 2 1/2 x 2 1/2 - 30" clear dry Gum.
 1/2 car 3 x 3 - 30" clear dry Gum.

Write for delivered prices.

PROBST LUMBER CO., Cincinnati, O.

LOGS WANTED

WANTED—BLACK WALNUT LOGS.

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

WANTED—BLACK WALNUT LOGS

We pay cash for Black Walnut Logs 10" and up in diameter. Inspection at shipping point.

MALEY & WERTZ,
 Evansville, Ind.

BUSINESS OPPORTUNITIES

EXCEPTIONAL SOUTHERN HARDWOOD

An opportunity is offered to acquire an interest in one of the best Hardwood lumber propositions in the U. S. Company owns 40,000 acres Hardwood timberland in fee simple, running about two-thirds Oak; balance Ash, Cypress, Gum and other woods. Fully equipped manufacturing plant, very latest machinery, logging railroad, etc. Will bear fullest investigation by one with spare capital. Address "BOX 70," care HARDWOOD RECORD.

HARDWOOD STUMPAGE AND MILL

Correspondence is solicited with responsible parties wanting a Texas hardwood proposition involving 50,000 ft. up Oaks, Ash, Cottonwood, and Elm, with 20,000,000 capacity mill equipment installed. Address,

JOHN W. MACKEY, Beaumont, Texas,
 Attorney for Owners.

LUMBER WANTED

WANTED TO BUY.

1 car 1x5 and wider 49 and 55" Quartered White Oak, clear, 1 face, 2 ends and 2 edges. Prefer having cut from dry lumber.

PROBST LUMBER CO., Cincinnati, O.

TIMBER LANDS FOR SALE

10 TO 20 MILLION

If desired Hemlock and Hardwood, Price county, Wisconsin. Address LAND COMMISSIONER, Soo Line, Minneapolis, Minn.

FOR SALE AT A SACRIFICE

5,000 to 50,000 acre tracts southern pine and hardwood timberlands. Some extra choice forked leaf White Oak.

J. L. FARLEY, De Soto, Mo.

MISCELLANEOUS

WANTED—OWNERS TO LIST

their timber and timberland with me. We make a specialty of handling this kind of property. Best of reference.

HARRY M. LEWIS, Staunton, Va.

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you.

GERLACH

Stave, Heading, Keg, Tub and Barrel MACHINERY

Has a tremendous earning power. WRITE FOR PRICES.

The Peter Gerlach Company,
 CLEVELAND, SIXTH CITY

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO.
 Chicago

We also make Time Checks, Stencils and Log Hammers.



GIBSON TALLY BOOK



This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets—4 1/2 x 8 1/2 inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

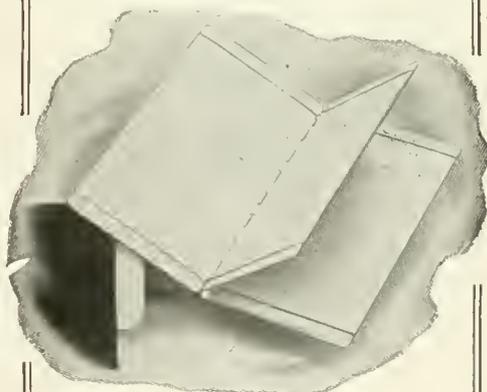
Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

Special, patented, triplicate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability, convenience, accuracy, and for systematizing the inspection and measurement of lumber

Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented.



PRICE LIST

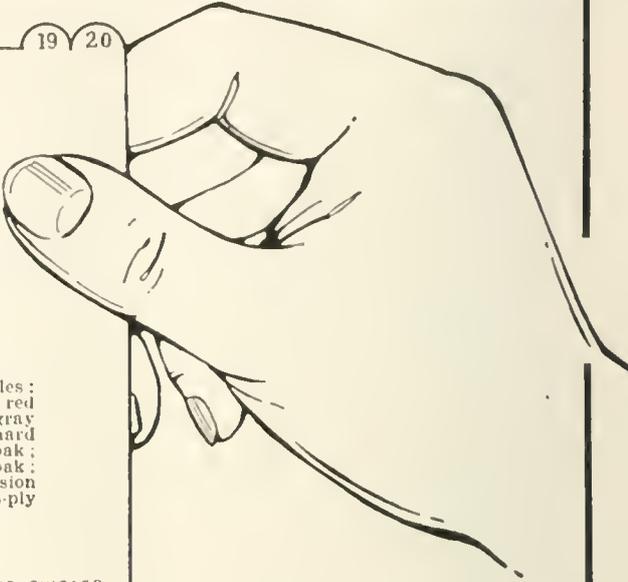
Aluminum Tally Covers, each	\$ 1.00
Aluminum Tally Covers, per dozen	10.00
Patented triplicate Tally Tickets (stock form)	per 1,000 10.00
Single sheet manila (stock form) Tally Tickets,	per 1,000 4.00

Specimen forms of Tally Tickets mailed on application. Covers sold on approval to responsible concerns.

Manufactured by

Hardwood Record
 537 S. Dearborn St., CHICAGO

Doesn't It Look Good To You?



MICHIGAN, GRAND RAPIDS: Stow & Davis Furniture Company; tables: George A. Davis, buyer; 40,000 feet 4/4 basswood; 15,000 feet 4/4 red birch; 30,000 feet 4/4 sound wormy chestnut; 30,000 feet 4/4 cull gray elm; 30,000 feet 4/4 and 8/4 mahogany; 15,000 feet 4/4 and 6/4 hard maple; 20,000 feet 5/4 and 6/4 soft maple; 25,000 feet 4/4 plain red oak; 75,000 feet 4/4 plain white oak; 200,000 feet 4/4 quartered white oak; 20,000 feet 4/4 poplar; 50,000 feet red gum, all thicknesses. Dimension stock: Buyers of 3x3—30 oak squares. Panel stock: Buyers of 5-ply quartered oak and mahogany table tops.

HARDWOOD RECORD CHICAGO

Specimen of one of the thousands of patented tabbed index cards involved in Hardwood Record's copyrighted Information Service, showing annual requirements for Lumber, Dimension Stock, Veneers and Panels employed by wholesalers and hardwood manufacturing consumers throughout the United States and Canada.



Illustration of Oak Cabinet in which this Information Service is filed.

ILLINOIS

Key

1	Ash	12	Hickory
2	Basswood	13	Mahogany
3	Beech	14	Maple
4	Birch	15	Oak
5	Butternut	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous including
8	Cottonwood		Dogwood, Holly, Locust,
9	Cypress		Persimmon, Sycamore.
10	Elm	19	Dimension stock
11	Gum	20	Veneers and panel stock

Fac-simile of state key card between which the tabbed information cards are filed alphabetically by towns, by means of which instant reference can be made to the buyers of any kind of wood, in any locality in the United States and Canada.

THIS service is comprised in more than sixty bulletins, and additional bulletins of corrections and additions are printed frequently.

This service is kept positively up-to-date, and is indispensable to lumber and veneer sales departments.

It is an exclusive service disposed of only to HARDWOOD RECORD advertisers.

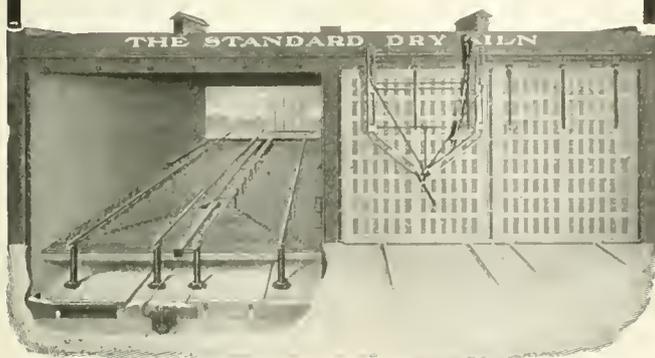
LET US TELL YOU ABOUT THE MODERATE COST

Hardwood Record, 537 South Dearborn Street, Chicago

The Standard Dry Kiln for All Fine Hardwoods

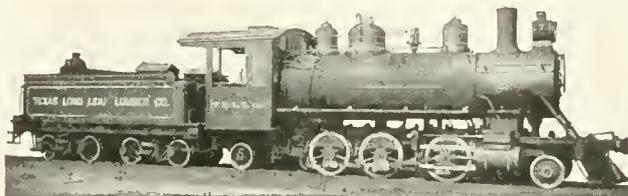
HARDWOOD people who use it say that The Standard Moist Air System is giving them the best results they ever obtained. That's largely because the drying conditions are always under *absolute control*. The drying process is entirely automatic—"fool-proof."

Write for our catalog and List of Users. Address: The Standard Dry Kiln Co., 1559 McCarty St., Indianapolis, Ind.



Baldwin Loggers

are built for **SERVICE**, and they will **SERVE YOU WELL**



The 2-6-2 type, illustrated above, can be used in either switching or main line work. It is a safe engine on sharp curves and uneven tracks, and steams freely in the heaviest service.

THE BALDWIN LOCOMOTIVE WORKS
PHILADELPHIA, PA., U. S. A.

Cable Address:—"Baldwin, Philadelphia"

REPRESENTED BY

- F. W. WESTON.....50 Church Street, New York, N. Y.
- CHARLES RIDDELL.....625 Railway Exchange, Chicago, Ill.
- C. M. PETERSON.....1610 Wright Building, St. Louis, Mo.
- GEORGE F. JONES.....407 Travelers' Building, Richmond, Va.
- A. WM. HINGER.....722 Spalding Building, Portland, Oregon

GRAND RAPIDS VAPOR KILN

Casehardening?

You are casehardening your lumber if you don't use a *Grand Rapids Vapor Kiln*. The vapor is a dense hot fog surrounding the lumber and keeps the surface soft and moist while the center dries. Lumber free from casehardening will show this test.



Ask for "dope" on how to prevent casehardening

1200 kilns in successful use

GRAND RAPIDS MICHIGAN



RELAYING LOGS 3600 FEET

OVER TWO SPANS
**LIDGERWOOD
OVERHEAD RELAY
SKIDDER**

Skids logs over intervening ridges—One continuous operation, from one setting—Saves railroad building

Write for Particulars

Lidgerwood Mfg. Company

96 LIBERTY ST., NEW YORK
Woodward, Wight & Co., Ltd., New Orleans. Lidgerwood Mfg. Co., Seattle, Wash.

M I C H I G A N

FAMOUS FOR HARD MAPLE AND GREY ELM

“Ideal” Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—“IDEAL.”

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

I. Stephenson Co., Trustees - WELLS, MICHIGAN

VON PLATEN LUMBER CO.
Iron Mountain, Michigan

MANUFACTURERS OF
BIRCH BASSWOOD ELM MAPLE

50 M ft. of 5/4 No. 3 Common Basswood. 30 M ft. of 12/4 No. 2 Common & Btr. Maple. 50 M ft. of 8/4 No. 3 Common Maple. 100 M ft. of 12/4 No. 3 Common Maple. 100 M ft. of 5/4 No. 1 and No. 2 Common Maple. 150 M ft. of 6/4 No. 2 & Better Maple.	100 M ft. of 6 ft. No. 3 Common Maple. 100 M ft. of 5/4 No. 2 Com. & Better Birch. 30 M ft. of 8/4 No. 1 Com. & Better Birch. 15 M ft. of 10/4 No. 1 and 2 Common Birch. 50 M ft. of 6.4 No. 2 Com. & Btr. Rock Elm. 100 M ft. of 6/4 No. 3 Com. Elm.
---	--

Strable Mfg. Company

Manufacturers of

Hardwood Lumber
AND
Maple Flooring

Saginaw Michigan

WE WANT TO MOVE:

50,000 ft. 8/4 No. 2 and better Soft Maple

150,000 ft. 4/4 No. 2 and better Soft Maple.

75,000 ft. 6/4 No. 2 Common Soft Elm.

75,000 ft. 6/4 No. 3 Common Soft Elm.

30,000 ft. 4/4 No. 2 Common Soft Elm.

100,000 ft. 4/4 No. 1 Common Basswood.

37,000 ft. 4/4 No. 2 Common Basswood.

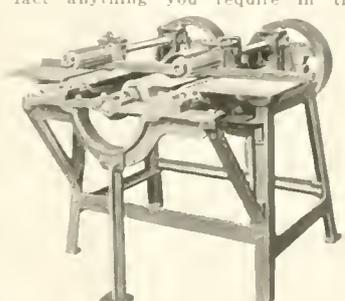
BROOM HANDLE MACHINERY

Another one of our Broom Handle Specialties—Standard four-saw Splitter, for ripping bolts of any width into broom handle squares. Will rip forty thousand squares per day, and is substantially built throughout.

We manufacture a complete line of Broom Handle Machinery, and are in position to furnish your requirements, even to the design of your plant.

Write us for information about our Lathes, Tumblers, Bolters, Chucking and Boring Machines and in fact anything you require in this line.

Standard
Handle



Broom
Bolter

Cadillac Machine Co.
Cadillac, Michigan

“Chief Brand” Maple and Beech Flooring

in 3, 4 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.
GRAYLING MICHIGAN

EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN
High Grade Maple

35M	12/4	No. 1	Common and Better
25M	8/4	No. 1	Common and Better
35M	6/4	No. 1	Common and Better
60M	4/4	No. 1	Common and Better
50M	5/4	Quarter	Sawed Hard Maple

Strictly Lower Peninsula stock.
Write for prices.

FULL THICKNESS BAND SAWN QUICK SHIPMENT

veneers AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
 VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

*Every Man is Partial
 To His Own Goods*

*But the progress of his business
 tells the truth*

The last few years have seen a remarkable expansion in our plant and organization - building after building has been added until now we have double the capacity of a few years ago.

There is a reason

Every one of our products

*Rotary cut elm basswood ash & birch
 Laps & panels - Backs & seats
 Coat Trainers and lunch panels*

enjoys the most exacting care and supervision in making

You can easily prove that claim

*The Wisconsin Seating Co.
 New London Wisconsin
 - Makers of Time-Proof Panels*

veneers

**Sliced Quartered White Oak
 and American Walnut**

Let Us Quote You

**The Buckeye Veneer Co.
 Dayton, Ohio**

WISCONSIN VENEER CO.

Rhineland, Wisconsin

Birch Ash Elm Basswood

*Rotary-Cut Veneer
 Built Up Panels*

BASSWOOD DRAWER BOTTOMS

Sliced Quartered Oak Figured Gum American Walnut

Cut to Dimension, Jointed and Taped,
 Ready to Lay ROTARY CUT

CHESTNUT ASH POPLAR
 PINE OAK WALNUT

Knoxville Veneer Co.

P. B. RAYMOND, General Manager, Knoxville, Tenn.

Door Panels

Three and Five Ply
All Woods

For One, Two, Five and Six Panel Doors
 All Carried in Stock Ready for
 Immediate Shipment

Geo. L. Waetjen & Co.

Milwaukee

Wisconsin



Our New Mill in Phillips, Wis.

ARE YOU IN THE MARKET FOR THE BEST **Wisconsin Hardwoods?**

Send for Price List "H. R." Today

These Items Are in Excellent Shipping Condition

500,000' 4 4 No. 2 Common and Better Unselected Birch.	500,000' 4 4 No. 2 Common and Better Hard Maple.
300,000' 4 4 No. 1 Common and Better Unselected Basswood.	1 Car 8 4 No. 2 Common and Better Basswood.
350,000' 4 4 No. 2 Common Basswood, Rough.	1 Car 5 4 Nos. 1, 2, and 3 Basswood.
400,000' 4 4 No. 3 Common Basswood, Rough.	3 Curs 4 4 No. 3 Common Ash.
300,000' 6 4 No. 2 Common and Better Soft Elm.	5 Curs 6 4 Soft Elm Scoots.
100,000' 6 4 No. 3 Common Soft Elm.	3 Curs 6 4 Birch Scoots.
	1 Car 4 4x11" and Wider 1st and 2nd Basswood.

KNEELAND-McLURG LUMBER CO.

Manufacturers of Hardwoods

PHILLIPS, WIS.

BIRCH

4-4 and thicker, No. 1 Common and Better also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

Rice Lake Lumber Co., Rice Lake, Wis.

OUR

BIRCH VENEERS

ARE THE PRODUCT OF
HIGH GRADE LOGS, FIRST-CLASS EQUIPMENT AND
OVER TEN YEARS' EXPERIENCE

MILWAUKEE BASKET COMPANY, South Milwaukee, Wis.

TOMAHAWK VENEER & BOX CO.

Manufacturers of Draw Bottoms in Birch and Basswood, Pin Blocks, Back Panels, also Heading and American Cheese Boxes our Specialties

TOMAHAWK

WRITE FOR PRICES.

WISCONSIN

IF YOU WANT THE BEST SYSTEM OF ACCURATELY TALLYING AND RECORDING LUMBER SHIPMENTS OR RECEIPTS

YOU WILL BE INTERESTED IN

The Gibson Tally Book

This system of tallying lumber is employed by more than two thousand lumber producers, jobbers and wholesale consumers, and is available for tallying lumber, logs, flooring, dimension stock and all other commodities.

Makes three original tallies without the use of loose carbon sheets.

New Catalogue showing twenty-six various forms of tickets sent free on request.

Tally Book Dept., Hardwood Record, Chicago

BUFFALO

The Foremost Hardwood Market of the East

Standard Hardwood Lumber Co.

OAK, ASH and
CHESTNUT

1075 Clinton Street

ANTHONY MILLER
HARDWOODS
OF ALL KINDS

893 Eagle Street

G. Elias & Bro.
HARDWOODS

White Pine, Yellow Pine, Spruce,
Hemlock, Fir, Lumber, Timber, Mill-
work, Boxes, Maple and Oak Flooring

955 - 1015 ELK STREET

Hugh McLean Lumber Co.

OUR SPECIALTY:

QUARTERED
WHITE OAK

940 Elk Street

BUFFALO HARDWOOD
LUMBER CO.

Dry band sawed stock

Piled at our Mill in Alabama ready for shipment

100000' 4 4 1s & 2s Plain Red Oak.
50000' 4 4 No. 1 common Red Oak.
50000' 4 4 1s & 2s Sap Gum.
30000' 4 4 No. 1 common Sap Gum.

940 Seneca Street

Yeager Lumber Company, Inc.

Specialties:

Oak, Ash and Poplar

932 ELK STREET

T. SULLIVAN & CO.
HARDWOODS

Specialty - Brown Ash

No. 2 ARTHUR STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

BOTH NORTHERN and
SOUTHERN OAK

HARDWOOD LUMBER and
ROTARY VENEERS

STIMSON'S MILLS

J. V. STIMSON
HUNTINGBURG, IND.

J. V. STIMSON HARDWOOD CO.
MEMPHIS, TENN.

STIMSON VENEER & LUMBER CO.
MEMPHIS, TENN.

Entire Line of Well Manufactured
HARDWOOD LUMBER

from $\frac{3}{8}$ " thick up

IN DRY STOCK

including

OAK AND RED GUM

PLAIN AND QUARTER SAWN

WALNUT	POPLAR
HICKORY	ASH
ELM	MAPLE

ABC AND WESTERN UNION CODE

Tells all there is to know about every
commercial forest tree of America.

AMERICAN FOREST TREES

(WRITTEN IN THE LUMBERMAN'S LANGUAGE)

*Completely illustrated with
original photographs and draw-
ings and handsomely bound.*

(Price \$8 Prepaid)

HARDWOOD RECORD, 537 S. DEARBORN ST.
CHICAGO, ILL.

PENROD Walnut & Veneer Co.

Manufacturers

EXCLUSIVELY
WALNUT LUMBER AND VENEERS

KANSAS CITY, MO.

PENROD-JURDEN & McCOWEN

Manufacturers of

HARDWOOD LUMBER AND VENEERS

Announce the Opening of

GENERAL OFFICES in

MEMPHIS, TENN.

Veneer Mills,
HELENA, ARK.

Band Mills,
BRASFIELD, ARK.

Aardwood Record

Twentieth Year,
Semi-Monthly.

} X 7

CHICAGO, JULY 25, 1915

Subscription \$2.
Single Copies, 10 Cents.



ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

J. GIBSON McILVAIN & COMPANY
CROZER BUILDING, PHILADELPHIA, PENNSYLVANIA

Manufacturers of Lumber

OVER 100 YEARS
OF
SUCCESSFUL BUSINESS

Small and Large Inquiries Solicited

A Prominent Veneer Man says:

“I believe your new service showing the exact requirements of the Veneer and Panel Trade to be highly accurate, and a necessary part of the office equipment of any progressive veneer or panel factory.”

The same information would cost you thousands of dollars. The cost of our service is a small fraction of that.

Ask your competitor to tell you how it has helped him, and then write us for details.

HARDWOOD RECORD,

CHICAGO, ILL.

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

Michigan Hardwoods *Cadillac Quality*

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

DRY 5-4 CADILLAC GRAY ELM

WE HAVE THREE CARLOADS OF CHOICE 5/4 CADILLAC GRAY ELM WHICH RUNS FROM 80 TO 90 PER CENT TWELVE INCHES AND WIDER AND LARGELY 14 INCHES AND WIDER. IF YOU CAN USE IT, MAY WE QUOTE PRICES FOR PROMPT SHIPMENT?

MITCHELL BROTHERS CO.

CADILLAC, MICH.

SALES DEPARTMENT



Why Does the Demand Increase?

Why are leading manufacturers of interior trim, doors, etc., using our Quartered Figured Gum? Why are manufacturers of highest grade furniture handling it in so much larger quantities?

Surely not only because of the shortage and high prices of a certain foreign wood, but because they have learned that Figured Gum possesses all the substantial qualities that insure perfect and permanent satisfaction and obtains distinction for your own work.

Beautiful in figure and color—easy to work and inexpensive to finish—reasonable in price—and no shortage possible.

"America's Finest Cabinet Wood" is being specified by progressive architects and contractors as the interior trim in many large public buildings and magnificent dwellings.

We are the recognized leaders. Can supply Sawed Veneers 1 20" to 1/4"; sliced 1 28" to 1/8"; veneered panels and tops, any thickness, 3 and 5 ply, strictly high grade.

Have you read "Second Trip into Oblivion?"

THE LOUISVILLE VENEER MILLS

Makers of Good Veneers and Panels for more than a quarter of a century.

LOUISVILLE, KENTUCKY

J. RAYNER
VENEERED PANELS
 ALL WOODS
 SEND FOR STOCK LIST
MAHOGANY LUMBER
 CARROLL AVE. AND SHELDON ST.
 CHICAGO



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongue and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

"STEARNS" QUALITY LUDINGTON

Hardwood Specialists

5,000,000 feet

4-4 to 8-4

BEECH

A complete stock of thoroughly dry Beech in all grades

We specialize in Kiln Dried Stock

The **STEARNS**
 SALT & LUMBER CO.
 LUDINGTON, MICH.

Clarence Boyle, Inc., Lumber Exchange Bldg.
 Chicago

WHOLESALE LUMBER

Always in the market for OAK, GUM and POPLAR



For items of Hardwood Stock or Hardwood Machinery, you will find it advantageous to write our advertisers. Get in touch!

Our FLOORING PLANT is now complete. We are prepared to furnish promptly

Made **(MR)** Right

OAK FLOORING

in carload or less than carload shipments, scientifically cured, perfectly worked, uniform in color and texture

THE MOWBRAY & ROBINSON CO., Cincinnati, O.

FACTORY—QUICKSAND, KENTUCKY

YARDS—Detroit, Mich.; Rochester, N. Y.; Brooklyn, N. Y.; Cincinnati, O.
 BRANCH OFFICES—Indianapolis, Ind.; Grand Rapids, Mich.; Cleveland, O.;
 Buffalo, N. Y.; Boston, Mass.

If you want to reach the wholesale consumers of hardwood lumber throughout the United States, a HARDWOOD RECORD advertisement will do it for you.

If you want to reach the hardwood manufacturers of the United States, a HARDWOOD RECORD advertisement will do it for you.

The HARDWOOD RECORD represents high-class, special, class circulation, with a minimum of waste circulation.

Ask any HARDWOOD RECORD advertiser for experience on results.

THE PRESENT SUPPLY OF AMERICAN BLACK WALNUT

For the information of furniture manufacturers and other consumers of Walnut, we desire to call attention to the fact that our present supply of this lumber, dry and ready to ship, is ample.

We have regularly carried in stock at our various yards for many years several million feet of Walnut, and at this time we have on our yards about 4,000,000 feet of this material, including dry lumber in almost every grade and in almost every thickness from $\frac{1}{8}$ " to 4".

We are better able to handle orders for Walnut now than ever before, and desire to emphasize the fact that we will be able to handle them on a price basis not materially different from the situation six, twelve or eighteen months ago. We are in an exceptionally good position to handle any requirements of consumers for dimension sizes.

We want particularly to reassure consumers as to the supply and price of American Black Walnut. There is plenty of it readily available, and our prices are very moderate.

Send us your inquiries.

H. A. McCowen & Co., Louisville, Ky.
East St. Louis Walnut Co., East St. Louis, Ill.

THE SOUTH

COTTONWOOD

OAK

PLAIN AND QUARTERED RED AND WHITE

RED AND SAP GUM

High Grades *Band Sawn Lumber*

We Make a Specialty of Thin Stock

COTTONWOOD
AND GUM VENEERS
THREE-PLY GUM PANELS
BOX SHOOKS—EGG CASES

Write Us for Prices

Anderson-Tully Company
MEMPHIS, TENN.



5 cars 4/4" 1s & 2s Plain White Oak.	1 car 4/4" No. 2 Common Quartered White Oak.
10 cars 4/4" No. 1 Common Plain White Oak.	1 car 4/4" 1s & 2s Plain Red Oak.
5 cars 4/4" No. 2 Common Plain White Oak.	5 cars 4/4" No. 1 Common Plain Red Oak.
1 car 3/8" 1s & 2s Plain White Oak.	5 cars Com. & Better Sound Wormy, Red & White Oak.
1 car 3/8" No. 1 Common Plain White Oak.	5 cars No. 3 Common, Plain Red & White.
2 cars 4/4" 1s & 2s Quartered White Oak.	1 car 4/4" 1s & 2s Red Gum.
5 cars 4/4" No. 1 Common Quartered White Oak.	2 cars 4/4" No. 1 Com. Red Gum.
	Oak Car Material.
	Oak Bridge & Crossing Plank.

Band Sawn Stock. Dry and Ready for Immediate Shipment. Your Inquiries Solicited

Garnahan-Allport Lumber Company

SUCCESSORS:

VARNER LAND & LUMBER COMPANY

Allport, Lonoke Co., Ark.

WANTED

GUM

15 Inch and Wider, First and Second Sap Gum

G. H. EVANS LUMBER CO.

Chattanooga, Tenn.

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS



The accompanying cut illustrates the reason why our quartered oak cannot be excelled for width, soundness, figure and general excellence.

This white oak log is typical of the stock we are getting constantly from our timber.

The following items should be of especial interest to careful buyers:

Quartered White Oak				Quartered Red Gum			
Fas.	No. 1 Com.	No. 2 Com.	No. 3 Com.	Fas.	No. 1 Com.	No. 2 Com.	No. 3 Com.
3/4..	1,500	1,500	....	6/4..	41,933	49,872	30,000
4/4..	6,000	45,300	11,000	4/4..	13,000	30,000	....
5/4..	16,340	31,630	13,000	5/4..	23,800	6,380	....
6/4..	20,000	47,500	5,000	6/4..	35,000	31,000	....
7/4..	9,000	8,000	1,000	8/4..	60,000	32,500	....
8/4..	16,500	34,345	2,400	12/4..	....	1,000	....
12/4..	8,000	9,000	....	Plain Red Gum			
Quartered Red Oak				4/4..	60,000	150,000	14,000
3/4..	3,000	7,000	2,500	5/4..	8,000	15,000	7,000
4/4..	57,400	54,485	20,385	6/4..	35,000	71,000	12,000
5/4..	61,585	48,280	16,950	10/4p&q	2,675	3,500	....

Alexander Bros., Belzoni, Miss.
Manufacturers and Wholesalers Southern Hardwoods

Quality in Raw Material Is the *First Essential to Quality in Any Finished Product*

In lumber manufacture the first thing necessary is the right kind of timber. We are especially fortunate in that being situated at Little Rock, right in the heart of the best timber in Arkansas, we can choose just those logs which conform to our ideals. Hence every board from our mill has the maximum in grade, figure and texture. We specialize in giving what we think we would like to receive if we were buying.

Remember Little Rock Has the Pick of **ARKANSAS HARDWOODS**

Little Rock Lumber & Manufacturing Company

Little Rock, Ark.

D. S. WATROUS, Secy.-Treas.-Mgr.

Vestal Lumber & Manufacturing Company

Knoxville, Tennessee

MANUFACTURERS

PLAIN OAK

FINE QUARTERED WHITE OAK

Special to Move { 100M ft. 8-4 1 Com. Poplar Selects In } 6 In. & Up
Very Dry { 100M ft. 8-4 2 Com. Poplar Selects In } 50% 14-16'

BLACK WALNUT

TENNESSEE RED CEDAR

POPLAR

BAND MILLS ON L. & N. AND SOUTHERN RAILROADS AT VESTAL, A SUBURB OF KNOXVILLE

Salt Lick Lumber Co.

SALT LICK KENTUCKY

MANUFACTURERS OF

Eureka
OAK AND BEECH
Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths

"WE ARE GETTING RESULTS"

WRITES ONE ADVERTISER

This Means That He Is Getting

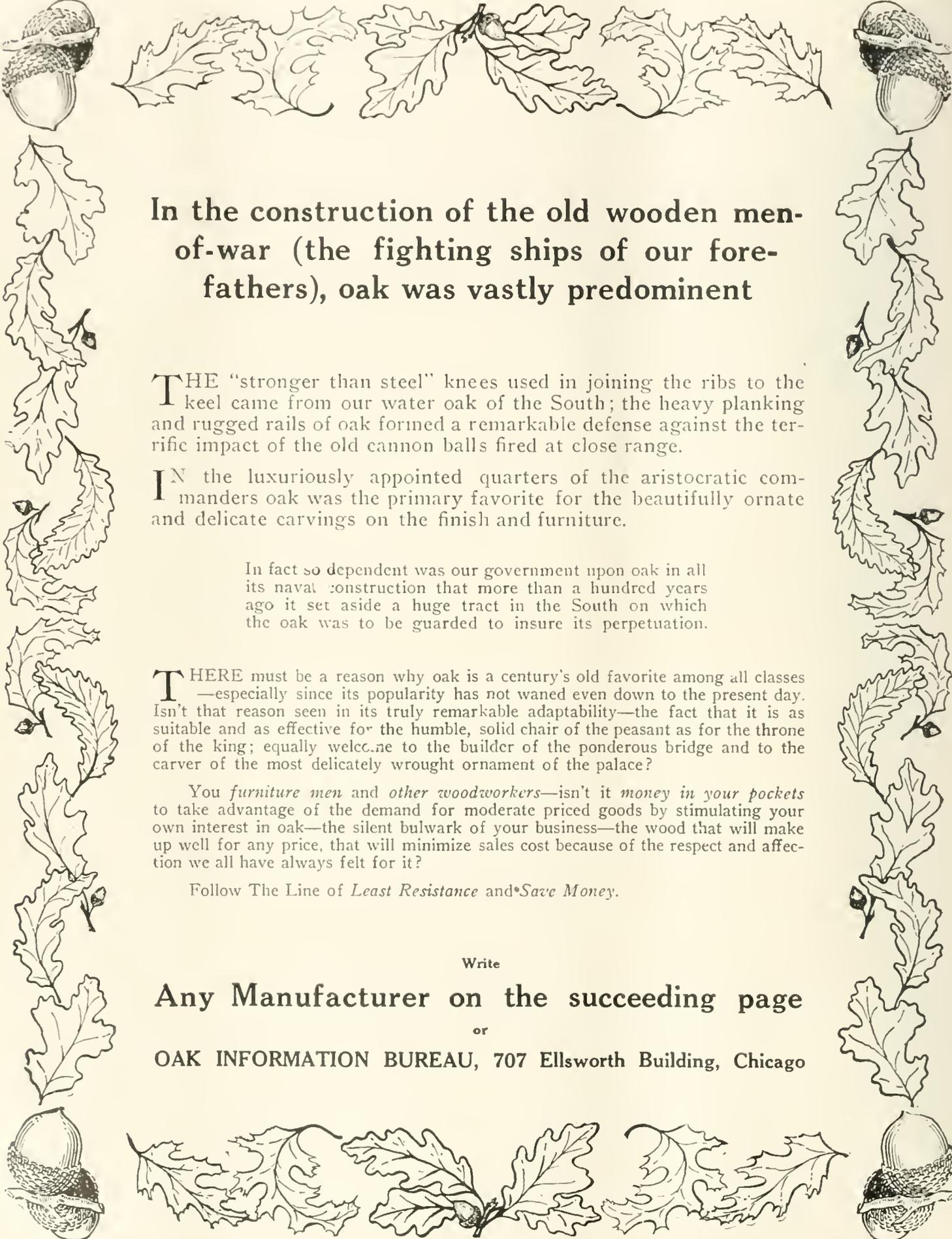
NEW BUSINESS

Through His Ad

If we can do it for him is there any logical reason why we can't for you?

MAKE US PROVE IT

HARDWOOD RECORD, CHICAGO



In the construction of the old wooden men-of-war (the fighting ships of our forefathers), oak was vastly predominant

THE "stronger than steel" knees used in joining the ribs to the keel came from our water oak of the South; the heavy planking and rugged rails of oak formed a remarkable defense against the terrific impact of the old cannon balls fired at close range.

IN the luxuriously appointed quarters of the aristocratic commanders oak was the primary favorite for the beautifully ornate and delicate carvings on the finish and furniture.

In fact so dependent was our government upon oak in all its naval construction that more than a hundred years ago it set aside a huge tract in the South on which the oak was to be guarded to insure its perpetuation.

THERE must be a reason why oak is a century's old favorite among all classes—especially since its popularity has not waned even down to the present day. Isn't that reason seen in its truly remarkable adaptability—the fact that it is as suitable and as effective for the humble, solid chair of the peasant as for the throne of the king; equally welcome to the builder of the ponderous bridge and to the carver of the most delicately wrought ornament of the palace?

You furniture men and other woodworkers—isn't it money in your pockets to take advantage of the demand for moderate priced goods by stimulating your own interest in oak—the silent bulwark of your business—the wood that will make up well for any price, that will minimize sales cost because of the respect and affection we all have always felt for it?

Follow The Line of *Least Resistance* and *Save Money*.

Write

Any Manufacturer on the succeeding page

or

OAK INFORMATION BUREAU, 707 Ellsworth Building, Chicago



The following manufacturers have made a study of oak production. In sending them your requirements you will be insuring yourself the best in stock and service.

ALABAMA

H. H. Hitt Lumber Company, Decatur.
* Cromwell Hardwood Lumber Company, Montgomery.

ARKANSAS

* Carnahan-Allport Lumber Company, Allport. (See page 6.)
Thane Lumber Company, Arkansas City.
Bliss-Cook Oak Company, Blissville. (See page 45.)

Paepcke Leicht Lbr. Co., Blytheville and Helena.
Penrod-Jurden & McCowen, Brasfield and Helena. (See page 56.)

Crittenden Lumber Company, Crittenden.
Dermott Land & Lumber Company, Dermott.
* Fee-Crayton Hardwood Lumber Co., Dermott.
J. H. Bonner & Sons, Heth. (See page 45.)
Little Rock Lumber & Manufacturing Company, Little Rock. (See page 7.)

* Miller Lumber Company, Marianna.
* Saline River Hardwood Company, Pine Bluff.
Muirhead Lumber Company, Weldon.

ILLINOIS

H. B. Blanks Lumber Company, Cairo.
Thomas McFarland Lumber Company, Cairo.
* Utley-Holloway Lumber Company, Great Northern Bldg., Chicago.

INDIANA

S. Burkholder Lumber Co., Crawfordsville. (See page 50.)

F. M. Cutsinger, Evansville.
* Maley & Wertz, Evansville.
John A. Reitz & Sons, Evansville.
* Bedna Young Lumber Company, Greensburg.
Chas. H. Barnaby, Greencastle.
J. V. Stimson, Huntingburg. (See page 56.)
Long-Knight Lumber Company, Indianapolis.
Coppes Bros. & Zook, Nappanee.
Wood-Mosaic Company, New Albany.
North Vernon Lumber Company, North Vernon.
C. & W. Kramer Company, Richmond.
* Swain-Roach Lumber Company, Seymour.
* Fullerton-Powell Hardwood Lumber Company, South Bend.

Fort Wayne.

* Hoffman Brothers Company. (See page 14.)
Perrine-Armstrong Company.

KENTUCKY

* Arlington Lumber Company, Arlington.
Wright-Kitchen Lumber Company, Ashland.
Clearfield Lumber Company, Inc., Clearfield.
Day Lumber & Coal Company, Jackson. (See page 46.)

Louisville.

W. P. Brown & Sons Lumber Company.
Churchill-Milton Lumber Company.
Kentucky-Indiana Hardwood Company.
Norman Lumber Company.

Lexington

* Kentucky Lumber Company.
E. R. Spotswood & Sons. (See page 43.)
Turkey Foot Lumber Company, Inc.

LOUISIANA

* The Ferd Brenner Lumber Company, Alexandria.
Boeuf River Ld. & Lbr. Company, Logtown.
The Hyde Lumber Company, Lake Providence.
Thistlethwaite Lumber Company, Ltd., Washington.

MASSACHUSETTS

The Atlantic Lumber Company, Boston. (See page 41.)

MICHIGAN

Thomas Forman Company, Detroit.

MISSISSIPPI

Alexander Bros., Belzoni. (See page 7.)
Lamb-Fish Lumber Company, Charleston. (See page 47.)

* Manufacturers of Oak Dimension Stock.

* D. H. Hall Lumber Company, New Albany.
Paepcke Leicht Lumber Company, Greenville.
* Tallabatchie Lumber Company, Philipp.
Carrier Lumber & Manufacturing Company, Sardis.

MISSOURI

Tschudy Lumber Company, Kansas City.
Galloway-Peace Company, Poplar Bluff. (See page 40.)
Baker-Matthews Manufacturing Co., Sikeston. (See page 45.)
* Garetson-Greason Lumber Company, St. Louis.
Thos. E. Powe Lumber Company, St. Louis.

NORTH CAROLINA

Asheville Lumber Company, Asheville.
* Carr Lumber Company, Pisgah Forest.

OHIO

Yellow Poplar Lumber Company, Coal Grove.
W. M. Ritter Lumber Company, Columbus.
Barr-Holaday Lumber Company, Greenfield.

Cincinnati.

Bayou Land & Lumber Company.
C. Crane & Co. (See page 46.)
The John Dulweber Company.
Hay Lumber Company.
Mowbray & Robinson Company. (See page 4.)
The New River Lumber Company.

PENNSYLVANIA

J. M. Murdock & Co., Johnstown.
Aberdeen Lumber Company, Pittsburgh.
Babcock Lumber Company, Pittsburgh.

TENNESSEE

* J. M. Card Lumber Company, Chattanooga.
* Bedna Young Lumber Company, Jackson.
Kimball & Kopeck, Knoxville.
J. M. Logan Lumber Company, Knoxville.
Vestal Lumber & Manufacturing Co., Knoxville. (See page 7.)
Little River Lumber Company, Townsend.

Memphis

Anderson-Tully Company. (See page 6.)
Geo. C. Brown & Co. (See page 14.)
R. J. Daruell, Inc.

May Bros.
Memphis Band Mill Company.
* Nickey & Sons Company, Inc.
Paepcke Leicht Lumber Company.
Penrod-Jurden & McCowen. (See page 56.)
Russe & Burgess, Inc.
E. Sondheimer Company.
VandenBoom-Stimson Lumber Company.
* Welsh Lumber Company.
J. W. Wheeler & Co.

Nashville

Davidson Hicks & Greene Company.
Farris Hardwood Lumber Company. (See page 45.)

* Love, Boyd & Co.
* John B. Ranson & Co.

VIRGINIA

* U. S. Spruce Lumber Company, Marion.
Bolce Lumber Company, Inc., Richmond.

WEST VIRGINIA

* Lewis Lumber Company, Albright.
The McClellan-West Lumber Company, Bluefield. (See page 36.)
The Alton Lumber Company, Buckhannon. (See page 50.)

* West Virginia Timber Company, Charleston.
* Pardee & Curtin Lumber Company, Clarksburg.
Maryland Lumber Company, Deomar.
C. L. Ritter Lumber Company, Huntington.
Rockcastle Lumber Company, Huntington.
Kenova Saw Mill Company, Kenova.
Clay Lumber Company, Middle Fork.
The Parkersburg Mill Company, Parkersburg.
* The Meadow River Lumber Company, Rainelle.
* Warn Lumber Corporation, Raywood.
* American Column & Lumber Co., St. Albans.

WISCONSIN

G. W. Jones Lumber Company, Appleton.

The durability, strength, standing ability and beauty of oak are proof against all comers for all time. It is more firmly intrenched today than ever before.



THE WAR AND WALNUT

We desire at this time to make a frank statement concerning the European war and its effect on the supply of American Black Walnut.

In the beginning, we wish to assure present and prospective users of this wood that they can get whatever they need at reasonable prices, irrespective of what may be said from any other quarter.

There has been a demand for Black Walnut for gunstocks and for aeroplane parts. This demand, owing to the "news value" of the items, has been given prominence, and even greatly exaggerated. As a matter of fact, the total purchases of Walnut for war purposes will not exceed 20 per cent of the ordinary annual production.

In addition, practically all of this business has been covered by purchases, and is, as far as the market for walnut is concerned, a closed chapter. Unless the war should last much longer than anybody believes now, there will be little or no additional demand for Walnut for gunstocks.

The undersigned producers of American Black Walnut have ample stocks. With the exception of firsts and seconds in 2-inch lumber, stocks are better filled than ever before, and your demands can readily be taken care of. We solicit your business, and will be glad to go into the situation in further detail if you so desire.

PENROD WALNUT & VENEER CO.
Kansas City, Mo.

GEO. W. HARTZELL
Piqua, O.

PICKREL WALNUT COMPANY.
St. Louis, Mo.

H. A. McCOWAN & CO.
Louisville, Ky.

THEODOR FRANCKE ERBEN, G.m.b.H.
Cincinnati, O.

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

SANDERS & EGBERT COMPANY
Goshen, Ind.

FRANK PURCELL
Kansas City, Mo.

LONG-KNIGHT LUMBER COMPANY
Indianapolis, Ind.

THE EAST

LEADING MANUFACTURERS AND JOBBERS

WM. WHITMER & SONS

INCORPORATED

Manufacturers and Wholesalers of All Kinds of

"If Anybody Can, We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Franklin Bank Bldg. PHILADELPHIA

Willson Bros. Lumber Co.

MANUFACTURERS

WEST VIRGINIA HARDWOODS

Oliver Building

PITTSBURG, PA.

WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.

Specialist in Hardwoods

Manufacturers are requested to supply lists of stock for sale

WISTAR, UNDERHILL & NIXON

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

QUARTERED WHITE OAK

NICE FLAKY STUFF

HARDWOOD RECORD

Not only the ONLY HARDWOOD PAPER
but the BEST LUMBER PAPER published

PALMER & PARKER CO.

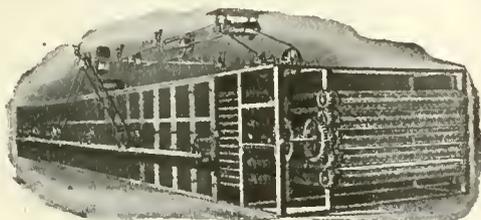
TEAK MAHOGANY EBONY
ENGLISH OAK VENEERS DOMESTIC
CIRCISSIAN WALNUT HARDWOODS

103 Medford Street, Charlestown Dist.
BOSTON, MASS.

PROCTOR VENEER DRYER FIREPROOF

—AN—
UNPARALLELED SUCCESS

No Splitting
Nor Checking
No Clogging
Nor Adjusting



Recommended by all those who have tried it

THE PHILADELPHIA TEXTILE MACHINERY COMPANY
DEPT. L, HANCOCK & SOMERSET STS. PHILADELPHIA, PA.

Both Ends and the Middle

HARDWOOD RECORD reaches most everybody who produces markets and consumes Hardwoods.

Nothing But Hardwoods



RELAYING LOGS 3600 FEET

OVER TWO SPANS
LIDGERWOOD
OVERHEAD RELAY
SKIDDER

Skids logs over intervening ridges—One continuous operation, from one setting—Saves railroad building
Write for Particulars

Lidgerwood Mfg. Company

96 LIBERTY ST., NEW YORK
Woodward, Wight & Co., Ltd., New Orleans. Lidgerwood Mfg. Co., Seattle, Wash.

Walnut Logs

3,000,000 Feet Wanted

I must have *at once*, logs enough to make 5,000,000 feet of American black Walnut Veneers 2,000,000 feet of Log Run, American Black Walnut Lumber I will pay the highest price for logs delivered at the track, and for timber standing.

I will inspect and measure the logs at the track and pay *spot cash* for same.

Address

C. L. WILLEY

2558 So. Robey Street, Chicago, Ill.

Largest Veneer Plant in the World

BAY CITY MICH.

THE LARGEST PRODUCING CENTER OF MICHIGAN HARDWOOD
 LOWER PENINSULA HARD MAPLE

When You Think This, Think Bay City

500M 4/4 No. 2 Common & Better Hard Maple
500M 4/4 No. 3 Common Hard Maple
100M 4/4 No. 2 Common & Better Soft Maple
100M 4/4 Birch, Mill Run
200M 4/4 Basswood, L. R.
110M 4/4 1st & 2nd Basswood
75M 4/4 No. 1 Common Basswood
90M 4/4 No. 2 Common Basswood
40M 5/4 1st & 2nd Basswood
90M 5/4 No. 1 Common Basswood
60M 5/4 No. 3 Common Basswood
125M 5/4 No. 2 Common & Better Beech
160M 6/4 No. 3 Common Beech

Richardson Lumber Company

100,000 ft. 4/4 No. 1 Common and No. 2 Common Birch.
100,000 ft. 4/4 No. 3 Common Birch.
20,000 ft. 1x6 to 1x7 1st and 2nds Hard Maple.
150,000 ft. 4/4 No. 3 Common Hard Maple.
750,000 ft. 5/4 No. 3 Common Hard Maple.
50,000 ft. 6/4 No. 3 Common Hard Maple.
75,000 ft. 8/4 No. 2 Common and Better Beech.
500,000 ft. 6/4 No. 2 Common and Better Beech.
250,000 ft. 5/4 No. 2 Common and Better Beech.
400,000 ft. 5/4 No. 3 Common Beech.
100,000 ft. 6/4 No. 3 Common Beech.
20,000 ft. 6/4 No. 1 Common Elm.
20,000 ft. 6/4 No. 2 Common Elm.
60,000 ft. 5/4 No. 2 Common Basswood.
100,000 ft. 5/4 No. 3 Common Basswood.
15,000 ft. 6/4 No. 1 Common Basswood.

The Kneeland-Bigelow Company

HARD MAPLE		BEECH	
16/4 1s & 2s, 8" and up.....	124,300 ft.	6/4 No. 2 C. & B.....	\$5,000 ft.
16/4 No. 1 Com.....	34,700 ft.	6/4 No. 3 Com.....	68,000 ft.
16/4 No. 2 C. & B., 4 to 7" wide.....	9,000 ft.	5/4 No. 2 C. & B.....	409,000 ft.
12/4 1s & 2s, 8" and up.....	203,800 ft.	5/4 No. 3 Com.....	31,000 ft.
12/4 No. 1 Com.....	26,000 ft.	4/4 No. 1 C. & B.....	53,000 ft.
10/4 1s & 2s, 8" and up.....	163,200 ft.	4/4 No. 2 & 3 Com.....	\$59,000 ft.
8/4 1s & 2s, 8" and up.....	180,200 ft.	4/4 No. 3 Com.....	57,000 ft.
8/4 No. 1 Com., 8" and up.....	8,200 ft.		
8/4 heart culls.....	72,000 ft.	BASSWOOD	
6/4 1s & 2s, 8" and up.....	286,000 ft.	4/4 No. 2 C. & B.....	446,000 ft.
5/4 1s & 2s, 8" and up.....	166,800 ft.	4/4 No. 3 Com.....	30,000 ft.
5/4 Bird's Eye.....	920 ft.	ELM	
4/4 Bird's Eye.....	480 ft.	4/4 Full cut.....	26,000 ft.
4/4 White.....	97,500 ft.	ASH	
4/4 1s & 2s, 8" and up.....	650,000 ft.	4/4 Full cut.....	18,000 ft.
4/4 Heart culls.....	61,200 ft.	CHERRY	
4/4 Plank trim.....	37,000 ft.	4/4 Full cut.....	1,600 ft.
		OAK	
		4/4 Full cut.....	8,000 ft.
BIRCH			
5/4 No. 2 C. & B.....	6,200 ft.		
5/4 No. 3 Com.....	3,000 ft.		
4/4 No. 1 Com.....	52,000 ft.		
4/4 No. 2 C. & B.....	180,200 ft.		
4/4 No. 2 Com.....	28,000 ft.		
4/4 No. 3 Com.....	93,500 ft.		

W. D. Young & Company

5,000 ft. 9/4x12" & wider 1st & 2nds Hard Maple	65,000 ft. 4/4 Log-Run Birch
2,000 ft. 6/4x12" Hard Maple Step Plank	19,000 ft. 4/4 Log-Run Beech
50,000 ft. 4/4 Log-Run Hard Maple	80,000 ft. 6/4 Log-Run Beech
215,000 ft. 4/4 No. 3 Common Hard Maple	75,000 ft. 6/4 No. 3 Common Beech
70,000 ft. 5/4 No. 3 Common Hard Maple	17,000 ft. 4/4 Log Run Basswood
8,000 ft. 6/4 No. 3 Common Hard Maple	26,000 ft. 5/4 No. 3 Com. Beech & Soft Maple
	500,000 ft. 4/4 & 8/4 No. 2 & No. 3 Hemlock for Boxing

Ross & Wentworth

Let the following manufacturers know your needs:

KNEELAND-BIGELOW CO.
RICHARDSON LUMBER CO.

ROSS & WENTWORTH
W. D. YOUNG & CO.



Our "Plant B" where high-grade timber and workmanship have maintained our reputation for

SLICE CUT VENEERS

Specialty — Quartered White Oak Manufactured from Northern Grown White Oak



Honest Inspection
Intelligent Selection

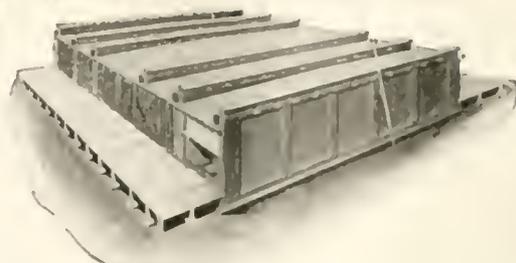


Hoffman Bros. Company, Fort Wayne, Ind.
ESTABLISHED 1867 INCORPORATED 1901

Morton Humidity System

Progressive Kilns Compartment Kilns

Pocket Kilns



We build kilns to suit every requirement in the lumber industry. Lumber properly kiln dried sells quicker and brings a better price. **The Morton Kiln Produces Quality Lumber**

Write for our 3 Complete Catalogs and Specialty Folder 00-G
MORTON DRY KILN CO., 351-357 W. 59th St., Chicago, Ill.

Table of Contents

COVER PICTURE—An Old Mill.
REVIEW AND OUTLOOK:
General Market Conditions..... 15
The Cover Picture..... 15-16
Minimum Purchases as Affecting Lumber Prices..... 16
Praying for Light..... 16
May Teach Bookkeeping..... 16
Where the Lumbermen Can Benefit Themselves..... 17
The Furniture Shows..... 17

SPECIAL ARTICLES:
Production of Lumber in 1913..... 24
Rate Decision Blow to Gum Men..... 25
Lumbermen's Round Table..... 26
Powers of the Trade Commission..... 27
Baltimore Export for June..... 27
Experience Talks on Woodworking..... 28
The Salesmen's Post Mortem..... 30
Interesting Traffic Developments..... 31

CLUBS AND ASSOCIATIONS:
Lumbermen and Trade Commission Confer..... 18-23
Annual Michigan Manufacturers..... 29-30
Miscellaneous..... 32-33

THE MAIL BAG..... 32
WITH THE TRADE..... 33-34
PERTINENT INFORMATION..... 35-37
HARDWOOD NEWS..... 37-43
HARDWOOD MARKET..... 43-48
CLASSIFIED ADVERTISEMENTS..... 50

SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, \$2.00 this year; in foreign countries, \$1.00 extra postage.

In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

Both display and classified advertising rates furnished upon application. Advertising copy must be received five days in advance of publication dates.

Entered as second-class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.

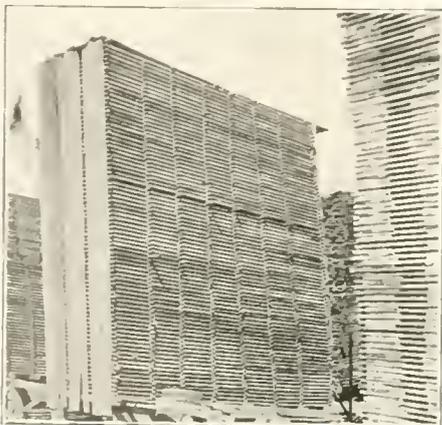
THE POWELL MYERS LBR. CO.
of SOUTH BEND, IND.

**Anything and Everything
in Dimension Hardwoods**

Cut to Order

WE SPECIALIZE IN

*Chair Posts and Rockers Band Sawed to Pattern.
Timbers, Plank, Wagon, Implement, Chair and
Furniture Stock.*



Note number of piling sticks and method of stacking

Satisfaction in the Finishing Room

"The greatest gain, however, which should interest all producers of Gum lumber is in the finish it will take compared to the old Gum cut and shipped direct from the log. KRAETZER-CURED GUM WILL TAKE ANY STAIN AND COLOR ANY OTHER WOOD WILL TAKE, AND SHOW A CLEAR, BEAUTIFUL GRAIN, WHICH WAS NOT POSSIBLE HERETOFORE. When the sap is in the Gum it will produce a dirty, muddy appearance, no matter how carefully handled. Previous to the time you furnished us with the Kraetzer-Cured Gum we could not produce a clear mahogany, walnut or any other color like we can from the Kraetzer-Cured."

The above quotation is from a letter written us by a firm which has consumed large quantities of Kraetzer-Cured Gum. It has saved it money and can save you money.

Let us tell you more about it.

GEO. C. BROWN & COMPANY,

Band Mills: Proctor, Ark. Main Office: Bank of Commerce Bldg., Memphis, Tenn.

Manufacturers St. Francis Basin Hardwoods

IT WILL BE A PLEASURE TO QUOTE ON YOUR INQUIRIES



Hardwood Record

Copyright, THE HARDWOOD COMPANY, 1915

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Edgar H. Defebaugh, President
Edwin W. Meeker, Managing Editor
Hu Maxwell, Technical Editor

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO
Telephones: Harrison 8086-8087-8088



LIBR
NEW
MUTAN
GAKI

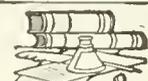
Vol. XL

CHICAGO, JULY 25, 1915

No. 7



Review and Outlook



General Market Conditions

THE HARDWOOD SITUATION is still slack but steady with noticeably less fluctuation in prices and a proportionate equalizing of sales. Buyers are purchasing more regularly though still not inclined to make a general practice of ordering ahead, although there is a continually increasing belief that in so doing the best interests of the respective companies will be protected. Each month shows an augmented number of purchases of large proportions from the factory trade, while the city yard is brisking up in fair shape.

There is undoubtedly a greater tendency to invest capital in real estate and dwelling structures, either houses or flat buildings. While the building situation in the rural districts is not good, the urban situation is a promising feature as affecting the demand for lumber. Inasmuch as the average city house or flat building is necessarily finished in hardwoods, both for interior finish and floors, this peculiarity of the situation is of direct benefit to operators in this class of lumber.

Now that the ordinarily dull summer season is half over, predictions that there will be no slackening in what demand has existed are seemingly borne out by facts, as there has undoubtedly been a slight acceleration not only in the general business situation but in business as it affects lumbering specifically.

For a period immediately following the opening of the July furniture sales, manufacturers showing their lines were non-committal as to the trend of sales, inasmuch as the first week or ten days is devoted by the buyers to inspecting all of the offerings before making purchases. However, with the beginning of the second week there were indications of more active buying and as it now stands the shows have developed in a reasonably satisfactory manner. This is borne out by a noticeable improvement in the demand from the factory trade, and by the records of a number of orders from this class of consumers for stocks running into millions of feet. It is easily understood that where the furniture manufacturers are not fairly well satisfied with the progress of the shows there would be no possibility of such orders for lumber. They have been so long making the mill man hold the stock that they would naturally continue in this policy did they not feel that they could protect themselves best for the future by taking on larger quantities of stock at present prices.

Chicago's return to the harness has been of benefit to a great number of outside interests as well as to the local lumbermen. It is estimated that seventy-five per cent of the lumber coming into Chicago comes from four southern states, and it seems apparent from this, bearing in mind the immense amount of lumber that comes into this city each month, that with the strike over and builders making strenuous efforts to catch up on lost time, the outside shippers have been benefited materially.

The export trade has devolved almost into the question of getting shipping facilities, which consideration is still seriously in the minds of lumber exporters. There continues to be a strong call from abroad, particularly from England, and there is also a marked interest in stock to be used at the conclusion of the war as the English trade ordinarily seems to feel that it will be in a position to make immense purchases just as soon as the country has begun to settle after the conflagration is extinguished. The gratifying feature of the export demand has been the presence of a diversified line of lumber in shipments going to foreign countries, lumber seemingly not having been confined to stocks used purely for purposes occasioned by war. This circumstance would indicate a fairly healthy condition of the trade in general.

The commonly accepted version of the hardwood trade is that the downward impetus has been checked both as to demand and prices, and that there is ample justification for believing that the closing months of 1915 will see a noticeable cleaning up in mill stocks, a tendency to replenish consumers' and yard stocks with orders of larger proportions than have prevailed, and the consequently greater firmness in prices with gradual incline upwards.

The Cover Picture

THE SUMMER TIME SUGGESTS mill dams and tumbling waters with an old mill at the side, and the cover picture which illustrates this issue of HARDWOOD RECORD exactly fulfills that condition. It is unnecessary to be precise in the location, because almost every neighborhood in the mountainous hardwood region has something very similar. It may be a sawmill or it may be a mill for grinding grain, but at any rate, it is a water mill, and that is the chief item of interest.

The type shown in the picture is, of course, much out of date at present. Old and middle aged people can remember when such were more in evidence than at present, but some mills that are active still remain, and many more are in partial or entire ruin.

The builder of the old fashioned water mill knew little about utilizing resources which lay within his reach. He seldom built his dam high enough to give sufficient waterhead. He did not know that by adding a few feet to the height of the dam he could enormously increase the amount of work which a given quantity of water would perform. A notion prevailed that power depended upon the quantity of water passing through the headgate, and the millwright who worked by the rule of thumb increased the size of the headgate if he wanted more power. It never occurred to him that it was the water's velocity at the moment of striking the wheel that developed the power, and not its volume. Velocity could have been secured by increasing the height of the dam. Many an old-time millwright used

one unit of power and wasted ten, where with little more cost at the start, and no more expense for upkeep, he could have increased the working capacity of the mill tenfold.

The old timers, including the mill builders, lived and died in ignorance of what they were missing; but all the people who held equally limited views are not dead yet. The development of water power is now as far beyond what it was in the days of the pioneers as the railroad train is ahead of a pack horse. When even a small stream has sufficient fall, the power which it is capable of yielding is almost beyond belief. A brook which would scarcely produce four horse power under the old method of harnessing, will yield hundreds under modern methods. The old millwright was often satisfied with a head of five or six feet, and if he secured fifteen or twenty he believed that he had reached the limit of the possible.

Engineers today build water power plants with heads of hundreds of feet. Some in the West go far above a thousand feet in perpendicular fall of water. Of course, the old time mill could not have stood such pressure and impact. A jet of water under a pressure of one thousand feet would go through one of the old mills like a cannon-ball. It would have torn the wheel and walls to splinters in five seconds; but the modern engineer builds wheels and other machinery that will stand the high pressures, and thus obtains hundreds of horse power where under the old system five or six would have been the limit.

The power developed by modern high class water plants is distributed by electricity hundreds of miles, if necessary. The old time mill builder knew nothing about electric transmission, and he had no need for more power than he could use on the spot.

Minimum Purchases as Affecting Lumber Prices

IT IS A PLAIN FACT that when lumber prices are low the lumber buyers both in the yards and in the factories are not inclined to buy in large quantities on any one order. Taking the opposite view, it is equally apparent that when the buyers are limiting their purchases to meet needs, prices must necessarily continue on an unsatisfactory basis. There is room for consideration as to what is the cause and what is the effect, as while this buying policy is ordinarily inaugurated at the beginning of a period of poor demand for factory products, it continues after that demand has picked up noticeably.

Such is true now. There are numerous logical reasons why a general advance in lumber prices can be expected, though for the most part buyers are still merely meeting their actual needs rather than buying in large quantities in anticipation of greater cost of raw material. And right there is noted the psychological effect of such action. It would not be fair to say that the sellers of lumber are lacking in moral courage, but they have been depressed so long by poor business and have so long experienced uncertainty as to future developments that they have given too much credence to the buyers' contentions and have not adhered to the dictates of their own judgment as closely as circumstances and conditions would warrant.

As a consequence, the buyer through continuing to purchase in small quantities, continues to depress prices in the face of an actual improvement in trade, simply because the distributor of lumber has listened so long to the bearish doctrines of the buyer that he believes continued small purchases is all the justification necessary for continuing to offer his lumber at the low level which has prevailed.

There is a refreshing increase in the number of large orders entered by factory consumers, and with general knowledge of this fact, the lumber trade should have sufficient incentive to follow its own judgment as to price concessions. That it is beginning to do so is corroborated by the more optimistic tone which permeates the lumber centers through the East and Middle West.

Praying for Light

THE NAIL WAS HIT ON THE HEAD by L. C. Boyle in his brief filed before the Federal Trade Commission in its Chicago conference with lumbermen when he said that the attorney who advises the lumber associations how far they can legally go in forming combinations does not have the last guess as to what the law on the subject is. Some judge on the bench may make a different guess,

and the judge's guess goes, and the lumbermen may have to suffer for acting on their lawyer's advice.

It is unfortunate that there is so much room for guessing as to what the scope, meaning and intention of the anti-trust laws are. It would not be so serious if a wrong guess were not so expensive. Judges are but men. Their interpretation of laws, though intended in all honesty, is subject not only to the fallibility of human judgment, but also to the vagueness and obscurity of the language in which the laws are written. Two men of equal learning in the law, and of equal mental ability, and of equal integrity, may disagree as to what a written law means. One of these men may be an attorney advising his clients that it is lawful to do a certain thing, and they do it; but the other man is the judge who gives his guess later, and if he decides differently, the clients are in for punishment.

It may be asked now, as it was asked in one of Victor Hugo's stories, "who is to judge the judge?" Although the founders of our government put up all the safeguards that seemed possible, in order to bring justice to the people and reduce mistakes to a minimum, the end was not wholly attained where laws are written in ambiguous language, as is evident in the uncertainties that hang over the anti-trust laws. Business men are afraid of these laws, not for what is understood in them, but for what is vague and doubtful, and depends on some judge's guess for interpretation. When Achilles fought his great battle before Troy, as related by Homer, his only prayer was for "light, more light, give light that I may see." That is the prayer of the lumbermen of the United States today, in regard to the laws that are breaking the back of business; they want light on the subject so they may go ahead, and not be compelled to stand in dread of penalties which depend upon somebody's guess as to what a statute means.

May Teach Bookkeeping

THE FEDERAL TRADE COMMISSION is surveying prospective fields for the employment of its labors, if the report is authentic that bookkeeping is to be included in its activities. In a recent published interview by one of the commissioners the subject was outlined in substance as follows:

The commission will prepare an approved form of balance sheet, upon which the business man desiring credit at the bank will set forth the salient facts with regard to his business. It will further design a form that will accurately and concisely show his assets. It will also devise a system of double-entry bookkeeping adapted for different classes of business, and a form and method of cost accounting for the class of business being done by the man who is willing to avail himself of the help the commission hopes to be able to afford.

The commissioner further said that the small business men of this country are often such poor bookkeepers that when they apply for loans at the bank they are apt to queer their chances of getting the money by the bad appearance of their balance sheets. The commissioner expressed the hope that the commission would be able to put its expert accountants at the service of manufacturers and merchants who are short in knowledge and experience and in that way help to strengthen American industries.

There may be a disposition to look upon this proposition as a joke; but it is meant seriously by at least one member of the commission. The intention is doubtless well meant, but it is bound to make a poor impression on the public. Bookkeeping is a detail too small for the Federal Trade Commission's activities. At any rate, the general public will consider the commission too large a body to enter into competition with business colleges and correspondence schools. If the commission really has a new, important idea on the science of accounts, it should give the business men of the country the benefit of that idea; but has it such an idea? What reason is there for supposing that the commission knows more of bookkeeping than is known by experts who have made a life study of that subject?

The assertion has been made, and not in a fault-finding spirit, that the commission has no clearly defined conception of what its duties are. A proposition to begin by giving lessons in preparing balance sheets for the "small" business man to take to the bank when he wants to borrow money, will doubtless tend to strengthen the belief on the part of the public that the commission is exploring the field in search of something to do and has nothing very large in sight as yet.

Where the Lumbermen Can Benefit Themselves

WHILE THE STATEMENTS PREPARED for presentation to the Federal Trade Commission at Chicago this week were replete with interesting facts and data, it was also apparent that in a good many instances positive information was lacking. This was particularly true when lumbermen were requested to reply to leading questions propounded by members of the commission, and it was apparent so often as to point to a real necessity for absolutely dependable data covering all phases of lumbering in every producing and consuming location.

At first thought the compilation of this information appears to be too gigantic and complicated a task to seem practical, but it is within the lumbermen's power to have the task performed without any effort or expenditure on their part if they will but embrace an opportunity that is now offered which can be broadened if they will but make it known that they wish it to be. We refer to the present investigation of lumber and lumber markets as being carried on by the Federal Forest Service.

This investigation as originally planned was to have covered the entire lumber industry in all of its departments from the stump to the finished article made from wood and to embrace all woods. Due, however, to the fact that no one is particularly or directly interested in seeing that each wood is given its fair share of attention, and inasmuch as it seems to be expedient to cut down the scope of the investigation on account of insufficient appropriation, the Forest Service officials in charge of the work eliminated the investigation of many of the important woods and are now dealing only with a limited territory and in a rather limited way.

The point is that if the lumbermen would make it known to the Forest Service that they urgently desire that the investigation be made comprehensive of all industries affiliated with the lumber industry and all industries directly dependent upon the lumber industry, the Service would be able to secure without undue trouble sufficient funds from other sources to make this study one of real importance while it is being done, rather than of merely casual importance in a general way and of no direct importance as far as its being representative of the entire industry is concerned. It would appear there has been too much slurring of this work in almost all investigations, possibly with some exception in past years but in the present instance the investigations are being carried on at a time when lumbermen are more interested than ever, due to their efforts to gain recognition before the Interstate Commerce Commission and the Federal Trade Commission in securing every fact and every bit of data available to show exactly the status of lumbering, and the Forest Service should, and undoubtedly would, be willing to stretch a point if it appreciates the fact that the immense interests embraced in the lumber industry so desired. It is not sufficient that any manufacturer merely agree with this assertion; he must on the other hand be one of those who makes his wish known to the Forest Service. If a sufficient number of influential lumbermen and organizations will take this suggestion unto themselves they will be enabled to secure just that character of information for which they have been making such a frantic search and without which they are absolutely lost in their efforts to present their case to federal and other authorities.

The Furniture Shows

WITH THE CHICAGO furniture show practically over the exhibitors are fairly united in an optimistic opinion of the results. Such results have not all been directly realized on the floors of the exhibition building through consummated sales, but in innumerable cases furniture buyers have expressed themselves as desiring to purchase at a later period and have requested the manufacturers' representatives to be sure and stop in as soon as they go out on the road. Some of the exhibitors seemed rather discouraged, but there was a preponderating number who not only felt optimistic about the present but are of the opinion that there will be a condition approaching almost normal in the fall.

For the most part those who actually purchased on the floor, and most of these purchases were of very satisfactory proportions, were

the larger type of buyers the smaller men seemingly having either passed up the show or not having made up their minds as to just how much they wanted to buy. It is this latter type who have postponed their purchasing until the salesmen get out, but there is hardly an exhibitor who has not lined up a very fair number of future buyers.

Period stuff is by long odds the best seller, particularly in the better class of furniture. On the whole it can be said that the moderate and cheaper lines are going best in a general way, and in these lines oak seems to rather predominate. The call for the respective finishes is spotty according to territory, but the continued popularity of the highly polished golden oak is still apparent. The reason for this, of course, is easily appreciated as the class of people who ordinarily buy this cheap stuff seem to want to get as much show for their money as they possibly can. On the whole, however, the waxed finish is undoubtedly the most popular. The mission styles seem to be on the wane.

Several manufacturers who have been pushing walnut report that it is going in very good shape and that they anticipate good demand for walnut, increasing in importance as the popularity of this wood is more thoroughly established. There are some beautiful offerings of black walnut in different styles of furniture and it is unquestionably a fact that this wood has made a lasting impression on manufacturer, dealer and consumer.

Mahogany is still strong, holding a leading place in period offerings, while Circassian walnut does not occupy the conspicuous place that it did some months ago. On the whole the buyers seem rather to feel that American walnut, oak and mahogany are especially strong.

There were some exceptionally handsome exhibits in gum, especially in figured stock, the wood being made up in a variety of finishes tending to bring out the best in the wood in as handsome a way as possible. Gum furniture has gained a place of it sown in the minds of the buyers. It would seem, however, that the chief difficulty has been the hesitancy about offering gum in its true light to the purchasing public. As a general thing it is not offered as gum but as some other wood in disguise, which is an injustice to this beautiful and altogether dependable American hardwood. Gum is every year showing more and more importance in the trade and it is pretty nearly time it is recognized on its own merits by the retail furniture dealers.

All together the show can be said to have been entirely satisfactory when all conditions are considered. Sales were very good in total volume although not up to expectation in number of individual sales. The South and Southwest, according to exhibitors, showed the greatest attendance and greatest interest in purchases. All the middle western states seemed to be in pretty fair shape, according to the exhibitors' version of the stories they got. In this territory there bids fair to be an excellent fall business although the actual sales at the show were not as great as sales in territory farther south and farther west.

One fairly competent authority estimates that for every one or two dollars' worth of stuff we export, the domestic consumption is \$98 or \$99. If this is true the big job is to keep alive and serve the domestic trade.

Toy making as a means of consuming scrap wood has long been quite an industry in Germany, and the present season has furnished splendid opportunities for its development in this country.

The best way to get hardwood sawdust onto land as a fertilizer is to encourage its use for stable bedding that it may make up a part of the manure body. For fertilizing purposes hardwood sawdust is better than pine because it will decay and produce fertilizer, while pitch pine sawdust will not.

Just as long as the folks with money prefer financing war doings to pushing business, just that long will business progress have a handicap.

There's not much being said about it, but the ship yards ought to be doing considerable lumber buying these days.



CHARLES S. KEITH, KANSAS CITY, MO.



R. H. DOWNMAN, NEW ORLEANS, LA.



F. B. HAZEN, PORTLAND, ORE.

❁ Lumbermen Meet Trade Commission ❁

The Federal Trade Commission made one of the first stops in its initial tour of the country at Chicago Monday and Tuesday of this week, July 19-20, beginning its sessions with an examination of the cases presented by various important lumbering interests from all sections of the country. The lumbermen had previously made very careful preparation of the points which they wished to emphasize before the commission, with the idea of effecting a more practical understanding of the difficulties which confront the lumbering interests and the barriers which now exist, through natural conditions and impractical legislation, to thwart an effort to put the industry on a paying basis.

The commission was composed of Joseph E. Davies of Wisconsin, chairman; Edward H. Hurley of Illinois, vice-chairman; William J. Harris, Georgia; Will H. Parry, Washington; George Rublee, New York and New Hampshire.

R. H. Downman, New Orleans, president of the National Lumber Manufacturers' Association, acted as official spokesman for the lumbering interests. Mr. Downman, in his introductory summary of the general condition which confronts the whole industry, reviewed the important facts which have become familiar to the initiated during the various discussions which have taken place the last few years. These facts show that the industry ranks third in size in the United States, and as having directly dependent upon it 3,500,000 people. In a general way the industry has not made any profit since 1907. The railroads have not been normally in the market since that date, while today the purchase from this source is not over fifty per cent of normal.

The export business, ordinarily consuming ten per cent of the production of lumber, has practically ceased on account of the war, while building operations were seriously retarded by development in the summer of 1914.

Mr. Downman presented the following statement, based on figures from Dun and Bradstreet, showing failures in the lumber business for the past five years up to 1915:

Year.	Firms.	Liabilities.
1910.....	427	\$14,806,274
1911.....	116	16,000,205
1912.....	421	12,971,902
1913.....	505	19,469,891
1914.....	484	22,517,908

Mr. Downman, while deploring the suffering directly felt by the lumber trade, also deplored the tremendous waste naturally resulting from abnormally low prices for the finished product. He said, "With us waste results from fear of the law; in Europe waste is made impossible by law."

PURPOSE OF LUMBERMEN

Mr. Downman summed up the purpose of the lumbermen in presenting their case in the following:

The suggestions to be made to this honorable body by these business men will in no way encroach on the anti-trust laws of our nation. It is not our purpose to urge a course of action that runs counter to the fine spirit of justice that illuminates the interpretation by our courts of these laws. The rule of reason is the very essence of the thought we seek to present. At the base of all laws is to be found the purpose of conserving public welfare. This is the ultimate view of our courts in analyzing the purpose of our anti-trust laws. We as business men, although wishing to benefit our own interests, seek by the suggestions to be made to this commission to so order our affairs that self-interest will not obscure public welfare.

Mr. Downman, in commenting on the effect of depressed prices on manufacturing methods, proved that fully thirty per cent of the cut is permitted to stay in the woods because it is financially impossible to take it out. Quoting an authority, he said we must recognize the actual value of timber now, or pay an excessive price for it in the future, and we have carried destruction so far that we shall probably have to do both.

Mr. Downman closed his introductory report with reference to the 1909 census, showing the number of plants engaged in the manufacture of lumber, tending to indicate the importance of the industry.

He then called upon Charles S. Keith, president of the Southern Pine Association.

Mr. Keith Tells of Southern Pine Woes

In response to the call of President Downman, Charles S. Keith presented a statement full of many interesting and valuable facts and data, and accompanied by an exhibit of a convincing character showing the absolute necessity for more favorable conditions under which to operate the Southern pine industry. Briefly he said:

The Lumber history for the past eight years has been discouraging. In fact, during this time with the exception of the last half of 1912 and the first half of 1913 conditions have been unsatisfactory. Today the lumber manufacturing business is practically ruinous, and has been



C. H. WORCESTER, CHICAGO, ILL.



C. J. MILLARD, NORFOLK, VA.



GEORGE E. WATSON, NEW ORLEANS, LA.

ever since the beginning of 1914, and this state was greatly accentuated immediately following the declaration of war.

In July of last year it seemed that conditions were coming back to normal so far as consumption is concerned. Immediately upon the outbreak of war a reduction of fifty-eight per cent came in the volume of sales in August as compared with July; in September there was a thirty-nine per cent reduction as compared with August. This decrease in demand resulted in the price of yellow pine reaching \$11.83 per thousand feet at the mills for December.

From information which we are filing with you, gathered from a great number of yellow pine manufacturers, the cost of production of yellow pine in the year 1914 is shown to be not less than \$13.75 per thousand feet, while the selling price in December was \$11.83.

In a three years' period, beginning January, 1912, the production of yellow pine lumber exceeded the annual consumption by 3.21%. This has resulted in an accumulation of 9.63% of one year's annual production in that period, or an accumulation of stocks equivalent to 15.2% of the stocks on hand at the beginning of the period.

The price of lumber fell from the high mark of \$18.42 per thousand feet in February, 1913; \$11.83 per thousand feet in December, 1914, or a decline of 37½%.

THE SITUATION TO BE FACED

It is said that there are a number of lumber bond issues which are at present in default, and the credit of the lumbermen is being questioned by reason of this condition, and because it is well known that there is no longer a profit in the business as long as this state of affairs exists.

This situation has had its effect on the men employed in the lumber industry. In many instances the wage scale has been reduced, from ten to as much as twenty-five per cent. In some instances the daily wage is continued, but working time is increased in order to reduce the cost of production. In other cases the working hours have been decreased with a consequent loss to the wage earner. In most instances the employees have suffered with the employer.

The cost of labor for manufacturing yellow pine is in the neighborhood of \$7.00 per thousand feet, and where a ten per cent reduction is made in the wage scale, the saving is approximately seventy cents per thousand feet. The average wage in all mills is the same as that in my own company, \$2.00 per day. The effect on the employee is that he receives twenty cent per day less under present conditions than he would otherwise. This, on the basis of 285 working days per year, means that each laboring man employed in the yellow pine industry would contribute \$57.00 per year out of his rightful earnings to this condition of over-production.

The yellow pine industry, according to the census reports of 1909, produced 16,250,000,000 feet of lumber. On a basis of a wage cut of seventy cents per thousand, the working men in yellow pine alone have lost more than \$11,000,000 in this competitive situation.

In addition to the loss to the working man, and the loss to capital employed in the industry by reason of present conditions, a national loss results. I refer to the waste in our forest products.

Under present conditions it is possible to harvest only a part of the tree that is cut. As the prices decline, the smaller portions of the trees cannot be profitably manufactured; it simply does not pay to haul them into the mills, cut them up and ship them as lumber. The result is that at the present time thirty per cent of every tree is left in the woods to rot and waste. That is the case in the yellow pine industry.

In the United States in 1910, 50,000,000,000 feet of lumber was manu-

factured. If that same volume of manufacture is being carried on today 15,000,000,000 feet of logs which would have been manufactured into lumber, had prices justified it, are now permitted to waste in the woods. Estimating that the average price of Pacific Coast timber is \$3.00 per thousand in the tree, there is a waste in this one direction of \$45,000,000 a year.

To remedy this condition of waste in capital and loss to employees and waste of the national resources, we can suggest only one plan, and that is to stop producing more lumber than the market can assimilate. If this should be done it should be under full supervision of your committee.

If we should apply this principle to the yellow pine industry, where information would show that two per cent of the surplus stock had been accumulated in a month, and assuming that the current month's operations would repeat the situation, the output for the current month could be reduced four per cent, so as to absorb the accumulation of the previous month and produce only as much lumber as would be necessary to take care of the demand.

It is believed this would not be in violation of the law, in that it would not be in restraint of trade or lessen competition. The trade would be able to secure all the lumber it could use, while the result would be to keep the market stable and enable the stock to forecast market conditions with more certainty.

If this condition had been applied in the operations of yellow pine for the last three years, the result would have been a reduction of only 2.85% less than was actually produced. Under such a condition there would have been a fair profit in the business; labor would have been more steadily employed, and at better pay, and the entire harvest of logs would have been utilized, rather than to have left thirty per cent of the log in the forest to rot.

Should you agree that the carrying out of such a suggestion would not be in restraint of trade, it would be wholly lawful, and it would be possible to secure only a partial co-operation on the part of the manufacturers. It is hardly possible that fifty per cent of the output of yellow pine lumber would come under such a plan. But this fifty per cent of the total manufacture of yellow pine lumber would not, in any manner, approximate fifty per cent of the total number of manufacturers. Many of the mills are very small, but all seek a market through some avenue. Some merchandise their product direct through their own sales agents. Some manufacture and sell to wholesalers, and some sell locally in the vicinity of their plants.

Mr. Keith presented brief No. 1 as submitted by L. C. Boyle, attorney for the Southern Pine Association. This is to be found elsewhere in this issue.

C. J. Millard Talks for North Carolina Pine Men

Mr. Downman introduced C. J. Millard of Norfolk, Va., president of the North Carolina Association.

Mr. Millard's address in epitomized form was as follows:

There are some conditions in the forests of the East Coast that are a little different than in any other section, because we are really working on regrown timber. Commencing at the James River, going south, that whole territory was practically a longleaf pine belt at one time. It has all been destroyed by the turpentine or naval stores industry, and the second growth pine that grew up, called rosemary pine, short leaf pine or North Carolina pine, took the place of the longleaf, brought about

from various sources. Therefore, the industry in the North Carolina belt is based upon the utilization of the reproduction of timber which has been reproduced not by design or intent as much as by the force of circumstances brought on by the war and the disaster that followed it, and because of the fact that the pine grows very rapidly in that country. The fires have been the greatest destructive force. There has been more timber burned there, I presume, than has been cut.

Therefore, we are dealing with a situation that would follow in a close relation, at least, should the present manufacturers of lumber be enabled to reproduce their lumber by growth, which would be a highly desirable thing and a great economical gain to the country. However, it would be impossible to carry on any system of reforestation or conservative method of lumbering which would result in the second growth or the return of the stumpage value to the land under the present conditions of the industry. We are selling lumber below the cost of production, which is an individual loss to the industry or the members of the industry. But to sell it below the cost of reproduction is a great economic crime to the public, because there must come a time when the supply of timber in this country will be at the vanishing point, and unless it can be reproduced by means of capitalists who can afford to do so, the end will be disastrous.

Now the situation in North Carolina is complicated by competition from all sources. Lumber is the only great commodity that is sold by measure and carried by weight, and that brings about the need and necessity of a delivered price, so that a delivered price at any point can be readily ascertained, and thus the active means of competition comes with any merchant. If he does not know what the freight rate is from any point, he can always get a delivered price instantly, so that the forces of competition are actively and constantly at work, so that we meet not only the competition of every lumberman but we meet the competition of the government, especially of Canada and now of the United States, inasmuch as they supply timber which has only to be paid for when cut, so that the United States government and the Canadian government are direct competitors of every manufacturer.

They are selling their timber under contract to be paid for as cut, and if it burns, the government bears the loss. In other words, a manufacturer who has one of those tracts does not have to provide the source of supply or raw material for a long period of years. And that is one peculiar condition of the lumberman, he must have a supply of raw material for an extended period, and he must keep all his machinery and mills and so forth in the highest state of efficiency until the last log is sawed.

FIBER BOX COMPETITION

We meet not only the competition of the various lumbermen, but also meet all sorts of substitutes. And that is particularly so in North Carolina pine, inasmuch as a great percentage of that lumber is used in the manufacture of boxes and shipping cases, and the box makers have dominated that market for forty years, and their competition has been very keenly felt, inasmuch as they now meet the demand of people for lighter shipping cases with the fiber box.

The costs of production have increased very much, the principal item being the cost of extending the railroads into the timber. The more railroads we build, the more are to be kept up and maintenance charges are higher. The cost of hauling in a long distance is very much greater. That has brought about an increased cost of production and a reduction in price. Those extra costs have also tended to unscientific methods of merchandising and manufacturing. We ought to be able to utilize a great deal of the raw product that we do not. We have to leave a great deal in the wood. The value received from the manufacture of lumber does not enable the manufacturer to undertake any other business or the production of any other by-products.

SMALL MILLS IN BUSINESS

Of the mills that are listed in this particular belt, the census figures are the best that can be furnished. There are something like 4000 mills, of which the great majority are the small plants. We never have been able to obtain any statistical information from them. There are supposed to be about 46 billion feet of timber in that belt. The annual production for the past five years is something in excess of three billions. The excess in cut-over shipments has been running for the last four years about thirty to thirty-five million a year. The average cost of logging and manufacturing and marketing it is impossible to obtain in any such accurate figures as Mr. Keith has presented, but the statement which has been prepared for me shows \$12.80, but it unfortunately does not say whether that includes depreciation or interest or whether it is on lumber measure or log scale. The average mill price, exclusive of stumpage, will probably run about \$15 to \$15.50 for that time.

I cannot see any solution, gentlemen, for this problem in our district at present, except to place some reasonable restriction upon the production, and to have it put upon some fairly reasonable and operative sales agency basis.

If we could regulate the production of the lumber that can be marketed, it would be a long step towards the solution of the problem. But, it is not only that we are forced to market it at any price we can get, but because of the further reason that we cannot hold it. A great number of saw mills down there are right on the water and they have no lumber yards, and their lumber must be shipped out on vessels as soon as it is

made. Furthermore our lumber will not stand in the air long. We have a very large percentage of sap lumber. It is impossible to get anything like a fair salvage, if there is a rain or a check or any other weather effect, because that reduces the grade to a very low value. The difference, for instance, between good boards and poor boards is about \$20.00 a thousand.

J. R. Toole of Missoula, Mont., president of the Western Pine Manufacturers' Association, was to have been present, but in his absence Mr. Downman called upon the next speaker.

Redwood Men to Present Statement at San Francisco

Captain E. A. Selfridge, Jr., president of the California Redwood Association, requested that he be given an opportunity of more fully preparing his data to be presented by him at this commission's hearing in San Francisco August 20. This request was granted. Briefly Captain Selfridge said the present consumption of redwood, including both export and domestic shipments, is but sixty per cent of the potential capacity of the redwood mills.

The commission requested at the suggestion of Captain Selfridge that George X. Wendling, also of California and representing the California White and Sugar Pine Association, be permitted to present his statement before the commission at the same hearing at San Francisco, Mr. Wendling having been compelled because of illness to abandon the proposed trip to Chicago.

George Watson Presents Position of Cypress

The address as given by Mr. Watson before members of the commission was in substance as follows:

In presenting a report of the trend of the cypress lumber industry for the past several years, consideration must be given to a number of factors which have exerted but a minor influence in other woods, the leading two have been the tremendous increase in the production, and the rapidly changing market for the products of the cypress sawmills.

To quote figures from those submitted by the U. S. Forest Service, compiled in co-operation with the Bureau of Census, we find a total cypress production during 1899 of 455,836,000 feet. During 1908 it was 743,297,000 feet. During 1913 (being the latest figures available) it was 1,097,247,000 feet. This gives an increase in production during the period of 1908 to 1913, inclusive, of about forty-seven per cent.

Beginning during 1907 or 1908, a decline in the sales of cypress to factories (largely sash, door and blind factories) set in, these factories finding it possible to buy other lumber which would suit their requirements at much lower prices. An impending condition of under consumption became very apparent, and as there was no legal method available of decreasing the production, demoralization was threatened. About this time, however, it occurred to the manufacturers that there would be a market for the dealers who put cypress in stock, this incentive to be produced by creating what might be called a ready-made market, or educating the consuming public in such a way that it would demand cypress for those uses for which cypress is adapted.

CYPRESS ADVERTISING CAMPAIGN

Thus began the cypress advertising campaign, which advertising was addressed to home builders and the actual consumers of lumber, the effort being to create a desire for cypress and to cause an increasing sale of cypress through retail lumber yards. This campaign of advertising has been continuously and consistently followed by the cypress manufacturers with the result that this wood has probably suffered smaller declines in volume of business and in prices than have other woods. It must be admitted in all candor, however, that some of the trade now going to cypress would have gone to other woods had the public not been thus educated, although cypress must take some slight credit for having done creative work, in that in a great many instances the use of lumber was incited.

The latest available figures as to stock conditions (meaning unsold lumber on hand) give the condition as of January 1, 1915, and it will be at least another thirty days before the statistics showing stock on hand July 1, 1915, are available. These later figures can at that time be submitted to the commission if desired. The condition January 1, 1915, is a comparison with the preceding year at the same twenty-nine mills, and they show that the stock of cypress lumber had increased during the year 1914 almost exactly four per cent. The stock on hand at these twenty-nine mills January 1, 1914, was 448,926,172 feet, and on January 1, 1915, it was 467,038,889 feet.

During the first six months of 1915, it is known that stocks of cypress mills, and they show that the stock of cypress lumber had increased already stated, is not known. It is believed that the 1915 production of cypress will show a gain over the year 1914, but these figures also are not available, this opinion being expressed merely through knowledge of new sawmills which are beginning operations this year.

No figures have been prepared indicating logging and operating costs, but it will be possible to compile these figures and submit them to the commission if desired.

The commission questioned Mr. Watson closely on various points suggested in his address.

J. H. Kirby Tells of Export Troubles

At the request of Mr. Downman the commission called upon John H. Kirby, Houston, Tex., who is a prominent exporter of yellow pine lumber, for information covering this phase of the pine business. Mr. Kirby maintained that the southern pine industry has been seriously handicapped by laws prohibiting combinations for export sales, thereby losing immense volumes of trade to foreign competitors because those competitors are permitted to combine interests for the purpose of selling. He referred particularly to Canadian competitors. The question was raised by Commissioner Rublee as to the basis of lumbermen's fear of selling combinations. As to the foreign trade, the commissioner suggested that it is questionable if the Sherman law would prevent selling organizations to meet competition abroad. In reply Mr. Kirby maintained that the consequences of past action in this country have been so rigorous that lumbermen are not willing to take any chances in any direction. He also stated that such pooling of selling interests are directly against legal advice.

Commissioner Davies wanted to know if it would be possible to secure the benefit of such combinations of foreign trade without affecting the domestic conditions and balance of supply and demand, to which Mr. Kirby answered that there is no question in his mind on this score as while such combinations might effect an increase in export price of from \$3 to \$4 a thousand, it would in no way affect the domestic trade or result in higher prices for lumber sold in the United States. He maintained that it is necessary to have a large number of manufacturers and a large and variegated stock in order to cater to foreign trade in a practical manner. Mr. Kirby here maintained that Canadian manufacturers are given the privilege of effecting just such pools for the purpose of fostering the best interests of their industry and that because of legislation the interests in this country have never had the proper chance for going after foreign trade. Mr. Kirby, on being questioned, said he got this information from a source which he considered altogether reliable.

The Commissioner here adjourned for the day.

TUESDAY'S SESSION

Mr. Downman referred in his opening remarks at the session of Tuesday morning to recent action taken by the Canadian authorities authorizing Chief Forester McMillan to organize a general publicity campaign for the benefit of the lumber interests, this to be carried on at the expense of the state.

Regarding the effect of bonding on the timber industry he suggested it be taken up with bankers who will be heard at subsequent hearings. Mr. Downman maintained that the inroads of substitutes have effected a reduction of fifty feet per capita in consumption in the last few years. In speaking regarding attempts to effect co-operation for the purpose of regulating prices, Mr. Downman referred to the recent talk by an Australian timber merchant, in which he maintained that a combination for this express purpose has been in effect in Australia for ten years.

Edward Hines Asks Government Assistance

Edward Hines submitted a statement at the request of Mr. Downman. He reviewed the tremendous importance of the lumber industry, the manufacturing plants involved, the number of people employed, the number of people directly dependent upon it, and affiliated industries. He went on to show the importance in the respective states, maintaining that it is the leading industry in twenty-five states and the chief industry in fifteen states. He maintained that the 48,000 sawmill institutions in the country should be entitled to a reasonable operating profit, adding that the business is, more than any other, pioneering in every sense, involving large expenditures of money in advance, causing much personal hardship and the exhibition of much pluck, courage and application. He then traced the effect the present business depression has had on lumber business in the respective lumbering districts of the country. He maintained that the lumbering industry under normal conditions stands first as a purchaser of farm products, that as a consequence whatever effects this indus-

try necessarily effects the farmers and other producers of the country.

Referring to transportation: It uses the greatest number of cars of freight of all industries, and is second only as to coal in the actual tonnage.

Other facts stated by Mr. Hines were that lumber furnishes normally the largest amount in freight value of all commodities; eighty per cent of the gross price of lumber delivered to any of the great central consuming districts of the United States, taking Buffalo to Chicago as a basis, goes to labor, farm produce and transportation. Hence, adverse conditions in lumbering directly affect the whole nation.

Mr. Hines spoke of the direct effect of increasing depression upon prices and the effect of internal competition on same. He reverted to Canadian competition as affecting the American industry and the result of peculiarly advantageous conditions under which Canadian manufacturers operate. He maintained that Canadian manufacturers have a strong advantage in being placed in a position to ship to all our large markets, particularly in transportation of its products and the very low water rate of freight, operation under cheap labor, the availability of farm products at low cost, and comparatively no taxes. "Thus on lumber coming by water from Canada to the great gateways of the middle west, largely manufactured in Georgian Bay, directly accessible by cheap water transportation, the average cost of transporting Canadian lumber by water to these cities is about two dollars per thousand feet. The average cost of transporting the same character of lumber from Minnesota and Wisconsin by railroad, which states today are the closest markets to this territory, is twenty-two to twenty-six cents per hundred pounds, or \$5.50 to \$6 per thousand feet, or about 200 per cent greater than from Canada. From the South the shipping cost on yellow pine, averaging 3,000 pounds, would be \$8.50 as compared to \$2 from Canada, or 300 per cent greater. On lumber from the Inland Empire to Chicago the cost would be \$12.50 or 500 per cent in excess of water freights from Canada on the same character of lumber."

This freight paid to American railroads goes directly to American labor and hence directly to the consumers. Mr. Hines estimated that Canadian labor is ten to fifteen per cent cheaper than labor at American mills; that Canada has a great advantage in the mode of taxation, absolutely free personal property tax being granted in most sections. The Canadian operator does not have to invest large amounts of money in advance for timber, which is mainly granted by the government, thus eliminating interest and tax charges, fire risks, wind falls, etc. He also maintained that horses and all food stuffs are much lower in Canada and that the standard of living there is also lower as compared with the standard of living in America.

From all of these he deduced the argument that the present low price of low-grade lumber in the United States, which is a tremendous factor in the aggregate, is largely influenced by the large importation of low grade lumber from Canada; that the Canadian manufacturer can cut and market this low-grade in this country because of conditions above noted. He maintained that the Canadian manufacturer can utilize a much larger percentage of his timber, therefore can conserve his forest at the expense of American forests.

Mr. Hines continued: "It would seem, therefore, that the American people through a body like the Federal Trade commission, after carefully considering the condition of this great industry at the present time, would be warranted in recommending to the Congress of the United States that an adequate import duty, which as shown from the past could properly be classed as a revenue duty, be put upon the statute books of this country as a part protection, not only to this industry directly, but to labor in general and the many diversified interests that depend for their livelihood upon this industry."

He went on further in touching upon the navigation laws of the United States to show that the American lumber manufacturer is compelled to ship lumber under trying conditions, which inflict a great hardship upon him. As a consequence the Canadian

manufacturers can successfully ship lumber from Canadian ports on either the Atlantic or Pacific to any American port, being given an advantage of approximately two dollars a thousand feet on shipments from Pacific ports in Canada to Atlantic ports of the United States, through the canal or otherwise. He predicted that when normal conditions are restored in Canada following the close of the war, the Canadian manufacturers will undoubtedly take advantage of this situation.

Mr. Hines Is Questioned by the Commissioners

In response to the question as to the loss directly due to necessity for leaving logs and trees in the woods he said this would reach about 15,000,000,000 feet. He maintained that this should be manufactured in the United States and that the railroads lose in the neighborhood of \$105,000,000 freight as a result of the inability to manufacture. He said further that seventy-five per cent of the lumber used in Chicago comes from Texas, Louisiana and Mississippi.

Mr. Hines in reply to a question said that he figures that the reduction in lumber consumption as a result of substitutes is not over ten to fifteen per cent. He maintained that the greatest loss has been the substitutes for wooden boxes.

In reply to further questioning, Mr. Hines stated that the loss in consumption is due more to poor business conditions than to the encroachment of substitutes.

E. B. Hazen Outlines West Coast Difficulties

E. B. Hazen of Portland, Ore., representing the Pacific coast lumber interests, presented a paper which he claimed presented only his individual opinions. He gave statistics of timber supplies, lumber output, and business conditions, and then offered suggestions concerning remedies for certain evils, among his suggestions being the following:

Devise means for securing minimum selling price not less than cost of production.

Establishment of merchant marine, so we can compete with tonnage under other flags.

Consideration of Canadian competition.

Withholding of government stumpage from the market as much as possible.

Favorable recommendation for co-operative exploitation and selling of lumber both at home and abroad, through sales companies.

Mr. Hazen spoke in substance as follows:

The government investigator, now on the Pacific Coast, finds that lumber must bring \$14 to \$15 per thousand feet average at the mill to return six per cent and taxes and fire patrol on the raw material investment in the tree, and twelve per cent on the investment in equipment, stocks, etc. Lumber is now selling for \$9 to \$10.50 per thousand feet at the mill. If the sale of the product at no less than \$15 could be accomplished through compulsion, or even perhaps through co-operation in the interest of not only the lumbermen, but of labor, which represents eighty per cent of the cost of lumber at the mill, and in the interest of the public, because of the fact that a natural resource is being destroyed without a just return to the community depending upon it. What would be the practical result? The minimum price would be the price at which lumber would be sold, and the dealer would have a stable market, which he desires. The factor of speculation with him would be eliminated. Then there would be a scramble for existence among manufacturers, just as today, and the fittest would survive, but the scramble would be on a different basis entirely. At present the fittest is the one who can stand to lose money in the largest quantities, or he who buys out the bankrupt at fifty cents on the dollar, but with a loss to the entire community of the producing zones of both the fit and the unfit, because of reduced wages, operating short time or not at all, and resultant community suffering.

RESULT OF SELLING MINIMUM PRICE

With the cost as a compulsory minimum price there would be a stimulation at once in merchandising activities. The lumber maker would have to develop into a merchant manufacturer. In order to develop trade in the field, he would have to place high type, energized salesmen out to sell goods not only to dealers and large industrial trade, but they would be forced to broaden the scope of their efforts to include stimulation of consumption of lumber. They would interest themselves in securing fair building codes, in silo use, in wood block pavements, in mill constructed buildings, in the frame type of house construction in the newly platted suburban additions. They would be fortified by literature from their home offices.

It would still be the survival of the fittest, but the fittest would be the

most efficient. But before this sort of activity could be undertaken, the producing units would have to be large or sell through one source, because a small output cannot sustain such merchandising effort. A compulsory price would force the consolidation of small, independent producers into ownerships, making from three hundred to five hundred million per year, or into cooperative agencies, so that they could engage in the battle for survival, and the battle would be one of efficiency, not price cutting. Of course, if the minimum price arrived at is based upon the average cost of stumpage, then the manufacturers now owning the lowest cost of stumpage would have some advantage, but they would have to hold their own in the efficiency fight and the higher cost stumpage owner would be stimulated to greater effort to hold his own in selling the product. When it came to over-production and necessary curtailment, the low cost stumpage owner could out-produce the highest cost owner, provided he was as able as his competitor in marketing. Would not this process of elimination be more equitable and fair than the grinding of wheels now in progress?

Of nearly as great importance as the necessity of better selling methods is the necessity for more scientific manufacturing, logging and waste utilizing. Now, fully fifteen per cent of the logs of low grade are left upon the ground. Large scale producing units would accomplish this also through modern departmentizing in charge of highly skilled department heads, as contrasted with the now usual one-head small operation.

The evolution of the lumber business is going to be along these lines regardless of government assistance, but without that assistance in the establishment of a minimum price, it spells a long drawn-out, cruel process of elimination via the sheriff's office, with the survivors consisting of the lowest cost stumpage owners, the large acreage owners, and those of the long pocketbook variety, through the slow process of losing prices until the weak ones are exhausted.

The other route would save many because intense merchandising, made possible through scale producing ownership, would increase the consumption of material.

Some contend that a guaranteed price would invite establishment of many more operations, and thus increase production. Possibly so, but they would have to be large and efficient, and would require heavy investments. They could not be opened up on every 160 acres with small plants, because they could not merchandise or compete in producing or utilizing.

The stumpage must get into competent ownerships which are not obliged to realize at once. Small ownerships should pool with larger so that stumpage can be held and not forced upon a market which cannot absorb it. The plan outlined above would have a tendency to bring about such a condition.

WITHHOLDING GOVERNMENT STUMPAGE

One-quarter of the trees in this nation are within government reserves. The practice of selling timber to manufacturers on the present system where the operator has no large investment in raw material and no interest accumulating makes the mill operators under these conditions the hardest competitors we have. The system simply places our own government in competition with us.

CO-OPERATIVE FOREIGN SELLING

No one company has sufficient lumber to warrant cost of maintaining direct representation, nor of carrying the large accounts abroad in all foreign countries.

Practically all lumber exported from the Pacific Coast today is bought by brokers who are interested only in it as a speculation. They do not do creative work in building up demand, but simply fill the required demand. It will be necessary for the producer to do the market development work. An effort is being put forth now to organize a corporation under the title of the Douglas Fir Lumber & Exploitation Company. It is intended to be a co-operative effort to not only sell, but actively exploit the woods in foreign countries through direct representatives. A similar plan for marketing the product domestically, if permitted, might serve as a solution of our problem, and we would urge your consideration of this also.

Mr. Keith said that he has computed that the present average price of \$13 for pine lumber must be increased to \$18 within the next twenty years to cover carrying charges for timber.

M. B. Nelson Advocates Export Sales Combination

M. B. Nelson of the Long-Bell Lumber Company of Kansas City told of former efforts on the part of southern pine manufacturers to pool their interests for the sake of selling abroad, saying that the plan as arranged was not approved of by lawyers who feared its encroachment upon the anti-trust law. Mr. Nelson had personally investigated conditions abroad and concluded from his investigations that it was necessary to maintain a constant supply of lumber at the mills in this country with an office abroad to successfully carry on foreign trade, as operators must have personal representation abroad in order to locate new markets, and to show the proper adaptability of certain kinds and grades of

lumber for certain purposes abroad. He maintained that the importer who is not interested in anything more than his commission will not put forth this effort, and that it is because of this very condition that the American exporters should be allowed to form a comprehensive selling organization that would pool their stock and their selling interests, thus working out to the advantage of the consumers on the other side as well as to the manufacturer on this side.

He stated that if the lumber interests could secure permission to organize for this purpose, they could in five years double the foreign consumption of lumber under normal times.

In reply to a leading question, Mr. Nelson said that just previous to the beginning of the war, the export shipments were from eighty to eighty-five per cent of normal. He further said that under normal conditions the entire yellow pine log could be manufactured for export shipments, but now only the upper grades.

H. C. Hornby, representing the manufacturers in Idaho and Montana, requested that he be given permission to make a statement before the commission at Seattle or Spokane.

The meeting then adjourned for luncheon.

TUESDAY AFTERNOON SESSION

C. H. Worcester Presents Able Statement

C. H. Worcester of the C. H. Worcester Lumber Company of Chicago and upper Michigan, presented some strikingly pertinent facts having to do with general conditions of the lumber business in this country.

C. H. Worcester, of the C. H. Worcester Co., Chicago, was invited by the commission to state his views concerning the competition from which his interests as well as other lumbermen are asking relief. His statement was in substance as follows:

My original thought, as to the unfair competition section of the anti-trust law was that its scope was confined to those business practices which, for a long period of time, we have classified as unfair competitive methods, such as price discrimination, tying contracts, etc. The Clayton Bill, Sections 2 and 3, defines certain things as coming within the condemnation of the act. The things condemned are within the scope of unfair competitive methods.

The Trade Commission Act goes much farther and brings within its scope all unfair competitive methods that are hurtful to the public. The resultant effect on the public is the touchstone to be used. It is clear that if the yellow pine people, for instance, with a view of crippling hemlock interests, were to come into the territory of the latter and sell its products at less than cost, doing this with design and for a selfish purpose, such conduct would surely come within the purview of the act, that is, if it could be further shown that as a result of this situation public welfare was involved.

Assume, however, that as a result of market conditions, due to over-production, the yellow pine people were compelled to sell their product at less than cost, and under such circumstances invaded hemlock territory? No unworthy purpose is involved. And further assume that this competitive condition is destructive of hemlock interests, to the same extent as if unworthy ulterior motives were back of yellow pine interests. That as a result of these conditions public welfare was touched. Would not such a situation come squarely within the act? In other words, it is a question as to the effect and not the intent which would be the deciding factor?

The hypothesis last suggested represents the exact situation at the present time. The hemlock people are subjected to unfair competitive conditions, and this is due to the fact that yellow pine interests are selling their product in hemlock territory at less than the cost of manufacture, with the result that hemlock is being driven from the field.

It is indeed not difficult to reduce a public interest touching a situation of the kind indicated. It is not our purpose to urge that the situation as here outlined is due to motives of unfairness on the part of the yellow pine people. We realize that over-production and uncontrolled competition are responsible; but whatever may be the cause, the result to the hemlock people is the same.

We, therefore, urge that if the commission should conclude that under Section 6 that it has insufficient power to remedy the evils outlined at this hearing, then we urge that the commission investigate the unfair competitive conditions involved and advise with business interests that are so touched, as to a remedy.

The Lumberman's Human Side

A letter from a prominent northern manufacturer was filed in this connection.

He said that many companies are continuing to operate beyond that point which determines operations to be financially a loss

rather than cease to operate, this point being defined as that at which the loss on operation covers the carrying charges and fixed overhead charges. He said further that this continued operation results because they are not financially ingenious enough to command the necessary credit for carrying them over a period of idleness, and because they are living in such close proximity to their employes that they are morally bound to maintain their payrolls to the extent of a complete sacrifice of all stumpage values. The letter said:

We feel keenly the waste of our forests in unregulated and wasteful over-production. We feel more keenly still the danger of forced suspension on account of lack of reasonable regulation and what this forced suspension means to the 3,000,000 men, women and children in these little pioneer mill towns.

Attorney Boyle Sums Up

Attorney Boyle, in what might be called a summing up of the evidence, called special attention to the part the "consumers" have in industrial conditions. He maintained that 3,750,000 people directly feel the effect of present conditions in the lumber business and its divergent branches. He said that the forests, but not the lumber industry, can be conserved by shutting down. In speaking of yellow pine Mr. Boyle maintained that forty per cent of it must be marketed when cut, and what is left in the woods is lost forever, stating that this illustrates that the troubles confronting the lumber industry are different from the troubles confronting other industries, because while others are affected temporarily by temporary and changing conditions, in lumbering the raw material can never be replaced which is wasted during periods of depression. Hence, the whole country is adversely affected. He said:

If the commission should find that there is a need for substantial assistance and should further find that there is no present law that would make possible relieving the situation, it should be possible to say to congress that this industry should be given the necessary assistance; that through no fault of its own it is wasting the resources of the country to the lasting detriment of all of the people.

He said that in his opinion as a lawyer, there is nothing in present laws to prohibit combinations for the benefit of the industry, but that the lumbermen do not in the absence of specific, definite assurance to this effect, dare to get together for this purpose even though their business is jeopardized by not doing so. He promised to abstract the records of all the testimony presented at this hearing before the next general meeting, and that he would do everything within his power to help the commission make a fair, helpful decision.

A. M. Rockwell of Chicago showed through various citations the effect which the substitutes for lumber through their publicity and general propaganda are having upon the lumber business.

Capt. J. B. White of Kansas City reviewed past conditions. He said as long as he has been in the lumber business he has heard as a slogan that the business will have three years up and seven years down. That any right to control or regulate the fundamental principles of the business will equalize this situation during ordinarily normal times.

W. E. Greeley, assistant United States forester, said that the government now controls in its holdings 590,000,000 feet of stumpage; that the cut at present is not sufficient to be a factor in the general lumber market.

He said that the present situation in the lumber business is shown by the fact that the demand for government timber has fallen off considerably during the past two or three years, and that extensions on contracts have been granted to operators, and that also in a few cases, it has taken contracts off the hands of those who have made them.

At the close of the hearing the commission announced that the subsequent hearings would be held at Spokane about August 6; Tacoma or Portland about August 10, and San Francisco in the neighborhood of August 21.

Some wise folks are now pointing out that the difference between a mistake and a blunder is that a blunder consists in making the same mistake more than once.

Production of Lumber in 1913

The Forest Service has issued Bulletin 232 which gives the figures on the production of lumber in the United States in 1913. The publication has evidently been delayed, as the statistics are considerably more than a year old. The report includes the cost of 21,668 mills, the largest number being in Virginia, the second largest in North Carolina, but the average size of mills in these states is small. The mills of largest average output are situated in the far West and in the southern pine region. Fifty-seven woods are separately listed, and the following table gives the amount of lumber cut from each, classified according to mills, and with data affording comparison with the output of former years.

Mills which have a yearly output of 50,000 feet or less are not included in this report. While this accounts for a considerable de-

west of the Rocky mountains which is known as western pine or California white pine. No fewer than eleven pines contribute to the output commonly called yellow pine.

All oaks, whether white or red, are listed as one in the statistics. Doubtless twenty or thirty different kinds of oak are included, and they were cut in practically every state.

No distinctions are made between different kinds of spruce, or between different species of maple, ash, elm, hickory, or cottonwood. Only one kind of birch is listed in the table, but it is known that the output contains four or five kinds, including sweet, yellow, paper and river birch.

The same observation applies to cedar though nine or ten kinds are cut in various parts of the United States. However, more cedar is made into shingles than into lumber.

NO VALUES GIVEN

During several years past the reports of lumber output published by the Forest Service have contained figures showing the average value in the mill yard of each kind of wood. The present report omits that feature and contains no information on the subject of prices and values of lumber in any part of the United States. Those who read the report carefully will doubtless miss that feature, yet the real value of price statistics in the form in which former reports gave them is doubtful. Being average prices, made up from data collected in every part of the country, they could be applied nowhere. They constitute an unreliable guide for either buyer or seller. That is probably the reason why mill yard values were omitted from the present report.

There are other features which had places in former lumber reports by the Forest Service but which have been omitted from that for 1913. There are no figures on the output of lath, shingles, veneers, distillation, ties, poles, crossarms, pins, tanbark, pulpwood, or cooperage stock. The report is held down to data on sawed lumber only, and takes no account of other forest products. The report is, therefore, much shorter than some of those for former years. For instance, the bulletin for 1909 contained 176 pages, that for 1913 contains 32 pages.

For several years previous to 1913 the lumber production statistics were collected by the Bureau of the Census in co-operation with the Forest Service, but the figures for 1913 were collected by the Bureau of Crop Estimates in co-operation with the Forest Service. It is promised, however, that the work for 1914 will be resumed by the Bureau of the Census.

White Birch for Paving Blocks

According to the report of the Forest Service in *Municipal Journal* of May 6, 1915, white birch is making an excellent showing as a paving material in the test street laid in Minneapolis in 1906. In comparison with longleaf pine, Norway pine, eastern hemlock, tamarack, western larch, and Douglas fir, the least wear is shown on the white birch blocks, which after eight years' service show a total average wear of only three-sixteenths of an inch. Longleaf pine, its nearest competitor, was worn five-sixteenths of an inch. In the words of the report: "The sections of white birch and longleaf pine were all in about the same condition and were in much better shape than any of the other species." Taken all in all, however, the white birch sections were considered to be not quite as good as the longleaf pine section, as a few depressions occurred in the birch areas due to the use of wood that was partially decayed before treatment. Had sufficient care been taken in grading and inspecting the birch blocks they would doubtless have given the best service of all.

Beech for Crate Ends

Beech is used by a large brass company for the ends of crates. Its strength and ability to hold nails firmly make it desirable for this purpose.

Kind of wood.	1913					Total 1912.	Total 1911.
	Mills sawing 10,000 M and over annually - Group 1.	Mills sawing 5,000 M to 10,000 M - Group 2.	Mills sawing 1,000 M to 5,000 M - Group 3.	Mills sawing 500 M to 1,000 M - Group 4.	Mills sawing 50 M to 500 M - Group 5.		
Yellow pine.....	1,732,712	2,657,194	676,368	516,689	11,820,363	14,737,352	12,896,706
White pine.....	1,439,990	147,732	142,351	149,317	178,916	2,598,636	3,133,247
Western pine.....	833,333	127,964	166,701	43,741	64,737	1,258,528	1,210,444
Spruce.....	132,716	166,243	24,042	50,634	1,016,816	1,238,699	1,201,723
Maple.....	129,417	99,148	181,068	77,033	111,871	991,387	1,029,804
Red gum.....	279,291	145,059	205,059	52,190	51,328	772,514	604,260
Yellow poplar.....	185,252	119,447	199,211	66,878	79,264	620,176	624,289
Redwood.....	476,527	26,485	4,250	1,550	1,459	10,271	495,798
Chestnut.....	115,791	76,491	142,563	79,677	88,451	503,402	551,239
Larch.....	11,796	46,369	27,394	6,795	12,719	85,233	407,061
Birch.....	170,375	49,354	91,736	29,737	36,918	378,739	388,272
Ash.....	91,611	29,111	92,869	59,699	30,503	945,701	443,250
Cedar.....	277,877	39,341	39,556	7,516	2,411	488,144	329,099
Hardwood.....	107,515	35,843	42,777	28,387	17,292	277,102	296,717
Elm.....	1,899	22,191	41,222	21,971	55,773	214,532	292,131
Cottonwood.....	88,289	56,459	38,632	7,125	18,039	208,038	237,477
Walnut.....	22,524	8,044	4,410	815	2,482	30,214	29,264
Hickory.....	14,736	12,325	72,047	25,428	36,444	162,980	276,737
Sugar pine.....	131,396	4,175	10,233	632	690	119,926	132,416
Tupelo.....	67,811	27,959	19,977	4,198	1,481	120,120	122,545
B. m. fir.....	34,241	7,438	24,889	13,233	13,951	93,772	84,261
White fir.....	75,346	1,683	5,020	1,255	1,835	88,199	122,713
Walnut.....	4,668	5,869	19,924	4,463	5,650	40,565	43,088
Aluminum.....	22,524	8,044	4,410	815	2,482	30,214	29,264
Sy. maple.....	11,659	2,727	5,267	2,767	8,444	39,391	49,468
Longleaf pine.....	12,925	1,929	1,020	615	1,161	29,106	22,039
Cherry.....	5,295	602	3,889	1,311	2,859	11,126	22,245
B. syc.....	2,323	948	1,804	317	1,099	6,122	13,712
Locust.....	123	208	3,775	13	391	5,537	5,058
Willow.....	3,462	241	299	12	259	4,753	2,961
C. amber.....	860	1,165	424	347	625	3,124	1,031
Manilla.....	4	1,095	297	230	106	3,268	122
R. A. berry.....	510	277	294	660	2,115	157	157
Intermit.....	610	239	594	214	337	1,994	639
Prunamon.....	10	1,123	175	394	1,931	1,577	1,577
Bigwood.....	10	1,000	50	323	1,373	2,484	2,484
Pecan.....	75	397	162	499	1,099	1,099	1,099
Elm.....	1,099	1,099	1,099	1,099	1,099	1,099	1,099
Spanish cedar.....	750	750	750	750	750	750	750
Alder.....	29	29	29	29	29	29	29
Apple.....	269	269	269	269	269	269	269
Silverbell.....	194	194	194	194	194	194	194
Jensero.....	109	109	109	109	109	109	109
S. alfrus.....	1	48	50	15	12	126	59
Leucyptus.....	123	123	123	123	123	123	123
Hornbeam.....	35	35	35	35	35	35	35
Bois d'Arc.....	10	25	10	10	10	35	311
Madrona.....	10	10	10	10	10	25	25
Conifertree.....	5	5	5	5	5	5	5
Munberry.....	1	1	1	1	1	1	1
Crabapple.....	1	1	1	1	1	1	1
Ironwood.....	1	1	1	1	1	1	1
Chinquapin.....	1	1	1	1	1	1	1
Minor species, 1912 and 1911.....						1,700	4,853
Total.....	23,211,667	4,303,122	6,319,733	2,049,642	2,502,827	38,387,009	39,158,414

STATISTICS OF LUMBER OUTPUT IN THE UNITED STATES

increase in the number of mills, if compared with some former years when mills of all sizes were listed, the effect upon the total output is not great.

Of the total production of lumber, soft woods supplied 30,302,549,000 feet and hardwoods 8,084,460,000. It is thus shown that only a little more than one-fifth of the country's lumber cut is hardwood. The states which produce larger cuts of hardwoods than soft woods are Missouri, Illinois, Michigan, Indiana, Ohio, Kentucky, Tennessee, West Virginia, Connecticut and Rhode Island.

Several thousand mills were reported idle in 1913. The largest number for a single state was in North Carolina, and Pennsylvania was second. There was not an idle mill in Arizona and only fourteen active mills.

All yellow pines are grouped as one, except the important species



Rate Decision Blow to Gum Men



While there is some cause for congratulation in the fact that the Interstate Commerce Commission has decided that the railroads west of the Mississippi river are not entitled to any advance in rates on hardwood lumber and lumber products, lumber interests in the South are under a heavy cloud as a result of the ruling on the part of the same body that the carriers east of the river are allowed to advance rates not only to Ohio river crossings but also into Central Freight Association territory. The commission not only allows a very striking advance on gum lumber but it also places this on the same basis as other southern hardwoods with respect to rates. Lumber interests in the South have fought with might and main against the reaching of this conclusion on the part of the Interstate Commerce Commission and it is in this phase of the decision that the greatest injury to the gum lumber industry is found.

It is now known when the roads will promulgate their new tariffs carrying out the higher rates allowed by the commission. It is expected, however, according to J. H. Townshend, secretary of the Southern Hardwood Traffic Association, that the new tariffs will be forthcoming very shortly. The railroads have made a strenuous fight to secure these higher rates and it is not expected that they will lose any time in putting them into effect. However, it is equally certain that, although the commission has ruled that higher rates are permissible, the association will not give up without a struggle. There was a meeting of the Southern Hardwood Traffic Association at Memphis July 23 for the purpose of deciding upon the best course to pursue and it is known that this organization will ask the commission to suspend the proposed higher rates as soon as they have been announced until such time as a further hearing may be had in connection therewith.

It is also expected that the Gum Lumber Manufacturers' Association, whose members are vitally interested, will join hands with the Southern Hardwood Traffic Association and that various other organizations in the affected territory will also cooperate with that body. In fact, it is apparent from what has already become known, that the most strenuous fight in the history of the southern hardwood lumber industry will be staged as soon as the railroads have disclosed their plans. In addition to asking for a suspension of the proposed higher rates, the Southern Hardwood Traffic Association will also ask that a lower rate apply on gum than on other hardwoods and also that a lower rate shall apply on the lower grades than on the higher grades of gum.

John W. McClure, president of the Southern Hardwood Traffic Association, says that many mills cutting gum east of the Mississippi river will close down immediately and that in his opinion the value of gum stumpage east of the Mississippi has been destroyed by one single blow of the commission. He further declared that the carriers will lose thousands of tons of freight if they succeed in advancing rates north of the Ohio because, with higher freight rates prevailing, only the cream of the forests will be cut.

Geo. D. Burgess, of Russe & Burgess, Inc., and a former president of the Southern Hardwood Traffic Association, declared that the decision of the commission was a great shock to gum manufacturers east of the river and that it will be all the more disastrous if advanced rates are allowed to become effective beyond the Ohio. Mr. Burgess said that at the harmony meeting in Memphis April 7 lumbermen felt that high officials of the southern railroad systems were convinced that gum should take a lower rate than other hardwoods and that, if the advance permitted by the commission was allowed to stand, it would mean the deadening and destroying of thousands of acres of virgin forests in the South.

George Land, traffic manager of the Lamb-Fish Lumber Company, Charleston, Miss., said that the advances to Ohio river crossings would not affect lumber interests in the South to any very great extent but that, if advances were allowed north of the Ohio river, they might as well be 100 per cent as what has been suggested by the commission because any advance at all will force the lumbermen

operating in the southern valley states to withdraw entirely from Central Freight Association territory, in which they sell the greater portion of their output at present. He declared further that such an advance would make it necessary for southern manufacturers of gum lumber to confine their sales to export outlets and to gulf territory.

One of the features of the decision which furnishes a ray of hope to southern lumbermen is the fact that the commission announced it would make an investigation on its own initiative to decide whether gum should take the hardwood rate and also to determine whether a special rate should be established on low grade material. There is also a suggestion that there will be an investigation instituted shortly into the gum rate structure, both east and west of the Mississippi river, and the outcome of this is expected to have an important bearing on the final adjustment of the issues between the carriers and lumber interests of the South.

As giving some idea of what has happened to gum as a result of the decision, it may be announced that, in addition to placing gum on the same basis as oak, the commission has allowed a very heavy advance in gum rates. The advance to Cairo amounts to four cents, to St. Louis two to three cents, and to Cincinnati one to three cents. The advance on oak to Cincinnati is from one-half to one cent. No advances were permitted on oak and other hardwoods to south bank Ohio river points. These advances are compensated in slight measure by the refusal of the commission to allow west side carriers to advance rates one to two cents on hardwoods from points in Arkansas and Louisiana to St. Louis, Cairo and Thebes and from one to five cents from originating points in those states to New Orleans. The commission, in handing down the latter ruling, held that present rates were compensatory and that no further advances were justified.

No statement has been made by officials of the Southern Hardwood Traffic Association as to what bearing the present action of the commission will have upon the joint conference plan which was decided upon recently between the railroads and southern hardwood lumber shippers represented by the Southern Hardwood Traffic Association.

The War Scare and Walnut

Owing to the prominence which has been given in the press to the purchases of walnut for the manufacture of gunstocks, some consumers have got the mistaken idea that the supply of the wood is all going into the manufacture of war materials.

Leading producers, who have been interviewed along this line by *HARDWOOD RECORD*, scout the idea that this is the case and assert that the supply is more than ample.

The walnut which has been bought for war purposes has consisted entirely of thick lumber. There is plenty of inch and other dimensions used in the consuming trade, and moreover prices on these have not been seriously affected by the war.

Besides this, most of the large orders for rifles have been placed, and the manufacturers have covered their requirements by purchasing walnut for gunstocks. If this is correct, the war business is practically a thing of the past, and there will be no more business of this sort in the market.

Making a very liberal estimate of the purchases of walnut for gunstocks and other war material, it is safe to say that not more than twenty per cent of the usual annual production has gone into this work, and consequently at least eighty per cent is left for our domestic consumers.

There is no reason for any body to be uneasy about the supply and price of walnut. There is one thing about it, however, and that is that the war has demonstrated completely and fully that the supply of the timber is here, and that production is capable of taking care of any demand that may be made upon the market.

The Lumbermen's Round Table

Handling Kiln-Dried Lumber

The wholesale hardwood dealer or lumber manufacturer who does not make a rule of handling kiln-dried stock is sometimes compelled to figure considerably when he is asked to quote a price on kiln-dried material. The things he wants to know include cost to kiln-dry the lumber, how much it will lose in measurement and grade, how much more ought he charge for the stock.

Usually the arrangement is that the inspection which takes place before the stock is put into the kiln is final, as there is a loss both ways under the drying process. There is a definite shrinkage in measurement, usually amounting to about 500 feet to the car, and in most cases there is some loss of grade, no matter how carefully the drying is accomplished. Besides this, it must be remembered that it takes several weeks to dry the lumber, and that if the dealer has to send the stock to some other point for drying, there are two extra handlings to be considered, besides the delay in getting the money. In other words, the interest on the lumber for the time that it is in the kiln should properly be added to the cost, for the customer delays that much longer in paying his bill.

The cost of custom kiln-drying is usually somewhere around \$3 to \$4 per thousand feet, and when handling charges are figured this seems a very reasonable amount. The concern which is doing its own drying should include that much additional for the service, unless, as is sometimes the case, the manufacturer is protecting a delivered price, and in that event the reduced weight just about makes up for the expense which is added to the lumber.

Helping the Little Fellow

One angle on the dimension business is that it enables many a small concern to get along when it would be impossible for it to operate if it were compelled to handle the cutting up process. It would not be able to carry and season a stock of lumber, nor finance the installation of the necessary machinery, yet by means of the service offered by the manufacturer of dimension lumber, the consumer can get the stock dried, dressed and cut to size, ready to put together, and is able to conduct his business with a much smaller amount of capital than would be needed otherwise.

One little furniture concern like that is operating with only half a dozen employes, who are all joiners and finishers, and by means of the use of dimension stock it gets out a surprisingly large amount of goods. And there are some much larger plants where there is not a machine in operation. They are assemblers altogether, and find their profits in volume, rather than in working up the raw material. Built-up tops and panels are dimension propositions, and everybody knows the important part they play.

The Silver Lining

When the situation is such that profits are hard to locate, it is necessary for the lumber manufacturer, and for everybody else who is in business, to do his best to cut out the leaks and reduce expenses wherever this can be done legitimately. The fact that the millman is forced to scrutinize costs more closely during the lean periods is undoubtedly the silver lining of the cloud, because opportunities to make a saving are developed that probably would be overlooked without the incentive which the necessities of the situation create.

The president of a large lumber manufacturing concern said recently that his superintendent, who is in charge of the mill operations, has been cutting expenses here and there in a very satisfactory way, and that the pressure has been applied to all other departments.

There is a better opportunity to make money by cutting down costs than by attempting to get a price better than the market. It is mighty hard to go out and convince the customer that you can give him so much better quality that he can afford to pay you more than he would anyone else; but if you can cut down in your own plant, and make the margin a little bit bigger, so that you can sell at the market price and score a profit, you have a proposition that can't be beat.

If every lumber and veneer manufacturer would look about his plant right now and see where improved methods might be introduced

to save handling costs and other expenses, the chances are that the foundation would be laid for better profits a little later on.

Dry—But for How Long?

The experience which was recently reported by a hardwood flooring manufacturer emphasizes the fact that lumber which comes out of the dry-kiln with all the superfluous moisture eliminated is not permanently dry. The assumption is often made, without qualification, that kiln-dried stock means, necessarily, lumber that is ready to use; but this may be wrong in both directions.

In the first place, the lumber as it comes from the kiln contains less moisture than the normal; less, in other words, than the atmosphere contains, and therefore it is going to take up moisture out of the air until the amount is the same. It is necessary that this be done, too, because if the lumber is used when it is in this abnormally dry condition, it will swell later on by absorbing the normal quantity of moisture.

The manufacturer referred to shipped a carload of tongue-and-groove material to the Pacific coast. The buyer wrote back, declining the shipment on the ground that the tongues wouldn't enter the grooves of the flooring. The flooring man wired, asking that the stock be kiln-dried. When it came out of the kiln, it was easy to use it. The trouble here was that an excess amount of moisture had been taken up on the road, making the swelling so great that the flooring wouldn't fit together.

Thus it is evident that kiln-dried stock may be either too dry or not dry enough, depending on the time which elapses after it is taken out of the kiln. The answer is that dry lumber should be protected from the weather after leaving the kiln, and at the same time should be given a chance to take up some moisture before being put to use.

Word of Mouth Advertising

A hardwood man who went into a railroad ticket office to get a Pullman berth asked to be placed in a wooden car.

"Give me anything but one of those sardine tins," he said. "I nearly roasted the last time I slept in a steel car, and it's nothing doing hereafter."

It happened that he could be accommodated. In the meantime another prospective passenger, who had been about to buy a berth without saying anything about the type of car, turned and asked the lumberman if he found the wooden cars more comfortable than the steel.

"Undoubtedly," was the reply. "They are cooler in summer and warmer in winter. And if you ever slept near a loose joint in one of the steel variety, and heard it squeaking all night long, you don't want any further argument on the subject."

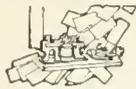
"How about safety?" was the next inquiry.

"Well, the wooden cars have steel ends, and will resist crushing better than the steel, the material of which is too light to be of much value in that connection. When it comes to burning, wood will burn, but baking in a tin pan is about as bad."

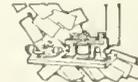
The stranger took a berth in that wood car, too, convinced by this time that the descriptive all-steel trains, as used by the advertising manager of the railroad to attract business, means nothing. And if every lumberman talked and acted the same way, the steel car would cease to be a preferred vehicle.

Red Elm for Poles

An electric light company in northern Indiana is considering the advisability of using red or slippery elm poles in place of Michigan cedar which they are now using. Red elm is more durable in contact with the ground than the other elms and has been used considerably for fence posts and to some extent for ties and sills. Its sapwood is thin even in the pole sizes and its employment for this purpose is worth considering if the cost is not too high. The census report for 1909 mentions the local use of elm for poles untreated; and for 1911 the use of 150 elm poles after some kind of preservative treatment classified under "miscellaneous" is recorded.



Powers of the Trade Commission



Charles S. Keith of the Southern Pine Association, as a supplement to his address before the Federal Trade Commission in Chicago, July 19, filed a brief which was prepared by L. C. Boyle, counsel for the association. It presented the legal phase of those industrial combinations which are not formed for the purpose of restraining trade, and it discussed the power conferred by law on the Federal Trade Commission, and interpreted the law as authorizing the commission to advise and direct business men who wish to go forward without running counter of vague and nebulous laws which are hard to understand yet serve in their penalties.

Mr. Boyle proceeds with the discussion on the assumption that the Federal Trade Commission was created to assist industrial development, and not as the old Bureau of Corporations, whose activities were "largely inquisitorial and of no help to business."

Having thus defined the purposes of the creation of the commission, as he understands those purposes, Mr. Boyle takes up the subject of the help which lumbermen hope to receive from the work of the commission. Speaking particularly for the yellow pine interests the brief declares that the peril lies in overproduction, and it is from this menace that lumbermen want to save themselves, and they ask the commission to advise them how to do it without incurring the penalties of laws already on the statute books and which have been interpreted to forbid combinations intended only to limit output.

EVILS OF OVERPRODUCTION

Overproduction works its evil by throwing too much lumber on the market; and yet the lumbermen must not, because of fear of law penalties, agree among themselves to curtail their output. Among the hardships which follow this unnatural condition are the following: The investors suffer, and in the end the weak must go to the wall. Labor suffers because of disorganized business. If business operates at a loss, labor must carry part of the burden. The forest resources are wasted, because when too much lumber is cut, and every operator is taking part in a struggle to sell what he has, the tendency is to cut the best only and abandon the rest.

The lumbermen ask the right to agree among themselves, under a plan fully presented to the Federal Trade Commission, to curtail their output so as to avoid accumulation of surplus stock.

OPEN AND ABOVEBOARD

There is no purpose to hamper, or in the slightest degree interfere with, competitive conditions; no purpose to attempt to fix prices; no thought of dividing territory; no pooling arrangement, nor trust agreement; no scheme involving monopoly or tendency thereto. In brief, no suggestion of doing anything that could be construed as restraining the free flow of commerce. The volume of output always to measure up to the needs of consumption.

The sole factor to be eliminated is the destructive feature of overproduction. A result, which, in its ultimate analysis, will be of value to the public and at the same time give to the producer a living margin of profit—for, with competition free, prices must and will range with the demand.

After a somewhat careful study of the rulings of our courts on the Sherman Law, the writer of the brief says he is convinced that an agreement, having for its object the sole result here indicated, does not impinge on the anti-trust statute.

The query may suggest itself that if the plan is not violative of law, why not go forward and operate under it?

To this Mr. Boyle makes answer that the trouble is the lawyer so advising has not the last guess. Another lawyer, who has been elevated to the bench, may hold a different opinion. It was to meet this very condition that the commission was created.

The situation is one of urgent need. Common sense, the public good, the principles of justice all unite in urging the relief here suggested.

The brief further says that it is true the curtailment of output,

to the limited extent suggested, would have the natural tendency of steadying prices, but this result in no way *restrains* commerce, nor in any view of the situation can it be argued that such a plan works for monopoly.

One should not be led into error in considering the suggested relief. It is not the object to curtail output for the purpose of fixing prices, and thereby dictating to the consumer. On the contrary, competition is left absolutely free and commerce is thereby unimpeded.

COURT RULINGS DO NOT FORBID

It is declared that no ruling in any decided case runs counter to the relief here urged. The common need of business men runs parallel with the good of the public, and the question is asked whether the commission will come to the aid of the business men in that particular, and by doing so, come to the aid of the public at the same time. However, if the commission should hold that its sole power, touching matters here at issue, is to investigate, and can authorize no relief, regardless of its findings, then indeed must business men go forth the victims of the nebulous uncertainties of the law.

It is idle to suggest that they seek relief through their own initiative, and this without the protecting assurance of the commission, for indeed the "rule of reason," as to be found by some judge or jury, has more terrors for them than the unjust burdens they now carry.

Baltimore Exports for June

Much satisfaction is to be derived from the latest statement of exports from Baltimore, the total constituting evidence of steady gains toward what might be called normal conditions. As a matter of fact, nothing like normal conditions can be restored until after the end of the war, the shipments made now being the result of extraordinary needs concentrated upon a part of the foreign market only, with the rest of it shut out from the American shipper. The extent of these restricted needs, however, is strikingly shown in the figures for June, which constitute a very considerable advance over any previous month, and suggest a return to something like normal proportions. The total for the corresponding month of 1914 is far ahead, to be sure, but it will be noted that almost the entire excess over June of this year is represented by spruce shipments, of which none were made last month. Practically all of the spruce goes to South America, so that the decrease cannot be attributed to the war except indirectly. Some of the items last month show an actual gain over June of 1914, the exhibit on the whole indicating that the needs of the foreign buyers have become very urgent, and that some woods are being called for which formerly received little attention. For one thing, the extensive accumulations of poplar in the foreign markets appears to have been worked off, and it is much the same with oak. The comparative statement of exports is as follows:

	—June, 1915—		—June, 1914—	
	Quantity, Ft.	Value	Quantity, Ft.	Value
Logs, Hickory	40,000	\$ 1,280	19,000	\$ 574
Logs, Oak .....	.....	.....	8,000	300
Logs, Walnut	70,000	3,680	75,000	4,600
Logs, all others .....	.....	.....	10,000	310
Lumber, Cypress	32,000	1,556	.....	.....
Lumber, Oak	1,122,000	40,387	1,488,000	55,521
Lumber, White Pine	16,000	675	45,000	1,679
Lumber, Short Leaf Pine	252,000	8,185	257,000	8,128
Lumber, Poplar	275,000	10,510	256,000	10,370
Lumber, Spruce .....	.....	.....	1,082,000	34,624
Lumber, all others	275,000	13,885	372,000	18,822
Lumber, Staves	15,781	1,700	84,753	4,681
Lumber, Headings .....	.....	200	.....	.....
Lumber, all others .....	.....	22,456	.....	7,161
Furniture .....	.....	2,516	.....	2,408
All other manufactures of of wood .....	.....	16,042	.....	27,477
Total		\$123,072		\$176,655

Experience Talks on Woodworking

Hard blocks, or pads, for use in sanding oak should be faced with a fine hard felt. Owing to the nature of the hard and soft grains in oak, if a soft felt or padding is used, the soft grain is liable to be sanded out more than the hard and consequently this leaves a poor surface.

Some of the modern planing machines are made with as much uniformity as practical in the bolt heads, so that only a few wrenches are required, and a place is provided to keep these few so that they will always be at hand. The care of the older machines may be facilitated by making the same provision, that is, fitting up the necessary wrenches for the machines, then having a convenient place for them.

Steel sash for windows in fire-proof buildings has proved disappointing enough and there seems to be some turning back to wood again. Steel is found to be too cold, as well as uninviting, and there is really nothing that so appeals for sash, doors and interior trim as good, woodwork.

Fire walls between different departments of the woodworking plant should be kept as solid and intact as possible. No shaft holes, or other openings than doors, should be made, if they can possibly be avoided. The doors should be so hung as to automatically close.

In sanding doors on a hand block belt sander, most operators use six-inch belts, because that happens to be a regular width; but much better results will be obtained if a narrow belt is used, say four-inch. A six-inch belt is liable to round the edges because it is wider than the stiles and rails.

A good rule to follow is never to use a sand belt that is any wider than the work. Take frame work for instance. Very often the surfaces are not over two or three inches wide. Belts and pads conforming to these widths give much better satisfaction than when the belt, as well as the pad, is so wide that it run over the edges.

Too many people interpret efficiency to mean a cheaper product when it really should often mean a better product.

The planing mill without a veneer room is mighty likely to be handicapped in getting all the work it should have, for veneer is a pretty common item now in both cabinet and mill work.

It is time for every woodworker to wake up to the progress that is being made and to remember that cut-offs which were thrown away a few years ago without a thought are today being utilized with profit.

Carelessness is one of the principal causes of accidents. Employees should therefore exercise reasonable caution in all ways and at all times. Scuffling, fooling, running about the plant, and voluntary exposure to unnecessary risk, should be avoided, and all employees should work together to suppress activities of this kind. It is usually the younger and more thoughtless ones who are responsible for the practical jokes and horse play; and the older employees should exert their influence to curb these spirits and maintain order. Careless and thoughtless acts often result in injury to other persons than those who are immediately responsible for them. The natural and unavoidable dangers of work are great enough, and they never should be wilfully increased.

We keep learning new things about drying lumber, and there are still more things to learn.

Metal trimmings on wood work may help the cause of decoration, but really there is more harmony and lasting qualities secured by the use of wooden knobs and pulls on furniture and other cabinet work.

It is generally better for the planing mill man to buy a proper veneer press for doors than it is to make one himself.

A dull saw causes a lot of unnecessary waste of power, but the saw that is without enough set and pinches in the cut is the one that loads the power plant with the most unnecessary burden.

One of the fundamental principles of drying lumber is to extract the moisture and throw it away.

It is not always the fault of the owner when a filing room is not in good shape. Sometimes the filer himself is largely to blame, even though he may not know it.

How long lumber may be kept on hand and still remain good for work, depends some on the work and some on how the lumber is kept. Lumber twenty and more years old has been used in cabinet work and seems to have improved with age. Of course, to keep lumber sound this length of time, it should be kept under shelter. If that is done, cabinet lumber may be kept indefinitely, but lumber for handles, vehicles, and other purposes where strength is an item, seems to be at its best when it first gets thoroughly dry, say between one and two years old.

Chicago Carpenter Strike Finally Settled

Due to the activity of the forces favoring arbitration, the carpenter strike which has been on in this city for the past several months, and which has completely disorganized the trade, was finally settled by mutual agreement on Saturday, July 10, and on the following Monday a great many of the artisans were back at work. This releases the mill operators and handlers of all other classes of building materials on their agreement to suspend shipments, the result being that there has been a distinct boom in building in Chicago in the last ten days.

During the first two months permits to the total of almost \$16,000,000 have been granted for buildings within the city limits, and a large percentage of this is for new work which will undoubtedly be started immediately with the impetus given by the settlement of the strike.

The settlement was brought about by the appointment of a carpenters committee with power to act. This committee got together at an all-night session with representatives of the opposing faction, and when they finally adjourned, a mutually satisfactory agreement had been reached.

Through the settlement of this strike the carpenters will receive seventy cents an hour for the next three years, this being an increase of five cents over the price level which has prevailed. In addition the working agreement will extend to May 31, 1918, and the employers are the winners in their demand that they be allowed to import materials from outside towns.

The Lead Pencil Industry

The manufacture of lead pencils was confined to a few cities until quite recently; but it is now spreading to many parts of the world. The work has been taken up in India on a quite extensive scale, and use is there made for a native cedar (*Juniperus Macropoda*) which grows on the dry hills of southwestern India and in Beluchistan. Other woods are employed, but this cedar is most important. The hardest problem in the business of making pencils is in securing suitable wood, but proper grades of graphite are scarce in most countries. The best pencil wood in the known world is the southern red cedar, which reaches its best development between the Potomac river and the Gulf of Mexico. Its softness, color, and whittling qualities place it above all competitors. It has become scarcer and substitutes are being sought all over the world. The India cedar is not equal to the American in the desired qualities, but it gives fair service. It is reported in a London trade paper that an American firm is considering the matter of establishing a pencil factory in India to use the wood native in that country. It is not probable that pencils made there would ever appear in American markets. They will seek their field in oriental countries, where the demand is constantly growing. Japanese pencils now supply part of that demand; but owing to the lack of suitable wood in Japan, the pencils made there are only mediocre, judged by American standards. The wood is too hard and tough to meet the ideas of users in the United States.



CHARLES T. MITCHELL,
PRESIDENT.



C. A. BIGELOW,
MEMBER MARKET CONDITION COMMITTEE.



J. C. KNOX,
SECRETARY.

Annual Michigan Manufacturers

The annual meeting of the Michigan Hardwood Manufacturers' Association was held, contrary to usual custom, at Mackinac Island at the Grand Hotel on Saturday, July 17, with a full attendance. As this was the annual meeting the officers were elected for the coming year.

The enrollment of new members was the first regular form of business. The new members who were added were the Harbor Springs Lumber Company, Harbor Springs, Mich.; Consolidated Lumber Company, Manistique, Mich.; Richardson & Avery Co., Raco, Mich.; Hunter & Love Lumber Company, Newberry, Mich.; Michigan Forest Products Company, Muskegon, Mich.; South Shore Cedar Company, Dollarville, Mich.

Secretary J. C. Knox read his usual meaty report. Commenting on the lumber cut, he said there were three fewer firms reporting than a year ago; and making a comparison of the production of the firms reporting in July, 1914, and not in July, 1915, and those in 1915 who did not report in 1914, there is a difference of about 1,500,000 feet in hardwoods and 10,500,000 feet of hemlock, more for 1914 than for 1915.

The assessment on hardwoods shipped October 1, 1913, to October 1, 1914, netted \$6,238.01. The treasurer's report shows a balance on hand July 10 of \$2,552.85 in the general fund and \$2,950.36 in the forest fire fund.

Regarding the Forest Fire Department, Secretary Knox said that just at the beginning of the patrol season former Chief Warden Hickok resigned to accept service elsewhere. The forest fire committee and President Mitchell held a meeting at Gaylord soon after and selected J. Lee Morford to fill this position until the end of the present season.

The only regular committee report was that of the market conditions committee, which showed a slight tendency toward better conditions. The report follows:

Your Committee on market conditions submits the following report:

A careful study of stocks on hand as of July 1, 1915, shows that in spite of actual heavy curtailment, they are steadily on the increase on almost all items. The hardwoods, No. 2 common and better, show a slight decrease from last year, but the amount of unsold stock is greater. We presume, however, that the stocks actually on hand are the truest indication, for many of the stocks that were sold at this time last year are still in the manufacturers' hands, which is only another demonstration of the fact that the proper method for the manufacturer to pursue is to sell only for immediate shipment. He logs his own timber, cuts his own lumber, pays his own taxes, as well as part of the farmers'; why not do his own speculating?

At our last several meetings, we have been pointing out all the bright spots we could find or imagine we could see and trying to think that better conditions were just ahead of us, and at last they are "just around the corner." As to just when we will turn the corner, one man's guess is as good as another's, but, according to the law of averages, this time cannot be far ahead. Reports of sales indicate that a very fair business has been done in the hardwoods, No. 2 common and better, by the rail shippers and at profitable and almost satisfactory prices. In fact, advances over our recommended prices have been secured by several of our members, particularly on the grade of F. A. S. and the best judgment of your committee is that F. A. S. are very firm in value and that reasonable advances may be easily secured. This should, in a short while, stimulate the sale of No. 1 common and bring about a much more satisfactory condition.

There is no denying the fact, however, that the lake cargo business has been, to say the least, very dull. Little stock has moved and prices have been cut in a number of instances. Most of this can be accounted for, however, by conditions in Chicago. Chicago normally uses five per cent of all the lumber manufactured in the United States and is the market for fully seventy-five per cent of the stock manufactured by the lake shippers belonging to our association, and on account of the carpenters' strike, has practically been cut off the market all year. This strike has just been settled; building will be speedily resumed; yards as a rule are carrying light stocks and lumber will no doubt be wanted and at once. The settlement of this strike alone should solve all the difficulties the lake shippers have had to contend with and provide the opportunity for disposing of all surplus stocks. When the lumber begins to move there will be little quibbling over price. The Chicago consumption was away below normal; it should be above normal from now on to the close of navigation, and if it is, instead of there being too much lumber, there will hardly be enough. In the opinion of your committee, members should not be too hasty in closing contracts. If the expected demand develops, prices will advance rapidly. Already there are shortages in certain grades and varieties. Within the past week numerous inquiries are out for stocks for September delivery, and there is already a noticeable disposition on the part of several of the yards to stock up on the basis of some of the low prices that have been offered by some of our members. There are yet four and one-half months of lake navigation left in 1915 and a great deal of stock can be moved in that time, and it is only a question of a little nerve on our part to see that it moves at a price that pays us a profit instead of a loss.

We have played a waiting game now for eighteen months. We have faithfully curtailed production all we possibly could. As a rule, a large percentage of our membership have had the nerve to pile up their stocks and sell only at right and proper prices, and have not stampeded on account of a few sales at ruinous prices. Having pursued these policies for the past eighteen months, we feel that they are not going to weaken now with business right in sight. If the trade is going to want our lumber at all, it will be willing to pay the prices as recommended in our last report, for they are just and reasonable, not excessive in the least, and it is the earnest hope of the committee that each member adhere firmly to the list on all items, fully believing that these prices can be realized, and within a short while. Please bear in mind that there is

hardly an item of the list out has been sold by some member at prices equal to, or greater, than the one recommended.

Stocks on hand are not at all heavy as compared with some previous years when the demand was better. Our main trouble has been lessened demand. If this is only partially restored, our stocks will quickly be absorbed. Let us hold firmly to list prices and we believe we will all have cause to congratulate ourselves by the time we hold our fall meeting.

Respectfully submitted,

JOHN C. KASS,
M. D. OLDS,
C. A. BIGELOW,
C. R. ARBOTT,
J. D. STAPLES,
BRUCE O'DELL,
W. C. HULL, Chairman.

On the suggestion that the president appoint a nominating committee, C. A. Bigelow moved that the rules be set aside and the present officers be elected for the ensuing year. The motion was supported by R. Hanson, put before the members and carried.

TAXATION OF TIMBERLAND

In discussing the question of taxation of timber and cutover lands, T. W. Hanson stated that he considered it advisable to appoint a committee to take care of this question, this committee to work with the timber owners for the purpose of facilitating the investigation of O. F. Barnes, tax commissioner, who was unable to be present on account of sickness. This suggestion was supported by Mr. Richardson. After considerable discussion it was decided on motion that the officers take the matter up with the state officials and find out what the committee can do and that the president take his time in appointing the committee. The motion was followed by further discussion of the general question, Mr. Langdon requesting information as to the assessed valuation of timber in Cheboygan territory. A Cheboygan manufacturer replied that it runs from \$60 to \$75 per acre, while another gave figures as from \$53 to \$85 per acre. It was suggested that the secretary send out a circular letter and gather data for report on this question.

Frank F. Fish, secretary of the National Hardwood Lumber Association, spoke briefly. He urged the Michigan manufacturers to unite in becoming members in the National Association. This suggestion was concurred in by Mr. Saunders, chairman of the grading rules committee. A motion was then offered by Mr. Saunders that it was the desire of the grading rules committee of the Michigan Hardwood Manufacturers' Association that every member of the Michigan Association become a member of the National Hardwood Lumber Association. This motion was seconded and received the unanimous support of the convention.

R. S. Kellogg spoke briefly regarding the Federal Trade Commission hearing at Chicago, and went on further regarding the proposed advance in the classification of lumber and articles manufactured from lumber. On motion by Bruce Odell it was provided that a committee be appointed to investigate the possibilities of arriving at a uniform basis for handling logs to cover measurement, grading and sealing and the assessment to be levied for this service.

The meeting then adjourned.

At a meeting of the board of directors immediately after adjournment J. C. Knox was elected secretary for the ensuing year.

The Salesmen's Post Mortem

A hardwood man whose business is fairly large, but who has always done most of his own selling, went out on the road recently and in less than three weeks sold fifty cars of lumber.

That was pretty good business, and would have been considered a good record even with business rushing. Those who heard something about it said it was wonderful, considering the conditions under which the work was accomplished.

"My salesmen," said another hardwood manufacturer, who employs several men, supposed to be cracks in getting the business, "are hardly turning a wheel. They say that business is simply out of sight, and that orders are so scarce that you couldn't sell gold dollars for ninety cents."

"I don't know about your salesmen," said the lumberman, "but I do know that some of the men on the road are getting their salaries under false pretenses."

"What do you mean?" inquired the other.

"Just this," said the man who got the orders. "The average salesman

right now is scared to death. He has convinced himself, and has been convinced by others, that it is next to impossible to get business. So he goes into the office of every buyer expecting to be turned down, and, as a rule, he is turned down.

"I was in the office of a big manufacturer, who buys a lot of lumber, not long ago. He is running his factory a little better than half capacity, which means that he is working a short force about five days a week. He is using less lumber than usual, but when I walked into the office of his plant, I could hear the machines whirring out in the factory, all right, and knew that I had a legitimate reason for being there.

"The consumer wasn't looking particularly downcast, either. In fact, he seemed to be having three square meals a day, and to be in a mood to stall off the referee in bankruptcy for quite a while. It made me feel good to see him.

"There was a lumber salesman in here a day or two ago," said this buyer, "and he talked himself out of a good order."

"How was that?"

"Well," said the factory man, "I had just about decided that I ought to buy ten cars of good plain oak, but the salesman was complaining so bitterly of hard times, and telling how badly he needed business that I came to the conclusion that the time to buy had not yet come."

"It didn't take me long to put my proposition up to that concern, and I made the manufacturer feel that while consumers weren't clamoring for lumber, there is no great overstock, and all the conditions, such as crops, war buying, building, and so on, are favorable to greater consumption and higher prices. I pointed out to him the difference between current and normal values.

"Don't be too much of a speculator, Mr. Buyer," I warned him. "You have a chance to get your lumber mighty cheap now, and my advice to you is to buy while the buying is good."

"The result of that sollicitation was an order for five cars, and I am figuring on getting the remainder as soon as the first five are delivered and the character of the lumber, which is new to that factory, determined.

"The next morning when I came down into the lobby of the hotel, I met several salesmen of other lumber concerns. None of them seemed inclined to start anywhere. They were telling how hard it was to get business. Finally they sat down and held a regular post-mortem on business. I sat with them just to see how bad it was. By the time they got through, they had everybody in the country dead broke and most of us in the poor-house. It was a most cheerless gathering.

"About that time I asked one of the boys how trade was in Blank, a factory town about thirty miles out, where I intended going that day.

"No use," he said, shaking his head. "I was out there earlier in the week, and there isn't a thing doing."

"That's right," said another. "Nobody over there is buying any lumber nowadays."

"I thanked them for the information, but as I reasoned that where lumber is being manufactured, it is likewise being bought, some time, somewhere, and I went on out. I sold three cars of lumber in that town before evening, and got back to the hotel in time to find another debate on what the cause of the hard times is.

"I went ahead to all the markets I had expected to visit, and while I found a lot of people who didn't want to buy, and a lot of others who thought my prices were too far out of line with the market, I met enough who wanted lumber, and were willing to take mine at the price I asked for it, to make the trip well worth while.

"In other words, there is lumber being bought today, just as it always has been and always will be. The consumption is somewhat less, which means that it is a little harder to get the orders. It takes more leg-work, more pluck and a little more intelligence in finding out just what the consumer ought to have that you can furnish him. But the salesman who lies down and whines about hard times, instead of working, and who devotes the time his employer is paying for to commiserating with other salesmen in the hotel lobbies, is a hypocrite, and isn't entitled to the pay-check which his boss is sending him."

Wheel Company Busy

The Kelsey Wheel Company, Memphis, Tenn., has been compelled to turn down an offer from the British government for the manufacture of automobile and artillery wheels. It is understood that this offer involved 50,000 wheels and that the company was unable to accept it because of the enormous demand from American manufacturers of automobile and other vehicles. A. E. Mahannah, manager of the company, is authority for the statement that the company has already forwarded to England 200,000 wheels since the war broke out. The company some time ago doubled its capacity and installed an enormous amount of machinery for the manufacture of wheels. For a long time it devoted most of its time to the manufacture of spokes and did not put up the entire wheel. In this connection it may be noted that within the past fortnight this company has received between twenty and twenty-five carloads of rough material for the manufacture of spokes. This shipment consisted entirely of hickory and came by boat from near Helena, Ark. It was unloaded with the derricks and other equipment of the Tennessee Hoop Company on Wolf river. A feature of this shipment was the fact that every single piece of hickory timber bore the mark of the inspector who looked after the loading thereof.



Interesting Traffic Developments



Decision in Second Industrial Railways Case

In the second industrial railways case, in which the trunk lines in official classification territory filed tariffs canceling joint rates with and allowances to all industrially owned lines, the Interstate Commerce Commission held that the principles of the industrial railways case, 29 I. C. C., 212, do not apply to certain of the lines with which joint arrangements have been canceled by the tariffs here involved.

That some of the industrial lines here involved are distinguishable from those in the tap line cases, 234 U. S., 1, only in that the tap lines here are not located within a territory from which rates are made under a large blanket of originating points.

That some of the industrial lines, while maintaining the form of common carriers, are in effect performing only private transportation.

That some of the industrial lines, like the tap lines, should have joint rate arrangements with the trunk lines, but that the basis of rates should be revised.

That some of the industrial lines have taken on the form of common carriage by means of leases of facilities of the trunk lines, and that such an arrangement in certain cases is a device to defeat the law.

That some of the industrial lines are not common carriers in any sense and fall within the principles laid down in the General Electric case, 14 I. C. C., 237.

Principles expressed and limitations defined under which arrangements may be made between the trunk lines and industrial lines for the interchange of transportation.

With respect to the lumber roads, Commissioner Meyer made the following statement:

"In the second group of lines are those extending from lumber mills to junctions of the trunk line carriers. The ownership or control of these lines is vested in the lumber companies which they serve, and in all respects they fall within the principles laid down by the Supreme Court in the tap line cases, *supra*, except that in that case the tap lines were all located within the producing territory from which the carriers applied a blanket rate to all important markets; whereas it appears here that no large blanket exists and rates on lumber are graded with some regard to distance. On short-haul traffic to many markets in this territory some recognition is given to the two-line hauls involved from points on the tap lines. These principles of rate-making should be considered fully by the trunk lines when reestablishing joint rates with the lines here. The principles followed in settling the divisions under our second supplemental report in the tap line case, 31 I. C. C., 490, should be considered in fixing the divisions with these lines."

Commissioner Harlan dissents from the ruling of the other members of the commission and will issue a statement of his position in the case later.

Southwestern Rate Lowered

A considerable volume of lumber traffic moving from Louisiana and Texas to New Mexico is insured a lower rate by the decision in the case of the Bascom-French Company, Las Cruces Lumber Company and the Bradford Lumber Company versus the Atchison, Topeka and Santa Fe Railway Company, et al.

Lake Charles, Louisiana, may be taken as a representative point of origin. From Lake Charles, the 25-cent rate to El Paso yields 5.14 mills per ton-mile, the 29-cent rate to Deming 5.47 mills, the 34-cent rate to Las Cruces 6.37 mills. The 28-cent rate asked to Las Cruces would yield 5.51 mills per ton-mile from Lake Charles. Deming, El Paso, and Las Cruces compete, and no justification appears for rates to Las Cruces not related reasonably to the rates to El Paso and Deming. The 25-cent rate to El Paso involves a haul of 973 miles from Lake Charles.

Upon all of the facts of record it is found that the rate assailed is and for the future will be, unreasonable to the extent that it exceeds 28 cents per 100 pounds.

Date for Lumber Rate Hearings

Sept. 21 has been set as the date for the hearing of lumber rates

from Helena, Ark., and other points to Omaha, Des Moines, and other points. The hearing will be conducted in Omaha by Examiner Guthrie. Lumber rates from International Falls, Minn., will be the subject of a hearing at St. Paul, Sept. 23, before the same Examiner.

Reparations Awarded

Reparation has been awarded in the following cases affecting the lumber industry: Charles Childs versus the Baltimore and Ohio Railway Co.; McClure Co. versus Pere Marquette Railroad Co.; Foster Lumber Co. versus St. Louis, Iron Mountain and Southern Railroad Co.; Paepeke-Leicht Lumber Co. versus the Illinois Central Railway Co.; Hyde Lumber Co. versus Chicago and Eastern Illinois Railroad Co.; McClure Co. versus Pere Marquette Railroad Co.; Virginia-Carolina Stave and Lumber Co. versus the Southern Railway Co.; The Cockburn Whaley Co. versus the Kanawha and Michigan Railway Co.; Kingston Lumber Co. versus Mississippi Central Railway Co.; McClure Co. versus Pere Marquette Railroad Co.; Valentine-Clark Co. versus Chicago, Rock Island and Pacific; Moline Lumber Co. versus Chicago, Rock Island and Pacific; Fullerton-Powell Hardwood Lumber Co. versus the Alabama and Vicksburg Railroad Co.; C. L. Colman Lumber Co. versus the Chicago, Milwaukee and St. Paul Railroad Co.; Tri-State Lumber Co. versus the Illinois Central; Louisiana Cypress Lumber Co., Ltd., versus the Illinois Central; W. H. Eeles Lumber Co. versus the Oregon Short Line R. R. Co.; Bernard Bros. versus Chesapeake and Ohio Ry. Co.; Old Dominion Veneer Co. versus the Southern Railway Co.; Diamond Match Co. versus the Pennsylvania Co. et al.; Oregon Lumber Co. versus the Oregon Short Line; Kirby Lumber Co. versus the Gulf, Colorado and Santa Fe; Vanderbeek and Sons versus Southern Railway Co. et al.; Duluth Log Co. versus Chicago, Milwaukee and St. Paul Railway Co.; Wilson Bros. Lumber Co. versus Pennsylvania Railway Co.; The Mowbray and Robinson Co. versus the Queen and Crescent; Singer Manufacturing Co. versus St. Louis Southwestern Railway; Daugherty, McKey and Co. versus Apalachicola Northern Railway Co.; New England Box Co. versus Boston and Maine Railroad Co.; Robert R. Sizer and Co. versus Atlantic Coast Line Railway Co.; C. H. Worcester Co. versus Chicago, Milwaukee and St. Paul Railway Co.; George W. Hartzell versus Minneapolis and St. Louis Railway Co.; Aberdeen Lumber Co. versus New Orleans and Northwestern Railway Co.; The Red River Lumber Co. versus the Illinois Central; W. J. Foye versus the Fernwood and Gulf Railway Co.; C. A. Lawton Co. versus New York Central Railway Co.; Keystone Lumber Co. versus Southern Railway Co.; Pennsylvania Lumber Co. versus Pennsylvania Railroad Co.; C. W. Praecht and Sons versus Illinois Central Railway Co.; Laswell Lumber Co. versus St. Louis and San Francisco Railway Co.; E. S. Taylor and Co. versus Southern Railway Co.; Central Coal and Coke Co. versus Poteau Valley Railway Co.; M. E. Leming Lumber Co. versus St. Louis and San Francisco Railway Co.; Clarksdale Manufacturing Co. versus Nashville, Chattanooga and St. Louis Railroad Co.; Tremont Lumber Co. versus Tremont and Gulf Railway Co.; Krauss Bros. Lumber Co. versus Yazoo and Mississippi Valley Railroad Co.; Wells Lumber Co. versus Illinois Central; W. T. Ferguson Lumber Co. versus Wabash Railroad Co.; Krauss Bros. Lumber Co. versus Yazoo and Mississippi Valley Railway Co.; I. Henderlong and Co. versus Vandalia Railroad Co.; Mason-Donaldson Lumber Co. versus Minneapolis, St. Paul and Sault Ste. Marie Railway Co.; Racine Lumber and Manufacturing Co. versus the Southern Railway Co.; Young and Cutsinger versus Southern Railway Co.; Harry R. Browne versus Cincinnati, New Orleans and Texas Pacific Railway Co.; Standard Lumber Co. versus Louisville Railway Co.

After consideration of the complainant's petition the commission has refused to allow a rehearing in the case of the New Orleans Lumberman's Association versus Morgan's Louisiana and Texas Railroad and Steamship Company.

Permission has been given for the reopening of the case in the matter of lumber rates from Helena, Ark., to Des Moines and Omaha.

The Mail Bag

Any reader of HARDWOOD RECORD desiring to communicate with any of the inquirers listed in this section can have the addresses on written request to the Mail Bag Department, HARDWOOD RECORD, 537 South Dearborn Street, Chicago, and referring to the number at the head of each letter.

B 930—Denies that Machinery Company Has Sold Out

Kalamazoo, Mich., July 19.—EDITOR HARDWOOD RECORD: A machinery company which handles equipment of our manufacture to some extent and to whom we have recently sold equipment and to whom we made quotations, has just written us to the effect that it was under the impression that our company had wound up its affairs and that our line of machinery was to be made by another sawmill machinery manufacturer with whom a member of the Hill family, formerly connected with this company, has affiliated himself. Their impression is absolutely incorrect. This company has no intention of discontinuing business, and will continue to make the same high standard of manufacture. You will be doing us a great favor to make such a statement in your paper.

WM. E. HILL COMPANY,
H. Shepardson, Secy. and Treas.

B 931—Wants to Buy Mixed Car of Hardwoods for Manual Training

Canyon, Texas, July 21.—EDITOR HARDWOOD RECORD: We shall probably be in the market for a car of hardwoods for use in the Manual Training Department of this school this fall, and would like to get in correspondence with firms who could furnish a mixed car. We shall need basswood, gum, oak, maple, cedar and sycamore. Could probably use some ash. Will you be so kind as to refer this letter to people who can fill our needs?

Interested parties can have the necessary information by writing HARDWOOD RECORD.—EDITOR.

B 932—Wants Quantity Oak Ties

Montreal, Que., July 21.—EDITOR HARDWOOD RECORD: I note in the last issue HARDWOOD RECORD that you are representing the oak manufacturers, and think possibly you could give me the following information: 1 am in the market for large quantity of oak ties to be approximately 9 feet long and 8 1/2 inches wide and 5 1/2 inches thick. There are three grades of ties required, all taking about the same measurements, and if you can put me in touch with the proper parties who make a specialty of oak ties, I shall be very much obliged to you.

Those interested will be given this inquirer's address upon application to HARDWOOD RECORD office.—EDITOR.

B 933—Wants Large Quantity Birch, Maple or Elm Strips

Chicago, Ill., July 23.—EDITOR HARDWOOD RECORD: We are in the market for a large quantity of birch, maple or elm strips 3 to 5" wide, cut to given length from 2' to 8'. Manufacturer must be equipped to cross-cut and rip. Pieces are to be delivered in bundles each containing from 10 to 12'. There will be a total of 200,000 feet. Stock must be sound.

Those having this stock to offer will be given the address of the prospective customer upon application to this office.—EDITOR.

References to "Mail Bag" Items Must Be Accompanied by Stamped Envelope to Receive Reply

Clubs and Associations

A Future Forest Products Exposition

At a meeting in Chicago July 13 of the stockholders of the Forest Products Exposition Company, the officers were authorized to make plans for repetitions of the Forest Products Exposition at such dates as they deem advisable.

The Hardwood Manufacturers' Association of the United States

In answer to the inquiry as to what had been done in regard to the establishment of one standard of inspection for hardwood lumber, Secretary Weller, of the Hardwood Manufacturers' Association of the United States, said recently: "Several conferences have recently been held by the Executive Committee of the two hardwood associations for the purpose of establishing a uniform set of rules. While an agreement was reached by the two executive committees, the rules committee of the National Association did not feel that the time was opportune for making the changes agreed upon. An amalgamation of the two organizations is not now being considered."

Gum Manufacturers Meet

The board of managers of the Gum Lumber Manufacturers' Association held a meeting at Memphis July 20 for the purpose of reviewing the work of this organization during the past six months and outlining its course for the remainder of the year.

It was the consensus of opinion among those present that the association had made substantial progress in its work during the period under review, and Secretary John M. Pritchard was the recipient of congratulations over the successful accomplishments so far achieved. In fact it was pointed out that the association had done such excellent work that the board of managers were entirely satisfied that the best results would follow a continuation of the policy heretofore followed. This will therefore be done with the probable exception that more attention will be given to advertising. It being decided that the latter should be pushed as vigorously as the finances of the organization would permit. There was considerable discussion of purely routine matters, including assessments and other features. Nothing, however, was given out for publication in regard thereto.

There was no formal report from the treasurer, but the financial status of the association was pronounced quite satisfactory. The bulletins issued by the association were the subject of quite favorable comment and the stock lists and other information compiled by the association for the use of its members were also commended. In fact one of the directors went so far as to say that these bulletins and the stock and sales lists issued by the association had during the past six months enabled his firm to make more than enough in additional profits to take care of the dues and other expenses incident to membership for the entire year. He further declared that he did not see how any manufacturer of gum lumber could afford to be without the cooperative information issued by the association as a guide in the matter of fixing an intelligent basis for making sales.

Satisfaction was expressed by the board over the membership of the association, though this organization is still in the field for new members with a view to increasing its financial strength and its ability to serve the entire gum lumber industry.

The promotion work heretofore conducted so successfully, it was decided, will be continued. In dealing with this phase of the situation, Secretary Pritchard referred to the tests now being made in the government laboratory at Madison, Wis., with a view to devising methods of kiln-drying gum that will prevent warping. He said the present tests were being made with air-dried lumber, but that a little later freshly cut gum logs would be sent to Madison so that tests could be made with lumber green from the saw with a view to the working out of a scientific basis for drying and otherwise treating red gum that could be put into general use. Efforts will be made during the remainder of the year to educate consumers of gum lumber not only to the adoption of this material but also to methods of handling and treatment that will insure most satisfactory results.

It was the consensus of opinion among members of the board that the field for gum was being gradually broadened.

No formal action was taken regarding the decision of the interstate commerce commission granting a substantial increase in rates on gum lumber to Ohio river crossings and into Central Freight Association territory. Much surprise was expressed that the commission should have allowed the increase or that gum should have been placed on the same basis as other hardwoods. There were likewise expressions of regret that the proposed advances should have been allowed at a time when the manufacturers of all kinds of lumber, including gum, were confronted with such trying conditions in the way of low prices and limited demand. There were also expressions of regret that the railroads have apparently failed to credit the lumbermen with sincerity in their testimony regarding the inability of gum to take higher rates without serious injury to manufacturers and distributors of gum lumber as well as to owners of vast quantities of gum stumpage in the South. The handling of this traffic problem will be left to the Southern Hardwood Traffic Association, as the latter has ample facilities for looking after this subject; and as the Gum Lumber Manufacturers' Association has a very large number of members in that organization. If, however, the latter is able to assist the former in any way it will do so cheerfully and to the best of its ability.

Agreement on Southern Log Rates

According to information received by Secretary J. H. Townsend of the Southern Hardwood Traffic Association an adjustment has been reached with the Southern Railway in Mississippi whereby there will be no increase in net rates on log shipments between points in that state. A short time ago the Southern Railway in Mississippi announced a new tariff which would show an increase of about 20 per cent on net log rates, but an appeal was made to the Mississippi Railroad Commission through the Southern Hardwood Traffic Association. Mr. Townsend was to have appeared before the latter in behalf of the members of this organization, but an agreement was reached satisfactory to all concerned before the question came up for argument. There is to be a slight change in the gross rate, but it is provided that this is not to be more than one-half per cent higher than the present rate and that this half cent is to be refunded when the outbound product moves over the Southern Railway.

Election of Officers

The Forest Products Exposition Company held a meeting in Chicago July 13 and elected officers. Robert H. Downman of New Orleans was re-elected president, James H. Freeman of Pasadena, Calif., treasurer, and R. E. Kellogg, secretary. The following were elected members of the board of directors: W. Prazier Jones, Jacksonville, Fla.; R. M. Carrier, Sardis, Miss.; Charles T. Mitchell, Cadillac, Mich.; Nathan O'Berry, Goldsboro, N. C.; R. B. Goodman, Goodman, Wis.; Edward Hines, Chicago; George X. Wendeling, San Francisco; D. W. Swartz, Burton, La.; F. C. Knapp, Portland, Ore.; J. R. Toole, Missoula, Mont.; W. H. Sullivan, Bogalusa, La.; E. G. Griggs, Tacoma, Wash., and E. A. Selfridge, Willits, Calif. This is the company which managed the Forest Products Exposition held in Chicago in the spring of 1913. The organization has been kept alive, ready for future work.

Chicago Association Elects New Members

At a meeting of the membership committee of the Lumbermen's Association of Chicago, Thursday, July 15, the following concerns were elected to membership:

Herbert Young Lumber Company, Corinth, Miss.
Marathau Lumber Company, Laurel, Miss.
Southern Pine Lumber Company, Texarkana, Tex.
Kansas City Hardwood Flooring Company, Little Rock, Ark.
Pocahontas Lumber Company, Corinth, Miss.
Cook & Ketcham, Duluth, Minn.
Winnetka Lumber & Coal Company, Winnetka, Ill.
George F. Kerns Lumber Company, Chicago.
Chicago-Standard Lumber Company, Chicago.
Northwest Side Lumber Company, Chicago.
The committee has been doing good work in securing new members, the membership continuing to grow steadily.

Program for Oshkosh Meeting

The following is the official program for the meeting of the Northern Hemlock & Hardwood Manufacturers' Association to be held at Oshkosh Thursday and Friday, July 29-30:

Thursday morning, July 29—11 a. m.—Report of secretary; What the Association Is Doing. 11:15 a. m.—Bureau of Statistics report; Cost and Realizations; "Lumber Costs," R. R. Cunningham; discussion; report of committee on safety rules of Industrial Commission. 12:15 p. m.—Bureau of Promotion Report; What Can We Do for Hemlock? Discussion; branding lumber—discussion. 1:15 p. m.—Adjournment.

Friday morning, July 30—9:30 a. m.—What Can We Do for Birch?—discussion. 10:30 a. m.—The San Francisco convention, E. A. Hamar. 10:45 a. m.—The Trade Commission committee, C. H. Worcester. 11 a. m.—Bureau of Transportation and Legislation report; legislation at Madison; traffic bureau. 12 a. m.—Bureau of Grades report; work of inspectors; Market Conditions in South, East and West, R. S. Kellogg; Market Conditions—Hemlock, G. N. Harder; Birch, C. A. Goodman; Maple, E. A. Hamar; conclusion, M. J. Quinlan. 1 p. m.—Adjournment.
Afternoons and evenings—Social program and committee meetings.

With the Trade

New Hardwood Company in Louisiana

The T. E. Morrison Hardwood, Tie & Timber Co. has filed its charter at Shreveport, La. It has an authorized capitalization of \$500,000, to begin business with \$50,000 paid in. Among many other activities



PORTION OF ONE OF H. H. HITT LUMBER COMPANY MILLS

the company is authorized to handle, deal in and transact with timber, oil, mineral and clay lands, operate sawmills and tramways, oil refineries, smelters, etc. The officers are: T. E. Morrison, president; W. M. Prater, vice-president; John R. Duty, secretary and treasurer.

Louisiana Mill Burned

The Boeuf River Land & Lumber Company located at Boscoe, La., lost its sawmill by fire on July 8. The fire consumed the entire structure, the loss running into thousands of dollars, which was only partially covered by insurance.

St. Louis Publisher Dies

Charles W. Bright, secretary of the Journal of Commerce Company, publishers of the St. Louis Lumberman, St. Louis, was killed on Tuesday night, July 13. Mr. Bright was struck by an automobile driven by one of the society women of St. Louis.

Mr. Bright was connected with the Journal of Commerce Company for the past thirty years, having devoted most of his time to the detail work in the office. He finally became secretary and was in effect the business manager of the interests. Mr. Bright was born in Ohio, October 23, 1866.

Lamb-Fish Company Sends Out Big Gum Shipment

The correspondent of HARDWOOD RECORD is in receipt of a letter from Geo. Land, traffic manager for the Lamb-Fish Lumber Company, Charleston, Miss., in which he confirms the sale of more than 200 carloads of southern hardwoods to England. He said that this lumber was being loaded and sent to Gulfport, Miss., where it was being transferred to the Siklestad. In connection with this large sale of southern hardwoods Mr. Land said that the company was receiving many congratulations not only on having booked so large an order but also on being able to fill such requirements, particularly as much of the lumber sold was in the nature of special stock. Mr. Land also said that there was a possibility that, with a good July, the volume of business of this firm for the twelve months ending July 31 would be quite close to that for the corresponding period last year. This is one of the largest orders booked at any time by a southern hardwood firm for export to Europe and this is only another way of saying that the Lamb-Fish Lumber Company has established another record. More than a year ago it sold 30 cars of gum to Alexandria, Egypt, which was the heaviest cargo of that material which had ever moved abroad up to that time. A short while ago, however, it doubled this feat by selling 60 cars of red gum in one cargo which went to Italy.

Will Cut Hickory

Fifteen thousand acres of hickory stumpage has been taken over by W. S. Elder, Brownsville, Tenn. The land belongs to the J. F. McIntyre & Sons Company in the Saline river valley, about twenty-five miles south of Pine Bluff, Ark. It is estimated that there are about 10,000,000 feet of hickory timber on this property, and Mr. Elder will take immediate steps to convert this into lumber and dimension stock.

Reported Large Hardwood Purchase

It is reported for Greenville, Miss., that George M. Flynn of Columbus, Miss., and D. K. Jeffris of Chicago, have purchased close to 80,000,000 feet of hardwood stumpage in the vicinity of Scott, fifteen miles north of that city. It is also stated that the same interests will immediately begin the erection of a mill. Mr. Jeffris is the executive head of the Concordia Land & Timber Company, operating a mill at Jeffris, La., while Mr. Flynn is a well known hardwood operator of Columbus.

Expansion of Hitt Company Operations

It was but a few years ago when the H. H. Hitt Lumber Company started to manufacture hardwoods with a single band mill at Decatur, Ala. Since that time the lumber which has been produced from the soft textured oak from the Tennessee Valley has gained sufficient popularity as to necessitate the company putting into operation four band mills with an annual capacity of more than 25,000,000 feet, and a hardwood flooring plant with a daily capacity of 25,000 feet.

Three of the mills are located on the Tennessee river besides having switching connections with the L. & N. and Southern Railway. This naturally facilitates handling both logs and lumber.

The Hitt company deals strictly in hardwoods and probably has access to more hardwood stumpage than any other concern of its kind in the Tennessee Valley.

A picture portion of one of the sawmills of the plant owned by the Hitt company is shown in this connection.

John M. Pritchard Active in Interest of Gum

John M. Pritchard, secretary of the Gum Lumber Manufacturers' Association, is having a number of experiments made to determine the best method of treating gum lumber. These are being made at the government laboratory at Madison, Wis., and it is expected that the results will shortly be made public. It is pointed out by Mr. Pritchard that one of the chief objections urged against gum lumber is the fact that it frequently warps. Mr. Pritchard believes that this handicap can be overcome if the proper treatment is used and tests are being made to supply this apparent deficiency. Mr. Pritchard believes that the future of the hardwood market at Memphis depends largely on gum because other hardwoods have been cut back some distance from Memphis, leaving a large preponderance of the first named. The supply of oak, ash and other hardwoods must gradually decrease and he looks to gum to maintain the prestige of Memphis as a hardwood lumber market, not only with respect to volume of business but also with respect to quality. Mr. Pritchard has given a great deal of time and thought to the development of proper outlets for gum lumber and he is much encouraged over the progress so far reported. He points out that there are millions of feet in the territory close to Memphis which will be developed and placed on the market as soon as conditions are fully opportune and he anticipates that this will be of vast benefit to the hardwood lumber industry in this territory and also of material profit to those who own gum stumpage.

The National Museum and Smithsonian Institution at Washington has requested that the Gum Lumber Manufacturers' Association send forward, for purposes of permanent exhibit, specimens of gum lumber as well as products made therefrom. The association will comply and among the features of the exhibit will be a model door of figured red gum, bank fixtures, mouldings and miscellaneous interior trim. A special request was made for a red gum board fifteen feet long and as wide as could be obtained. A special effort will be made to secure this also.

Funds Completed for Trade Extension

The \$50,000 has been raised and the recommendations made by the Forest Products Federation at the meeting in Chicago last February have been put into effect by the organization of the new department of trade extension. This is the most important movement ever undertaken by the lumbermen in behalf of their own interests. It has been a long road, with interest lacking at times, but the enthusiasm now shown and the results obtainable justify all of the delay, anxiety and effort which have been necessary.

The advisory committee appointed some time ago to represent all branches of the lumber industry in the trade extension work held a meeting in Chicago on July 14.

At this meeting the decision was reached that the actual work of the new department should be inaugurated without further delay. Steps were immediately taken to complete the annual guarantee fund of \$50,000 for five years, and by the evening of July 15 definite pledges had been received in excess of the minimum sum required.

To facilitate the organization of the new department of trade extension and to direct the policy, an executive committee was appointed, the personnel of which is alone a sufficient guarantee of the stability of the organization and the judicious expenditure of the funds. The members of this committee are:

Edward Hines, W. A. Gilchrist, R. B. Goodman, E. B. Hazon, William H. Sullivan, R. H. Downman, ex officio.

The initial lines of work will cover building codes and shingle ordinances, engineering data for architects and engineers, fire protection, wood preservation, retail lumber sales extension, agricultural helps in lumber uses, co-operation with other organizations, publicity, methods of promoting competitive materials.

J. N. Comly Lumber Company

J. N. Comly, who has been associated with L. W. May of Steubenville, O., for a number of years, has purchased the sawmill, timber and wholesale interests and will continue the business as the J. N. Comly Lumber Company. C. F. Specht has purchased the retail yard and stock and will continue the retail business in the same location.

The Veit Plant Sold to Workmen

The Veit Manufacturing Company, Grand Rapids, Mich., has sold its plant to John Tazelaar and Frank Hengsbach. These men took possession on Monday, July 12. They will continue the manufacture of the former company's line of high grade bank and office fixtures. Mr. Tazelaar has been for ten years assistant in the company's office, while Mr. Hengsbach was superintendent of the plant.

Gayoso Lumber Company Increases Capital Stock

The Gayoso Lumber Company, Memphis, Tenn., has filed an amendment to its charter whereby its capital stock has been increased from \$100,000 to \$150,000. This company several years ago bought a large amount of timber on Cold Water river in north Mississippi and has been devoting a great deal of its energy since that time to the development thereof. For quite a while it had this timber brought to Memphis and sawn at custom mills. Last year, however, it bought a big hardwood mill in southern Mississippi and removed this to Memphis. It has operated this plant most of the time since. For quite a while, even after the outbreak of the war in Europe, it ran both night and day. One

of the novel features which has been introduced by this firm recently has been the installation of a kitchen and dining room at the plant in South Memphis, at which the office, mill and yard forces are able to secure their noonday lunch without the necessity of making the trip up-down. This has been found extremely satisfactory. C. R. and W. A. Ranson are the principal stockholders in the Gayoso Lumber Company.

H. A. McCowan & Company Lease Large Mill

A deal was consummated this week whereby H. A. McCowan & Co., Louisville, Ky., leases the large band mill of the Peter McCain Lumber Company in this city, which has been idle for some months. It is learned that the McCowan company leased the mill for the purpose of filling a large order for walnut dimension lumber for the English government. The lumber will be exported to England to be manufactured into gun stocks for the English soldiers. The McCowan company has been purchasing walnut logs for some time and will ship them here from several states.

Several other lumber concerns in this section have received orders for walnut dimension stock from the English government, including the Lovelady Lumber Company of Jasper, Va., which is a branch of J. Gibson, McVain & Co. of Philadelphia, Pa.

Arkla Lumber & Manufacturing Company

The Arkla Lumber & Manufacturing Company has been incorporated at St. Louis with a paid up capital stock of \$30,000. The principals are: J. M. Wells, president; H. A. Singer, vice-president; J. Stiasny, treasurer, and H. J. Lamson, secretary. The company will specialize in ash and in chair dimension. It will have mill connections in Arkansas, Louisiana, Tennessee and Kentucky, and maintain an eastern office at 235 Hawthorne street, Brooklyn, N. Y.

The company is planning a general wholesale lumber business and will have yards and offices at First and Benton streets, St. Louis.

Mr. Wells, the president, has for the past several years been purchasing agent for the American Hardwood Lumber Company of St. Louis, and was also in charge of sales in the middle west. Prior to that time he was sales manager successively for the Tallahatchie Lumber Company, Philipps, Miss., Lucas Land & Lumber Company, Paducah, Ky., and the Sherrill King Mill & Lumber Company, Paducah, Ky.

Mr. Singer has for the past ten years been manager of the eastern office of the American Hardwood Lumber Company of St. Louis.

Mr. Stiasny is interested in several enterprises in St. Louis, and while not an experienced lumberman, he will take some active interest in the affairs of the concern, looking more particularly after its finances.

Mr. Lamson has been cashier of the American Hardwood Lumber Company for the past eight years.

The principals in the new company are undoubtedly well qualified to successfully handle such an organization as they have consummated.

Kentucky Mill Destroyed

The large lumber and stave mill of L. M. Overbey, Murray, Ky., was destroyed by fire on Wednesday, July 7. A quantity of machinery, together with much lumber and hoghead staves, were destroyed. The plant was partially covered by insurance.

New Factory for Texas

The Texarkana Board of Trade announces that all requirements have been met for the location at that point of a plant for the manufacture of store fixtures and refrigerators. Twenty local men subscribed for the stock. The factory will be located on Rose Hill, near the Kansas City Southern railway tracks. A large building occupies the site, which will be remodeled in time for operation in the early fall.

Arrangement for New York Bankrupt

In the case of the Hamilton H. Salmon & Co., alleged bankrupts, large wholesalers of hardwood lumber, this city, Judge Chitfield has ordered a hearing for July 30 on a proposition involving the sale of all the assets to a corporation known as Hamilton H. Salmon & Co. Under the terms of the offer the corporation agrees to pay the receiver a sum equal to 77½ per cent of the total unsecured liabilities, 2½ per cent in cash and 45 per cent in promissory notes to run over a period of three years, and profit-sharing certificates of the new corporation until an additional 30 per cent of the aggregate of all unsecured indebtedness has been paid.

Will Improve Table and Desk Factory

The plant of the Joerns Brothers Manufacturing Company, Stevens Point, Wis., has been closed down for some time with the exception of the shipping, cabinet and finishing departments, and the employes are engaged in making extensive repairs and improvements in the buildings, which will increase the efficiency of the establishment and add materially to the working force. The entire building is being raised about eighteen inches and a new lower floor is being installed on a concrete foundation. The stock and gluing departments are to be made into separate rooms on the first floor, and other improvements are to be installed. The changes will be completed about August 1 and fifteen new men will be added to the payroll.

Cadillac Flooring Plants Resume

After having been closed down for two weeks, the Cobbs & Mitchell, Inc., maple flooring plant at Cadillac, Mich., resumed operations on July 10, running full capacity. The company reports it has business ahead to run indefinitely.

Pertinent Information

Chance to Sell Sawdust

An American consular officer in an insular possession writes that sawdust in large quantities is needed in his district for packing fruits and vegetables. Correspondence may be in English. Those who wish to investigate this chance can obtain full information by communicating with the Bureau of Foreign and Domestic Commerce, Washington, D. C., and quoting index number 17,507.

Willow Furniture Wanted

A consul in South America reports that a business man in that country desires catalogues and prices from manufacturers of willow furniture in America. Further information may be had by addressing the Bureau of Foreign and Domestic Commerce, Washington, D. C., and referring to index number 17,566.

Lumber Rates from Southern Points to Ohio River Crossings

On July 12 at Washington, D. C., the Interstate Commerce Commission handed down a decision in Docket No. 520, concerning rates on lumber from southern points to the Ohio river crossing and other points. A summary of the commission's rulings is shown as follows:

Proposed increased rates on yellow pine lumber from the southwestern blanket to St. Louis, Mo., and East St. Louis, Thebes, and Cairo, Ill., not shown to be reasonable.

The evidence of record does not show that the rates from Little Rock, Ark., and Pine Bluff, Ark., should be increased to the blanket basis.

Proposed increased rates on hardwood lumber to St. Louis and Cairo from the territory embraced in the yellow pine blanket not shown to be reasonable, but increase in the rates on hardwood to the level of the present rates on yellow pine justified.

Proposed increased rates on lumber, all kinds, from the territory north of the Arkansas River to St. Louis, East St. Louis, Thebes and Cairo not shown to be reasonable.

Proposed increased rate on yellow pine from points on the Kansas City Southern Railway to St. Louis not justified.

Proposed basing rate to Thebes and Cairo from certain stations on the Memphis branch of the Chicago, Rock Island & Pacific Railway shown to be reasonable. Increases in the rates to Memphis from certain stations on this line also justified.

Proposed increased rates to Thebes and Cairo from certain stations on the Missouri & North Arkansas Railroad shown to be reasonable.

Cancellation of local rate to Cairo from points on the Texas & Pacific Railway not justified.

Proposed increased rates from stations on the Chicago, Rock Island & Pacific Railway to Louisville, Ky., and Cincinnati, Ohio, not shown to be reasonable.

Proposed increased rates on lumber, all kinds, to New Orleans, La., from groups of stations in the southwestern territory, not justified.

Increases not exceeding 1 cent per 100 pounds in the rates on lumber justified from Mississippi Valley territory and southeastern territory to the north bank Ohio River crossings in those instances in which such increases are necessary to effect a spread of 1 cent between opposite crossings. Proposed rates to St. Louis also shown to be reasonable to the extent that they do not exceed by more than 1 cent the rates now in effect.

Proposed increased rates to Ohio River crossings from points on the Texas & Pacific Railway, Vicksburg, Shreveport & Pacific Railway, and Southern Pacific system lines in Louisiana, shown to be reasonable.

The record shows that cottonwood and gum lumber are not entitled to lower rates than other hardwood lumber.

Proposed increased rates from Cincinnati, Ohio, to western terminj and points in trunk line territory, not justified.

Commission Sustains Former Ruling

On July 12 at Washington, D. C., the Interstate Commerce Commission decided that a former ruling, investigation and suspension docket No. 184, should not be changed, and the proceedings, asking for a review, were accordingly dismissed. The question involved related to the northbound rates on hardwoods from points in Arkansas, Louisiana, and other places, to Memphis, Tenn. Among those asking for a review were the following: Kirby Lumber Company, International Harvester Company and Wisconsin Lumber Company, Nashville Lumbermen's Club, Lumbermen's Exchange of St. Louis and various manufacturers and dealers in that city, Lumbermen's Exchange of St. Louis, Cooperage Traffic Association, and Cairo Board of Trade, Southern Hardwood Traffic Association and Yellow Pine manufacturers west of the Mississippi river, Ozark Cooperage and Lumber Company, Mill Shoals Cooperage Company, Bowles McBride Cooperage Company, Gideon Cooperage Company, and United States Stave and Handle Company.

New Use for Sawdust

New ways of putting sawdust to use continually make their appearance. According to a telegram received from Cairo during the past week there would seem to be a new use for sawdust there, also. Referring to operations in the Dardanelles, it is stated that many of the shells fired by the Tarks are filled with sawdust.

Lumber by Sailing Vessels

A full cargo of red gum lumber has been shipped from Mississippi to Genoa, Italy, by a sailing vessel. It is said that this is the first full shipload of red gum that ever went from America across the sea. Former shipments have been in less than cargo lots. A number of sailing vessels carrying lumber from southern ports have recently arrived in Spain, where the market is sufficiently active to attract supplies. The scarcity of steamers has brought the sailing vessels to the front as lumber carriers.

Steamer Cargo of Hardwood

What is said to be the first full steamer cargo of hardwood lumber to be exported from the United States is booked to depart from a Mississippi port in July for London. The demand is strong on the other side of the sea and those who are in a position to take advantage of it ought to earn satisfactory profits.

Progressive Lumber Hauling Methods

The problem of hauling lumber from its mills to the Canadian Northern Railway tracks in winter has been solved in a novel manner by a big lumber mill in Saskatchewan, north of Prince Albert. Taking advantage of the almost level prairie, hard packed with ice and snow, the mill built a huge sled locomotive which hauls a train with from 100,000 to 125,000 feet of lumber at one time at from eight to ten miles an hour. The locomotive runs without wheels or track. The engineers ingeniously substituted the front truck of a narrow gauge locomotive with sled runners and put an endless belt, with spikes on the outside, over the drivers. In this way they obtained a sled locomotive which grips the surface and can pull heavy loads. The steersman sits on the front, and the engineer in his cab attends only to the motive power.

Bringing Buyers and Sellers Together

Since the inauguration of its wood waste exchange, on April 15 last, the Forest Service has been requested to list 147 mills and factories as having waste material for sale, while during the same time seventy-six other wood-using concerns have asked to be listed as desiring to purchase waste of a wide range of species in specified dimensions or as mill or factory run. The latter have been included in the list of "Opportunities to Sell Waste," which is sent monthly to concerns which have waste material for sale. This list is growing steadily, but the Forest Service is anxious to accelerate its rate of growth inasmuch as it comprises only about half as many buyers as there are sellers listed under "Opportunities to Buy Waste."

The Forest Service has just been notified by a large novelty manufacturing concern in New York City that the wood waste exchange has enabled it to obtain its raw material at a considerable saving of money. This factory uses small, semi-finished blocks of dogwood which it makes into patent pool holders. The factory's requirements were published under "Opportunities to Sell Waste" and a manufacturer of shettle blocks promptly seized the opportunity to dispose of the pieces of dogwood which previously were discarded as waste in his factory.

Similarly, others buyers are now, through the wood waste exchange, obtaining material of good quality at a cost lower than they had been paying for raw material in the form of logs or standard lumber, and without themselves having to accumulate waste by cutting raw material into required sizes. On the other hand, many mills and factories which were burning their waste or disposing of it at firewood prices are now selling it at a fair profit.

The Forest Service desires the co-operation of all manufacturers of small wooden commodities and invites them to list their requirements with the wood waste exchange. There is no charge for this service.

The Government Buys White Oak

The government has bought a quarter of a million feet of white oak lumber to be used in the Mussel Shoals development of the Tennessee river and most of it will be employed in building barges and other structural work. The oak grew in Alabama and Abner Rose, of Rogersville, Ala., has the contract of furnishing it.

Southern Pine Cut and Shipments

The Southern Pine Association's July bulletin says that 152 mills reported for June 1 and July 1. On June 1 there was lumber on hand amounting to 1,166,739,510 feet, and on July 1 it had been reduced to 1,163,045,495. The June shipments exceeded the cut by 3,649,015 feet. The stock on hand on July 1 this year exceeded that for the same date last year by 99,997,769 feet.

Decree for Sale of Lumber Company

The Great Eastern Lumber Company will lose its plant through foreclosure suit instituted by the Union Trust Company of Detroit. Judge W. W. Lambdin ordered on July 13 that this company's property be sold unless the company's indebtedness of \$1,000,000 is paid by August 2. He approved the report of Col. William Girard, special master, who refused to set aside the decree to permit the company to defend suit. September 15 is fixed as the date for the sale to take place at Savannah.

Sash and Door Company Erects New Plant

The Union Sash & Door Company, Cleveland, O., recently organized, has just purchased the property at 3029 St. Claire avenue, which was formerly occupied by the Cleveland branch of the Peter Schoenhoffen Brewing Company of Chicago. Consideration was not made public.

Building Operations for June

The annual building permits issued by leading cities for June of this year, as compiled by the American Contractor, Chicago, show the influence of a variety of restrictions due to general business conditions. The bulk figures were \$51,749,000, as against \$71,246,141 for June, 1914. This is a loss of 28 per cent for June, 1915, but the column of gain shows some increasing tendencies. Eleven cities registered gains exceeding 25 per cent, eight of these are over 50 per cent, and three are over 100 per cent, the smallest gain being 2 per cent, the heaviest 247 per cent.

It is noticeable upon the face of the monthly figures that losses are widely distributed, in some cases as low as 1 per cent and in eleven instances only running beyond 50 per cent. There seems to be no distinctively sectional gain or loss, the averages being quite evenly distributed as to both features. The increases run in spots, two of the heaviest of these being in the East, and two in the far West. Chicago is in recession less than \$2,000,000, Brooklyn a little over \$1,000,000, St. Louis, a like amount, and Minneapolis less than \$300,000.

	June, 1915.	June, 1914.	Percent Gain, Loss.
Akron	\$ 355,225	\$ 424,215	16
Albany	339,465	806,685	58
Atlanta	331,246	119,654	20
Baltimore	557,979	707,049	42
Buffalo	1,667,000	2,539,000	35
Cedar Rapids	135,000	270,000	50
Chattanooga	61,435	600,450	90
Chicago	7,613,500	9,538,300	20
Cincinnati	949,035	1,146,585	16
Cleveland	2,378,510	3,126,595	24
Columbus	410,370	625,650	34
Dallas	142,125	588,945	76
Denver	179,745	274,015	34
Des Moines	150,252	193,175	22
Detroit	2,669,265	3,146,110	15
Duluth	397,240	251,205	58
East Orange	66,739	94,999	30
Evansville	53,777	133,439	60
St. Wayne	173,259	334,459	56
Grand Rapids	246,908	203,227	2
Harrisburg	221,450	131,359	69
Indianapolis	526,289	841,288	37
Kansas City	752,245	1,632,700	54
Lincoln	137,257	138,850	1
Los Angeles	997,240	1,682,057	41
Louisville	332,710	526,510	37
Manchester	316,917	188,857	68
Memphis	285,275	283,012	1
Milwaukee	838,841	887,889	5
Minneapolis	1,550,535	1,694,195	16
Nashville	198,491	345,449	66
Newark	479,881	334,420	32
New Haven	451,025	140,271	2
New Orleans	279,731	374,599	21
New York City	12,555,964	15,811,913	21
Manhattan	4,392,190	4,255,391	3
Bronx	1,286,041	2,882,347	55
Brooklyn	4,526,677	5,628,863	20
Queens	1,834,275	2,735,044	33
Richmond	316,781	310,268	2
Oklahoma	89,327	36,590	133
Omaha	594,590	404,025	47
Philadelphia	3,875,850	3,779,635	2
Pittsburgh	1,242,472	2,459,281	56
Portland	969,095	834,435	45
Richmond	264,938	172,539	53
Rochester	969,632	1,026,327	5
Salt Lake City	199,958	233,690	14
San Antonio	98,310	240,290	59
San Francisco	891,007	1,308,882	32
St. Joseph	74,985	52,669	42
St. Louis	1,465,695	1,598,625	8
St. Paul	1,159,946	2,048,611	43
Schenectady	91,883	157,660	42
Seranton	343,121	198,393	217
Seattle	631,045	1,163,105	46
St. Paul	950,270	259,080	37
Sprague	240,200	83,025	180
Springfield, Ill.	162,060	293,500	45
Syracuse	444,119	235,935	75
Tacoma	56,828	80,611	29
Toledo	762,845	881,113	13
Topeka	39,065	72,650	46
Troy	93,475	88,663	5
Utica, N. Y.	272,100	329,815	17
Washington	1,142,428	942,325	21
Wilkes-Barre	58,171	410,811	86
Worcester	344,148	746,598	54
Total	\$54,740,303	\$71,246,141	23

A New Idea in Treating Poles

Since the decay of a pole is most severe at and near the ground line the preservative treatment of just that portion should prove very economical. To this end the Germans have devised a small portable machine for impregnating a 3 foot portion of a pole with creosote. A small upright boiler at one end furnishes steam for operating a pump, also for keeping the oil at the proper temperature. At the other end of the truck is placed the treating machine with two rings for holding the pole in place. Around the part to be treated is fastened a canvas jacket which is tightened securely at each end to keep the oil from escaping when it is pumped into the jacket. A pressure of about six pounds per cubic foot can be secured and while the penetration is not great (depending, of course, on the species and dryness of the wood) it gives much better results than brushing or dipping and is economical in the use of oil. The time required for the actual treatment is ten minutes. The apparatus will treat poles from seven to twenty-four inches in diameter.

Valuation Placed on Property of Fraudulent Companies

Frank L. Noister, William N. Little and Charles F. Lane, who were appointed appraisers by the federal court in this city to inspect and place

a value on the plantation in Camp, Mexico, and other property in San Pablo, of the International Lumber & Development Company, have filed their report in court. The total valuation placed on all the company's property in Mexico is \$738,735.89. John O. Shantz, receiver for the company, will file his report later. Whether the work of running the plantation will be resumed will depend largely upon suggestions made by Mr. Shantz.

The report of the appraisers in summarizing the properties of the company states that they cover 292,544 acres. There has been no sale of land in large tracts in this section of Mexico in recent years such as might be taken as an indication of the value of this tract as undeveloped land, but on the basis of including in its value all standing timber, dye woods and natural and artificial grass lands, the appraisers fixed the value of the land at \$1 an acre.

The henequen plantation on an acreage of 18,625 was appraised at \$295,650. Unable to obtain detailed maps showing the precise location of the tracts, the appraisers performed their work by means of a blueprint map. The lands for growing henequen, fruit, timber and other products of the company were in such a run down condition that the appraisers in acquiring precise information were obliged to appraise at the best obtainable vantage point.

"It is impossible to verify the extent of each tract, as it was impracticable to penetrate the dense undergrowth which had overgrown the henequen to reach outlying boundaries," was the report. "Where the henequen fields had been cleaned, the acreage of such cleaned portion was determined by counting the rows and the number of plants to a row." In the judgment of the appraisers, a rubber plantation of 600 acres is worth only a dollar. Officials of the company told the appraisers, it is asserted, that the 600 acres were planted with rubber. The appraisers found that the plants were grown too close together, and were not properly cleaned of underbrush, and only a few trees properly developed. To make the plantation productive it would be necessary to cut away half of the trees now standing and to clean out the underbrush. Even then, all the acres would not be productive, some of which cannot be reclaimed, and at least ground would not yield in less than two to five years.

The same condition, report says, is true of the coconut plantation, few trees being developed, and many have died. The ground is unproductive and a nominal value of one dollar is placed upon it.

Two fruit orchards, one at San Pablo and one at Kilometer Twelve, on Colon Lake, are valued at \$500 aggregate. The one at San Pablo is on fifteen acres, ten of which have not been properly cleaned. If this is done, the report says, it will be more productive than at present. The one at Colon covers 300 acres for growing bananas, but fire has destroyed most of the fertile ground. No separate value is placed on artificial pastures, they being included in the value of undeveloped land, but the report says they are sufficient to graze 2,000 head of cattle.

Tram lines owned by the company, some in fair operating conditions, others needing new rails, are estimated to be worth \$29,875. A value of \$1,062.50 is placed on a portable track used for temporary laterals in the henequen fields. The motive power and rolling stock are worth \$4,000. The boats of which the company boasted so proudly in its literature to investors as being of modern equipment, are valued at \$7,200. It was impossible to round up the cattle on the plantation, and basing their count on observations when the opportunity offered, the appraisers have estimated the live stock to be worth \$14,474. All the stock is claimed by Felipe Beltramo, who is now operating the plantation. Different brands are on the cattle, mules and horses, and the appraisers were unable to determine by whom they were owned. Furniture and fixtures have been valued at \$1,520. Other valuations made are: Telephone lines, \$2,260; manufacturing plant, \$31,930; saw mill, \$2,300; tannery, \$450; miscellaneous tools and equipment, \$2,385.

In their tour the appraisers found 300 bales of manufactured henequen in a warehouse in Chenkan, and 130 bales at San Pablo. The total weight of the henequen is 162,000 pounds, marketable at four cents a pound, and upon this basis the appraisers fixed a value of \$6,480.

J. H. P. Smith Leaves the Babcock Lumber Company

J. H. P. Smith, who for two or three years has been the Chicago representative of the Babcock Lumber Company interests of Pittsburgh, recently tendered his resignation and the Babcock company is now considering several other men to fill the position. O. H. Babcock of this company was in Chicago this week making arrangements for the continuance of the Chicago office and for the selection of the proper man to succeed Mr. Smith.

Will Investigate Lumber Rates

The plan recently announced by the classification committees of railroads to increase the freight rates on dressed lumber, will probably not be put into execution in the immediate future. The Interstate Commerce Commission intends to make a general investigation of lumber rates, and dressed lumber will be included. It may be taken for granted that the railroads will make no move in this matter while the commission is at work on it. The investigation will not begin, according to announcement, until some time next fall, or later. Since the question would have to go to the commission for a ruling anyhow before an increase in rates could go into effect, it is fortunate that the commission has decided to make the investigation at this time.

Galloway-Pease Company's New Plant in Operation

Last week the wheels were turned over of the model new plant of the Galloway-Pease Company at Poplar Bluff, Mo. It will be recalled that the plant of this company, which operated under the name of the Quercus Lumber Company, was totally destroyed by fire a few months ago. Plans were immediately put into effect for rebuilding, and the new structure with all its equipment has been completed and is now operating on good time.

The plant consists of a model structure with an 8' single hand mill with 14" saws. The capacity is expected to be about 40,000 feet of oak per day. It is equipped with Filer & Stowell heavy machinery with 72" edgers and is built with the expectation of putting in a re-saw when business conditions warrant increasing production. The detached brick boiler house is equipped with Casey & Hedges marine type of boilers and with Houston, Stanwood & Gamble heavy mill type of engine.

The company has endeavored, and its endeavors were crowned with success, to build a first class mill, not with the idea of producing large quantities but in order to make possible continued production of the best quality of lumber that can be gotten from the company's unusually good timber.

Violin Made of Old Wood

D. E. Eggleston of Hilldale, Mich., has made a violin of material collected from various sources. The front of the violin is of cedar imported from Italy, the back of curly maple, taken from an old shelf in a store which was over fifty years old, and therefore thoroughly seasoned. Other parts are made of maple, taken from the rafters of a barn, where it had been for over thirty years. No mention is made of any spruce, which wood is commonly supposed to be essential in the construction of high-class violins.

A Dogwood Timber Yard

What may be the first exclusively dogwood timber yard in existence was recently established at Harboursville, Ky., by V. Fontaine of Brevard, N. C. Dogwood is used for shuttlelocks, and it is collected over a wide area, there not being enough in any one locality to warrant operations for lumbering this wood alone. The billets are cut here and there and are shipped to manufacturing points where they are made into shuttles. The majority of shuttles are about seventeen inches long, but many different sizes are made. Persimmon and dogwood are the best two shuttle woods of this country. Turkish boxwood ranks higher, but it is too costly for ordinary use.

More Efficient Business Statistics

Secretary Redfield has at the request of the committee on statistics and standards of the Chamber of Commerce of the United States started actively at work toward compiling statistics of direct benefit to business rather than of mere informative character. The committee held a meeting in Washington, D. C., July 14, and Dr. Frank R. Rutter, assistant chief of the Bureau of Foreign and Domestic Commerce, spent a part of the day explaining the present methods and the plans for improvement. He dwelt particularly on the question of export and import statistics. It is generally known by those who have used these statistics in the past that they were open to criticism and that the percentage of error could only be approximated, due in large part to statutory provisions and lack of adequate appropriations to employ a sufficient force. Some of the proposed changes may require new legislation by congress, but in the meantime a concerted effort is being made to clarify reports and eliminate all unimportant matter. The object is to have less voluminous and intricate data prepared, but instead, more facts that will directly aid business men.

Hardwood News Notes

← MISCELLANEOUS →

Harvey Hogg has been appointed receiver for the Richland Lumber Company of Pine Bluff and Humnoke, Ark.

The Hodell Furniture Company of Shelbyville, Ind., suffered a loss by fire recently.

The T. E. Morrison Hardwood Tie & Timber Company has been incorporated at Sbreveport, La.

E. G. Willson, president of the Willson Manufacturing Company, Appleton, Wis., died recently.

The New Cabinet Company, Evansville, Ind., has filed a petition in bankruptcy. Liabilities are \$61,352.45 and assets \$28,167.48.

The Vincennes Furniture Manufacturing Company, Vincennes, Ind., was damaged by a storm recently.

The Mell-Viall Lumber Company, with headquarters at Reading, Pa., recently opened a plant at Kane, Pa.

The North Fork Lumber Company has been incorporated at Boyer, W. Va., with \$300,000 capital stock.

The Rippetoe Contracting Company, Charleston, W. Va., has increased its capital stock to \$10,000.

It is reported that the Kelley Handle Company will open a factory at Blytheville, Ark.

George B. Cox has become sole owner of the Midland Chair Company, Michigan City, Ind., and has instituted action to take it from the receivers.

The Kellar Wagon Manufacturing Company, Minneapolis, Minn., recently suffered a loss by fire to the extent of \$4,000.

The Gayoso Lumber Company of Memphis, Tenn., has increased its capital stock from \$100,000 to \$150,000.

Chas. J. Hagen of Appleton, Wis., has sold his lumber and box factory to S. A. Konz, also of Appleton.

Harry J. Williams, vice-president of the Washita Lumber Company and Waddell-Jones Lumber Company of Morgan City, Ala., died recently.

The Union Panel Company has been incorporated at Rockford, Ill.

The MacCracken-Augustine Company of Maloy and Benton, Iowa, has been changed to the Augustine Company.

The Rauch & Lang Carriage Company, Cleveland, O., has changed its name to the Baker, Rauch & Lang Company.

The Georgia Veneer Company has been incorporated at Dublin, Ga.

The Strable Manufacturing Company, Saginaw, Mich., has changed its name to the Strable Lumber & Salt Company.

← CHICAGO →

George O. Worland, secretary and treasurer of the Evansville Veneer Company, Evansville, Ind., spent last week in Chicago on a combination honeymoon and business trip. Mr. Worland was married a few days before coming to this city and spent the week here putting in his mornings on business and afternoons with his bride.

Charles W. Talge, president of the company, and W. C. Calhoun of the Frost's Veneer & Seating Company, Sheboygan, Wis., who was formerly interested in the Evansville Veneer Company, were in the city at the same time, leaving for Evansville while Mr. Worland was away.

M. L. Pease of the Galloway-Pease Company, Saginaw, Mich., was in Chicago on business all of last week.

F. B. Robertson of the Anderson Tully Company, Memphis, Tenn., spent several days in Chicago last week.

C. A. Bigelow of the Kneeland-Bigelow Company, Bay City, Mich., was in the city in attendance at the hearing before the Federal Trade Commission on Monday and Tuesday.

Association secretaries in the hardwood field who attended the hearing were J. C. Knox of Cadillac, Mich., and O. T. Swan of Oshkosh, Wis.

R. B. Goodman of the Goodman Lumber Company, Goodman, Wis., also attended the hearing.

J. H. Himmelberger, Cape Girardeau, Mo., president of the Hardwood Manufacturers' Association of the United States, was in the city on association business last week.

O. H. Babcock of the Babcock Lumber Company, Pittsburgh, Pa., was in Chicago this week on business in connection with that company.

Forest Service men who passed some time in Chicago the past week were Chief Forester H. S. Graves, Assistant Chief Forester W. E. Greeley and C. W. Gould. Mr. Graves was here on his way to Alaska, Mr. Greeley to attend the Federal Trade Commission hearing and Mr. Gould passed through on his way to Portland, Ore., where he will have charge of the office of investigation.

H. S. Sackett, also of the Forest Service, who has charge of the direct work in connection with the present investigation of lumber now being carried on by the Service, says he has working with him two new Forest Service men, J. F. Thompson and Quincy Randles.

Clarence W. Griffith, timber estimator of Memphis, passed through Chicago last week on his way west.

HARDWOOD RECORD has received a recent copy of the official bulletin of the National Hardwood Lumber Association. This contains the new membership directory. Also contains notation of the new committee as recently announced by President Babcock. The bulletin notes a total of 12,472,647 feet of hardwoods inspected on original inspection by association inspectors during the month of June.

The Chicago Store and Office Fixture Company has been incorporated at Chicago with a capital stock of \$20,000. The incorporators are Chas. F. Stade, Chas. Runge and Herman F. Keller.

The National Oak Flooring Company has been incorporated at Chicago, Ill., with \$100,000 capital by Harry Goodman, William R. Swisser and Harry A. Pillman.

Mathias J. Jacobs, secretary of the Adam Schillo Lumber Company, Chicago, died recently.

The Robert Maisey Lumber Company has been incorporated at Chicago.

← NEW YORK →

E. E. Eaton, local wholesale dealer in domestic hardwoods, recently announced that he has been given the selling agency for T. T. Adams & Co., manufacturers of hardwoods, Richmond, Va. He will handle the output of the Adams mill in New York, New Jersey and Connecticut. The Adams company operates a hand mill in North Carolina, cutting principally poplar, oak and chestnut.

Frederic H. Doyle, wholesale hardwoods, is just back from a trip to the manufacturing sections of North Carolina, West Virginia, Ohio and Tennessee. He did some good business and is very optimistic over future prospects. Mr. Doyle found the manufacturers firm in the opinion that the depression was near an end and consequently there was no eagerness to move stocks at present range of prices. It is generally understood that hardwood supplies are not over plentiful and a quickening in demand is sure to see a brisk advance in prices.

C. L. Ritter of the C. L. Ritter Lumber Company, Huntington, W. Va., was a visitor in New York recently in the interest of business. The West Virginia plant is going on full time with every prospect of continuing.

Merritt Lane has been named receiver for the Interstate Lumber Company, which conducted a hardwood yard at Jersey City.

Jas. P. Scranton, Detroit's veteran yard owner, was in New York recently. He was in his usual good spirits and visited some old acquaintances in the trade. Mr. Scranton is 72 years old.

◀ BUFFALO ▶

Buffalo's hardwood representatives are figuring prominently in a list of citizens whose names are being voted on in one of the local papers, which is canvassing the situation for good material for councilmen under the commission government plan to be carried into effect after the fall election. Among those mentioned are A. J. and G. Elias, H. C. Mills, Hugh McLean, J. N. Seateford, Anthony Miller and M. W. and J. B. Wall. There is other good hardwood material available in this city, but some of the men who would make good candidates are understood not to desire the office.

A. J. Chestnut is in Mt. Vernon, N. H., where he has gone with his family on an automobile trip. He is shipping some birch out of Vermont at present, besides stock from Canada.

W. L. Blakeslee has gone on a vacation trip to New Hampshire and will be away about two weeks. The office of Blakeslee, Perrin & Darling reports an increased inquiry for hardwoods.

H. L. Plumley, purchasing agent for the Hugh McLean Lumber Company, is on a business trip to the hardwood mills in the South. The company calls trade in hardwoods steady at present.

The Yeager Lumber Company states that hardwood trade holds up fairly well. Dry plain oak is not plentiful just now. Oak, ash and cypress are among the woods most in demand.

G. Elias & Bro. have three lumber cargoes soon to arrive at the local yard, this having been an active season so far in lumber receipts. Hardwood trade is holding up steady.

Taylor & Crate are farming every year in a larger and larger area of their cut-over oak land in Mississippi. They raised a big cotton crop last year and had such a scare about its not bringing any price to start with that they are putting in a large amount of corn this year. Cotton came out very well and corn is always a good crop. Their oak mills there are in active operation.

The Standard Hardwood Lumber Company is getting in plain oak from the Cumberland region this month. Oak and ash are among the leading woods with chestnut remaining quiet.

Miller, Sturm & Miller report a little better trade this month than last, with oak and maple leading.

T. Sullivan & Co. report that brown ash remains in good sale. The yard has been handling considerable fir lately.

◀ PHILADELPHIA ▶

James M. Richardson and Joseph Hyde of Gessel & Richardson, have returned from the South where they contracted for a considerable amount of lumber.

Charles M. Betts & Co., Inc., announce that R. A. Shepherd is again selling for them in northern Pennsylvania, southern New York, and northern New Jersey. Mr. Shepherd was formerly with Betts & Co., but departed for a time to enter the employ of the Mershon, Eddy, Parker Company of Saginaw, Mich.

Joseph P. Dunwoody, Lincoln building, recently received from his son in Georgia, a complete moonshiner's outfit which had been captured by Federal agents. Mr. Dunwoody has put the outfit in his collection of curios.

W. N. Lawton has associated himself with the Philadelphia office of the Smith Lumber Company of Boston. Mr. Lawton, who is widely known here, was last connected with the firm of Currie & Campbell.

F. S. Underhill of Wistar, Underhill & Nixon, was the orator for the Union Athletic Association, Lansdowne, on the Fourth of July, and made a patriotic address to an assemblage of several thousand persons.

George H. Haganir and wife are being congratulated on the arrival of a daughter who has been named Mary. Mr. Haganir is a member of the Haganir-Johnson Company.

A. J. Cadwallader & Co. have added John J. Fleming and J. I. M. Wilson to their sales force. Mr. Wilson will sell in Philadelphia and Mr. Fleming in New York.

Robert C. Smith, formerly connected with G. W. Kugler & Sons, has joined the selling staff of the Smith Lumber Company, and will spend most of his time in the coal regions of Pennsylvania.

◀ PITTSBURGH ▶

The Kendall Lumber Corporation, which is starting work on its immense tract in Oregon, has appointed J. H. Henderson, formerly secretary of the Kendall Lumber Company of this city, as western sales manager. Mr. Henderson will have his headquarters in either Salt Lake City or Denver.

The West Penn Lumber Company, which makes a specialty of hard-

wood lumber for factories and steel concerns, is not kicking at all about business. According to E. H. Stoner, the company has had a fair trade all summer at rather weak prices.

The Universal Lumber Company announces that it is rushed with manufacturing trade and has recently secured some very good hardwood contracts out of Pittsburgh.

The Henderson Lumber Company, which makes a specialty of mining stocks, is doing quite a steady business all the time and finds the buying sentiment much better and prices slightly improved. President J. F. Henderson expects a pretty good fall trade.

The Duquesne Lumber Company, according to sales manager G. C. Adams, finds some increase in manufacturing trade in hardwood stocks. Business in the East is said to be pretty quiet.

The Johnston-Davies Lumber Company has shut down its hardwood operation in Butler county and is going to take things easy until the buying situation is much better than at present.

The Foster Lumber Company, which has offices in the Bessemer building in this city, has reorganized as the Frampton-Foster Lumber Company with P. M. Frampton and W. E. Foster as partners. The Foster company started in business about two years ago and has worked up a fine trade in hardwood timbers for railroads and manufacturing concerns and also in hardwood construction lumber.

The Parsons Pulp & Lumber Company of Horton, W. Va., will build a hardwood plant there soon with a capacity of 50,000 feet a day.

The C. E. Breitwieser Lumber Company is making good headway in going after the eastern trade in hardwoods. Sales manager Frank E. Smith has been working throughout the East lately with this end in view.

The contract for the second South Hills tunnel was let last week to Booth & Flinn, Ltd., of this city. It will cost about \$1,500,000. A large amount of hardwood will be needed in construction and Pittsburgh buyers are already going after this business keenly.

The Retail Lumber Dealers' Association of Pennsylvania will hold a mid-year outing at Cresson, Pa., August 20, 21 and 22. A large number of retailers are arranging to make the trip there in their autos and a splendid time is anticipated.

New plants in the Pittsburgh district continue to multiply in a most encouraging way. The most important announcement made last week is that the Ford Motor Company, which established an assembling plant last year at Morewood avenue and Baum boulevard, will have plans prepared at once for a five-story addition to contain 268,000 square feet of floor space and to employ 350 people, bringing the total number of employees up to 900. The plant will then represent an investment of \$1,250,000.

At Latrobe, Pa., the Latrobe Tool Company is arranging to build an addition 100x42 feet, which will more than double the capacity of that plant.

Among the steel companies who are planning new additions to their plants are: The Brier Hill Steel Company, Youngstown, O., a new furnace of seventy-five tons capacity at Brier Hill, a suburb of Youngstown, to cost \$250,000; at Canton, O., the United Steel Company will build a 400-ton blast furnace to employ 1,000 workmen and to cost \$2,000,000; the Knox Pressed & Welded Steel Company, the Carnegie Steel Company, the Sharon Steel Hoop Company and the Petroleum Iron Works Company at Sharon, Pa. The Carnegie Steel Company alone will spend over \$500,000 for its benzol plant there; the Youngstown Sheet & Tube Company let contract to Heller Brothers of that city for a \$75,000 addition. Other improvements started or contemplated by this company will bring up the total to \$1,500,000. The Shelby Steel Tube Company, Ellwood City, Pa., a large addition to include furnaces and rolling mills, according to report; the Columbia Sheet Steel Company, which is backed by Pittsburgh capitalists, has signed contracts which assure the erection of a \$600,000 plant for the company at East Liverpool, Ohio.

At Cresson, Pa., the Pennsylvania Railroad Company has decided to largely extend its repair shops. New shops will be started as soon as the addition to the original shop building is completed. The new plant will be used for both repair work and also to frame rolling stock.

◀ BOSTON ▶

A fire in the plant of the Delano Mill Company at Portland, Me., on July 9, caused a loss of \$100,000. Following an explosion, fire was communicated to a large part of the building, completely destroying the same, together with the contents of lumber and machinery. The loss is reported to be practically covered by insurance.

Local financial and commercial authorities comment on the unusually large number of charters being granted at this time, exceeding anything for some years. To show that lumber and allied trades are participating in this activity may be noted the following organizations of lumber companies: L. O. & E. S. Davis Company at Middletown, Conn., capital, \$50,000; and the Elm City Lumber Company at New Haven, Conn., capital, \$50,000. Also industrial enterprises at numerous points, among them being reported: J. S. Lang Engineering Company at Boston, with a capital of \$100,000; Woronoco Construction Company, Westfield, Mass., capital, \$25,000; the H. G. M. Construction Company at Framingham, Mass., capital, \$15,000; the W. M. Flynn Company, Boston, capital, \$25,000; the T. L. Follno Construction Company (Inc.), Watertown, Mass., capital, \$10,000; the D. H. Gifford Corporation at New Bedford, Mass.,



CHARLES W. TALGE, president, whose genius in designing veneer making machinery, originating improved methods and expert practical knowledge of every detail of veneer manufacture, has been the prime factor in the success of The Evansville Veneer Co.



GEORGE O. WORLAND, secretary and treasurer, who contributes more than a quarter century of experience in cabinet woods, timber, logs, lumber and veneer and whose policy is to give absolute satisfaction in quality, reliability in service and a dependability that will merit your confidence in The Evansville Veneer Co.

Importers and Manufacturers

Mahogany and Cabinet Woods

Sawed and Sliced

Quartered *Indiana White Oak, Red Oak, Figured Red Gum, American Walnut, Etc.*

Rotary Cut Stock in Poplar and Gum for Cross Banding, Back Panels, Drawer Bottoms and Panels

The Evansville Veneer Company

Evansville, Indiana

capital \$2,500, and the Simplex Aircraft Company, at New Haven, Conn., with a capital of \$300,000.

At last reports Frank Huckins, senior member of the local wholesale firm of P. S. Huckins Company, has experienced a slight improvement after being confined to his home with a serious illness for many weeks.

← BALTIMORE →

Though N. J. Warner, who was elected one of the board of directors of the Western Carolina Lumber & Timber Association, which met at Asheville, N. C., on the evening of July 3, is not unnaturally credited to the Old North state, he really belongs to Baltimore, since he is a Baltimore boy, who spent his youth and first business years in the Monumental City, and is the representative of a Baltimore hardwood firm, Richard P. Baer & Co. Mr. Warner was sent to Asheville about four years ago to be at one of the chief sources of supply for hardwoods for his firm and attained such success in his mission that he has been stationed there ever since. He has made himself very popular in his new environment and now has become thoroughly identified with the Western Carolina trade. Last week he was on a visit to Baltimore, conferring with members of his firm about various business matters.

David T. Carter of the hardwood firm of David T. Carter & Co., has been receiving condolences on the death of his father, the late John M. Carter, a leading attorney, promoter of art and architecture and had in many ways contributed largely to the progress of the city.

Among recent visitors in Baltimore was Senor F. C. Pogliano of Buenos Aires, Argentina, who has been in the United States for several months, engaged in making connections with shippers of lumber to South America. Senor Pogliano, while in Baltimore, called on Secretary J. Melb. Price of the National Lumber Exporters' Association and obtained from him much information expected to prove helpful to him in his business. He stated that he had succeeded in making the connections desired and intended to sail shortly from New York for home.

Another recent Baltimore visitor was W. O. Harter of Cobbett & Co., of London. Mr. Harter had been making a trip to certain portions of the United States, presumably in search of stocks called for especially by war requirements, and was about on his last lap, it being his intention to take the steamer on the following Friday from New York for home. Mr. Harter, though located in England for a number of years, is really an American, who was engaged in the hardwood business on his own account in "the States," but eventually became connected with Cobbett & Co., as their American representative, and later removed to England.

It is reported from Kingwood, W. Va., that Edwin S. Brown of Reedsville, that state, a lumber operator, who left his home for Morgantown,

June 23, has been missing since then. His wife afterward received a letter from him in which he stated that he was tired of life and that his family need not expect him back.

← COLUMBUS →

R. W. Horton of the W. M. Ritter Lumber Company reports a fairly active trade in hardwoods during the past fortnight. He says the feature is the buying on the part of retailers. Building operations are still fairly active and dealers are compelled to replenish their stocks. Prices are fairly steady at the levels which have prevailed for some time. Some cutting is reported where stocks have accumulated, but this is not sufficient to demoralize the market.

George F. Kirkwood, Jr., has been appointed receiver for the G. Keyer Company of Cincinnati, woodwork manufacturers located on Central avenue. The appointment was made upon the application of the United States Glue Company.

William H. Eisenhour, trustee in bankruptcy of the Fremont Lumber Company of Fremont, O., was discharged by a jury on the charge of making false entries as trustee. The testimony showed that the discrepancies in the accounts were the fault of clerks in his office. Judge Clark held that carelessness is not a crime in that instance.

Secretary Phelps of the Dayton Builders' Exchange and the campaign manager of the Ohio Lumber Dealers' Association left Dayton recently for Cleveland and northern Ohio to start the campaign "Build with Wood." The trip will be made in automobiles in some sections and other trips will follow later. The campaign is directed at the lumber dealers whom the association is interesting in the campaign.

← INDIANAPOLIS →

The Hodell Furniture Company, Shelbyville, suffered \$15,000 loss from lightning during a severe electrical storm recently. The roof and part of the wall of one building were torn away.

It is reported the Studbaker Corporation has bought \$800,000 worth of additional property in South Bend and will move its Detroit plant to that city.

The Udell Works, furniture and ladder manufacturers, has resumed operations after a shut down of three weeks for repairs and inventory and reports the outlook for fall business is encouraging.

The W. F. Johnson Lumber Company has received contracts for the hardwood interior finish for postoffices at La Salle, Ill., and Bryan, Texas, and for a Masonic Temple at Wooster, O.

George E. Dickinson, a hardwood lumberman, was chairman of the com-

Perkins Glue Fast Becoming the Standard For All Veneer Work

Manufacturers who use glue for veneer laying and built-up panel work are rapidly realizing the advantages of a glue that does away with the hot, bad-smelling glue room necessary with hide glue and are adopting the modern and efficient

Perkins Vegetable Veneer Glue

because it does away with the cooking process, being applied cold. It is equally as efficient as hide glue and at a saving of no less than 20 per cent over hide glue costs. It gives off no bad odor and may be left open a number of days without souring or in any way affecting its adhesive qualities.

Every shipment is absolutely uniform.

The use of Perkins Glue does away

with blistered work and is affected in no way by climatic changes, thus increasing the advantages of manufacturers, who must ship their goods to hot, cold or damp climates.

Unsolicited testimonials from hundreds in all glue using lines praise its efficiency and economical application.

Write us today for detailed information.

PERKINS GLUE COMPANY

Originators and Patentees

805 J. M. S. Building, SOUTH BEND, IND.



mittee that arranged the annual picnic given by lumber salesmen of the city to retail lumbermen of the state at Germanla Park, this city, Saturday, July 17. There was an attendance of more than two hundred. Prizes were awarded in a number of events. There was a dinner, dancing and speeches by men prominently identified with the lumber trade.

EVANSVILLE

Daniel A. Wertz of Maly & Wertz, and president of the Evansville Lumbermen's Club, accompanied by his wife, has gone to Bay View, Mich., for a stay of about sixty days.

E. S. O'Hara assumed management of the Evansville Sash & Door Company, with offices on West Ohio street, a few days ago, succeeding A. C. Karges, who had been manager for a number of years. Mr. O'Hara has been connected with the company for the past ten years as traveling salesman and is well known to the trade in southern Indiana, southern Illinois and western Kentucky.

Charles H. Barnaby, Greencastle, Ind., a few days ago shipped ten carloads of walnut timber, which will be made into gunstocks, to St. Louis and Logansport (Ind.) factories. Most of the walnut timber shipped by Mr. Barnaby was cut around Greencastle in Putnam county, Indiana.

George B. Kunz, receiver for the James & Meyer Buggy Manufacturing Company at Lawrenceburg, Ind., has just received a rush order for 2,000 road carts from South America. The factory will run full time to fill this order.

The buildings and machinery of the Indiana Motor Manufacturing Company at Franklin, Ind., have been sold to Grafton Johnson at Greenwood, Ind., at the appraisement price of \$13,500.

J. A. Perrin, who for the past several years was connected with the Evansville Veneer Company as inspector and buyer, has severed his connection with the company and has accepted a similar position with C. L. Willey at Chicago. Mr. Perrin has a host of friends here who regret

to see him make the change, although they wish him well in his new field of labors.

Charles A. Talge, president of the Evansville Veneer Company, who with his wife has been spending the summer up on the lakes in Wisconsin, was here a few days ago on business. They will go to Indianapolis late this fall, where they will make their future home. Mr. Talge will retain the presidency of the Evansville Veneer Company and will make frequent visits here to look after his business interests.

A few days ago the New Cabinet Company, this city, filed a petition in bankruptcy before J. W. Wartmann, United States commissioner for this district. The liabilities of the company are \$61,352.45, while the assets are placed at \$28,167.48. The biggest creditor of the company is the Citizens' National Bank here, which holds the company's notes for \$45,000. It is expected a receiver will be named by Commissioner Wartmann for the company, and an effort made to keep the plant running.

Daniel A. Wertz, acting as receiver, a few days ago sold at public auction and under order of the Vanderburg county circuit court here, the Hellmun Machine Works. The factory and real estate were sold to the Peoples' Savings Bank for \$81,193.33, while the machinery and tools in the plant were sold to Wertz Bros. for \$14,000.

Mertice E. Taylor of Maly & Wertz, and secretary of the Evansville Lumbermen's Club, plans to have a big meeting of the club on the second Tuesday night in September.

The Blount Plow Company has closed its option on a fifteen-acre tract of land lying in the western part of the city and will erect a modern new factory building which will cost \$200,000 or more, and it is expected the contract will be let soon. Walter E. Blount, president of the company, says he wants his company to be prepared for the rush in trade in the South and Central American countries which he believes is sure to come after the close of the European war.

J. A. Waltman of the Schultze-Waltman Lumber Company, has been seriously ill at his home for the past several days, having suffered a stroke of paralysis. Mr. Waltman is one of the best known lumbermen of this section and his many friends are hoping for his speedy recovery.

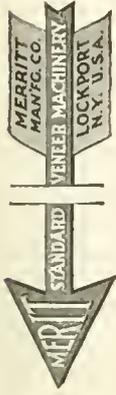
J. V. Stimson, well-known lumber manufacturer at Huntingburg, Ind., was recently elected president of the Southern Chemical Company with headquarters at Huntingburg. The company will manufacture a patented powder which is said to be one of the best and quickest fire extinguishers ever placed on the market. Several other prominent citizens of Huntingburg are interested in the company.

Reports received by manufacturers here from South Bend, Ind., say that the Studebaker Corporation is working a day and night force now and that the double shift will be continued during the balance of the summer.

HIGH GRADE

ST. FRANCIS BASIN OAK

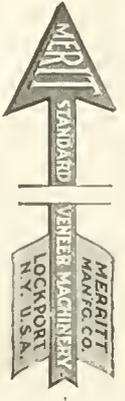
GALLOWAY-PEASE CO. Poplar Bluff, Mo.



STANDARD VENEER MACHINERY

MERRITT MFG. COMPANY

LOCKPORT, N. Y., U. S. A.



The rush is especially pronounced in the automobile department. Large shipments of farm wagons will be made within the next sixty days or so, it has been announced.

Victor P. Worland, connected with the Evansville Veneer Company, and who has had charge of the business while his brother, George P. Worland, the secretary-treasurer and general manager of the company, has been in Chicago and the Northwest on his bridal trip, says business has been fair and the factory has been kept busy. "We are not rushed to death," is the way Mr. Worland put it, "but we are doing a nice business and have no room to complain at all."

Most of the large hardwood mills in southern Indiana, southern Illinois and western Kentucky are still being operated on an average of about eight hours a day.

It is expected that work on the new desk factory at Jasper, Ind., will begin in a short time. The company recently organized to build the factory has been selling stock and the stock has been liberally bought.

Charles VonBehren, secretary and treasurer of the VonBehren Manufacturing Company here, makers of spokes and hubs, is making a trip to the Pacific coast and will be gone for several weeks.

William H. McCurdy, president of the Hercules Buggy Company, with members of his family, is spending the heated season on the lakes in Michigan.

Box factories in Evansville have been operated on fairly good time during the past month and business, while not rushing, has been very good. The largest box factory here is that operated by McFerson & Foster, a concern that has been in business for many years and which is known in most parts of the United States.

The large coffin factory here, as well as the coffin factories at Lawrenceburg, Ind., and Aurora, Ind., have been operated on fairly good time during the past two or three months.

< MEMPHIS >

A branch plant of the Kelly Handle Company, one of the largest makers of hickory handles in the country, has been established at Blytheville, Ark. It is giving employment to about 100 men. M. R. Grace, the manager, has contracted for enough timber to run the plant for twelve to fifteen years. This company is turning out about three cars of handles per week at its new plant.

The J. H. Hamlin & Sons Stave Company, Little Rock, has purchased 1,000 cars of timber in the northwestern portion of Dallas county from Cooke Brothers. A large hardwood mill is being erected near Rison, Ark., for the development of this timber and a number of teams have been put to work hauling the timber to the proposed plant. The new plant will give employment to a large number of men.

The stave mill of Bynum & Alexander at Chicot, Ark., has resumed operations and will be kept running steadily as long as timber can be secured. W. E. Rust is in charge.

< NASHVILLE >

There was a hearing recently in the case of the Nashville Lumbermen's Club against the Louisville & Nashville Railroad and other lines. The club seeks to obtain milling-in-transit privileges and reshipment of lumber at Nashville, alleging that the local market is greatly handicapped by not having these privileges that are granted other points. A large number of witnesses were examined by Examiner Kelly of the Interstate Commerce Commission, both for complainants and defendants. The lumbermen were confident of success in their fight.

Sam K. Cowan has resigned as treasurer of the Nashville Lumbermen's Club, due to the fact that he will be absent from the city a large part of the summer. Secretary Cecil Ewing will act as treasurer until his successor is named.

The Tennessee-Alabama Lumber Company has been incorporated by M. M. Ransom, George Trabue, Avery Handley, W. D. Trabue and Charles Trabue. The authorized capital stock is \$5,000, and the company is organized to buy timberland, manufacture and deal in lumber. The headquarters will be in Nashville.

"ANDREWS" Lumber Driers And Dry Kilm Equipment

THE ONLY

Perfectly Controlled

Moist Air Lumber Driers

WE GUARANTEE

UNIFORM and FAST DRYING combined with

EFFICIENCY, ECONOMY and

SIMPLICITY of OPERATION

The Performance of "Andrews" Driers

CANNOT BE

INFLUENCED by *WEATHER CHANGES*

OUR DRIERS PRODUCE

BETTER QUALITY LUMBER with *less* SHRINKAGE

The A. H. Andrews Co.
115-117 S. Wabash Ave., Chicago

On the Following Stock We Will Make Special Prices for Prompt Shipment:

CHERRY

35,000	ft. 1"	No. 1 and 2
12,000	ft. 1 1/4"	No. 1 and 2
32,000	ft. 1 1/2"	No. 1 and 2
20,000	ft. 2"	No. 1 and 2
22,000	ft. 1 3/4"	No. 1 Common
16,000	ft. 1 1/2"	No. 1 Common
22,000	ft. 1"	Gummy
6,000	ft. 1 1/4"	Gummy
41,000	ft. 1 1/4"	No. 2 Common
6,000	ft. 1 1/2"	No. 2 Common

The Atlantic Lumber Co.

70 Kilby Street, Boston, Mass.

READ

The following descriptions need no further arguments:

We Can Ship at Once

WHITE ASH: 22,000 ft. 10' 4" 1s & 2s; average width 10"; 50', 14' & 16' lengths.

PLAIN WHITE OAK: 30,000 ft. 4/4" 1s & 2s; average width 9 1/2"; 55% 14' & 16' lengths.

COTTONWOOD BOXBOARDS: 23,000 ft. 4' 4" x 13"—17"; 60% 14' & 16' lengths.

Band Sawn Ash, White Oak, Red Oak, Red Gum, Sap Gum, Cypress, Cottonwood, Soft Elm.

Liberty Hardwood Lumber Company

MANUFACTURERS

BIG CREEK, TEXAS

DAILY CAPACITY, 40,000 FEET

To the Owner of Timber Lands

Far sighted owners of timber lands will take advantage of the times, incident to the European wars, and prepare themselves for the day when the demand for timber is suddenly thrust upon them. It is certain to come at no distant time. Therefore the wise man will cultivate a closer acquaintance with his holdings and the best method of marketing them. Guessing on the quality and price will only lead to complications and possible failure. Let us prepare the way for you.

Remember, we not only report with absolute accuracy, but assist in selling your property, if desired.

SEND FOR OUR BOOKLET

L. E. CAMPBELL LUMBER CO.
Cruising and Engineering Department
2234 Dime Bank Bldg., DETROIT, MICH.

< LOUISVILLE >

Allan McLean of the Wood Mosale Company is spending a six weeks' vacation in Canada. He will visit Montreal and other cities in the Dominion.

Col. C. R. Mengel of the C. C. Mengel & Bro. Company beat Harold Gates of the Louisville Point Lumber Company 6 and 5 in a recent match at the Louisville Country Club. It was in competition for the Progress cup.

Tom Fullenlove of the Louisville Point Lumber Company is one of the real hustlers of the local trade. He has made a special study of the city business, and as a result the Point company handles a large part of this trade.

The Louisville Hardwood Club has been giving the cooks and kitchens of numerous country resorts a chance to demonstrate their respective abilities, as it has had meetings at various cool spots outside the city during the past few weeks. The lumbermen have visited Bruen's, Silverview and "Devil's Kitchen" and will shortly go to the Eight-Mile house. The trips have been made by automobile, numerous motor cars being owned by club members, and have proven very enjoyable, as indicated by the large attendance which has been noted.

The North Vernon Lumber Company, which operates a sawmill in Louisville, will enlarge the capacity of its plant at North Vernon, Ind., in the immediate future. This is not used for manufacturing lumber, but for making porch swings and lawn furniture. There has been a good demand for products of this sort and increased factory facilities have thus become necessary. A new power plant will be built, and electric motors installed throughout. Some new woodworking machinery will also be needed.

A good story is being told by one of the local hardwood men, who has been handling the orders of several local brokers who call on the city trade. A factory which wanted 19,000 feet of quartered oak gave each of four brokers an order for a "sample wagonload" of 2,000 feet. All of the orders were placed with the lumberman referred to, and the result was that the four "samples" all came from the same yard and on the same wagon. The customer was rather irritated at first, but finally decided that the hardwood man must be a pretty good chap with whom to do business.

Robert Blair of Paragould, Ark., passed through Louisville on his way home from Cincinnati recently. He is organizing a timber and land company which will develop 2,500 acres of land near Paragould. The company will not operate the timber, but plans to log the land and make arrangements with some mill to take the logs. Oak and cypress compose the timber chiefly.

The sales office of the C. C. Mengel & Bro. Company contains a large number of gunstocks in various processes, from the blanks to the finished article. Julius Spicker, sales manager, believes that the rifle manufacturers will have to come to mahogany, and he is prepared to show them what sort of a stock that material makes. It finishes very handsomely.

Local hardwood men have been moving a good deal of low-grade lumber recently, much of it going into the box trade, where business seems to be good at present. A lot of crating lumber is undoubtedly being consumed in the export of war materials, all of which require stout wooden packages.

A. E. Norman, head of the Norman Lumber Company, is of the opinion that with the farmer as prosperous as present prices for farm produce of all kinds seem to make him, trade ought to be good this fall. He figures that siding, which the farm trade uses in large quantity, will be an especially active item in the lumber list. John Colgan Norman, his grandson, is working for the Norman Lumber Company this summer, making three generations represented in the local lumber field. He is the son of E. B. Norman, vice president of the Holly Ridge Lumber Company.

Some good log tides in the Kentucky river have supplied mills with plenty of material for steady operations. The Broadhead-Garrett Company at Clay City has about 30,000 logs, and the Day Lumber & Coal Company has received several big rafts from its new poplar tract on the north fork of the Kentucky for manufacture at its Jackson plant.

W. A. McLean of the Wood Mosale Company is one of the most consistent optimists of the local trade. He plots to the improvement in conditions during the past six months as the reason for his cheerful outlook on the situation.

Reports from the furniture trade which have reached lumbermen here are to the effect that while the attendance has been somewhat lighter than last season, actual purchases have been heavier. The dealers have only visited the markets when they have been inclined to stock up. It seems, which means that the number of "lookers" has been somewhat less, but that buying has been brisk. The lumbermen are hopeful of having a good fall trade with the furniture manufacturers.

< LITTLE ROCK >

The Walbert Stave Company of Peach Orchard, Ark., is the name of a new stave and heading concern which has recently been organized. It is capitalized with a capital stock of \$15,000, and has for its incorporators T. J. Walbert, W. W. Walbert, William Jonson, Fannie F. Thomas and

John B. McCaleb, according to the articles of incorporation recently filed in the office of the Secretary of State of Arkansas.

< MILWAUKEE >

The Overland Shoe Company of Racine, Wis., manufacturing aluminum shoes for lumbermen, miners, farmers and others engaged in heavy work, has completed plans for the erection of a new plant. Alvin, Max and Louis Wolf are members of the company.

The strike of the employes of the Paine Lumber Company at Oshkosh, Wis., operating one of the largest woodworking plants in the world, which was declared on July 14 because of the men's objections to the employment of an efficiency expert by the receivers of the Paine concern, was brought to a sudden close two days later, when the management promised to discontinue the job of efficiency expert. At a meeting held on July 16, the employes organized and named a committee to confer with the Paine management, but did not affiliate with any union body. Other questions were taken up at a meeting of the committee and representatives of the Paine management, held on July 20.

The Brown-Mitcheson Company of Marinette, Wis., has secured a deed from the Isaac Stephenson Land & Lumber Company to the land on which the plant of the former concern stands. The factory has been remodeled throughout.

The main log drive on the Menominee river reached Marinette on July 3 after a two months' journey down the stream. It contained 25,000,000 feet of logs, the smallest ever brought down the drive. Former Senator Isaac Stephenson, well known lumberman, watched its completion. The first drive by the Menominee River Boom Company was under his general supervision as president and every drive since has been directed by him. It is predicted that next year will see the last drive on the Menominee and probably not more than 20,000,000 feet will be brought down.

The shingle mill of the Bothwell Lumber & Cedar Company, located at Menominee, Mich., just across the river from Marinette, Wis., was destroyed by fire on July 9, entailing a loss, estimated at from \$10,000 to \$15,000. D. G. Bothwell says that the plant will probably be rebuilt.

Creosote blocks will be used to pave a portion of Grand avenue, the principal downtown business street of Milwaukee, between Fourth and Eighth streets. The general contract has been awarded to Henry Hase for \$14,500.

The Barker Lumber & Fuel Company of Watertown, Wis., experienced a loss of between \$25,000 to \$30,000 recently, when fire destroyed the company's offices, lumber yards and coal elevator. The yards contained nearly 100,000 feet of lumber.

William J. Palmer of Chicago, formerly deputy inspector at Cheboygan, Mich., has been appointed one of the inspectors of the National Hardwood Lumber Association with headquarters at Oshkosh, Wis. Mr. Palmer will have his headquarters at the offices of the Northern Hemlock & Hardwood Manufacturers' Association.

If the efforts of Secretary O. T. Swan, Oshkosh, Wis., and M. P. McCullough of Schofield, chairman of the bureau of promotion of the Northern Hemlock & Hardwood Manufacturers' Association, are successful, Wisconsin and northern Michigan birch may be used in the manufacture of guns to be shipped to Russia for use in the present European war. For years, gunstocks have been made of black walnut and that wood has been considered almost the only one that could be used. It is claimed that the Wisconsin birch possesses the necessary durable texture and is susceptible of staining to imitate black walnut or any other wood. It is expected that this matter will be one of the chief topics to be considered at the meeting of the Northern Hemlock & Hardwood Manufacturers' Association to be held in Oshkosh, July 29 and 30.

Milwaukee lumbermen are much pleased over the announcement that the directors of the Merchants & Manufacturers' Association of Milwaukee have authorized the enlargement of the activities of the traffic bureau of the organization, as outlined recently by Secretary Frank Barry, a well-known traffic expert. It is proposed, in addition to watching the transportation interests of Milwaukee, to furnish members advice on all traffic matters, passenger, freight or express, to maintain a complete and comprehensive traffic file, including information as to rulings of the state and federal commissions. Tracing of delayed shipments will be taken up also.

The Hardwood Market

< CHICAGO >

The Chicago situation is rendered much more favorable by the final settlement of the building strike and strikes in other industries directly affected. While nothing startling has resulted in the way of increased business, local men are very much encouraged and maintain that there has been a very good call from all quarters, although hardwoods have not as yet been so much affected as the more common building materials. This, of course, is a natural course of events, as a great many structures which were begun at about the time the strike was started have not yet progressed far enough to call for any quantity of hardwoods for interior work. However, it will be but a short time with the present activity in

Kentucky Oak

results in
Satisfied Artisans
meaning
Money Saved

ITS growing conditions ENFORCE an unvarying uniformity of color and grain. Its texture has a silky softness that delights and contents your workers.

ITS beautiful, clean boles make possible unusual widths and lengths in which we specialize.

The following values,

All Kentucky Stock Should Attract You

- | | |
|--|--|
| 3 cars 4/4 1st & 2nds Plain White Oak | 2 cars 5/4 No. 1 Common & Better Plain Oak |
| 3 cars 4/4 1st & 2nds Plain Red Oak | 1 car 5/4 Sound Wormy Chestnut |
| 10 cars 4/4 No. 1 Common Plain White Oak | 10 cars 4/4 Sound Wormy Chestnut |
| 50 cars 4/4 No. 1 Common Plain Red Oak | 5 cars 4/4 1st & 2nds Chestnut |
| 10 cars 4/4 No. 2 Common Plain White Oak | 5 cars 4/4 No. 1 Common Chestnut |
| 25 cars 4/4 No. 2 Common Plain Red Oak | 3 cars 4/4 1st & 2nds Poplar |
| 1 car 5/4 Sound Wormy Oak | 2 cars 4/4 No. 1 Common Poplar |
| 3 cars 4/4 Sound Wormy Oak | 2 cars 4/4 No. 2 A Poplar |
| 3 cars 5/4 No. 1 Common Mixed Oak | 1 car 6/4 Log Run Beech |
| 1 car 5/4 No. 1 Common Plain White Oak | 2 cars 8/4 Log Run Hard Maple |
| | 1 car 8/4 Common & Better Hard Maple |

E. R. SPOTSWOOD AND SON
MANUFACTURERS
LEXINGTON, KENTUCKY

J. K. WILLIAMS

A. T. WILLIAMS

Williams Lumber Co.

(MANUFACTURERS)

**WHOLESALE
HARDWOOD
LUMBER**

Band Mill Planing Mill Dry Kiln
Fayetteville, Tenn.

We manufacture PLAIN and QUARTERED OAK, ASH, CHESTNUT and other HARDWOODS

Our Specialty is Quartered White Oak

**We Manufacture Dimension
Stock—Hickory a Specialty**



Loading of Heavy Log from skid by railroad cars for shipment to Saw Mill to be manufactured into Lumber

In dry shipping condition, available for immediate shipment:

B I R C H

4/4 No. 1 Common and Better Unselected Birch.....	800,000'
4/4 No. 1 Common and Better Red Birch.....	75,000'
4/4 No. 2 Common Birch.....	450,000'
4/4 No. 3 Common Birch.....	500,000'
5/4 No. 3 Common Birch.....	100,000'

RIB LAKE LUMBER COMPANY
RIB LAKE WISCONSIN

Rotary Cut Veneers

in Gum
in Oak
in Ash

Flat Drawer Bottoms

Band Sawn Hardwood Lumber

All kinds
All grades
All thickness

Made by ourselves
In our own mills

Stimson Veneer & Lumber Co.
Memphis Box 1015 Tennessee

building before these structures are under cover and ready for installation of interior work.

It is undoubtedly true that the situation has not improved as fully as had been expected, as a great many building projects were abandoned for this season because of the long delay in getting started. Capital intended for building construction for the spring season has, in a good many cases, been deflected to other investments, which of course necessarily shortens the market to a certain extent. However, it is not likely that this development is a serious consideration, as the demand for housing facilities of all kinds in Chicago is so steadily on the increase that building investments offer a very satisfactory use for capital.

As a result of the cessation of the strike the yards have called for more lumber from outside shipping points, thus benefiting not only the local lumber handlers, but those in other territory north and south. Local lumbermen are anticipating a continuance without cessation of the present demand for lumber of all kinds right through the summer, and, in the main, are pretty well satisfied with the volume of business they are doing and with the level of prices in most woods.

< NEW YORK >

The local hardwood market continues to show signs of improvement and less is heard of severe price cutting than was the case a few months ago. Prices, however, are still low and the volume of business not up to normal. There is the advantage of steadiness and it is reassuring to note that such business as the market offers is being done on sound lines. So far there has been no attempt to stock up the yards and factories taking only such material as required for present purposes. This in itself is rather a hopeful sign, as it indicates the return to better conditions in those lines which consume hardwood lumber. The wholesale market is new and shows no evidence of impending weakness; in fact, the tendency is in the opposite direction. It is said that stocks at mills are not large, especially in good grades, and wisdom dictates a firm stand in anticipation of a bigger demand and advanced prices.

< BUFFALO >

The general idea is that hardwoods are not doing quite as well as other woods. There is a fair amount of stock coming in by lake, which is a rather new feature as little or no stock was received last year. Prices are down to a lower point at the mills in the lake section so that it is possible to make shipments to this market. Plants with business for filling foreign orders are having a pretty good volume of trade, but other lines are not showing much improvement from last month.

Quartered oak is much more active than most other woods, plain oak not holding its own as it should, though there is some lack of dry stock reported. There is need of more birch, especially as it is easy now to get quite extensive orders for gun-stocks, an effort being made to use maple or gum instead, if birch cannot be found. It is said that European agents are ready to contract for two years in this line and there are some good orders already placed with local concerns. Ash is fairly strong, but poplar is not doing much here. There is not much call for chestnut, and elm and basswood are only fairly active.

The building permits for this city are on the largest scale so far shown this year and no tendency to drop off is noted. Two of the large railroad stations in process of erection will afford an immense amount of work for quite a long time. There is still some lack of private building operations of large size. Buffalo has office buildings enough and the period of very active school building closed last year, when three new high schools and a number of grammar schools were added to the list. There is quite a good amount of building in the outlying residential districts. Some of it is said to be speculative, which may or may not be a good sign.

< PHILADELPHIA >

Hardwood men in this city report business as fairly good considering the season of the year, although the market lacks the snap and dash of real good times. Stocks at the mills are reported as decreased and there is no sign of a surplus at the yards in and about the city. Out of town trade is heavier in proportion to the city business, according to the leading wholesalers. Plain oak, basswood and ash are a trifle hard to get and in steady demand, leading the entire line of hardwoods. Birch and beech are snapped up rapidly, although only fair prices are being obtained. Poplar and gum are more plentiful but the prices are reported as standing up well. Low grade chestnut is selling fine and at satisfactory figures, but the better grades are plentiful and less satisfactory in price. The low grades of white pine are scarce and strong in price, but the better grades are less active. Mahogany, Circassian walnut and other fancy woods are holding their own in volume and price. Spruce is up and down both as to demand and price, while hemlock is low in price and easy to buy. Cypress and cedar shingles are in steady demand and steady in price, while cypress lumber is holding its own. Altogether the situation is satisfactory, the upset condition of business in general being taken into consideration.

< PITTSBURGH >

The hardwood market here is coming up slowly as the steel business increases. Steel plants now are running at about ninety-five per cent capacity. These corporations are increasing their purchases of hard-

wood steadily for shipping lumber and also for repairs and extensions. Automobile concerns are taking large stocks of hardwood at good prices. There is a fair demand from the yards, but this is of the hand-to-mouth sort. In general, prices of hardwood are holding up much better than those of other stocks. Lumber mills in the tri-state territory have no particular excess of hardwood on hand and many of them are shut down for the harvest season.

— < BOSTON > —

Developments affecting the hardwood trade at this season are naturally unimportant except such as pertain to the war contracts. The general situation, however, while quiet, shows many favorable features, such as the standing of New England in the building permit reports by Bradstreet's, the absence of failures and the large number of new manufacturing and construction organizations.

— < BALTIMORE > —

In a way the recent developments in the hardwood trade hardly measure up to expectations. Mill men and dealers had expected before now that a fairly brisk movement would have manifested itself. Instead, more or less hesitancy continues to prevail, and the sellers are constantly facing a situation where nothing appears to be ahead of them. Of course, it is also to be said that by the time the last order in hand is filled others have come in, so that in the end the aggregate of business does not fall behind the record for other years and in some cases, may even run ahead. This is the surprising part of the business and keeps the members of the trade guessing, though the first of the current month brought something of an improvement in this respect, greater freedom in the placing of orders being shown. Salesmen generally report that after July 1 they began to get more business, buyers who had held off manifesting a disposition to increase their holdings or make provision for the future, where they had formerly delayed purchases owing to the uncertainty of the outlook and the indefiniteness of their requirements. The domestic situation has been materially aided by foreign developments. Requirements of countries at war and whose markets are accessible to the dealers of the United States, have shown a decided expansion, and the forwardings have increased until the general volume of business attains proportions which might be regarded as nearly normal. Of course, these shipments reflect the extraordinary needs that have appeared and that quite logically grow out of the deferment of purchases for months or the inability to satisfy wants which for a time prevailed. If the foreign movement has become larger, it is not because tonnage has been added to, but for the reason that the great rush of grain to Europe has in a measure abated, giving other freights a chance. The first requisite, of course, was to ward off famine and provide the peoples abroad with food. Now that this need has been met, other commodities are receiving attention, lumber along with the rest, the check upon the movement having reduced holdings to very small proportions. For the present there is no danger that the forwardings will attain a volume that would result in congestion. Shipments are still restricted to actual necessities, and the real re-stocking must wait until such a time when normal conditions are restored, which means figures adjusted to peace conditions and to an unhampered movement. Chestnut is being called for quite frequently, and other woods, among them poplar, are also receiving a measure of attention which they did not get before. Altogether, the hardwood business is in rather better shape, with still further improvement in prospect.

— < COLUMBUS > —

The hardwood trade in Columbus and central Ohio territory has been fairly active during the past fortnight. While business conditions are far from the best, still considerable strength has developed in certain directions and the tone of the market shows improvement. Lumbermen generally believe that the future will show up more business than formerly.

Buying on the part of retailers is the best feature of the business by far. Dealers' stocks are not large and there is no disposition to accumulate supplies at this time. Yardmen are still following the policy of buying only as needed. As a result orders are generally small but frequently call for immediate shipment. Some buying is being done by factories, especially those making vehicles and furniture.

Prices are fairly steady at the levels which have prevailed for some time. Reports show that there is less cutting to move stocks than formerly. Jobbers and mill owners with stocks are waiting to get their price. Shipments are coming out promptly all along the line and there is no trouble over lack of cars. Orders are well distributed over the territory and are for all grades.

Collections are still bad and that is one of the worst features of the trade and is one of the reasons why retailers are buying in limited quantities. They are loath to invest money in stocks when collections are slow.

Oak is fairly active and prices are well maintained. There is a good demand for all grades of poplar and more steadiness in prices is shown. Chestnut is one of the strongest points in the trade. Basswood is in fair demand and prices are unchanged. Ash is a little slow. Other hardwoods are unchanged.

FARRIS HARDWOOD LUMBER CO.
Manufacturers Band-sawn
SOUTHERN HARDWOODS
NASHVILLE, TENN.

RED GUM
(Leading Manufacturers)

DUGAN LUMBER CO.
Manufacturers and Shippers **Hardwood Lumber**
MEMPHIS TENNESSEE

Baker-Matthews Manufacturing Co.
Sikeston, Mo.

**Band Sawn
Southern Hardwoods**

SPECIALTIES
RED GUM, PLAIN OAK

SEND US YOUR INQUIRIES

BLISS-COOK OAK CO.
BLISSVILLE, ARK.

MANUFACTURERS

Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.

As Well As
OAK, ASH and GUM LUMBER

Can furnish anything in Oak, air dried or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

OUR SPECIALTY
St. Francis Basin Red Gum

WE MANUFACTURE
Southern Hardwoods
— Gum, Oak and Ash —

J. H. Bonner & Sons

Mills and Office,
QUIGLEY, ARK.

Postoffice and Telegraph Office,
METH, ARK.

TIMBER ESTIMATES

Northern, Southern & West Indian Hardwoods

Estimates

Maps

Reports

D. E. LAUDERBURN, Forest Engineer 6030 Metropolitan Life Bldg., NEW YORK, N. Y.

WE WANT WALNUT

If you have Black Walnut Logs 14" and larger in diameter and 8' or longer in length, write us for prices and particulars. We are in the market now for two million feet.

PICKREL WALNUT CO., 4025 Clara Avenue, ST. LOUIS

CINCINNATI

Hardwood Manufacturers and Jobbers

DAY LUMBER & COAL CO.

Manufacturers YELLOW POPLAR and WHITE OAK
GENERAL OFFICE—JACKSON, KY.

OHIO VENEER COMPANY

Manufacturers & Importers FOREIGN VENEERS
2624-34 COLERAIN AVENUE

C. CRANE & COMPANY

Manufacturers of Hardwood Lumber, Oak & Poplar especially
Our location makes possible quick delivery of anything in timbers and hardwood lumber

BAND SAWED WISCONSIN HARDWOODS

Dry Stock For Prompt Shipment

BASSWOOD		BIRCH	
20M 4/4 No. 3 common		70M 4/4 No. 1 com. & bet. plain	
30M 1x4 No. 2 and 3 common		100M 4/4 No. 1 com. & bet. red	
15M 5/4 No. 1 com. and better		5M 5/4 1st and 2nd red	
25M 5/4 No. 1 common		10M 5/4 No. 1 common red	
10M 5/4 No. 2 common		6M 5/4 No. 1 common plain	
20M 5/4 No. 3 common		3M 5/4 1st and 2nd plain	
13M 6/4 1st and 2nd		13M 6/4 1st and 2nd red	
15M 6/4 No. 1 common		4M 8/4 1st and 2nd plain	
15M 6/4 No. 3 common		8M 8/4 1st and 2nd red	
WHITE OAK		ROCK ELM	
10M 8/4 No. 1 and No. 2 com.		50M 8/4 No. 2 com. and better	
HARD MAPLE			
40M 8/4 No. 2 common and better			

Our 1914 cut of well assorted HARDWOODS AND HEMLOCK will soon be in shipping condition.

Send us your inquiries

ARPIN HARDWOOD LUMBER COMPANY
Grand Rapids, Wis. ATLANTA, WIS.

Saw mills and planing mill at Atlanta, Wisconsin.

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

< INDIANAPOLIS >

There has been no appreciable change in the hardwood trade during the last two weeks. Some business has developed and there are a few inquiries for fall deliveries. The general tone of the market, however, is quiet and prospects to continue so for a few weeks. Prices remain steady. The only interesting feature of the market is the scramble for walnut floor. Every hardwood concern in the state is trying to get hold of walnut, which is in great demand just now for the manufacture of gun stocks. This strong demand has caused a sharp advance in the price recently. A fair demand for hardwood interior trim is reported, although the demand is not up to normal.

< EVANSVILLE >

There has been little change in the hardwood market in southern Indiana, southern Illinois and western Kentucky during the past two weeks. While most of the large hardwood plants are running on good time, there is not a rush in orders, and there is a dullness and apathy about the trade that the manufacturers do not like. Inquiries have not been numerous during the past month and in some sections trade has been extremely dull. When asked about future prospects, one of the best known hardwood lumber manufacturers here replied, "There are no prospects at this time." The export trade is dull, and in fact few inquiries concerning export trade have been received here during the past few weeks. Walnut continues in very good demand now, due to the fact that a great deal of this lumber is wanted abroad. It is expected that the demand for walnut will remain good until after the war has closed, and even then a great deal of walnut probably will continue to be exported. Ash is in fair demand on the local market, but "nothing to brag about," to use the words of a manufacturer here. Poplar has been dragging for some time and does not show any signs of picking up any way soon. Quartered white oak and plain oak are moving slowly, as they have been for some weeks back. Hickory has not grown any stronger since last report and sycamore is not very brisk, although some of the so-called river mills here have been handling some sycamore. Logs are coming in freely and the prices remain lower than they were this time last year. The lumber manufacturers have not, however, been buying logs in any considerable numbers owing to the uncertainty of the lumber market that has prevailed ever since the first of the present year. A great many of the logs used here come from western Kentucky and Tennessee but log men are not getting out as many logs as formerly owing to the slackened demand for them.

"When is trade going to pick up?" was asked one of the best known lumber manufacturers here a few days ago, and his reply was: "No living man knows. Conditions are uncertain and the war in Europe is in a large measure responsible for the state of business in the United States. I believe things will move along about like they have been for several months to come and after the war I believe trade in all lines in the United States will improve." Collections are only fair now. Banks have plenty of money and it is easy to get loans on good terms.

Building operations in Evansville and surrounding country are only fair at this time. While there is considerable building going on in this city, contractors and architects say it is not as live in their line as it has been in previous years. Almost every kind of building material here is cheaper than it was this time last year. Planing mills continue to run on pretty good time. Sash and door men say their out-of-town trade has been dragging for some time but that their local business has been very satisfactory for the past several weeks. Building material men say things could be a good deal better, yet their trade for June compared very favorably with the corresponding month of last year.

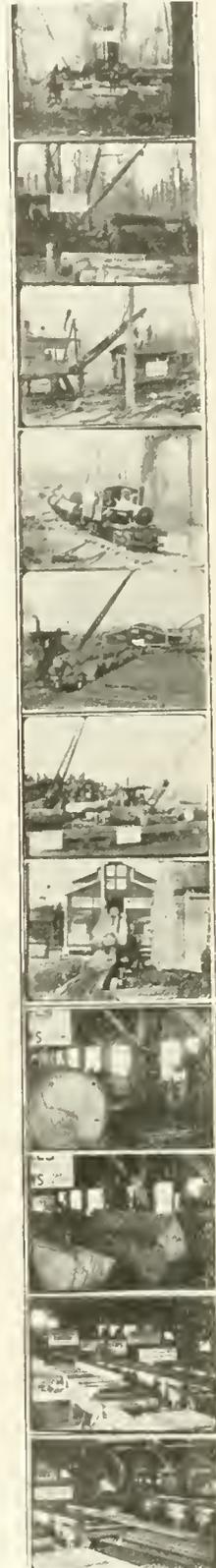
A great many of the wood consuming factories of Evansville are being operated on practically full time. It is especially true of the furniture and chair factories. Saw factories are running on good time and buggy manufacturers report a very good trade at the present time. Veneer manufacturers say the year, up to this time, has been as good as last year. Box manufacturers expect a rush in trade during the watermelon and canteloupe season, the last of July and the early part of August.

< MEMPHIS >

Lumbermen here have learned with much interest of the settlement of the strike in Chicago, which involved carpenters and other workers, as well as the leading handlers of building materials. This strike proved a rather serious handicap to manufacturers and distributors of hardwood lumber at Memphis for the reason that the latter city ships a great deal of hardwood lumber as well as lumber products to the former. It is anticipated that the settlement of these labor disturbances will materially increase the amount of business done with Chicago in the near future.

< NASHVILLE >

Conditions in the local hardwood market have been fairly satisfactory, coming up to the expectations of dealers and manufacturers. Some of the large firms report a volume of business for the first half of this year as large as for the same period last year, while others have fallen short fifteen to twenty-five per cent. Dealers are optimistic, and are confident of the ultimate stability of lumber as a profitable holding. There has been a considerable curtailment of production, and as stocks are being constantly reduced, it will not be long until it will become



PANAMA-PACIFIC EXPOSITION

If you visit the Expo-
sition at San Francisco
be sure and see our

Moving Picture Exhibition

*in the Auditorium of the
Mississippi State Building*

showing every detail
of the manufacture of
hardwood lumber.
3600 feet of film in
4 reels.

Write Us for Illustrated Book

Lamb Fish Lumber Co.

Charleston, Miss.



SOUNDNESS
Ready Resources \$925,845

RESERVE
and Reinsurance Reserve . . . 856,634

SAVINGS
Returned to Subscribers . . . 546,757

SERVICE
60-day Inspections; Monthly Fire Bulletins.

These are some of the vital features upon which the management of the

Lumbermen's Underwriting Alliance

bases its plea to the LUMBERMEN FOR A SHARE OF THEIR Insurance Lines. These safeguards are the result of TEN YEARS of successful underwriting.

\$155,000.00

in CASH DIVIDENDS went into the treasuries of ALLIANCE Policyholders in 1914. Owners of protected plants, with five or more years' timber supply, are invited to become identified with us.

U. S. EPPERSON & COMPANY
 Attorney and Manager, KANSAS CITY

Over
One Million Dollars
 in savings has been returned its members by the
**Manufacturing
 Lumbermen's Underwriters**
 and there remains to the credit of members over
**Nine Hundred Thousand
 Dollars**

The membership, which is constantly increasing, is now composed of nearly four hundred and fifty of the best saw mill plants in the country. Insurance in force exceeds thirty-five million and nearly three million dollars has been paid in losses. If you have a first-class plant adequately protected and are interested in low cost fire insurance, correct policy forms, an inspection service which may save you from a disastrous fire, with the certainty of a prompt and equitable adjustment in case loss does occur, and wish a list of members and annual statement we will be glad to hear from you.

Rankin-Benedict Underwriting Co.

HARRY E. CLARK
 Western Representative
 Portland, Ore.

Attorney in Fact
 KANSAS CITY, MO.

necessary for manufacturers to broaden operations. However, there is a feeling that business will not be resumed on the old time scale until after the close of the war in Europe, though home demand may cause material increase in consumption. Prices have shown no material change the past two weeks.

< BRISTOL >

European war orders received by several large manufacturers in this section within the past few days have given a stimulus to manufacturing. As a result at least one large hand mill that has been idle for a year will be put into operation immediately. However, it is not expected that the lumber industry will be benefited any further by war orders.

The movement of stock is light. The majority of the mills are still running and are shipping probably about half as much stock as they are cutting. While there is considerable apathy in the trade, the general feeling is that business will improve slightly toward fall.

< LOUISVILLE >

Hardwood trade is improving in a lot of ways. It has been picking up a little in volume for some time, and now it is gaining as to price. Ash has been strengthening for some time, and now is practically back to normal, especially as far as thick ash for export purposes is concerned. Then, too, poplar, which has also been selling well, has shown ability to advance as to price, the low grades going very well. Cull poplar is very popular for this purpose, because of the fine surface it offers for the printing plates. Red gum is a little more active than it has been, and first and seconds sap gum has been in good demand. Plain oak has shown quite a spurt of late, and is selling well enough to encourage those whose stocks of this staple are unduly large. Quartered oak is not particularly brisk, but prices are holding firm. Hickory is in good demand, the automobile trade taking a good deal of this. Altogether, there is a measurable improvement in business as compared with conditions a few weeks and months ago.

< LITTLE ROCK >

Generally speaking the lumber business in Arkansas is somewhat better than it has been for some time, though in all parts the industry is not faring so well. At Searcy, Ark., the large plant of the Henry Wrape Stave Company has begun to run on full schedule again. This mill has been operating on short time for several months, and even with the reduced schedule had a large supply of manufactured products on the yards and in the sheds. The sales have increased, however, to such an extent as to justify the running with full force and long time hereafter.

< MILWAUKEE >

While trade in the local hardwood market might be better, the usual summer slump in business does not seem to be so serious this season. Wholesalers are confident that a decided revival in business will be experienced during the coming month, when the fall building operations take on a little more activity. While the amount of the building investment in Milwaukee has been showing a slight falling off of late, the number of permits, with the exception of the past week, has been showing a gain, due to the fact that there is a great deal of small building, including residences, flats and apartments, going on. During the week just closed there were 62 permits issued by building inspector W. D. Harper for structures to cost \$130,765, as compared with 73 permits and an investment of \$223,625 during the corresponding week a year ago. Many large building projects, planned earlier in the season, were held over because of the depression in some lines, and work on these will start early this fall.

Local factory buyers are still inclined to take only enough stock to meet their present requirements, but the demand from these concerns is holding up very well and the total volume of business received thus far has been very satisfactory. A big increase in demand from this source is expected next month, however. Stocks on hand at all the interior woodworking plants are far from large and it will be absolutely necessary for these manufacturers to buy a little more freely. The furniture people are buying carefully and as yet, have not shown an inclination to anticipate their future wants.

Stocks of northern hardwoods are not large; in fact there is a scarcity in some lines, particularly maple flooring, which has been selling well all the season. Holders of stocks of northern woods are not inclined to show any price concessions, as there is a feeling that higher values may be expected early this fall, if the amount of building that is anticipated develops. New stocks of birch and basswood and some other lines are arriving in the local market, but they are hardly in shape for immediate use.

One of the most hopeful signs for future business is the brilliant crop outlook all over Wisconsin. Unless something unforeseen occurs, Wisconsin will harvest a bumper grain and hay crop. Corn has been delayed somewhat by the excessive rains of this season, but the hot weather recently gave the crop a fresh start and a normal yield is expected. When crops in Wisconsin and surrounding states are good it usually means that general business here will be satisfactory. The recent crop statistics issued by the Wisconsin state board of agriculture were highly favorable and gave promise of heavy crops in all sections of the state.

Advertisers' Directory

NORTHERN HARDWOODS.

Arpin Hardwood Lumber Co..... 46

Barnaby, Charles H..... 9

Boyle, Inc., Clarence..... 4

Buffalo Hardwood Lumber Co... 55

Cobbs & Mitchell, Inc..... 3

East Jordan Lumber Co..... 54

Ellas, G., & Bro..... 55

Hatten Lumber Company..... 53

Hoffman Bros. Company..... 9-14

Kneeland-Bigelow Co., The..... 13

Kneeland-McLurg Lumber Co... 53

Litchfield, William E..... 11

McIlvain, J. Gibson, & Co..... 2

McLean, Hugh, Lumber Co..... 55

Mtiller, Anthony 55

Mitchell Bros. Co..... 3

Mowbray & Robinson Co..... 4-9

Palmer & Parker Co..... 11

Powell-Myers Lumber Co..... 14

Rib Lake Lumber Company..... 44

Rice Lake Lumber Co..... 53

Richardson Lumber Company... 13

Ross & Wentworth..... 13

Standard Hardwood Lumber Co.. 55

Stearns Salt & Lumber Company. 4

Stephenson, I., Co., Trustees... 54

Stimson, J. V..... 9-56

Strable Lumber & Salt Company. 54

Sullivan, T., & Co..... 55

Tegge Lumber Co..... 46

Von Platen Lumber Company.... 54

Willson Bros. Lumber Company.. 11

Wistar, Underhill & Nixon..... 11

Yeager Lumber Company, Inc.... 55

Young, W. D., & Co..... 13

OAK.

See List of Manufacturers on page 9

POPLAR.

Alton Lumber Company..... 9-50

Anderson-Tully Company 6-9

Atlantic Lumber Company..... 9-41

Day Lumber & Coal Company... 9-46

RED GUM.

Anderson-Tully Company 6-9

Baker-Matthews Mfg. Co..... 9-45

Bills-Cook Oak Company..... 9-45

Bonner, J. H., & Sons..... 9-45

Brown, Geo. C., & Co..... 9-14

Evans, G. H., Lumber Company... 6

Himmelberger-Harrison Lbr. Co..

Lamb-Fish Lumber Company... 9-47

Paepcke Leicht Lumber Co.... 9

Penrod-Jurden & McCowen.... 9-56

Stimson, J. V..... 9-56

Stimson Veneer and Lumber Co.. 44

SOUTHERN HARDWOODS.

Alexander Bros. 7-9

Alton Lumber Company..... 9-50

Anderson-Tully Company 6-9

Atlantic Lumber Company..... 9-41

Baker-Matthews Mfg. Co..... 9-45

Bills-Cook Oak Company..... 9-45

Bonner, J. H., & Sons..... 9-45

Boyle, Inc., Clarence..... 4

Brown, Geo. C., & Co..... 9-14

Buffalo Hardwood Lumber Co... 55

Burkholder, S., Lumber Company. 9-50

Buskirk-Rutledge Lumber Co...

Carnahan-Allport Lumber Co... 6-9

Crane, C., & Co..... 9-46

Cutsluger, F. M..... 9

Day Lumber & Coal Company... 9-46

Dugan Lumber Co..... 45

Ellas, G., & Bro..... 55

Evans, G. H., Lumber Company... 6

Farris Hardwood Lumber Co.... 9-45

Francke, Theodor, Erben Gmb. H. 10

Galloway-Pease Company..... 9-41

Goodlander-Robertson Lumber Co...

Himmelberger-Harrison Lbr. Co..

Hitt, H. H., Lumber Company... 9

Huddleston-Marsh Lumber Co...

Lamb-Fish Lumber Company... 9-47

Liberty Hardwood Lumber Co.... 42

Litchfield, William E..... 11

Little Rock Lumber & Mfg. Co... 7-9

Long-Knight Lumber Company. 9-10

McClellan-West Lumber Co..... 9

McIlvain, J. Gibson, & Co..... 2

McLean, Hugh, Lumber Co..... 55

Miller, Anthony 55

Mowbray & Robinson Company.. 4-9

Paepcke Leicht Lumber Co..... 9

Penrod-Jurden & McCowen.... 9-56

Peytona Lumber Company.....

Roddis Lumber and Veneer Co.. 53

Salt Lick Lumber Company..... 7

Spotswood, E. R., & Son..... 9-43

Standard Hardwood Lumber Co.. 55

Stimson Veneer and Lumber Co.. 44

Sullivan, T., & Co..... 55

Vestal Lumber & Manufacturing Co. 7-9

Whitmer, Wm., & Sons..... 11

Williams Lumber Company..... 43

Willson Bros. Lumber Company.. 11

Wistar, Underhill & Nixon..... 11

Yeager Lumber Co., Inc..... 55

VENEERS AND PANELS.

Abnapee Veneer & Seating Co.... 53

Bird's Eye Veneer Company.....

Buckeye Veneer Company.....

East St. Louis Walnut Co..... 5-10

Evansville Veneer Company..... 39

Hoffman Bros. Company..... 9-14

Huddleston-Marsh Lumber Co....

Kentucky Veneer Works.....

Knoxville Veneer Company..... 52

Long-Knight Lumber Company. 9-10

Louisville Veneer Mills..... 3

Milwaukee Basket Company..... 52

Mississippi Veneer & Lumber Company

Nartzlk, J. J.....

Ohio Veneer Company..... 46

Palmer & Parker Company..... 11

Penrod Walnut & Veneer Co.... 10-56

Pickrel Walnut Company..... 10-4

Rayner, J. 4

Roddis Veneer and Lumber Co... 53

Sanders & Egbert Company..... 10

Standard Veneer Company..... 52

Stimson Veneer & Lumber Co.... 44

Tomahawk Box and Veneer Co.. 42

Waetjen, Geo. L., & Co..... 52

Willey, C. L..... 12

Wisconsin Seating Company..... 52

Wisconsin Veneer Company.....

MAHOGANY, WALNUT, ETC.

East St. Louis Walnut Co..... 5-10

Evansville Veneer Company..... 39

Francke, Theodor, Erben Gmb. H. 10

Hartzell, Geo. W..... 10-50

Huddleston-Marsh Lumber Co....

Long-Knight Lumber Company. 9-10

McCowen, H. A., & Co..... 5-10

Palmer & Parker Co..... 11

Penrod Walnut & Veneer Co.... 10-56

Pickrel Walnut Company..... 10-42

Purcell, Frank 10

Rayner, J. 4

Sanders & Egbert Company..... 10

Willey, C. L..... 12

HARDWOOD FLOORING.

Bills-Cook Oak Company..... 9-45

Cobbs & Mitchell, Inc..... 3

Eastman, S. L., Flooring Co..... 54

Kerry & Hanson Flooring Co.... 54

Mitchell Bros. Company..... 8

Salt Lick Lumber Company..... 7

Stearns Salt & Lumber Company 4

Stephenson, I., Co., Trustees... 54

Strable Lumber & Salt Company. 54

Wilce, T., Company, The..... 4

Young, W. D., & Co..... 13

WOODWORKING MACHINERY.

Alpena Industrial Works.....

Cadillac Machine Company..... 51

Gerlach, The Peter, Company... 50

Mershon, W. E., & Co..... 51

Phoenix Manufacturing Co..... 51

VENEER MACHINERY

Merritt Manufacturing Company... 41

LOGGING MACHINERY.

Baldwin Locomotive Works.....

Lidgerwood Mfg. Company..... 11

DRY KILNS AND BLOWERS.

Andrews, A. H., Company..... 41

Grand Rapids Veneer Works....

Morton Dry Kiln Company..... 14

Phila. Textile Mch. Company... 11

Standard Dry Kiln Company... 51

LUMBER INSURANCE.

Central Manufacturers' Mut. Ins. Company

Epperson, U. S., & Co..... 48

Indiana Lumbermen's Mut. Ins. Company

Lumbermen's Underwriting Alliance

Lumber Mutual Fire Insurance Company

Lumbermen's Mut. Ins. Co.....

Manufacturing Lumbermen's Underwriters

Pennsylvania Lumbermen's Mut. Fire Ins. Company.....

Rankin-Benedict Underwriting Co. 48

TIMBER LANDS.

Campbell, L. E., Lumber Company 42

Lacey, James D., & Co.....

TIMBER ESTIMATORS.

Lauderburn, D. E..... 46

MISCELLANEOUS.

American Rule & Mfg. Company.. 50

Childa, S. D., & Co..... 50

Gerlach, The Peter, Company... 50

Lumbermen's Credit Assn..... 54

Perkins Glue Company..... 41

CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion.....20c a line
 For two insertions.....35c a line
 For three insertions.....50c a line
 For four insertions.....60c 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 charges for copies of paper containing the advertisement.

LUMBER FOR SALE

TO CONSUMING TRADE.

We wish to sell for Fall and Winter delivery, 1,000,000 feet circular sawn Tennessee Sap Gum on grade. Have fine timber and will cut to any thickness.

THE POWELL MEYERS LUMBER COMPANY,
 South Bend, Indiana.

OAK FOR SALE

5 cars 4 1/4 No. 1 Common Plain White Oak.
 1 car 5 1/4 No. 1 Common Plain White Oak.
 2 cars 4 1/4 No. 1 Common Plain Red Oak.
 1 car 5 1/4 No. 1 Common Plain Red Oak.
 S. BURKHOLDER LUMBER CO.,
 Crawfordsville, Indiana.

FOR SALE—DRY GUM

2 cars 1 1/4 F. A. S. Red.
 3 cars 4 1/4 No. 1 Common Red.
 20 cars 4 1/4 F. A. S. Sap.
 Fine condition—full thickness—good widths and lengths, over 35% 16 foot.
 Write for prices delivered anywhere.
 C. J. CARTER LUMBER CO., Kansas City, Mo.

WEST VIRGINIA CHESTNUT

40,000 ft. 4 1/4 1sts & 2nds 2 yrs. old.
 200,000 ft. 4 1/4 wormy.
 150,000 ft. 1 1/4 No. 3 common.
 50,000 ft. 5 1/4 wormy.
 25,000 ft. 5 1/4 No. 3 common.
 30,000 ft. 6 1/4 wormy.
 30,000 ft. 6 1/4 No. 3 common.
 15,000 ft. 8 1/4 No. 3 common.
 150,000 ft. 8 1/4 stock sizes.

ALTON LUMBER COMPANY.

Lock Box 86, Buckhannon, W. Va.

LOGS WANTED

WANTED—BLACK WALNUT LOGS

We pay cash for Black Walnut Logs 10" and up in diameter. Inspection at shipping point.
 MALEY & WERTZ,
 Evansville, Ind.

WANTED—BLACK WALNUT LOGS.

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.
 GEO. W. HARTZELL, Piqua, Ohio.

LUMBER WANTED

WANTED TO BUY.

1 car 1x5 and wider 49 and 55" quartered White Oak, clear, 1 face, 2 ends and 2 edges. Prefer having cut from dry lumber.

PROBST LUMBER CO., Cincinnati, O.

LUMBER WANTED

2 cars Com & bet., 1 car No. 2 4 1/4 Hard Maple
 2 cars Com. & bet., 1 car S. W. Chestnut.
 1 car Com. & better & 1 Buckeye.
 Make offer for any or all of above, f. o. b. Tazewell, Va.

J. G. BUSTON, Tazewell, Va.

DIMENSION STOCK FOR SALE

FOR SALE.

1 car 2 1/2x2 1/2-30" clear dry Oak, bone dry.
 1 car 2 x2x-30" clear dry Gum.
 1 1/2 car 2 1/2x2 1/2-30" clear dry Gum.
 1 1/2 car 3 x3 -30" clear dry Gum.
 Write for delivered prices.

PROBST LUMBER CO., Cincinnati, O.

TIMBER LANDS FOR SALE

10 TO 20 MILLION

11 desired Hemlock and Hardwood, Price county, Wisconsin. Address LAND COMMISSIONER, Soo Line, Minneapolis, Minn.

FOR SALE AT A SACRIFICE

5,000 to 50,000 acre tracts southern pine and hardwood timberlands. Some extra choice forked leaf White Oak.

J. L. FARLEY, De Soto, Mo.

BUSINESS OPPORTUNITIES

EXCEPTIONAL SOUTHERN HARDWOOD

An opportunity is offered to acquire an interest in one of the best Hardwood lumber propositions in the U. S. Company owns 40,000 acres Hardwood timberland in fee simple, running about two-thirds Oak; balance Ash, Cypress, Gum and other woods. Fully equipped manufacturing plant, very latest machinery, logging railroad, etc. Will bear fullest investigation by one with spare capital. Address "BOX 70," care HARDWOOD RECORD.

HARDWOOD STUMPAGE AND MILL

Correspondence is solicited with responsible parties wanting a Texas hardwood proposition involving 50,000 ft. up Oaks, Ash, Cottonwood, and Elm, with 20,000,000 capacity mill equipment installed. Address,

JOHN W. MACKEY, Beaumont, Texas,
 Attorney for Owners.

MISCELLANEOUS

WANTED—OWNERS TO LIST

their timber and timberland with me. We make a specialty of handling this kind of property. Best of reference.

HARRY M. LEWIS, Staunton, Va.

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you.

Swage your CHISEL and SOLID TOOTH CIRCULAR, your BAND, GANG and CYLINDER SAWS with the "SIMPLEX"

The only 8 in 1 Roller Die Swage made. WRITE FOR PRICES.
 The Peter Gerlach Company,
 CLEVELAND, SIXTH CITY

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barler Coin in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO.
 Chicago

We also make
 Time Checks,
 Stencils and
 Log Hammers.



LUMBER RULES

Our own process of black enamel ink insures perfect, permanent lettering with no injury to the rule, as with burnt lettering. Double riveted head, the rivets moulded into the brass.

Tool Steel Blade
 Oil Tempered

Riveted Handle

The best of selected hickory used exclusively.

AMERICAN RULE & MFG. CO.
 Nashville, Tenn.



If you are not a subscriber to HARDWOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.

ALL YOU CLAIM

A Specially Not a Side Line

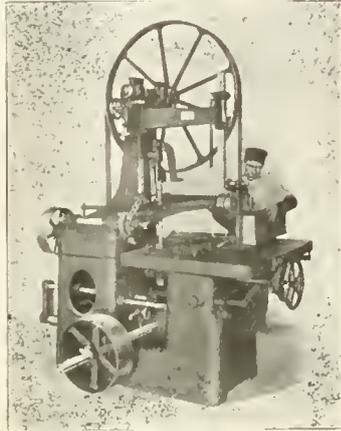
Eureka, Cal.,
Sept. 10, 1914
Wm. B. Mershon
& Co.,
Saginaw, Mich.

Gentlemen:—
Your favor of
Sept. 3rd received,
and would advise
that the two Power
Feed Band Ripsaws
which we bought
from you are work-
ing very satisfac-
torily.

We can cheerfully
recommend them as
coming up to all the
requirements you
claim for them.

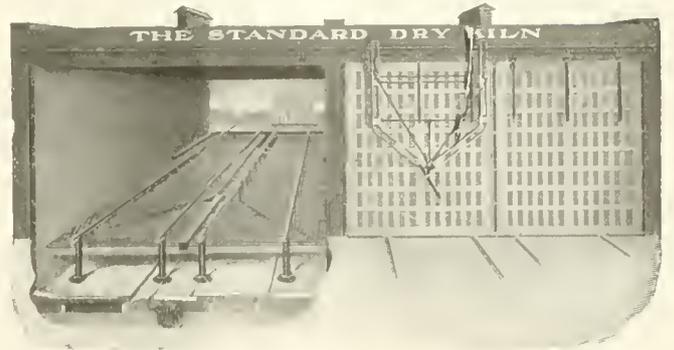
Yours truly,

HAMMOND LUM-
BER CO



Power Feed Band Ripsaw No. 1

WM. B. MERSHON & Co.
SAGINAW MICHIGAN



Hardwoods Are Easy for The Standard Dry Kiln

TO UNDERSTAND fully how suc-
cessfully fine hardwoods can be kiln-
dried, you must see the splendid results
produced by The Standard Moist Air
System.

Control of the drying elements is perfect—and easy.
There's nothing complicated about the Standard Kiln.
Anyone can look after it. Write for catalog and list of
hundreds of users. Address: The Standard Dry Kiln
Co., 1559 McCarty St., Indianapolis, Ind.

Phoenix 6 ft. Pony Band Mill



Will cut 30,000
feet of 1" lumber
in 10 hours and
cut it good.

Nearly 200
of these
mills sawing
wood in the
U. S. A.

PRETTY GOOD
RECOMMEN-
DATION, ISN'T IT?

MODERATE PRICE

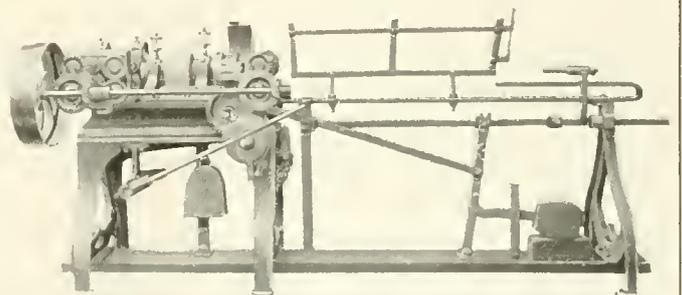
PHOENIX MFG. CO.
EAU CLAIRE WISCONSIN

Broom Handle Machinery

The latest addition to our line of Broom Handle Machinery—the well known "WEST-COTT" Automatic Broom Handle Lathe. This Lathe has, for many years, stood at the front for the turning of broom handles. The quality and excellency of its product is unquestionably the best.

We are now in position to furnish an absolutely complete broom handle equipment, and, if required, design your plant.

Ask us for information about our Tumblers, Bolters, Splitters, Chucking and Boring Machines, and in fact anything you require in this line.



"Westcott" Automatic Broom Handle Lathe

Cadillac Machine Company
Cadillac, Mich.

VENEERS AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

*Every Man is Partial
To His Own Goods*

*But the progress of his business
tells the truth*

The last few years have seen a remarkable expansion in our plant and organization - building after building has been added until now we have double the capacity of a few years ago.

There's a reason

Every one of our products

*Rotary cut elm, basswood, oak & birch
Laps & panels - Backs & seats
Coak tangers and lunch panels
enjoy the most exacting care and supervision in making*

You can easily prove that claim

*The Wisconsin Seating Co.
New London Wisconsin
- Makers of Time-Proof Panels*

THE STANDARD VENEER CO.

Manufacturers

Rotary Cut Birch Veneers

HOULTON, ME.

MILL AND STORE AT STOCKHOLM, ME.

OUR

BIRCH VENEERS

ARE THE PRODUCT OF

HIGH GRADE LOGS, FIRST-CLASS EQUIPMENT AND
OVER TEN YEARS' EXPERIENCE

MILWAUKEE BASKET COMPANY, South Milwaukee, Wis.

Door Panels

Three and Five Ply

All Woods

For One, Two, Five and Six Panel Doors
All Carried in Stock Ready for
Immediate Shipment

Geo. L. Waetjen & Co.
Milwaukee Wisconsin

Sliced Quartered Oak Figured Gum American Walnut

Cut to Dimension, Jointed and Taped,
Ready to Lay ROTARY CUT

CHESTNUT ASH POPLAR
PINE OAK WALNUT

Knoxville Veneer Co.

P. B. RAYMOND, General Manager, Knoxville, Tenn.

TOMAHAWK VENEER & BOX CO.

Manufacturers of Draw Bottoms in Birch and
Basswood, Pin Blocks, Back Panels, also Head-
ing and American Cheese Boxes our Specialties

TOMAHAWK

WRITE FOR PRICES.

WISCONSIN

You can't afford to be without The Gibson Tally Book

when it costs but a dollar, if you want the most convenient and accurate system for tallying lumber.

Hardwood Record :: :: Chicago

WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW



Our New Mill in Phillips, Wis.

ARE YOU IN THE MARKET FOR THE BEST Wisconsin Hardwoods?

Send for Price List "H. R." Today

These Items Are in Excellent Shipping Condition

500,000' 4 4 No. 2 Common and Better Unselected Birch.	500,000' 4 4 No. 2 Common and Better Hard Maple.
300,000' 4 4 No. 1 Common and Better Unselected Basswood.	1 Car 8 4 No. 2 Common and Better Basswood.
350,000' 4 4 No. 2 Common Basswood, Rough.	1 Car 5 4 Nos. 1, 2, and 3 Basswood.
400,000' 4 4 No. 3 Common Basswood, Rough.	3 Cars 4 4 No. 3 Common Ash.
300,000' 6 4 No. 2 Common and Better Soft Elm.	5 Cars 6 4 Soft Elm Scoots.
100,000' 6 4 No. 3 Common Soft Elm.	3 Cars 6 4 Birch Scoots.
	1 Car 4'x11" and Wider 1st and 2nd Basswood.

KNEELAND-McLURG LUMBER CO.

Manufacturers of Hardwoods

PHILLIPS, WIS.

WHEN YOU BUY Basswood, Birch and Maple

or any other Hardwood Lumber, you want stock that is properly manufactured, and carefully piled.

The following list of Hardwood Lumber was properly manufactured in our own BAND MILL here at New London, Wis., and is now ready for immediate shipment.

BASSWOOD.	Feet.	BIRCH.	Feet.
4 4 No. 1 Com&Bet...	115,000	4 4 No. 2 Com&Bet...	350,000
4 4 No. 2 & 3 Com....	95,000	4 4 No. 3 Common....	75,000
6 4 No. 1 Com&Bet...	28,000	5 4 No. 2 Com&Bet...	118,000
		6 4 No. 2 Com&Bet...	200,000
		6 4 No. 3 Common....	95,000
		8 4 No. 2 Com&Bet...	25,000
SOFT ELM.	Feet.	HARD MAPLE.	Feet.
4 4 No. 2 Com&Bet....	350,000	4 4 No. 2 Com&Bet...	900,000
5 4 No. 2 Com&Bet....	50,000	4 4 No. 3 Common....	200,000
5 4 No. 2 Com&Bet....	10,000	5 4 No. 2 Com&Bet....	50,000
ROCK ELM.	Feet.	6 4 No. 2 Com&Bet....	75,000
3 4 No. 2 Com&Bet....	75,000	8 4 No. 2 Com&Bet....	15,000
WIS. OAK.	Feet.	SOFT MAPLE.	Feet.
4 4 No. 2 Com&Bet....	250,000	4 4 No. 2 Com&Bet....	200,000
4 4 No. 3 Common....	100,000	BALM OF GILEAD.	Feet.
5 4 No. 2 Com&Bet....	16,000	4 4 No. 3 Com&Bet....	16,000
6 4 No. 2 Com&Bet....	34,000		

Write us for delivered prices

Hatten Lumber Company

New London, Wis.

Roddis Lumber & Veneer Co.

Marshfield, Wis.

VENEERED PANELS

DESK TOPS

TABLE TOPS

FLUSH VENEERED DOORS

WAINSCOTING

BENT WORK

SAW MILLS AT PARK FALLS, WIS

BIRCH

4-4 and thicker, No. 1 Common and Better also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

Rice Lake Lumber Co., Rice Lake, Wis.

IF YOU HAVEN'T SEEN THE GIBSON TALLY BOOK

Let us send you one on approval, with samples of Tally Tickets for triplicate, duplicate or single tallies—a score of forms to choose from. They are the latest and best. Endorsed by hundreds of lumber manufacturers and buyers.



MICHIGAN



FAMOUS FOR HARD MAPLE AND GREY ELM

“Ideal” Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—“IDEAL.”

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

I. Stephenson Co., Trustees - **WELLS, MICHIGAN**

“Chief Brand” Maple and Beech Flooring

in 3, 3 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.
GRAYLING, MICHIGAN

VON PLATEN LUMBER CO. Iron Mountain, Michigan

MANUFACTURERS OF

BIRCH BASSWOOD ELM MAPLE

50 M ft. of 5/4 No. 3 Common Basswood.	100 M ft. of 6 ft. No. 3 Common Maple.
30 M ft. of 12/4 No. 2 Common & Btr. Maple.	100 M ft. of 5/4 No. 2 Com. & Better Birch.
50 M ft. of 8/4 No. 3 Common Maple.	30 M ft. of 8/4 No. 1 Com. & Better Birch.
100 M ft. of 12/4 No. 3 Common Maple.	15 M ft. of 10/4 No. 1 and 2 Common Birch.
100 M ft. of 5/4 No. 1 and No. 2 Common Maple.	50 M ft. of 6/4 No. 2 Com. & Btr. Rock Elm.
150 M ft. of 6/4 No. 2 & Better Maple.	100 M ft. of 6/4 No. 3 Com. Elm.

Strable Lumber & Salt Co.

Manufacturers of

Hardwood Lumber
AND
Maple Flooring

SAGINAW, MICHIGAN

WE WANT TO MOVE:

50,000 ft. 8/4 No. 2 and Better Soft Maple.
150,000 ft. 4/4 No. 2 and Better Soft Maple.
75,000 ft. 6/4 No. 2 Common 8 ft. Elm.
75,000 ft. 6/4 No. 3 Common 8 ft. Elm.
50,000 ft. 4/4 No. 2 Common 8 ft. Elm.
100,000 ft. 4/4 No. 1 Common Basswood.
37,000 ft. 4/4 No. 2 Common Basswood.

EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

High Grade Maple

35M 12/4 No. 1 Common and Better
25M 8/4 No. 1 Common and Better
35M 6/4 No. 1 Common and Better
60M 4/4 No. 1 Common and Better
50M 5/4 Quarter Sawed Hard Maple

Strictly Lower Peninsula stock.
Write for prices.

FULL THICKNESS BAND SAWN QUICK SHIPMENT

SAVE YOUR MONEY BY USING THE

RED BOOK

Published Semi-annually
in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

Lumbermen's Credit Assn., Established 1878

608 So. Dearborn St. CHICAGO
Mention This Paper
55 John St. NEW YORK CITY

S. L. EASTMAN FLOORING CO.
SAGINAW BRAND

MAPLE FLOORING

SAGINAW, MICH.

MORE THAN 2,000 LUMBERMEN

are using the new Gibson Tally Book with its duplicate or triplicate tally tickets. If you haven't seen it, let us send you one with specimen tickets on approval. They solve your shortage and inspection troubles.

HARDWOOD RECORD

CHICAGO

B U F F A L O

The Foremost Hardwood Market of the East

Standard Hardwood Lumber Co.

OAK, ASH and
CHESTNUT

1075 Clinton Street

ANTHONY MILLER
HARDWOODS
OF ALL KINDS

893 Eagle Street

G. Elias & Bro.
HARDWOODS

White Pine, Yellow Pine, Spruce,
Hemlock, Fir, Lumber, Timber, Mill-
work, Boxes, Maple and Oak Flooring

955 - 1015 ELK STREET

Hugh McLean Lumber Co.

OUR SPECIALTY:

QUARTERED
WHITE OAK

940 Elk Street

BUFFALO HARDWOOD
LUMBER CO.

Dry band sawed stock

Piled at our Mill in Alabama ready for shipment

10000' 4 1/4 1s & 2s Plain Red Oak.

50000' 4 4 No. 1 common Red Oak.

50000' 4 4 1s & 2s Sap Gum.

30000' 4 1/4 No. 1 common Sap Gum.

940 Seneca Street

Yeager Lumber Company, Inc.

Specialties:

Oak, Ash and Poplar

932 ELK STREET

T. SULLIVAN & CO.
HARDWOODS

Specialty - Brown Ash

No. 2 ARTHUR STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

BOTH NORTHERN and
SOUTHERN OAK

HARDWOOD LUMBER and
ROTARY VENEERS

STIMSON'S MILLS

J. V. STIMSON
HUNTINGBURG, IND.

J. V. STIMSON HARDWOOD CO.
MEMPHIS, TENN.

STIMSON VENEER & LUMBER CO.
MEMPHIS, TENN.

Entire Line of Well Manufactured
HARDWOOD LUMBER

from $\frac{3}{8}$ " thick up

IN DRY STOCK

including

OAK AND RED GUM

PLAIN AND QUARTER SAWN

WALNUT POPLAR
HICKORY ASH
ELM MAPLE

ABC AND WESTERN UNION CODE

Tells all there is to know about every
commercial forest tree of America.

AMERICAN FOREST TREES

(WRITTEN IN THE LUMBERMAN'S LANGUAGE)

*Completely illustrated with
original photographs and draw-
ings and handsomely bound*

(Price \$6 Prepaid)

HARDWOOD RECORD, 537 S. DEARBORN ST.
CHICAGO, ILL.

PENROD Walnut & Veneer Co.

Manufacturers

EXCLUSIVELY
WALNUT LUMBER AND VENEERS

KANSAS CITY, MO.

PENROD-JURDEN & McCOWEN

Manufacturers of

**HARDWOOD LUMBER
AND VENEERS**

Announce the Opening of
GENERAL OFFICES in

MEMPHIS, TENN.

Veneer Mills,
HELENA, ARK.

Band Mills,
BRASFIELD, ARK.

Aardwood Record

Twentieth Year,
Semi-Monthly.

CHICAGO, AUGUST 10, 1915

Subscription \$2.
Single Copies, 10 Cents.



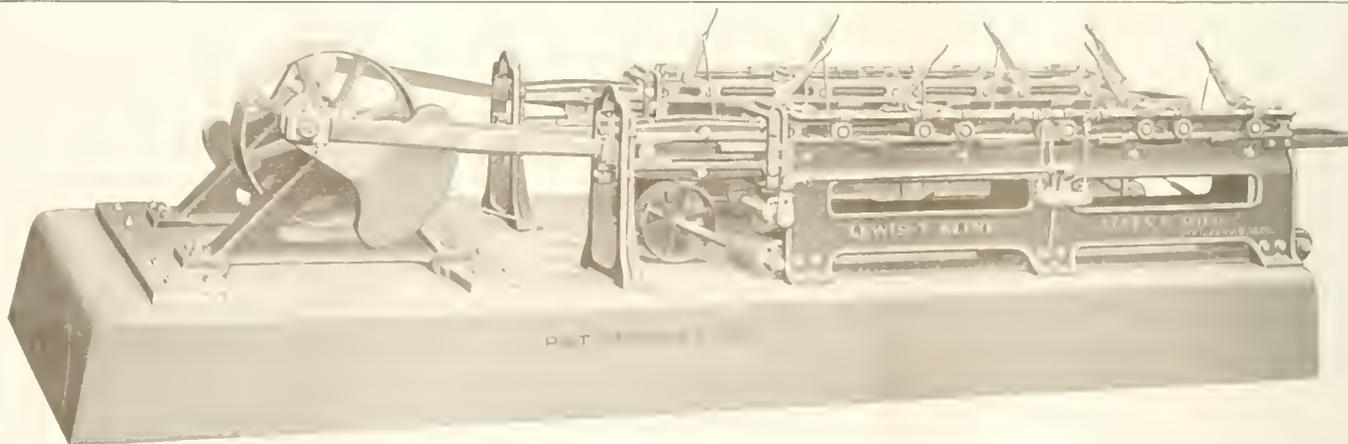
ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

J. GIBSON McILVAIN & COMPANY
CROZER BUILDING, PHILADELPHIA, PENNSYLVANIA

Manufacturers of Lumber

OVER 100 YEARS
OF
SUCCESSFUL BUSINESS

Small and Large Inquiries Solicited



**One Man on the Klines Horizontal Beat
Two Men on 10 to 12 Uprights**

Write for our book that backs the above assertion with mechanical facts, and letters from users.

LUMBER MANUFACTURERS:

Utilize your waste material
WOODWORKERS AND MATTRESS MAKERS:
Make your own excelsior

Let the Kline Booklet tell you how

Kline's Eight Block Excelsior Machines

ALPENA INDUSTRIAL WORKS, ALPENA, MICH.

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

Michigan Hardwoods *Cadillac Quality*

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

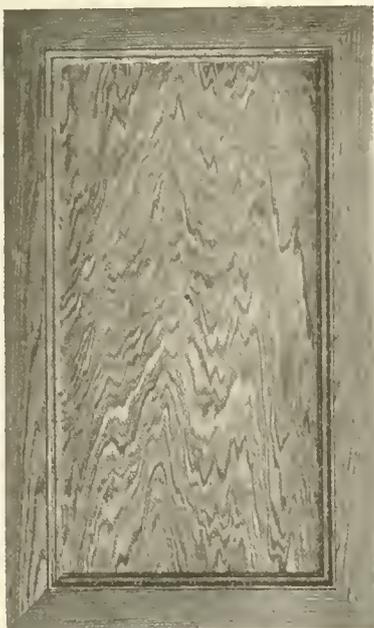
DRY 5-4 CADILLAC GRAY ELM

WE HAVE THREE CARLOADS OF CHOICE 5/4 CADILLAC GRAY ELM WHICH RUNS FROM 80 TO 90 PER CENT TWELVE INCHES AND WIDER AND LARGELY 14 INCHES AND WIDER. IF YOU CAN USE IT, MAY WE QUOTE PRICES FOR PROMPT SHIPMENT?

MITCHELL BROTHERS CO.

CADILLAC, MICH.

SALES DEPARTMENT



PLAIN RED OAK

PANELS

Guaranteed Stock in

PLAIN RED and WHITE OAK

BIRCH

SELECTED and UNSELECTED

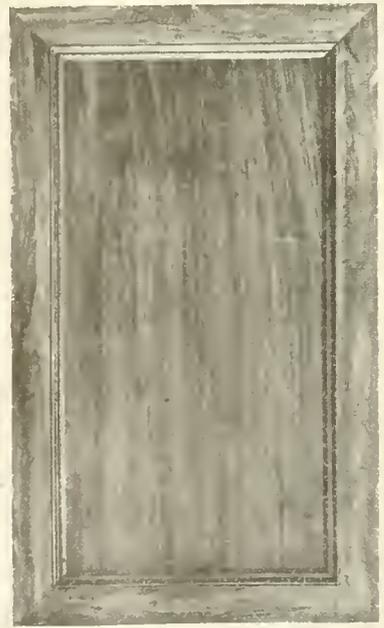
RED GUM

WHITE ASH

QUARTERED OAK

and MAHOGANY

PROMPT DELIVERIES



SELECTED RED GUM

MISSISSIPPI VENEER & LUMBER CO.

Neenah, Wisconsin

Alexander Brothers

STOCK AND PRICE LIST

July 1, 1915 F. O. B. Belzoni BELZONI, MISS.

	Fus.		No. 1 Com.		No. 2 Com.		No. 3 Com.	
1	1,700	87.00	1,500	\$27.00				
1	1,000	67.00	25,000	26.00	11,000	8.00		
1 1/2	12,200	98.00	34,670	37.00	17,000	21.00		
1 1/4	10,000	68.00	18,530	37.00	10,000	21.00		
1 1/2			12,000	28.00	1,000	22.00		
2	28,000	70.00	14,314	28.00	1,314	22.00		
3	8,000	75.00	9,000	45.00				
STRIP								
1	10,000	10.00	12,000	20.00	Bright Sap, 10' to 14'	2 to 4 1/2"		
1 1/2	8,000	10.00	2,000	20.00	Bright Sap, 10' to 14'	2 to 4 1/2"		
QRT. 15' LOGS								
1	1,000	10.00	2,000	25.00	1,500	\$11.00		
1 1/2			28,181	30.00	10,387	20.00	3,000	\$10.00
1 1/4	62,585	52.00			16,000	20.00	6,000	10.00
1 1/2	12,933	52.00	39,872	32.00	10,568	20.00	3,000	10.00
P & Q B & W LOGS								
1	13,000	42.00	10,000	21.00	10,000	12.00	20,000	8.00
QRT. 15' LOGS STRIPS								
1	10,410	36.00	24,165	16.00	Bright Sap, 10' to 14'	2 to 4 1/2"		
1 1/2	9,190	36.00	4,325	18.00				
L. R. MICH.								
1 1/2	L. R. Mich.	33,000	\$18.00					
1	L. R. Cottonwood	62,000	will quote					
1 1/2	Tupelo	31,000	19.00	15,575	87.00			
1 1/4	Tupelo	10,000	11.00	7,000	10.00			
1	Tupelo			63,575	11.00			
1	Tupelo, 20' sp.	11,000	23.00					
1	Tupelo, 18' sp Band	7,000	21.00					
1 1/2	Tupelo	30,000	19.00	13,392	16.00			
2	Tupelo	50,000	21.00	27,100	16.00			
1	Qrt'd. Red Gum	20,000	32.00	30,000	22.00			
1	Qrt'd. Red Gum	20,000	45.00	15,000	22.00			Noted figure
1 1/2	Qrt'd. Red Gum	23,800	33.00	6,389	22.00			
1 1/4	Qrt'd. Red Gum	35,000	34.00	31,000	22.00			
2	Qrt'd. Red Gum	90,000	34.00	32,500	22.00			
3	Qrt'd. Red Gum			1,000	24.00			
1	Plain Red Gum	60,000	23.00	15,000	13.00	11,000	10.00	
1 1/2	Plain Red Gum	8,000	21.00	15,000	14.00	7,000	10.00	
1 1/4	Plain Red Gum	35,000	25.00	71,000	15.00	12,000	10.00	
2 1/2	P & Q Gum	2,675	28.00	3,500	20.00			
1	Sap Gum	15,000	16.00	11,000	12.00			
1	Sap G., fas 12 18	15,000	19.00					
1 1/2	Sap Gum			8,000	11.50			
2	Sap Gum			5,000	11.50			
Fus. Select.								
1	Cypress			10,400	\$32.00	15,075	\$28.00	
1 1/2	Cypress			33,200	42.00	25,000	39.00	
3	Cypress			55,000	42.00	35,000	39.00	

Weights Guaranteed to Be as Standard

"STEARNS" LUDINGTON

Hardwood Specialists

5,000,000 feet
4-4 to 8-4

BEECH

A complete stock of thoroughly
dry Beech in all grades

We specialize in Kiln Dried Stock

The **STEARNS**
SALT & LUMBER CO.
LUDINGTON, MICH.

BIRCH

4-4 and thicker, No. 1 Common and Better
also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn)
Red, Plain and Unselected Birch, Basswood, Soft
and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

Rice Lake Lumber Co., Rice Lake, Wis.

WISTAR, UNDERHILL & NIXON

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

QUARTERED WHITE OAK

NICE FLAKY STUFF

WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.

Specialist in Hardwoods

Manufacturers are requested to supply lists of stock for sale

WM. WHITMER & SONS INCORPORATED

Manufacturers and Wholesale-
sellers of All Kinds of

"If Anybody Can,
We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Franklin Bank Bldg. PHILADELPHIA

THE POWELL MYERS LBR. CO.
of SOUTH BEND, IND.

Solicit your inquiries for Oak,
Ash, Hickory, Maple and Gum
DIMENSION

OUR SPECIALTIES

Chair Posts and Rockers Band Sawn to Pattern.
Furniture, Wagon, and Implement Stock.

THE SOUTH
 PROMINENT SOUTHERN MANUFACTURERS

Quality in Raw Material Is the *First Essential to Quality in*
Any, Finished Product

In lumber manufacture the first thing necessary is the right kind of timber. We are especially fortunate in that being situated at Little Rock, right in the heart of the best timber in Arkansas, we can choose just those logs which conform to our ideals. Hence every board from our mill has the maximum in grade, figure and texture. We specialize in giving what we think we would like to receive if we were buying.

Remember Little Rock Has the Pick of **ARKANSAS HARDWOODS**
Little Rock Lumber & Manufacturing Company

Little Rock, Ark. D. S. WATROUS, Secy.-Treas.-Mgr.

Vestal Lumber & Manufacturing Company
 Knoxville, Tennessee

MANUFACTURERS

PLAIN OAK

FINE QUARTERED WHITE OAK

Special to Move { 100M ft. 8-4 1 Com. Poplar Selects In } 6 In. & Up
 Very Dry { 100M ft. 8-4 2 Com. Poplar Selects In } 50% 14-16

BLACK WALNUT

TENNESSEE RED CEDAR

POPLAR

BAND MILLS ON L. & N. AND SOUTHERN RAILROADS AT VESTAL, A SUBURB OF KNOXVILLE

Salt Lick Lumber Co.
 SALT LICK KENTUCKY

MANUFACTURERS OF

Eureka
 OAK AND PINE
Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths

Willson Bros. Lumber Co.

MANUFACTURERS

**WEST VIRGINIA
 HARDWOODS**

Oliver Building

PITTSBURG, PA.

COTTONWOOD

OAK

PLAIN AND QUARTERED RED AND WHITE

RED AND SAP GUM

High Grades *Band Sawn Lumber*

We Make a Specialty of Thin Stock

**COTTONWOOD
 AND GUM VENEERS
 THREE-PLY GUM PANELS
 BOX SHOOKS—EGG CASES**

Write Us for Prices

Anderson-Tully Company
 MEMPHIS, TENN.



Oak as Usual the Whole Show

CAN any furniture manufacturer need further argument to prove that oak is the popular wood with all classes of buyers because of the range of prices in which oak goods can be found and because of the air of beauty and dignity of all well finished oak furniture, than the predominant part which oak goods played at the recent furniture shows and the high percentage of oak furniture shown in retailers' orders?

Can any interior finish manufacturer need any further evidence that he should push oak than the fact it is going into so many present and prospective homes and that the natural tendency is to match up furniture to finish as closely as possible?

Is there any wood which shows so much finished value in the finished article at so low a cost for raw material?

Undoubtedly the tendency in these serious times is toward conservatism and in the purchase of furniture this is shown in the high and moderate priced lines. Period furniture in oak was welcomed by the buyers because of the dignified beauty which tends more to appeal at present than does the more spectacular woods.

The time to push a novelty in furniture or any other house furnishing is when the home builders' pocketbook is full and his mind more inclined toward the frivolous novelty or innovation. In these days he buys because he must and not because he is attracted by novelties, hence he wants what he is familiar with, and surely oak answers this description better than any other wood.

It is up to the manufacturer of and dealer in furniture to avoid dictating to the buyer. He must give him what he wants in these sober times and make sales easier.

The wise furniture manufacturer will make oak the main part of his stock this year.

For any information on this subject address

Any Manufacturer on the Succeeding Page

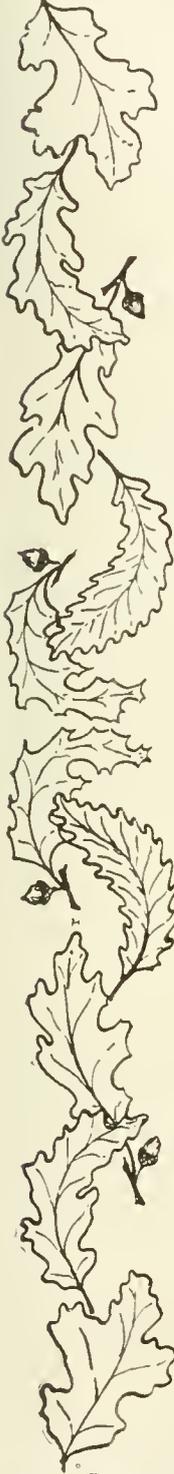
or

Oak Information Bureau, 707 Ellsworth Building, Chicago





The following manufacturers have made a study of oak production. In sending them your requirements you will be insuring yourself the best in stock and service.



ALABAMA

H. H. Hitt Lumber Company, Decatur.
 * Cromwell Hardwood Lumber Company, Montgomery.

ARKANSAS

* Carnahan-Allport Lumber Company, Allport. (See page 6.)
 Thane Lumber Company, Arkansas City.
 Bliss-Cook Oak Company, Blissville. (See page 45.)
 Paepcke Leicht Lbr. Co., Blytheville and Helena.
 Penrod-Jurden & McCowen, Brasfield and Helena. (See page 56.)
 Crittenden Lumber Company, Crittenden.
 Dermott Land & Lumber Company, Dermott.
 * Fee-Crayton Hardwood Lumber Co., Dermott.
 J. H. Bonner & Sons, Heth. (See page 45.)
 Little Rock Lumber & Manufacturing Company, Little Rock. (See page 7.)
 * Miller Lumber Company, Marianna.
 * Saline River Hardwood Company, Pine Bluff.
 Muirhead Lumber Company, Weldon.

ILLINOIS

H. B. Blanks Lumber Company, Cairo.
 Thomas McFarland Lumber Company, Cairo.
 * Utley-Holloway Lumber Company, Great Northern Bldg., Chicago.

INDIANA

S. Burkholder Lumber Co., Crawfordsville. (See page 50.)
 P. M. Cutsinger, Evansville.
 * Maley & Wertz, Evansville.
 John A. Reltz & Sons, Evansville.
 * Bedna Young Lumber Company, Greensburg.
 Chas. H. Barnaby, Greencastle.
 J. V. Stimson, Huntingburg. (See page 56.)
 Long-Kulcht Lumber Company, Indianapolis.
 Coppel Bros. & Zook, Nappanee.
 Wood-Mosaic Company, New Albany.
 North Vernon Lumber Company, North Vernon.
 C. & W. Kramer Company, Richmond.
 * Swain-Roach Lumber Company, Seymour.
 * Fullerton-Powell Hardwood Lumber Company, South Bend.
Fort Wayne.
 * Hoffman Brothers Company. (See page 14.)
 Perrine-Armstrong Company.

KENTUCKY

* Arlington Lumber Company, Arlington.
 Wright-Kitchen Lumber Company, Ashland.
 Clearfield Lumber Company, Inc., Clearfield.
 Day Lumber & Coal Company, Jackson. (See page 46.)
Louisville.
 W. P. Brown & Sons Lumber Company.
 Churchill-Milton Lumber Company.
 Kentucky-Indiana Hardwood Company.
 Norman Lumber Company.

Lexington

* Kentucky Lumber Company.
 E. R. Spotswood & Sons. (See page 43.)
 Turkey Foot Lumber Company, Inc.
LOUISIANA
 * The Ferd Brenner Lumber Company, Alexandria.
 Boeuf River Ld. & Lbr. Company, Logtown.
 The Hyde Lumber Company, Lake Providence.
 Thistlethwaite Lumber Company, Ltd., Washington.

MASSACHUSETTS

The Atlantic Lumber Company, Boston. (See page 41.)

MICHIGAN

Thomas Forman Company, Detroit.
MISSISSIPPI
 Alexander Bros., Belzoni. (See page 7.)
 Lamb-Fish Lumber Company, Charleston. (See page 47.)

* Manufacturers of Oak Dimension Stock.

* D. H. Hall Lumber Company, New Albany.
 Paepcke Leicht Lumber Company, Greenville.
 * Tallahatchie Lumber Company, Philipp.
 Carrier Lumber & Manufacturing Company, Sardis.

MISSOURI

Tschudy Lumber Company, Kansas City.
 Galloway-Pease Company, Poplar Bluff. (See page 40.)
 Baker-Matthews Manufacturing Co., Sikeston. (See page 45.)
 * Garetson-Greason Lumber Company, St. Louis.
 Thos. E. Powe Lumber Company, St. Louis.

NORTH CAROLINA

Asheville Lumber Company, Asheville.
 * Carr Lumber Company, Pisgah Forest.

OHIO

Yellow Poplar Lumber Company, Coal Grove.
 W. M. Ritter Lumber Company, Columbus.
 Barr-Holaday Lumber Company, Greenfield.
Cincinnati.
 Bayou Land & Lumber Company.
 C. Crane & Co. (See page 46.)
 The John Dulweber Company.
 Ifay Lumber Company.
 Mowbray & Robinson Company. (See page 4.)
 The New River Lumber Company.

PENNSYLVANIA

J. M. Murdock & Co., Johnstown.
 Aberdeen Lumber Company, Pittsburgh.
 Babcock Lumber Company, Pittsburgh.

TENNESSEE

* J. M. Card Lumber Company, Chattanooga.
 * Bedna Young Lumber Company, Jackson.
 Kimball & Kopcke, Knoxville.
 J. M. Logan Lumber Company, Knoxville.
 Vestal Lumber & Manufacturing Co., Knoxville. (See page 7.)
 Little River Lumber Company, Townsends.

Memphis

Anderson-Tully Company. (See page 6.)
 Geo. C. Brown & Co. (See page 14.)
 It. J. Darnell, Inc.
 May Bros.
 Memphis Band Mill Company.
 * Nickey & Sons Company, Inc.
 Paepcke Leicht Lumber Company.
 Penrod-Jurden & McCowen. (See page 56.)
 Russe & Burgess, Inc.
 E. Sondhelmer Company.
 VandenBoom-Stimson Lumber Company.
 * Welsh Lumber Company.
 J. W. Wheeler & Co.

Nashville

Davidson Hicks & Greene Company.
 Farris Hardwood Lumber Company. (See page 45.)
 * Love, Boyd & Co.
 * John B. Ransom & Co.

VIRGINIA

* U. S. Spruce Lumber Company, Marion.
 Bolco Lumber Company, Inc., Richmond.

WEST VIRGINIA

* Lewis Lumber Company, Albright.
 The McClellan-West Lumber Company, Bluefield. (See page 36.)
 The Alton Lumber Company, Buckhannon. (See page 50.)
 * West Virginia Timber Company, Charleston.
 * Pardee & Curtin Lumber Company, Clarksburg.
 Maryland Lumber Company, Denmar.
 C. L. Ritter Lumber Company, Huntington.
 Rockcastle Lumber Company, Huntington.
 Clay Lumber Company, Middle Fork.
 The Parkersburg Mill Company, Parkersburg.
 * The Meadow River Lumber Company, Rainelle.
 * Warn Lumber Corporation, Raywood.
 * American Column & Lumber Co., St. Albans.

WISCONSIN

G. W. Jones Lumber Company, Appleton.

The durability, strength, standing ability and beauty of oak are proof against all comers for all time. It is more firmly entrenched today than ever before.



BAY CITY MICH.

THE LARGEST PRODUCING CENTER OF MICHIGAN HARDWOOD

LOWER PENINSULA HARD MAPLE

When You Think This, Think Bay City

500M 4/4 No. 2 Common & Better Hard Maple
 500M 4/4 No. 3 Common Hard Maple
 100M 4/4 No. 2 Common & Better Soft Maple
 100M 4/4 Birch, Mill Run
 200M 4/4 Basswood, L. R.
 110M 4/4 1st & 2nd Basswood
 75M 4/4 No. 1 Common Basswood
 90M 4/4 No. 2 Common Basswood
 40M 5/4 1st & 2nd Basswood
 90M 5/4 No. 1 Common Basswood
 60M 5/4 No. 3 Common Basswood
 125M 5/4 No. 2 Common & Better Beech
 160M 6/4 No. 3 Common Beech

Richardson Lumber Company

100,000 ft. 4/4 No. 1 Common and No. 2 Common Birch.
 100,000 ft. 4/4 No. 3 Common Birch.
 20,000 ft. 1x6 to 1x7 1st and 2nds Hard Maple.
 150,000 ft. 4/4 No. 3 Common Hard Maple.
 750,000 ft. 5/4 No. 3 Common Hard Maple.
 50,000 ft. 6/4 No. 3 Common Hard Maple.
 75,000 ft. 8/4 No. 2 Common and Better Beech.
 500,000 ft. 6/4 No. 2 Common and Better Beech.
 250,000 ft. 5/4 No. 2 Common and Better Beech.
 400,000 ft. 5/4 No. 3 Common Beech.
 100,000 ft. 6/4 No. 3 Common Beech.
 20,000 ft. 6/4 No. 1 Common Elm.
 20,000 ft. 6/4 No. 2 Common Elm.
 60,000 ft. 5/4 No. 2 Common Basswood.
 100,000 ft. 5/4 No. 3 Common Basswood.
 15,000 ft. 6/4 No. 1 Common Basswood.

The Kneeland-Bigelow Company

HARD MAPLE		BEECH	
16/4 1s & 2s, 8" end up.....	124,800 ft.	6/4 No. 2 C. & B.....	35,000 ft.
16/4 No. 1 Com.....	34,700 ft.	6/4 No. 3 Com.....	68,000 ft.
16/4 No. 2 C. & B., 4 to 7" wide.....	9,000 ft.	6/4 No. 2 C. & B.....	409,000 ft.
12/4 1s & 2s, 8" end up.....	203,800 ft.	6/4 No. 3 Com.....	31,000 ft.
12/4 No. 1 Com.....	28,000 ft.	4/4 No. 1 C. & B.....	53,000 ft.
10/4 1s & 2s, 8" end up.....	108,200 ft.	4/4 No. 2 & 3 Com.....	459,000 ft.
8/4 1s & 2s, 8" end up.....	180,200 ft.	4/4 No. 3 Com.....	57,000 ft.
6/4 No. 1 Com., 8" end up.....	8,200 ft.	BASSWOOD	
8/4 heart culls.....	72,000 ft.	4/4 No. 2 C. & B.....	440,000 ft.
6/4 1s & 2s, 8" end up.....	286,000 ft.	4/4 No. 3 Com.....	30,000 ft.
6/4 1s & 2s, 8" end up.....	166,800 ft.	ELM	
6/4 Blrd's Eye.....	920 ft.	4/4 Full cut.....	26,000 ft.
4/4 Blrd's Eye.....	480 ft.	ASH	
4/4 White.....	97,500 ft.	4/4 Full cut.....	18,000 ft.
4/4 1s & 2s, 8" end up.....	650,000 ft.	CHERRY	
4/4 Heart culls.....	61,200 ft.	4/4 Full cut.....	1,600 ft.
4/4 Plank trim.....	87,000 ft.	OAK	
		4/4 Full cut.....	6,000 ft.
BIRCH			
5/4 No. 2 C. & B.....	6,200 ft.		
5/4 No. 3 Com.....	8,000 ft.		
4/4 No. 1 Com.....	52,000 ft.		
4/4 No. 2 C. & B.....	180,200 ft.		
4/4 No. 2 Com.....	28,000 ft.		
4/4 No. 3 Com.....	93,500 ft.		

W. D. Young & Company

5,000 ft. 9 4x12" & wider 1st and 2nds Hard Maple.
 2,000 ft. 6 4x12" Hard Maple Step Plank
 50,000 ft. 4 4 Log-Run Hard Maple.
 215,000 ft. 4 4 No. 3 Common Hard Maple
 70,000 ft. 5 4 No. 3 Common Hard Maple
 8,000 ft. 6 4 No. 3 Common Hard Maple

65,000 ft. 4 4 Log-Run Birch
 14,000 ft. 4 4 Log-Run Beech
 86,000 ft. 6 4 Log-Run Beech
 75,000 ft. 6 4 No. 3 Common Beech
 26,000 ft. 5 4 No. 3 Com. Beech & Soft Maple
 17,000 ft. 4 4 Log-Run Basswood
 300,000 ft. 4 4 & 8 4 No. 2 & No. 3 Hemlock for Boxing

Ross & Wentworth

Let the following manufacturers know your needs:

KNEELAND-BIGELOW CO.
RICHARDSON LUMBER CO.

ROSS & WENTWORTH
W. D. YOUNG & CO.

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

VENEER

FOREIGN:

MAHOGANY, Mexican, Honduras, East India, Cuban, and African.

ENGLISH BROWN OAK

CIRCASSIAN WALNUT

STILE, RAIL and PANEL FACES in all thicknesses.

DOMESTIC:

OAK, plain and quartered, rotary cut, red and white.

GUM; figured and plain.

MAPLE, bird's-eye and plain.

POPLAR, BIRCH, ELM,

BASSWOOD, YEL. PINE

For faces, centers, backs, cross-banding and bottoms.

LUMBER

MAHOGANY, CIRCASSIAN WALNUT, AM. (Black) WALNUT, RED CEDAR.

PANELS

1/4", 5/16", 3/8", 3-ply and 5-ply **STANDARD SIZES**

HUDDLESTON-MARSH LUMBER COMPANY, 2252 Lumber St., CHICAGO, ILL.

J. RAYNER
VENEERED PANELS
 ALL WOODS
 SEND FOR STOCK LIST
MAHOGANY LUMBER
 CARROLL AVE. AND SHELDON ST.
 CHICAGO

WE HAVE IT
 DOOR STOCK, CUT TO SIZE OR IN SHEETS.
 POPLAR, GUM, BIRCH, BEECH, ASH, OAK, ELM,
 MAPLE, BASSWOOD, PINE OR CYPRESS.
 CROSSBANDING, FACES, BACKS, DRAWER BOT-
 TOMS AND BACKING.
 ROTARY CUT, PLAIN OR QUARTER SAWED
 HARD MAPLE PIN BLOCK STOCK.
 QUARTERED OAK, ETC.
 BY THE CARLOAD OR L. C. L.
 MILLIONS OF FEET ON HAND AT ALL TIMES
 WRITE US ABOUT IT
J.J. NARTZIK, 1966 to 76 Maud Ave., Chicago, Ill.

Clarence Boyle, Inc., Lumber Exchange Bldg.
 Chicago
WHOLESALE LUMBER
Always in the market for OAK, GUM and POPLAR

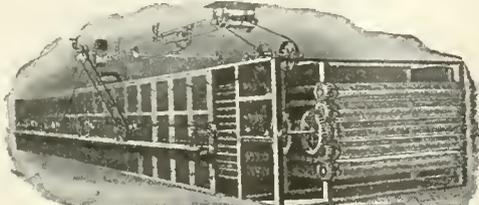
S. L. EASTMAN FLOORING CO.
 SAGINAW BRAND
MAPLE FLOORING
 SAGINAW, MICH.

A floor to adore

 For thirty-three years Wilce's Hardwood Floor-
 ing has been among the foremost on the market
 and because it stands today "unequaled" is the
 best evidence that its manufacturer has kept
 abreast of modern methods and the advanced de-
 mands of the trade. To convince yourself of the
 above statements, try our polished surface floor-
 ing, tongued and grooved, hollow backed, with
 matched ends and holes for blind nailing—you'll
 find it reduces the expense of laying and polishing.
 Our Booklet tells us about Hardwood Flooring
 and how to care for it—also prices—and is free.
The T. Wilce Company
 22nd and Throop Sts. CHICAGO, ILL.

PROCTOR VENEER DRYER FIREPROOF
 —AN—
UNPARALLELED SUCCESS

No Splitting
 Nor Checking
 No Clogging
 Nor Adjusting



Recom-
 mended by
 all those
 who
 have tried
 it

THE PHILADELPHIA TEXTILE MACHINERY COMPANY
 DEPT. L, HANCOCK & SOMERSET STS. PHILADELPHIA, PA.

SAVE YOUR MONEY BY USING THE
RED BOOK Published Semi-annually
 in February and August
 it contains a carefully prepared list of the buyers of lum-
 ber in car lots, both among the dealers and manufacturers.
 The book indicates their financial standing and manner
 of meeting obligations. Covers the United States, Alberta,
 Manitoba and Saskatchewan. The trade recognizes this
 book as the authority on the line it covers.
 A well organized Collection Department is also oper-
 ated and the same is open to you. Write for terms.
Lumbermen's Credit Assn., Established 1878
 608 So. Dearborn St. CHICAGO Mention This Paper 55 John St. NEW YORK CITY

Walnut Logs

3,000,000 Feet Wanted

I must have *at once*, logs enough to make 5,000,000 feet of American black Walnut Veneers 2,000,000 feet of Log Run, American Black Walnut Lumber I will pay the highest price for logs delivered at the track, and for timber standing.

I will inspect and measure the logs at the track and pay *spot cash* for same.

Address

C. L. WILLEY

2558 So. Robey Street, Chicago, Ill.

Largest Veneer Plant in the World



The veneer sawmills that have enabled us to maintain our reputation for



Honest Inspection
Intelligent Selection



Pat. Off. Reg. U. S. Specialty Quartered White Oak Veneers Pat. U. S. Off.

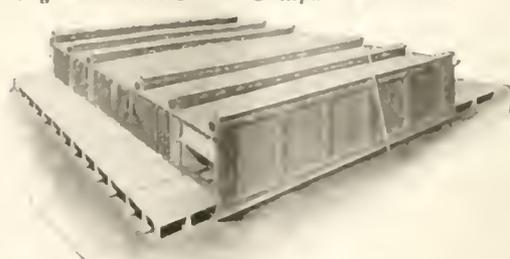
ESTABLISHED 1857

INCORPORATED 1904

Hoffman Bros. Company, Fort Wayne, Ind.

Morton Humidity System

Progressive Kilns Compartment Kilns Pocket Kilns



We build kilns to suit every requirement in the lumber industry. Lumber properly kiln dried sells quicker and brings better prices.

The Morton Kiln Produces Quality Lumber

Write for our 3 Complete Catalogs and Specialty Folder 60-G
MORTON DRY KILN CO., 351-357 W. 59th St., Chicago, Ill.

Table of Contents

COVER PICTURE—LUMBER SCENE IN NEWFOUNDLAND.
REVIEW AND OUTLOOK:

- General Market Conditions..... 13
- The Cover Picture..... 13
- Securing Dependable Results..... 14
- A National Traffic Bureau Imperative..... 14
- Freight Weights and Shipping Facilities..... 14
- Lumber Cost and Prices..... 15
- Must Work Together on Traffic Question..... 15

SPECIAL ARTICLES:

- Historical Price Lists..... 16
- Interesting Traffic Developments..... 22-23
- Forest Service Opens Chicago Office..... 23
- Vast Importance of Classification..... 24-25

THE LUMBERMEN'S ROUND TABLE..... 26

- Mill Scale Study of Maple Logs..... 26a
- Do Tree Roots Seek Water..... 26a
- Affairs in Hand Around Memphis..... 26b
- Veneer Can be Too Dry..... 26b
- Poison Oak and Its Kindred..... 26c-26d
- Tanning and Dyeing Materials..... 26d
- Pertinent Legal Findings..... 27

CLUBS AND ASSOCIATIONS:

- The Wisconsin Meeting..... 17-21
- Miscellaneous..... 28-29

THE MAIL BAG..... 28

WITH THE TRADE..... 29-30

PERTINENT INFORMATION..... 30-34

HARDWOOD NEWS..... 34-41

HARDWOOD MARKET..... 41-45

CLASSIFIED ADVERTISEMENTS..... 46

SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, \$2.00 the year; in foreign countries, \$1.00 extra postage.

In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

Both display and classified advertising rates furnished upon application. Advertising copy must be received five days in advance of publication date.

Entered as second-class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.

Our FLOORING PLANT is now complete. We are prepared to furnish promptly

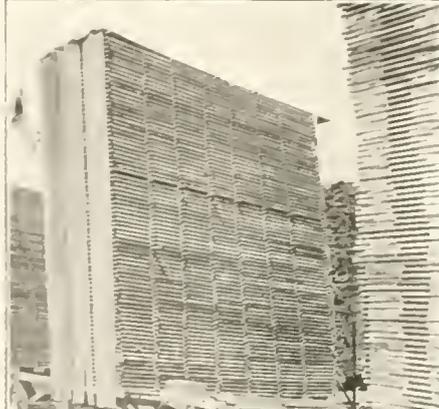
Made MR Right OAK FLOORING

in carload or less than carload shipments, scientifically cured, perfectly worked, uniform in color and texture

THE MOWBRAY & ROBINSON CO., Cincinnati, O.

FACTORY—QUICKSAND, KENTUCKY

YARDS—Detroit, Mich.; Rochester, N. Y.; Brooklyn, N. Y.; Cincinnati, O.
BRANCH OFFICES—Indianapolis, Ind.; Grand Rapids, Mich.; Cleveland, O.; Buffalo, N. Y.; Boston, Mass.



Note number of piling sticks and method of stacking

Verdict of A Well Pleased Customer

We have used perhaps two million feet of Sap and Red Gum the past three years. We find by long experience that the Red Gum which is Kractzer Cured, furnished by Geo. C. Brown & Co., will work the same as poplar. We make interior house trim, and have to make a great many kitchen dressers, wardrobes, medicine cabinets, etc.

We have used this space the last few months to tell you of experiences of others who have used our Kractzer Cured Gum. We are in position to demonstrate to you that we can save you money by lessening the cost of the finished article without additional expense. You cannot afford to overlook this fact.

If you have not already asked us to give you further details we will be glad to have you do so now.

GEO. C. BROWN & COMPANY
Baud Mill, Proctor, Va. Main Offices, Memphis, Tenn. *Manufacturers St. Francis Basin Hardwoods*

It will be a pleasure to quote on your inquiries.



Hardwood Record

Copyright, THE HARDWOOD COMPANY, 1915

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Edgar H. Defebaugh, President
Edwin W. Meeker, Managing Editor
Hu Maxwell, Technical Editor

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO
Telephones: Harrison 8086-8087-8088



LBR
NEW
BOTAN
UAK

Vol. XL

CHICAGO, AUGUST 10, 1915

No. 8



Review and Outlook



General Market Conditions

IN SPITE OF OPTIMISTIC REPORTS by trade prognosticators, business men are reluctant to accept a favorable verdict because of many bitter disappointments in the past. Improvement in business has been predicted for so many years that all reports of indications which voice a spirit of hope are rather discredited. Nevertheless, the voice at this time seems to be so insistent that it is being given credence in all quarters with due allowances for qualifying conditions which might alter facts as they appear in specific cases.

For instance, the report of greatly improved orders for steel products is not taken with the same relish that it used to inspire, as steel has somewhat lost its prestige as the nation's business barometer on account of its close connection with the unnatural business in war materials. However, the authorities have been insistent that a very fair measure of improvement in steel has been due to improved domestic conditions.

It has been suggested by pessimists that we should not be unduly elated over the crop situation on account of the continued rains. Nevertheless, records bear out the statement that rainy seasons have always been marked by unusually good total crop results. This season of rain has, of course, hit certain lines of crops, but on the other hand it must be remembered that other crops will be benefited. Proper authorities assert that the whole crop outlook is rendered more favorable on account of excessive moisture, in spite of the fact that some specific crops are rather blighted by the same cause.

In spite of some reports to the contrary from general sources, it is continually apparent that the yard trade outside of the large cities is in fair shape, particularly in the Middle West. It naturally could be inferred from this that building operations are not at all limited to the large cities. It is true that the progress of building in cities and arrangements for additional structures in the immediate future are really good. Nevertheless, reliable information touching on the purchase of lumber shows that the country yard trade is buying more proportionately than is almost any other line in the consuming end.

Factory trade is picking up slightly, especially in furniture. The piano business is pretty well demoralized at present. Pianos are undoubtedly a luxury which a good many people feel they can afford to do without, whereas the purchase of furniture is of a different character. A fair percentage of piano purchases comes from people who substitute new instruments for old and it is hardly likely that any large percentage of the population of the country feels like making any outlay for a purpose of this character.

Definite information covering northern mill points shows that there is no startling condition there as far as stocks are concerned. There is indeed some surplus and northern mills are continuing to cut good

quantities of lumber, but there is no reason to believe this surplus will assume any alarming proportion. What northern millmen are most agitated over is the fact they have revealed to themselves that they are selling their lumber for less than they can afford to sell it for. While the actual surplus as it now stands would not be considered at all alarming before, millmen in the North are becoming pretty well posted regarding operating costs, and it is becoming more and more apparent as the situation is disclosed that to place business on a business basis requires recourse to the law of supply and demand. They realize that only a general reduction in cut could effect a return to profitable selling prices, but are timid about taking the necessary steps. In the South log cutting has been carried on in a conservative way which has tended to prevent over-production. The situation in the South is very well in hand, according to late reports, with the probability of better business, it being anticipated, by the middle of September.

The Cover Picture

NEWFOUNDLAND lies far away from what is commonly regarded as the lumber regions of America, yet some operations on a large scale are found there, according to the showing of the cover picture appearing with this issue of HARDWOOD RECORD.

The island constitutes the most eastern portion of North America, unless Greenland is counted as a part of America. The island is practically all covered with forest growth of some kind, except the lakes which include much of the country; but the trees are usually small, for the climate is cold and the soil is sterile. The most northern range of white and Norway pines is found in Newfoundland, and about a dozen other species grow there, which attain their best development further west and south. Among such are tamarack, black and white spruce, and balsam fir belonging to the softwoods; and aspen, balm of Gilead, sugar maple, white ash and yellow and paper birch among the hardwoods.

The softwoods furnish nearly all the lumber sawed in Newfoundland, and most of the pulpwood. Sawlogs are always small. Most of the timber is more suitable in size for pulpwood than saw timber. The plant shown in the cover picture is at Grand Falls, and is described as a sawmill, but a considerable part of the stock on hand seems to be pulpwood.

Newfoundland attracts many tourists in summer, but they stay away in winter and the native population, except in the larger towns, passes through several months of isolation during which there is little communication with the outside world. This island is the sportman's and fisherman's paradise, provided he does not incur the severe penalties of the game laws. Hundreds of square miles of the interior are only partly explored, except near the

AUG 10 1915

paths followed by hunters and prospectors. Camping is brought off if sufficient means have been provided for combating mosquitoes, which swarm by millions in the forests.

Nearly one-third of the island, or about thirteen thousand square miles, is covered by lakes, which are so numerous that many of them have never received names. They afford good highway for traveling from place to place. The travelers are provided with light canoes or folding canvas boats. The boat carries the man over the water and the man carries the boat over the land.

Securing Dependable Results

THE VALUE OF ORGANIZATION is seldom shown to better advantage than in the method adopted by the Chamber of Commerce of the United States to secure and compile the opinions of the business men of the country on the much discussed Seamen's Act. The sponsors of that law say that it will build a great American sea trade; while opponents declare their firm belief that if the law goes into effect it will speedily drive from the seas the few American flags still to be seen there. The act will not go into effect for some months, and the national chamber of commerce has begun one of the widest business campaigns ever planned in this country, and its purpose is to hear from associations and individuals. Inquiries went to six hundred chambers of commerce and trade bodies in all parts of the United States and in Hawaii, Porto Rico and the Philippines. These in their turn obtained the views of their members, and with the returns received and compiled it will be a reliable and valuable index to business sentiment on the subject.

The vote thus taken will be at the disposal of Congress when that body meets. The national lawmakers will then have reliable means of knowing what the business interests want done with the Seamen's Act. It may be given a trial, it may be amended, or it may be repealed; but whatever action Congress may take will not be taken blindly. The thorough and rapid work that is being done in this instance would be wholly impossible without the organization of associations brought into working line by supreme body, the Chamber of Commerce of the United States. Party politics will have no voice and should have none in a question of this kind, for it is a pure matter of business and is not bound up with the policies or platform of any party. The result will be awaited with interest, for it is a new departure in legislation, quite different from the referendums which appeal to party prejudices.

A National Traffic Bureau Imperative

THE INTERSTATE COMMERCE COMMISSION'S announcement, of its own volition, that it will hear evidence on the request of the railroads for the reclassification of lumber before such reclassification on the status advocated by the railroads is definitely effected, obviates the necessity for appeal to the commission and forestalls the railroads in their attempt to secure the advantage of the initial step. It is entirely safe to say that this hearing will be one of the most important which has ever confronted the lumbering industry, and it is evidently imperative that it present its case with the unanimous backing of the trade and without the evidence of internal dissension regarding any of the views advocated in opposition to those set forth by the railroads.

In view of the fact that fully ninety-five per cent of the hardwood lumber is shipped in the rough, the hardwood interests would not seem to be directly concerned in the commission's revision as to reclassification for dressed and undressed lumber. However, there is a tremendous possibility dormant in this case which can be brought into actuality if it is advocated by the trade unitedly, and this possibility is of importance to the extent that it would make possible a reduction in rough lumber rates and at the same time eliminate a great many causes for transportation trouble.

It has been suggested that the obviously fair basis for reclassification, a basis fair to the lumber shippers and to the railroads, would not have to do with any general increase in rates or provide for a reduction to the detriment of the carriers.

It is common knowledge among the shippers of lumber that the pres-

ent minimum carload of 31,000 pounds is much too low to meet actual conditions. Inasmuch as hauling cost is determined by wheel friction, and inasmuch as wheel friction varies directly in proportion to the number of wheels in any train in contact with the rails, it is apparent that the average carload of lumber can be materially increased in size and weight without proportionately increasing hauling charges. In other words, were the minimum increased from 31,000 pounds to 45,000 pounds, each car of lumber would contain approximately one-third more weight and a third less cars would be needed to haul the same total quantity. Hence wheel friction would be reduced nearly one-third and hauling cost cut proportionately. The question of empties would not be altered to the detriment of the railroads but, on the other hand, as it would require fewer cars to bring the lumber into the lumber markets, there would be fewer empties returned.

The aim of the reclassification effort is to secure a differential between the carrying charge for rough forest products and those in semi-finished and finished state. On the face of it this would appear an entirely natural desire. However, it is not true that this reclassification must necessarily result in any increase in the cost of carrying, or any additional charge for transportation of forest products.

The lumbermen have contended that their products bear an undue proportion of the general cost of transportation, and they argue truthfully that the traffic simply could not bear additional burden. It is apparent then that it would be but fair for the railroads to agree to a basis of reclassification if it could be shown that they would not lose by putting this basis into effect, and especially as it can be proven that they would actually benefit and that the trade to which they cater would benefit not alone through direct money saving, but because the lumberman could afford under this arrangement to utilize a greater percentage of the poorer products of the log.

It is easily understood that were this plan of reclassification adopted, it would be advisable to let the present rates on dressed lumber stand, to load cars to a much greater capacity, thus reducing the actual cost of transporting a given volume of rough lumber from twenty-five to thirty-five per cent, which in turn would make feasible a reduction in actual rates on such lumber, thereby effecting the reclassification, insuring an equal if not greater return to the railroads from the handling of forest products and making possible conserving our forest resources to an immeasurably greater extent.

The hardwood interests would be affected favorably by this measure through the possible reduction in rough lumber rates. If this reduction could be brought about, it goes without saying that the lumbermen would be willing to make the effort necessary to accomplish this end, but there is not the slightest chance that without a generally concerted representation, the lumbermen will get the worst of the argument.

Inasmuch as hardwood interests would not be especially affected by a reclassification on the basis advocated by the railroads, but would be tremendously affected by a reclassification on the other basis, it is certainly up to them to do everything within their means to secure a ruling on the latter basis. It is useless to urge such action, however, unless the hardwood interests could act concertedly, which illustrates the absolute necessity for some national hardwood traffic bureau which can take care of just such questions.

This case offers the very condition which would make such an organization possible and feasible. This opportunity which confronts the hardwood men is one of the biggest things with which they have ever been faced. To make the possibility a reality can be accomplished only by their acting through one central body representing the entire hardwood trade. There is time for the organization and perfection of such a body before the hearings, which will take place in the fall. It is most apparent that it is up to the hardwood men to act.

Freight Weights and Shipping Facilities

IF ANY ONE HAS KEPT an even approximate record of the number of freight-carrying craft sunk on the Atlantic and adjacent waters since the war started he will begin to wonder what effect this wholesale destruction of shipping facilities will have when the war has stopped and when the demand for raw material,

equipment, etc., which will be needed in tremendous quantities to repair the damage already done, will have started. It is not likely that the number of boats thus far destroyed will seriously hamper the shipment of freight across the Atlantic, but it is entirely likely that this elimination of so many freight carrying steamers will have the effect of maintaining a comparatively high level of rates even after the war is over, especially in view of the fact that it is almost certain there will be an immediate demand for all kinds of products from the nations which now can secure a great many products only under extreme difficulties.

Were this freight rate in the neighborhood of eighty cents, as compared with less than half of that charged before the war started, the importance of the shipping condition of raw materials handled for export is apparent. It is especially so of lumber in view of the fact that the shipping condition is an alterable proposition which can be changed with time and proper handling to the immense advantage of the shipper and buyer. For instance, were no provision made to take care of additional demands for American lumber when normal shipping is again instituted it would be necessary to call upon stock only partially dried, with the result that the weight of this material and the freight paid for carriage across the water would be a third or a half greater, or even in fact twice as great as would be the charge were the shipment made under normal conditions. It is an easily comprehended fact that the man who has provided against an abnormal demand from abroad when the present warring factions are in position to make purchases and to take up stock when and where they will, and who has laid in a sufficient stock of lumber so that he will have a goodly quantity in the driest possible shipping condition will have an immense advantage over the man who begins to cut only as he sees the belligerents getting together for peace parleys. For instance, take the respective weights of dry and green sap gum. The man who had his gum piled for several months ahead in anticipation of the big export shipment would be able to send out stock that weighed approximately 3,000 pounds. If he started to cut only when he actually knew the war was over and was called upon to ship immediately, the best he could send would be stock that weighed in the neighborhood of 5,000 pounds. Suppose, then, the prevailing freight rate immediately following the close of the war was seventy cents to the port to which the stuff was consigned. There is a difference of fourteen dollars in freight alone, which would mean a tremendous advantage for the man who had the foresight and courage to provide for the future.

Of course, there is a great element of uncertainty in attempting to develop plans for the future, in this instance particularly, the uncertainty being in the main due to the impossibility of foretelling events in the field of war. However, this condition will present an opportunity for somebody who guesses right.

Lumber Cost and Prices

SINCE THE DAYS when paleolithic men swapped arrow heads for fish hooks, prices have been governed by supply and demand, and that law still holds, notwithstanding an apparent belief on the part of some people that such is not the case. The prices of lumber are now so low that the sawmills are operating on a margin of profit so small as to threaten to disappear. The reason for it is too much lumber and too little demand. Increase the demand or lessen the output and the price will take care of itself in obedience to an economic law that controls the trade of the world.

Lumbermen want relief from low prices, and they know whence relief can come. If the output could be regulated to conform to demand, the end would be attained. They could reduce the output by an agreement among themselves, were it not that anti-trust laws will not permit them to use this means of saving themselves from loss and of placing their business on a solid basis. The law threatens them if they even discuss concerted action to reduce output to conform to demand, and nothing less than concerted action will suffice. They are tied hand and foot, as it were, and are forbidden to help themselves in the only possible

way. It seems to be a species of treason to talk of regulating output. Slaughter of timber, waste of low grades, sacrifice of profit, and hard times must all be endured; but the mill owners must not so much as discuss the only remedy within their reach; that is, sawing only as much lumber as the country demands.

If there is a modern "Gad wedded to his idols" and asking to be "let alone," it is that unbusinesslike devotion to the theory that regulation of output must not be discussed, though the lumber business fall.

There seems to be a belief in some quarters that a little more investigation may help out. The government has undertaken to find the cost of making lumber in certain spots. It seems to be vainly hoped that data of cost will in some way help the lumber market. Some of the government's most experienced men are at work on the problem and they may be expected to do a good job as far as they go; but every first-class lumberman in the United States already knows to the dollar what his lumber costs him. Still he is unable to secure a living price. Why? Because there is an over-supply of lumber on the market, and figures giving details of cost cannot help the situation. What is wanted is some action that will bring supply and demand nearer together. If the demand cannot be increased, the supply should be reduced until prices become normal.

The situation might as well be faced fairly and squarely. Statistics of cost will neither reduce output nor increase demand, and consequently will have no effect on prices. Mill owners could help themselves, if permitted to do so, by cutting down output until it is brought within reason; but they are prevented from taking that step by the ever-present threat of the anti-trust laws. If some sane and fair means could be devised to remove that pernicious threat, the lumbermen could do more in a month to place their business on a paying basis than can be done in ten years by investigators and theorists.

Must Work Together on the Traffic Question

THE TIME FOR THE INTERSTATE Commerce Commission's hearing on the question of classification of lumber and lumber products is not any too far distant. It is apparent that what action is taken toward shaping up the lumbermen's side of the case must be taken in the near future, and it surely behooves the various factions interested in this question to overlook the selfish interests involved and to present a unanimous statement before the commission in order that there may be no impression given of lack of accord among the different factions represented in lumberdom. It is imperative that the views of the individual associations be submerged to the interests of the trade as a whole, otherwise, instead of favorable action, or action that will favor any lumber faction, the commission will take the railroads' viewpoint, which will undoubtedly be presented unanimously, and the lumbermen will lose out altogether. There is only one course of action which can be pursued by lumbermen with the hope of successful culmination of their efforts. That plan is for them to confer now only for the purpose of deciding what will be the basis of their appeal and argument. The lumbermen will get nowhere if their present discussion is on the question of what each faction will present to the commission; if they can not present a united front they might just as well cease their efforts and let the question work out its own course.

Without any doubt never before was a problem of such magnitude presented to lumbermen of the United States, and it is not probable that such a possibility will appear again in the future. It means that lumber rates will either be materially advanced or materially reduced. It is entirely up to lumbermen to effect either outcome. If they are united and adopt a single course of procedure to be presented by one body representing the whole industry, it is entirely probable that they will in the end be benefited by materially reduced carrying charges per 1,000 feet, and on the other hand if their action is not concerted, if they devote their present discussion to the question as to what each individual should submit when the time for action comes, the result will in the end be detrimental to all.



Historical Lumber Price Lists



Many persons have been surprised to find that no such a thing exists as a comprehensive history of lumber prices in America. There is a history of almost everything else that concerns the country's industry, but when a record is sought for lumber, the search ends in failure. Investigators have thought it strange that comprehensive and fairly complete lists of prices for past years cannot be found. More than one attempt has been made to compile such lists from various sources, but every effort has ended in partial or complete failure.

The reason why this is so can be discovered by a little examination. There are simply so many prices and of such great variation that they cannot be condensed or expressed as averages; and if they could be so expressed, they would have little value.

What, for instance, is the average value of ash lumber in Maine and in Arkansas? Such an average is not the price in Arkansas, Maine or anywhere else. Again, if a person asks the price of ash, he must mean the price in some particular market. Then, to give an answer, a particular market must be specified; for there is a great difference between the price in Seattle and in Indianapolis. Further, a particular grade must be named, and a particular market for that grade, before a figure can be given that means anything. Ash may be graded as firsts and seconds, No. 1 common, No. 2 common, and millrun. In giving the price, the grade must be given also, and the place, or the price will mean nothing.

In 1912 in the Arkansas market the wholesale price of ash has been quoted at \$36.64 for firsts and seconds, No. 2 common at \$11.25. Suppose ten years from now someone should quote, as a matter of history, that ash lumber in 1912 was worth \$36.64, and not specify the grade or place, would such a quotation be worth anything? It certainly would not; for other figures for the same year, but for different grades, could be quoted to show that ash was worth \$21.42, \$11.25, \$20.33, respectively. Or still other figures could be quoted for the same year, showing that firsts and seconds were worth \$34.50 in Alabama, more than two dollars less than the same grade was worth in Arkansas.

THE HISTORIAN HELPLESS

What could a lumber historian do with such figures? Could he name any one figure as the price of ash in 1912? To the contrary, he would have to give a separate set for every grade, another set for every market, one set for wholesale prices, another for retail. Figures would accumulate so rapidly that their value would soon be lost in an endless wilderness of statistics.

In 1912 the Forest Service made a beginning in a history of lumber prices for that year only. In the single case of the price for ash, fifty-four separate values were given, without touching the retail field, and ten spaces were left blank, presumably because prices for certain places and grades could not be compiled.

Thus, if a man were to ask the simple question: "What was the wholesale price of ash lumber in 1912?" the answer, quoted from the list, would be: "It had fifty-four prices, ranging from \$10.27 to \$36.64."

ENDLESS EXPANSION

Ash has been cited simply as an example. All others are like it, regarding complexity of prices, except that most of them are far more complex than ash. Every grade and every market has a price of its own, and the price for one grade or in one place holds good nowhere else. An average is worthless in such a case.

For instance, the average wholesale price of oak that year in Missouri was \$15.50, and \$22.17 in Mississippi, and for the whole United States \$19.63. Suppose someone should quote the United States average in answering an inquiry as to the price of oak that year. Would that hold for Missouri or for Mississippi? It would not, and it would not hold for any particular place in the United States. It would be a sort of theoretical, visionary price, true nowhere except in the ethereal realms of abstract mathematics.

SOMETHING PRACTICAL WANTED

When a man asks for lumber prices, he wants figures which will

apply somewhere; and averages for large areas, many markets and numerous grades are true nowhere.

This statement is not a criticism of any effort to compile lumber prices. Those who have tried to do it deserve more credit than they have ever received; but it is simply something that cannot be done in a practical way. No human perseverance and ingenuity can condense twenty different prices into one average, without having that average wrong in practical application. In the abstract, the average may be good, but in the concrete it is good for nothing.

Referring again to oak, by way of illustration. The average price of plain oak in 1912 in Missouri was \$15.50; yet in that same market and during the same year the wholesale prices of the different grades were \$6.17, \$11.63, \$23.95 and \$37.62, respectively. The same grades in West Virginia ranged from \$8.99 to \$15.05.

If it is so plainly impossible to compile a list of prices for the various woods, according to grades and markets, for a year so recent as 1912, which is the latest for which statistics are published, it is out of the question to do anything practical in the way of a history of lumber prices covering a term of years. Something might be accomplished, and has been accomplished, along the line of average millyard values for millrun stock; but if more than that is attempted, and grades and markets are considered, the problem grows so complicated and unwieldy that it becomes impossible. This is true without touching retail prices, which would multiply the complications fifty-fold.

ONE PRICE IMPRACTICABLE

When the Forest Service published its list of lumber prices in the United States for 1912, it found it impracticable to give each wood a single price and no more. That would have been a simple and compact record of prices for that year, but it was impossible. The only way of stating anything near the facts was to quote a number of prices for each wood and for each grade. The following table shows the number of prices given for each one of the commercial woods in the Forest Service list for 1912:

Wood.	Number of Prices.
Sugar pine	4
White fir	4
Tupelo	5
Western red cedar.....	6
Western hemlock	6
Western white pine.....	6
Sitka spruce	6
Redwood	8
Western larch	13
Cottonwood	13
Birch	18
Elm	18
Beech	19
Hickory	22
Gum	24
Cypress	27
Eastern spruce	29
Chestnut	32
Maple	34
Douglas fir	35
Western yellow pine.....	35
Yellow poplar	39
White pine	41
Basswood	47
Eastern hemlock	48
Ash	54
Oak	94
Yellow pine	129

Total (28 woods)..... 816

It is thus seen that an average of 29 prices is required for each wood in a single year to express its wholesale value.

* The Panama exposition ought to be a splendid place to exploit eastern hardwoods and help enlarge western trade in them.

Conditions look very good right now for a successful promoting of oak in cabinet work, both plain and quartered.

Excelsior and the machines for making it originated in America, but the French took the idea of excelsior making, improved on it considerably and developed the article known as wood-wool.

There is considerable variety in the offerings to select from in equipping a filing room these days, and from among them every mill and factory should be able to get that which just fits its needs.



R. B. GOODMAN, GOODMAN, WIS.,
PRESIDENT



O. T. SWAN, OSHKOSH, WIS.,
SECRETARY



EDWARD A. HAMAK, CHASSSELL, MICH.

The Wisconsin Meeting

The Northern Hemlock and Hardwood Manufacturers' Association met at Oshkosh, Wis., on Thursday and Friday, July 29-30, in its regular quarterly meeting. The mornings were given to business sessions and the afternoons to entertainment of the visitors.

Secretary O. T. Swan opened the session with a meaty report containing many suggestions especially pertinent. Mr. Swan maintained that the business of manufacturing and selling lumber is rapidly growing more complex, and radical proposals are being advanced by responsible organizations so rapidly that it is difficult to realize the adverse situation which might easily develop. Mr. Swan said: "If you have ever believed that there was no particular need for organized action by lumber manufacturers, now is the time to dispel that belief and picture the latest enemies which the trade must meet."

He then referred to freight matters, referring especially to the coming investigation by the Interstate Commerce Commission of the entire question of lumber freight rates, saying this is the most important rate matter which has ever come before the lumber industry, as it has the possibilities of developing new markets or absolutely eliminating some of the present markets for respective types of lumber.

The report touched on the inspection service, stating that association members who have the use of inspection service are given advantages over non-members with whom they are in competition, as they have competition on the basis of established grades, this competition being reduced to a question of price and quality.

Referring to the sales bulletin and statistics, the report went on to the question of production costs, in which was stated that many industries are undermined by incompetent small manufacturers who sell their products for prices less than the actual cost of manufacturing, believing they have a profit, but not realizing they are not charging enough to replace their investment and cover other charges. Mr. Swan expressed himself as believing that in lumbering it is not only the small manufacturer, but many larger manufacturers who are equally at sea.

As to the question of taxation, Mr. Swan said the association has made a study of the effect of accumulating charges on 36,000 representative acres. This was covered in C. H. Worcester's report before the Federal Trade Commission.

Under the subject of advertising, Mr. Swan urged that the association adopt a trade mark in order to segregate association benefits and benefits from advertising to members. He said it is the judgment of the committee that if this trade mark or brand can be combined with a branch on birch products, and perhaps on other products, the value

of the money spent in advertising will be considerably increased.

On the question of technical work, Mr. Swan said arrangements were completed with the Forest Products Laboratory looking toward tests of representative hemlock shipments from Wisconsin and Michigan so that actual figures and data may be available for members of city building codes committees in order that they may include hemlock in their specifications. Mr. Swan touched on the mill scale study to take place at the Goodman Lumber Company's plant, Goodman, Wis., on the day following the meeting. He said: "The mere estimate of the relative number of board feet in two different logs is not an estimate of their relative values, and in purchasing logs it is desirable to have much more definite information than we now possess."

Average Costs of Lumber

J. W. Kaye, chairman of the committee on statistics and accounts, read an interesting paper and conducted an interesting discussion on statistical results compiled as a result of investigations made by the committee.

Following is a summary of results arrived at from work in gathering such costs. Mr. Kaye said that it would be possible to get reports on bark, wages, oil, fuel, saws, number of lath per thousand feet of logs and a number of other important subjects if it is so desired by the association.

AVERAGE LOG COST OF LUMBER			
Pine,	No. 5 and better,		\$13.26
Maple,	No. 2 and better,		12.19
Maple,	No. 3		2.72
Birch,	No. 2 and better,		15.66
Birch,	No. 3		3.43
Bass,	No. 3 and better,		14.49
Elm,	No. 2 and better,		15.70
Elm,	No. 3		3.11
Hemlock,	No. 2 and better,		10.63
Hemlock,	No. 3		1.22
		Hard-	Soft-
		wood	wood
Average cost of manufacture		\$3.87	\$2.88
Average cost of depreciation		.64	.48
Average cost of shipping		.90	.90
Average cost of sales expense		.49	.49
Average cost of general expense		1.06	1.06
Average cost of interest		.97	.97
Average cost of amortization		.52	.52
Average cost of discount and deduction		.60	.60
Cost of manufacturing and shipment less planing mill.		\$9.05	\$7.92

COSTS OF LUMBER, LUMBERING AND MILLING IN THE NORTHWESTERN STATES		MONTHS ENDING		TOTAL
		1914	1915	
Pine	No. 2 and better	\$87.00	\$77.00	\$82.08
Aspen	No. 2 and better	90.00	90.00	21.24
Maple	No. 2 and better	90.00	90.00	11.77
Fir	No. 2 and better	100.00	90.00	24.74
Pine	No. 1	90.00	90.00	12.48
Aspen	No. 1 and better	100.00	90.00	25.54
Fir	No. 2 and better	100.00	90.00	24.75
Pine	No. 2 and better	90.00	90.00	12.46
Aspen	No. 2 and better	100.00	102.00	18.55
Maple	No. 1	90.00	70.00	9.11
Average cost of lumber				87.48
Average cost of lumber and millage				8.04
Average cost of lumber, millage and freight				1.81

An Excellent Hemlock Silo

Mr. Key called attention to a model silo which was shown on the

concert floor. The silo was built of hemlock. He referred to silos of this type which had been used for fourteen years with only slight repairs at the end of that time. This silo is now recommended by agricultural agents because of its durability and because of the fact that it prevents freezing. The silo in 12x25 foot size can be built for \$135, whereas a similar cement silo would cost from \$350 to \$500. It is cheaper than a stave silo, as there are no hoops and repairs are minimized.

There was considerable discussion regarding reports for the association bulletin. The question was finally held over until the next day's session, to come up under the head of new business.

State Legislators Friendly to Lumbermen

A. L. Osborn reported for the bureau of transportation and legislation. He said legislative matters are in a satisfactory state and that the state legislature is more kindly disposed toward lumbering than ever before. He said he has just been advised that tax laws have been revised satisfactorily from the lumbermen's viewpoint.

The freight traffic bureau, according to Mr. Osborn, decided it would engage a man to work with the secretary, this man to be engaged on the basis of salary and expenses, the earnings from the department to go to association funds. He cited other cases in which association traffic experts have worked out successfully. Mr. Osborn discussed the proposed reclassification of rates and seemed rather in favor of higher rates on doors and such finished articles.

Frank F. Fish, secretary of the National Hardwood Lumber Association, referred to a letter received from A. Fletcher Marsh, chairman of the traffic committee of that organization, in which Mr. Marsh referred to a communication from Eugene Morris, secretary of the railroad classification committee, to the effect that he would be glad to receive requests for a conference with lumbermen regarding points to be agreed upon in the classification movement. Mr. Fish raised the question as to whether efforts to combat the railroads'

viewpoint would be carried on locally first and then in a national way or all in one movement.

There was considerable discussion on the question as to whether the ultimate finished article should have a higher rate than the rough lumber.

The president then appointed the following committee on resolutions: J. T. Phillips, M. J. Fox, George H. Chapman, W. B. Earle and W. B. Colburn.

The meeting adjourned for the day.

FRIDAY'S SESSION

President Goodman opened Friday's session with a short talk in which he summarized the following recommendations:

In the past three or four years the situation has changed and our association has had to change with it, not because any of us were keen about being progressive and doing things for our membership has always been and is now conservative. We all would have liked to be let alone

to run our business to suit ourselves. We were dubious about advertising lumber. We considered our bookkeeping a private matter. We felt that we were giving the railroads so much business that they would look out for our interests in traffic matters. We felt the competition of southern pine, but believed the southern operators would, in a few years, have cut all of their timber and that the market would be left to us. Our thoughts concerning the timber in the West did not include it as a comparative factor. We were busy selling our lumber and with the proceeds we were ourselves buying timber in the South and in the West.

We would have liked that state of things to continue, but the South and West have broken into our melon patch. They are selling their lumber in Chicago, Mil-



ON THE BOAT—MRS. O. T. SWAN, MISS QUINLAN, S. T. SWITZER, MISS QUINLAN, M. J. QUINLAN (WITH THE MUSTACHE)

waukee, Beloit, Oshkosh—even on the shores of Lake Superior, in competition with our hemlock at \$1.50 off the list. The Southern Pine Association is spending 25c per M to increase the sale and expand the territory for southern pine, and its enterprising secretary reports that he believes his association, although only about three months old, has already "switched at least 75,000,000 to 80,000,000 feet—i.e., specifications that were out specifying other woods have been changed to read 'yellow pine.'" The Inland Empire manufacturers have raised \$200,000 to exploit their woods, principally in the territory that we have been supplying. The Arkansas Pine; The North Carolina Pine; The Western Fir and the Southern Cypress and Gum are aggressively pushing their products in competition with ours. Last week a man building a house in a small village on the Soo Line, not fifty miles from Goodman, got figures on his lumber from the local yards carrying Wisconsin material—he also got figures on fir from the Pacific coast—fir got the order. A \$500,000 hotel in an Ohio city is in course of construction. The owner and architect both wanted birch finish, but the gum people landed the job.

About ten of our members made complete confidential cost reports to our bureau of statistics and accounts and it was found that every one of these members is selling his hemlock and his maple at a loss and that the average loss exceeds the value of the stumpage. We are giving away our maple and hemlock trees. We paid for this stumpage once, and we believed that we had made a profitable purchase, and we have been paying interest and taxes ever since and now we are giving away our stumpage.

The railroads are not looking out for our interests—nor is the Interstate Commerce Commission, though the commission does offer us a chance to look out for our interests ourselves, but to protect our interests requires trained expert work. In the past our relations with the

retailers in our territory have been most intimate and friendly and these relations still exist with many of the retailers, but I am told that there are cities in Wisconsin in which there is no yard carrying hemlock lumber or white cedar shingles, and these dealers we are still on ethical grounds trying to protect. In our respective states we are confronted every year or two with a mass of legislation—some of which deserves our support and some of which our strongest condemnation. We also frequently have to contend with unequal, and, what we believe to be in many cases, unjust methods of taxation. Many of these problems can be met only by our co-operative efforts.

Confronted as we are with the actual conditions as I have briefly described them, it is evident that the work that our association has undertaken deserves our support and co-operation, and what we are doing in our own immediate field the National Hardwood Lumber Association is doing in the general field of hardwood production and distribution.

I have spoken of the competition we are facing with other producing regions—much of this competition is legitimate. There are certain items of lumber that can be manufactured in Texas or Washington and shipped to Wisconsin and sold at a lower price than we can afford to manufacture and deliver those particular items. On the other hand, all over our country, lumbermen are working at cross purposes and one kind of building lumber is shipped hundreds of miles past another kind of building lumber, on the same railroad. This is an economic loss which a strong national association will, in time, be able to overcome.

I have said that we are selling much of our lumber at less than cost of production. The hearing at Chicago last week before the Federal Trade Commission disclosed the fact that every other producing region in the country was doing the same thing. I believe this hearing has laid a foundation for much constructive betterment from within our industry and from Washington. One fact was positively established—that the interests of our industry and the interests of the public of the entire nation are indissolubly linked together.

Some Yard Men Discriminate Against Northern Products

M. P. McCullough, chairman of the advertising committee, then discussed advertising work. E. A. Hamar reported for hemlock publicity and expressed himself as believing the efforts to increase the markets for hemlock are not sufficient. He cited the work of the cypress association, which has twenty-five cents per thousand feet available for cypress exploitation, saying hemlock is off from \$3 to \$4, whereas cypress has increased \$2. He said one cypress manufacturer contributed \$30,000 to this work. He recommended an assessment of from ten to fifteen cents per 1,000 feet to meet the actual demands. Mr. Hamar cited an instance of competition of southern pine, saying that without some insistent effort hemlock will be deprived of local markets and left decidedly in the rear.

Referring to the question of ready-cut houses, he said that in spite of advice to the contrary retailers can furnish materials for houses to be finished at from twenty to thirty per cent less price.

The question of white cedar shingle markets and markets for hemlock was discussed by M. J. Quinlan, who maintained that certain yards are discriminating against these woods. He cited one case in which three yards were involved in a certain Wisconsin town. Two of these carry yellow pine lumber and red cedar shingles and the other carries hemlock and white cedar shingles. The pine men maintained

that inasmuch as the demand is for these woods they must specialize, while the third retailer said this is not so; that builders want advice as to the best woods to use, and hemlock and white cedar can be pushed if the work is done intelligently. Mr. Quinlan said Wisconsin railroads should be urged to accept Wisconsin woods for certain purposes rather than foreign woods, which are no better adapted to those purposes.

The Market Conditions Reports

M. J. Quinlan took the chair as chairman of the market conditions committee and called upon George N. Harder, who reported for hemlock as follows:

After a careful survey of the situation, the outlook appears very favorable as the conditions which appear on the commercial horizon are decidedly encouraging. There are better things in store for us in the immediate future; in fact, there is a greater demand for hemlock today than there was thirty days ago, although there does not seem to be any

increase in values, but with the demand increased and a little perseverance and determination on the part of all lumber manufacturers we should soon be able to realize better values; at least get a new dollar for an old one, and not sacrifice our stumpage, to say nothing of our profits.

Hemlock is being offered today by some of our members at a concession of 85, while we have heard of some sales, of special stock, being made at 85.50 and 85.75, but these are very few, and we believe the average concession, and the one which represents the market, is 84.50 from Broughton's list of February 25, 1915.

At the January meeting, our worthy chairman, M. J. Quinlan, read a letter in which a statement was made that fir was being sold in Rochester, N. Y., at a flat

price of \$20.50, which included all lengths up to 30 feet. I have in my possession at the present time a letter from the same company, which letter is dated July 20, 1915, stating that fir is no longer being offered to any extent, in competition with hemlock, west of Utica, N. Y., and very little west of Albany, N. Y. This same letter states that yellow pine is being now offered at a price approximately \$2 per thousand feet less than is asked for hemlock.

Your committee feels that this association should go on record as approving the very able presentation of facts of the situation which we are struggling against as given by our very worthy friend and co-laborer, C. H. Worcester, before the Federal Trade Commission, on Tuesday, July 20, 1915, and show our appreciation of his activities.

In closing, permit me to say that your committee feels that it is an opportune time for us to go slow and steady and by so doing soon reap our reward.

Mr. Kaye again discussed the model silo for the benefit of those who had not attended the Thursday session. C. H. Worcester suggested that it would be well to prepare a plan and specifications for the construction of this silo for distribution among the farmers. He suggested this could not be done under the present appropriation and that additional appropriations will have to be levied or markets lost.

Edward Hines of Chicago referred to the recent meeting of the white pine people in Chicago and recommended that a similar plan to that adopted at that meeting be adopted by the Northern Hemlock and Hardwood association, under which could be utilized the forces of salesmen of members of the association to collect information



THE PAINE LUMBER COMPANY'S PLANT, OSHKOSH, WIS., FROM THE RIVER

resulting use of and increase and decrease in consumption of hemlock is to order that an intelligent campaign may be conducted to the end that markets may be more fully developed. He said that the architect should be approached directly with the view of interesting them to such information as would be compiled in this way, and that the manufacturers are not helping their business enough to maintain markets, but are blaming the men when sales do not come in properly. He made a strong plea for action on this score, saying he would be willing to agree to a twenty-five cents a thousand feet levy. The question was taken up by the resolutions committee, as noted later.

Plan to Cut White Cedar Shingle Surplus

Charles E. Daley of the Menominee River Shingle Company, Menominee, Mich., presented the following proposition in behalf of white cedar shingles. Mr. Daley has been interested in retuning as well as in the manufacture of white cedar shingles, and said this type of shingles is not receiving just consideration by the retailer, as the width of the red cedar shingle rather recommends it to the builder. Mr. Daley said there are over 100 retail lumber dealers in southern Wisconsin and 100 in northern Illinois in the vicinity of Rockford or north of the Chicago-Aurora line. If each of these dealers would put one car of white cedar shingles in their yard, car containing 100,000 pieces, it would make a total of 80,000,000 shingles and materially reduce the surplus at northern Wisconsin and Michigan mills. He maintained if they will put in white cedar shingles they will sell them easily and come back for more. Mr. Daley has made a close personal investigation of the trouble with white cedar shingle markets and said that after closely analyzing it he has concluded he could personally put through a proposition of this sort, and believes the association should give him the opportunity. His plan was well received and may be adopted by the association.

Interesting Figures on Hardwood Values

C. A. Goodman reported for birch, elm and basswood. His paper follows:

FAS basswood 5/4 and thicker is not plentiful in dry stocks and in some instances better prices are being obtained than at the beginning of the year. Quite a little dry 4/4 has been moving and although some low prices have been made there have been, at the same time, some sales \$2 or \$3 higher than the lowest prices, so that there seems to be quite a variation on prices being quoted on FAS and it may be that some prices are being made lower than the market. At present fair average prices of sales made seem to be as follows: f. o. b. mill points: 4/4, \$35; 5/4 and 6/4, \$37 to \$38; 8/4, \$38 to \$40.

Some sales have been made right along on basis of 4/4, \$36; 5/4 and 6/4, \$38 to \$40; 8/4, \$40 to \$42; 10/4 and 12/4 FAS is sold in small quantities and the price seems to vary from \$47 to \$48.

No. 1 common basswood 5/4, 6/4 and 8/4 is not very plentiful. Prices are running f. o. b. mill about \$25 to \$27, with some 8/4 selling at \$28.

4/4 No. 1 common basswood is where the largest variation occurs in price and also the greatest variation in grade. 4/4 No. 1 common is being quoted as low as \$21.50 delivered Chicago, and as high as \$26.50. Quite a number of sales are being made at \$23 to \$24.50. An average of some sales made would indicate that price of 4/4 No. 1 common ought not to be less than \$24 f. o. b. mill points, with perhaps a concession of 50c to \$1 on stock that runs unusually narrow or short, or where the 4 and 5" clear siding strips have been taken out.

No. 2 common basswood is selling at \$20 to \$21 for 5/4, 6/4 and 8/4, and \$17.50 to \$18 for 4/4 delivered Chicago and Milwaukee.

No. 3 common basswood is selling at \$17 to \$17.50 for 5/4, 6/4 and 8/4 delivered Milwaukee and Chicago, and \$15 for 4/4. This makes the prices at the mill about as follows:

4/4 No. 2 Common.....	\$17.50
5/4, 6/4 & 8/4 No. 2 Common.....	18.00 to \$18.50
4/4 No. 3 Common.....	12.50
5/4, 6/4 & 8/4 No. 3 Common.....	11.50 to 15.00

This No. 3 basswood comes somewhat in competition with \$4 white pine and it seems that this price for No. 3 basswood is very much lower than it should be. Three years ago No. 3 4/4 basswood sold at about \$1 less than white pine No. 4 boards. Now it is selling at \$3 or \$4 less.

Basswood, taken all the way through, is selling at less than its intrinsic value when you consider the many purposes for which it can be used. The stocks of basswood through the state are being reduced and we believe the time will soon come when dry stocks will be at a premium. At present the selling price of 4/4 and thicker log run f. o. b. mills appears to be about \$24 to \$25, and for 4/4 and thicker No. 3 about \$13.

Stocks which are being sorted up and sold direct to the trade are netting some more than this according to the percentage of FAS. A good fair stock of basswood running 25 to 30 per cent FAS ought to net \$27 to \$28 for No. 2 and better and about \$14 for No. 3 common f. o. b. mill.

ELM

Soft elm is fortunate in being so much lighter supply that the demand is taking the dry stock a fast and steady road to a price a high or higher than at the opening of the year. At present there seems to be no accumulation of dry soft elm in any grade or thickness except some 4/4 jacket boards that is, low grades 4/4 common narrow and short and mostly No. 1 and 2 common. A comparison of sales recently made would indicate that No. 2 common and better 4/4 is worth about as follows, f. o. b. Wisconsin mill points: Narrow 4/4 about \$22 to \$4 and 6/4 \$26, and 8/4, \$27 to \$28. On grades of thickness of sales have recently been made and are being made now at prices about as follows:

12/4.....	\$42.00	\$30.00	and	\$18.00
6/4 and 8/4.....	37.00	27.00	and	17.00
5/4.....	36.00	26.00	and	16.00
4/4.....	36.00	26.00	and	16.00

It goes average widths, but jacket boards (short and narrow) are selling at prices less than this down to \$34, \$22 and \$14. A good average cut of soft elm 5/4 and thicker with the jacket boards cut that will run 25 to 30 per cent FAS should be worth \$27 to \$28 at the mill.

No. 3 elm has suffered on account of low prices made on other No. 3 hardwood and is now selling at considerably lower prices than it should. The current price on 4/4 No. 3 elm delivered at Wisconsin manufacturing points seems to be about \$14.50, some sales being made at \$15, with 50c added to the delivered price for resawed rough. 5/4, 6/4 and 8/4 selling at from \$1 to \$2 above this price. This appears to make the present price f. o. b. mill points about \$12 for 4/4, \$13 for 5/4, 6/4 and 8/4. Even under present conditions, prices ought to be f. o. b. mills not less than \$14 for 4/4 and \$15 for 5/4, 6/4 and 8/4.

There has been such a scattered demand for rock elm that it is difficult to get a line on the price. Apparently there is much less rock elm in the state than at any time for some years and all thicknesses, even 4/4, seem to be moving out, so that there does not appear to be much of an accumulation of any one thickness. This seems to be selling f. o. b. mill points at about \$22 for 4/4 and \$24 to \$26 for 5/4, 6/4 and 8/4. There is much variation in the quality of rock elm, some of the better cuts selling as high as \$30 for the entire product No. 2 common and better. This would take stocks where the logs are good enough to produce some stock thicker than 8/4.

Apparently log run rock elm is now worth from \$26 to \$28 f. o. b. mill, according to quality. There is very little of this sold on grades, although some sales have been reported of No. 1 common and better at about \$4 per thousand feet above the price of No. 2 common and better.

BIRCH

Birch, being a wood of which there is a large amount of good quality produced in Wisconsin, quite a large amount of which is manufactured early in the year and comes on to the market early in the summer, seems to vary more in price through the year than some of the other woods. Some birch is being offered now, especially FAS and No. 1 common, at prices less than were being obtained last winter and at probably much less than the stock will be selling for next winter. The mills naturally want to move this lumber as soon as it will get dry, but the best market is in the winter when manufacturing consumers are making contracts and when the interior finish people are getting ready for their spring business. For this reason it seems a mistake to go out and try to sell birch now by making extremely low prices.

4/4 FAS birch is selling in some cases at \$40 f. o. b. mill, but some sales have been made as low as \$35 and \$36; 5/4, 6/4 and 8/4 is selling at from \$2 to \$4 more than 4/4. The good fair market price of birch today, based on actual sales, appears to be 4/4 FAS, \$38; 5/4, 6/4, \$42; 8/4, \$44. These prices refer to unselected birch of good average widths and lengths and would say that these prices are not the top prices because some sales are now being made at higher prices than these. Present conditions would justify price of \$40 f. o. b. mill for 1" FAS; \$44 for 5/4, and \$46 for 6/4 and 8/4. There has not been much demand for 10/4 and 12/4 FAS birch until recently; there has been some business in 10/4 on account of eastern war orders. 10/4 is being sold at \$56 to \$58 delivered Philadelphia for FAS, and No. 1 common at \$10 less.

No. 1 common birch containing 50 to 60 per cent of the log naturally accumulates faster than the other grades. For this reason there appears to be at times unreasonably low prices made to move this grade in advance of the natural demand. A good grade of 4/4 No. 1 common birch is bringing \$20 at the mills; 5/4 and 6/4 about \$24, and 8/4, \$26. 6/4 and 8/4 No. 1 common birch is scarce and in fair demand. 5/4 No. 1 common is in more plentiful demand, but seems to be moving about as fast as dry. There is considerable 4/4 No. 1 common in the yards but there appears to be no reason for making the price any less than \$20.

4/4 No. 2 common birch has been shipped out cleaner than the No. 1 common. Some of the larger mills have absolutely none of this in their yards. This is selling now at about \$12 to \$13 f. o. b. mill points. 5/4 No. 2 common is selling at \$14 to \$15 f. o. b. mill points and is scarce. 6/4 and 8/4 No. 2 common should bring \$16. There is very little at the mills and there is enough demand to take this as fast as dry. It would seem that a fair price for birch f. o. b. mills on a basis of 4/4 with the other thicknesses higher in proportion would be \$40 for FAS, \$20 for No. 1 common and \$11 for No. 2 common, and as low a price as any of the average sales would indicate necessary to make at present, and these sales we

should say were perhaps a little below the market, would be \$38 for 4/4 FAS, \$19 for No. 1 common and \$13 for No. 2 common.

No. 3 common birch has been its own competitor and price has worked down from \$16 delivered Milwaukee to \$12.50 and \$13, and some sales made as low as \$11.50. We have taken the trouble to follow up a lot of these sales and find out the exact conditions, and in every instance these prices are being reduced in competition with birch and with nothing else. I do not believe that anyone can figure that they can deliver No. 3 common birch in Milwaukee at less than \$16 without losing money. I believe that the utmost concession from that figure required by the present conditions of other woods would be from \$1 to \$1.50, which would make the price \$14.50 to \$15, and I am sure if the price had not been reduced before this point that as much No. 3 birch would have been used.

5 4, 6 4 and 8/4 No. 3 birch is selling at about \$1 above the price of 4/4. This would make the No. 2 and better price f. o. b. mill points in Wisconsin on birch \$22 to \$24, according to quality, and No. 3 common about \$9.

E. A. Hamar, reporting for maple, oak and ash, said there are no great surpluses in these woods.

Chairman Quinlan summarized the views of the market conditions committee as follows:

Mr. Quinlan's Report

The Michigan midsummer meeting, held a few days since at Mackinac Island, develops this condition: that notwithstanding a decided actual reduction in production, stocks on hand have increased, and there is much less lumber under contract than a year ago. This report shows pretty clearly that conditions there are identical with our own.

I have endeavored to get some information on yellow pine, which summarized shows about as follows: Yellow pine piece stuff is about \$2.50 per M higher than January first. All inch common except 6" and 8" No. 2 about 50 cents higher—6" and 8" No. 2 is about \$1.50 higher. Common and better yellow pine is a trifle lower—say about 50 cents.

There is one subject that I think calls for pretty strong action by this association. Here it is: Many yards in Wisconsin and northern Illinois have cut out hemlock and white cedar shingles and substituted for them yellow pine and western shingles, and yet the owners of these yards claim our protection. This is true in cities like Madison, Appleton, Green Bay, and I presume is also true right here in Oshkosh.

The fault lies partly with the architects and builders, but mainly with the retail yards themselves. Some retail dealers will tell you this is beyond their control, but I dispute this, for I know of at least one city in Wisconsin supporting three yards—one yard handles almost exclusively hemlock and white cedar shingles, while the other two yards handle almost exclusively yellow pine and western shingles, and the yard handling the hemlock and white cedar does the largest business, thus proving that hemlock lumber and white cedar shingles can be put into use, if a little effort be made. We have the remedy in our own hands if we only will use it. The remedy is to establish in such towns as have cut out hemlock a hemlock yard, or, if this action be too radical, then to put out salesmen into such territory to sell direct to the builders and consumers, always protecting the dealer who loyally handles our products. I think this remedy should be put into effect without unnecessary delay.

Concluding, these reports will not make us feel any too good, and were wisely set down for the closing day of our meeting so as not to interfere with our enjoyment of the splendid entertainment furnished us yesterday by the committee in charge. As a rule your bureau of grades committee has tried to see and submit as favorable reports on conditions and prospects as possible, and thus encourage us all to return to our several homes at least hopeful. Today's reports, however, outline present conditions and future prospects exactly as they appear to your committee.

Perhaps a word about continued curtailment of production would not be amiss. A careful study of costs and realization ought to be sufficient to control this subject. Let each member take these figures home with him and compare the averages shown with his own costs, being sure to get into his own costs all the items that properly belong there. Then, if satisfied with the showing, go ahead as usual—but if not satisfied with the showing, apply the remedy, which is so apparent.

E. A. Hamar, who was appointed delegate from the Northern Hemlock and Hardwood Manufacturers' Association to the annual meeting of the National Lumber Manufacturers' Association at San Francisco, said that without a doubt this meeting was the most productive of any meeting he had ever attended.

C. H. Worcester, in reviewing the lumbermen's plea before the Federal Trade Commission at Washington, said this work must be followed up to produce results. He expressed doubt of positive action, but believes lumbermen will be given greater freedom and predicts a federal corporation law under which firms can be incorporated to be given certain privileges with certain penalties for abuse of these privileges.

The committee on resolutions then reported as follows, the various resolutions being unanimously adopted:

Resolutions

WHEREAS, At least one-half of the members of this association are not reporting stock on hand and cut and shipments, and a still larger proportion are not reporting sales;

RESOLVED, That the statements obtained of cut, shipments, stock on hand and sale reports shall be mailed only to firms reporting. Any firm not making sales in any week reporting that fact to the secretary will be excused, and it is further

RESOLVED, That this rule applies only to members shipping five million or more per annum; be it further

RESOLVED, That this would take effect September 1, 1915, and that the secretary be instructed to publish this resolution in the next issue of the bulletin.

RESOLVED, That the following amendment be presented at the next quarterly meeting of the association:

RESOLVED, That Article 2 of the constitution be amended by changing the fifth line to read at least 25 per cent; and the second paragraph to read: "The board of directors shall have authority to accept or reject any applications possessing the above qualifications for membership."

RESOLVED, That the communication of A. F. Marsh, chairman of traffic committee of the National Hardwood Lumber Association, relative to the investigation of the lumber industry proposed to be made by the Interstate Commerce Commission, be referred to the bureau of transportation and legislation with full authority to represent the interests of this association, and that Geo. H. Chapman is hereby authorized and instructed to act with this bureau in its consideration of this action.

RESOLVED, That the bureau of grades and the bureau of promotion be authorized to investigate the market conditions in Wisconsin, upper Michigan and adjacent territory affecting our members manufacturing lumber, lath and shingles to determine the best methods for developing our trade in this territory and to make such recommendations as they may deem advisable to this association as soon as possible.

WHEREAS, This midsummer meeting of the Northern Hemlock and Hardwood Manufacturers' Association has been one of the most successful and enjoyable in its history, this being due to the active efforts of our associates and friends of Oshkosh.

RESOLVED, That the grateful appreciation of our visiting members and guests, and of our entire association be extended to Mr. Osborn, Mr. Hollister and the various business institutions of this city who have contributed so liberally of their time and their money, and especially of their cordial hospitality to make this meeting one of enjoyment long to be remembered and of lasting profit; be it further

RESOLVED, That our thanks be extended to Mr. Athearn and his associates for their courteous treatment and efficient service.

The meeting then adjourned.

ENTERTAINMENT

The entertainment program as prepared by the Oshkosh hosts comprised a four-hour boat ride up through the historical river and lake country lying back from Oshkosh and away from Lake Winnebago. The boat, returning, described a wide circle out in the lake, getting back to the landing at six o'clock Thursday evening.

All of the visitors sat down to a well-appointed banquet at 8:30, which affair did not break up until nearly midnight.

On Friday afternoon a number of machines were on hand to give the visitors a view of the country. The trip consisted of a thirty-five to forty mile run up through the farming districts west of Oshkosh, and thence back on the south side of the river and across the bridge into town.

If the hardwood sawmills would take the time and trouble to reduce more of their product to specific dimensions—to refine it—before shipping, the mill output would be smaller, the lumber market would be better and the return should be more satisfactory.

From the general use of turned work in furniture designs it would seem that the turning lathe branch of the machinery trade should be doing very well.

Interference with the imports of rattan and chair cane should help some in developing business in veneered chair seats and veneered back panels.

No matter how commendable a man's morals and methods may be, if he makes a failure financially he is seldom applauded, while if he succeeds conspicuously his faults are thereby whitewashed.

Interesting Traffic Developments

In the case of the Nebraska Bridge Supply and Lumber Company of Omaha, Neb., versus the Alabama Great Southern Railroad Company, the Interstate Commerce Commission held that rates for the transportation of low grade cedar logs in car loads from Wauhatchie, Tenn., New England, Sulphur Springs and Rising Fawn, Ga., and Keener, Pertersville, Collinsville and Argo, Ala., to Atlanta, Ga., are unreasonable to the extent that they exceed the rates contemporaneously applicable to the transportation of common logs in car loads from and to the same points. Rates on this basis were prescribed for the future.

The shipments on which complaint is based consisted of low grade cedar logs, including posts, poles and piling not suitable for manufacture into lumber or for export, intended for manufacture into pencil shits, averaging 35,338 pounds per car, and worth from \$150 to \$170 per car. The service required for such shipments, the equipment used, and the likelihood of loss or damage in transit are about the same for common logs averaging 10,000 pounds per car and worth from \$100 to \$250 per car, the commission points out. Quoting further from the opinion, it is said that common lumber, worth from \$200 to \$250 per carload is more liable to damage in transit than are low-grade cedar logs. Cedar lumber is worth from \$300 to \$800 per carload and cannot be shipped in open cars.

In the case of the Nebraska Bridge Supply and Lumber Company versus the Nashville, Chattanooga & St. Louis Railway, the commission holds that the rates on low-grade cedar logs from certain points on the line in Alabama and Tennessee to Atlanta were unreasonable to the extent that they exceeded the rates contemporaneously applicable to common logs from and to the same points. No substantial difference in transportation conditions appears for the transportation involved in this case, and upon all of the facts disclosed the commission finds that defendants' rates for the transportation of low-grade cedar logs in carloads from Wauhatchie, New England, Sulphur Springs, Rising Fawn, Keener, Pertersville, Collinsville and Argo to Atlanta are unreasonable to the extent that they exceed the rates contemporaneously applicable to the transportation of common logs in carloads from the same points of origin to Atlanta, which basis will be prescribed as a reasonable maximum basis for the future.

Rates charged for interstate transportation of carload shipments of logs milled in transit at Alexandria, La., have been found unreasonable and unlawful in the commission's ruling in the case of Ferd Brenner Lumber Company versus Morgan's Louisiana & Texas Railroad and Steamship Company. The commission's report in this case, in part, follows:

The complainant is a corporation engaged in the manufacture and sale of lumber, with one of its plants at Alexandria, La. By complaints filed May 12, 1914, and June 15, 1914, it alleges that the defendant collected unreasonable charges for the transportation of carload shipments of logs from Barbreeck and other Louisiana points to Alexandria, milled at Alexandria and re-shipped as finished products to New Orleans for export, and also to interstate destinations.

This case involves thirty-four carloads of hardwood logs shipped from Barbreeck, Sunset, Burlington Spur, Gold Dust and Stewart, La., to Alexandria, between October 3, 1912, and April 14, 1913. The complainant paid charges to Alexandria on 803,600 pounds of logs at the local rate of seven and one-half cents per hundred pounds on forest products and at the local rate of six and one-fourth cents per hundred pounds on 1,342,300 pounds. Between December 13, 1912, and May 15, 1913, complainant shipped from Alexandria to New Orleans, for export, and to Oakland, Cal., fourteen carloads of finished lumber, aggregating 804,400 pounds, manufactured from hardwood logs that originated at the points named.

Another set of shipments involves twenty-three carloads of hardwood logs, aggregating 1,464,100 pounds, shipped to Alexandria from Garland, Belleview, Stewart and Gold Dust, La., between April 3, 1913, and October 1, 1913. The complainant paid charges to Alexandria on 1,105,700 pounds at the rate of six and one-fourth cents per hundred pounds on forest products, at the local rate of six and one-half cents on 113,100 pounds, and at the local rate of seven and one-half cents on 245,300 pounds. Between September 15, 1913, and December 22, 1913, the complainant shipped from Alexandria to New Orleans, for export, and to Laredo, Texas, and to Hampton, Va., nine cars of finished lumber aggregating 492,200 pounds manufactured from hardwood logs. The defendant maintained a transit arrangement at Alexandria on logs, rough heading,

staves and stave bolts from October 1, 1913, until July 22, 1913, and on rough heading, staves and stave bolts from July 22, 1913, until September 10, 1913. The transit rate was three pounds of logs to one pound of rough lumber. Several of the cars from Gold Dust moved during the second period named. The complainant is all the failure of the transit tariff in effect during the second period named to provide transit service on logs.

Upon all of the facts of record the commission finds that the charges collected on the shipments which moved during the period while the provisions of the tariff were in effect on the shipments involved were unreasonable to the extent that they exceeded the charges which would have accrued if the bills of lading had stated the kind of logs shipped, that the non-inclusion of logs in transit service during the period from July 22, 1913, to September 10, 1913, resulted in unreasonable charges on the shipments which moved during that period to the extent that the charges collected exceeded the charges which would have applied on the basis of the net rates applicable during that period; that the lawful back haul referred to in the tariff involved should have been measured by the distance from the points of origin of the logs to the milling point; that the complainant made the shipments described in accordance with the foregoing statement of facts and paid the charges thereon as described; that it has been damaged to the extent of the difference between the charges paid and the charges which would have accrued at the rates and on the basis here found reasonable; and that it is entitled to reparation with interest.

The complainant accordingly should prepare a statement covering the details of the shipments, which should be submitted to defendant for verification. Upon receipt of a statement so prepared by the complainant and verified by defendant the commission will consider an order awarding reparation.

Oak lumber being shipped between Phillip, Miss., and South Bend, Ind., is being subjected to unreasonable rates, according to a complaint filed with the commission by the Tallahatchie Lumber Company against the Yazoo & Mississippi Valley Railroad. Combinations of local rates are being applied instead of a through rate, it is stated in the complaint.

Authorization has been given the New Orleans & Great Northern Railroad to make a rate of seventeen cents on lumber from Norfield, McComb and Fernwood, Miss., and nineteen cents from other stations on the lines of the Natchez, Columbia & Mobile, Liberty-White & Fernwood and Gulf railroads, provided no higher rates are made between intermediate points.

The Frisco Railroad has been ordered to pay a reparation claim of the Fullerton-Powell Hardwood Lumber Company. An unreasonable rate was charged on hardwood shipments from Poplar Bluff to Coffeyville, Kans.

Overcharges on oak logs shipped by the Berry Lumber and Stave Company from Cuba, Hull and Birmingham, Ala., to Chattanooga have been ordered paid. The defendant in the case was the Alabama & Great Southern.

A case of more than usual interest is that of the Choctaw Lumber Company versus the Texas, Oklahoma & Eastern. The carrier agreed before the lumber company erected its large mill at Bismarck, Okla., to put into effect joint through rates. It claims it is impossible to keep the agreement owing to the decisions of the commission in the tap line cases. Reparation amounting to \$6,657.33 is involved, in addition to the important principle which the case will decide.

Reasons why increases in lumber rates to eastern cities are not justified are summed up skillfully in a brief presented by the Huie, Hodge Lumber Company last week.

The fact that little interest was displayed by shippers at the time of the hearing covering the matter of proposed advances in lumber from producing points in Michigan to Toledo, O., is featured in the argument of the Grand Rapids & Indiana Railroad and the other carriers in their brief submitted last week.

Failure to apply through rates from Clio, Ark., to New York on

shipments of gum lumber is the basis of a case filed against the St. Louis & Southwestern by the W. E. Heyser Lumber Company of Cincinnati.

The Kentucky-Indiana Hardwood Company of Louisville charges that through rates are not being applied between Riehey, Miss., and Indiana points on gum lumber. The defendant is the Southern Railway in Mississippi and connecting carriers.

Hearings have been assigned as follows:

Cincinnati, Sept. 9, Examiner Mattingly: E. C. Bradley Lumber Company versus New Orleans & Great Northern.

Minneapolis, Sept. 9, Examiner Hagarty: International Lumber Company versus the Canadian Northern.

Duluth, Sept. 15, Examiner Hagarty: Bradley Timber and Railway Supply Company versus Canadian Northern.

Duluth, Sept. 16, Examiner Hagarty: Duluth Log Company versus Minneapolis, St. Paul & S. S. Marie Railroad.

Oak lumber may not be entered free of duty as a cabinet wood, according to the board of general appraisers. The protest was made by the Southern California Hardwood and Manufacturing Company.

In the matter of returned shooks the general appraisers have handed down the following opinion in the protest of F. S. Maynard & Son of New York:

"These are protests against the assessment of duty on certain barrels and boxes which the protestants claim were made from American shooks. Free entry is claimed under paragraph 404 of the tariff act of 1913. The privilege accorded by paragraph 404 of returning American goods not advanced in value, etc., is given by Congress upon the express condition that proof of the identity of such articles shall be made under the general regulations to be prescribed by the Secretary of the Treasury. In the case at bar the regulations made by the Secretary under this grant of power have not been complied with. (Art. 572, Customs Regulations of 1908.) The identity of the shooks in the case at bar is called in question by the collector, but no proof is offered to the collector which satisfies him of their identity, nor has any proof been offered to this board. The protests are overruled."

By an order entered July 23 in investigation and suspension docket No. 687, the Interstate Commerce Commission suspended from July 25 until November 22, 1915, the operation of certain items in supplements 3 and 5 to Minneapolis, St. Paul & Sault Ste. Marie Railway tariff I. C. C. No. 3611.

The suspended items name increased rates on lumber in car loads from Wisconsin points to Duluth, St. Paul and points in Minnesota taking the same rates. The present and proposed rates from several points of origin to St. Paul are as follows:

From—	Rates in cents per 100 pounds	
	Present	Proposed
Rhineland, Wis.	7.5	10
Crandon, Wis.	8	10
Hermansville, Wis.	8	10

Respecting rates on broom handles, car load, from South Pittsburg, Tenn., to Gulf ports, the petitioner has been authorized to establish a rate of twenty-four cents on handles, car load, minimum weight 24,000 pounds, from South Pittsburg, Tenn., to Mobile, Ala., and New Orleans, La., on traffic destined to Havana, Cuba, and to establish rates on the same commodity from South Pittsburg to Key West and Port Tampa, Fla., as much higher than the rate to Mobile, Ala., as the steamer rates from Mobile exceed the steamer rates from Key West and Port Tampa, Fla., without observing the long and short haul provision of the fourth section of the act to regulate commerce.

MISCELLANEOUS CASES.

A protest against the increase in the rate on hewn ties has been filed by the Bowie Lumber Company, of Bowie, La. This company secured a contract for 100,000 hewn cypress ties, which were to be delivered at Eureka, Texas. The contract was secured when all ties took the lumber rate. Before the ties could be delivered a tariff cancelling the lumber rate went into effect. The lumber rate from Bowie to Eureka is twelve cents. The hewn tie rate was raised to eighteen and three-quarter cents. The Bowie company, in its complaint, alleges that this rate is unreasonable and unduly discriminatory.

Lumber rates have been authorized for box material moving from various points in Louisiana and Mississippi by a recent fourth section order.

In the case of the Powell-Myers Lumber Company, of South Bend, Ind., and the Louisville & Nashville, it was held that the carrier should permit reconsignment and diversion of carload shipments of lumber in transit from Reids, Ala., to Cairo, Ill., at Nashville on the basis of the joint rate plus a maximum of \$5 per car. Reparation was awarded.

Dressed lumber, tongued, grooved and beaded, was held to be entitled to free entry into the country by the Board of General Appraisers. This upheld a protest filed by the Central Vermont Railroad Company.

Forest Service in Chicago

On August 2 the United States Forest Service opened an office in Room 629, Federal building, Chicago. It is announced that present arrangements call for an office temporary in character, but it is not stated how long it will be kept open. It is in charge of H. S. Sackett, who was chief of the Chicago office formerly maintained here but which was discontinued a number of months ago.

Mr. Sackett is now carrying on the government investigation into the cost of manufacturing lumber, and it is presumed that the Chicago office will remain open until that work is done. It has been in progress for some time and much of the ground remains to be covered. The investigation is going pretty deeply into the matter for certain kinds of woods and in certain regions. Cost-finding begins with stumpage and follows the lumber through its manufacture, transportation, and sale, until it reaches the final consumer. The chief purpose of the investigation is to procure reliable data on lumber cost. There is frequently call for information of that kind, but it is not available to the public. Large manufacturers work out such data for their own business; but it is well known that figures for different regions and various kinds of timber differ, and what the government is aiming at is the compilation of cost figures which may be used as averages. While cost in one region does not hold for another, it will frequently supply means for comparisons which are useful.

A number of lumber organizations have interested themselves in the subject of securing a permanent Forest Service office in Chicago. This city is well known as the greatest lumber market in the world. Larger numbers of influential lumbermen visit Chicago than any other city. More associations dealing in forest products meet in Chicago than anywhere else. Numerous large companies and most of the associations have offices or representatives in this city and it is a center for the lumber trade of the whole country.

It is understood that the Forest Service people are not averse to a permanent Chicago office, provided it can be shown that the demand for it is clear and that lumbermen generally would receive benefits commensurate with the cost of maintaining the office in this city. There are Forest Service offices, headquarters, and stations in various parts of the United States, and they have been located geographically with a view to serving to the best advantage territory where lumber or forest interests are important.

It is believed that Chicago's position as the leading lumber center of the entire country makes it a suitable location for such an office as is proposed. At least, many of the largest lumbermen of this part of the country feel that way about it.

The saw gummer gets its name from the fact that it is used to dress down that part of the saw around the base of the teeth that some facetions man might designate as gums. It's an odd derivation, but there are many other things in this world that can give it odds and beat it.

The planing mill man should make it his business to get acquainted with every architect in his community, also with every builder. Close acquaintance helps get business and keeps it moving smoothly.



Vast Importance of Classification



Editor's Note

Undoubtedly the present effort to regulate rates on lumber and lumber products is the biggest thing that ever befriended lumbermen. It will result either in marked increases in dressed lumber rates or marked decreases in rough lumber rates. Coordinated action by the lumber men is secure either. To effect such unanimity the following exposition of the case has been prepared by A. Fletcher Marsh, Chicago, chairman traffic committee, National Hardwood Lumber Association.

By an order of July 9 the Interstate Commerce Commission entered into a general inquiry into the rates, practices, rules and regulations of common carriers governing the transportation of lumber and lumber products to all points in the United States, with special reference to the relationship on different kinds of lumber and lumber products.

This inquiry is the result of the long standing confusion relative to correct classification of lumber and various products further manufactured. From the very beginning, railroad companies and individual carriers made their own lumber commodity classifications, each of which have been different from that of the other carrier. In recent years, carriers in certain rate districts have succeeded in placing their classification on a common basis, although this has but in part succeeded. The increasing number of complaints, however, before the commission caused it some eighteen months ago in the eastern wheel manufacturers' case to suggest to the railroads that the three classification committees prepare a uniform list of lumber and forest products which could be adopted throughout the country. After a long delay, the five rate associations surrounding and including the Central Freight Association territory appointed a committee, three from each of the five associations, with J. E. Crosland of the Louisiana & Nashville as chairman. After repeated meetings up to June of this year, the committee has finally proposed a list to the individual carriers for their acceptance. This list, however, apparently was not approved when called to the commission's attention and as the result a general order has been issued to cover the entire country.

INQUIRY PRESENTS OPPORTUNITY

This general order by the commission aroused much discussion among lumbermen as well as among carriers, although the lumbermen as a whole have long been known for their lack of interest in lumber rate matters.

The United States Forest Service in connection with its friendly investigation of the lumber industry has recently been securing from lumbermen their opinion as to whether rates on lumber should be based upon market value of products, grade or the degree of manufacture. The present order will apparently place the railroads in a position of defending their present classification instead of allowing them to show why the proposed list should be adopted. On the other hand it will present to the lumbermen an opportunity of showing the present conditions of the lumber business as was recently done before the Federal Trade Commission hearing at Chicago.

LUMBER INDUSTRY PARALYZED

The traffic officials closely connected with lumber tonnage have for many months noticed the tremendous reduction in lumber movement over their lines and those close to the industry itself have known that there has been a tremendous depression in this third greatest industry of the nation. Sawmills over the entire country recently have been forced to put their invoices through the bank as never before, and in the South as well as in the West have been literally sacrificing one of the nation's greatest assets at a tremendous national loss. The lumbermen therefore feel that the opportunity is now presented for them to show the railroads that a classification may be made which will



A. FLETCHER MARSH, CHICAGO.

allow the lumbermen to materially increase the amount of timber which they remove from an acre of land. In this connection one of the large sawmill owners of the South recently said that while he usually removes 14,000 feet from an acre of timberland the present conditions are such that he is removing only 10,000 feet per acre, meaning a loss to the railroad of 4,000 feet per acre in tonnage.

RAILROADS ALSO FACE OPPORTUNITY

With lumber and forest products the second largest tonnage in the country the railroads must be directly influenced by any action of the lumbermen. Recent statements of larger southwestern lines have shown that two-thirds of the loaded lumber cars coming from the North have gone to the South as empties, so any effect which would increase heavier loading would decrease the number of empty cars hauled South. It is therefore supposed that any classification action by the railroads would tend to increase the loading per car so as to at the same time reduce the number of empties now necessary to be hauled South.

The tremendous lumber tonnage moving over the larger lines of the country throughout the entire year, as compared to the coal movement which moves during the period of greatest operating difficulty, gives lumber strategic importance as far as railroad operation is concerned.

CLOSE RELATIONSHIP BETWEEN LUMBERMEN AND RAILROADS

In the early days of transportation history of the country, neither lumbermen nor railroad men felt that the prosperity of either depended upon that of the other. In recent years, however, this attitude has entirely changed so that today far-seeing traffic men regard lumber as one of the foremost desirable commodities to be secured. In addition to its very large tonnage, the fact that lumber may be transported at a minimum operating expense with almost no cost of assembly and a minimum claim expense and the further fact that it does not need to be greatly rushed makes it doubly desirable. With the railroads as one of the largest purchasers of lumber and the lumbermen one of the largest shippers this present close relationship and co-operation between lumbermen and the carriers should be maintained if possible. The financial conditions of the roads is such that they would be greatly benefited by a material increase in tonnage from the lumbermen and the lumbermen would in turn be benefited by having the railroads of the country prosperous.

CLASSIFICATION CHANGES IMPORTANT

Any changes in classification must necessarily affect both the railroads and the lumber industry. The present chaos in the lumber classification makes it difficult for the railroads to correctly assess charges while lumbermen must figure on different classifications for almost every shipment which they make. Any change therefore should be of material importance to either parties. Far greater importance will be attached to the fact that both sides will now be able to present their case to the commission in such a manner as to allow each to study the peculiarities of the other. This will demand most careful attention but a successful conclusion undoubtedly should be secured which will leave no unfavorable effects to either industry. If, however, the traffic officials and lumbermen fail to appreciate the mutual im-

portance of any change and that mutual advantage may be secured, it may be truly predicted that the results which actually are secured, will be in many respects unfavorable to both parties. It is therefore hoped by the lumbermen that both sides may clearly understand each other and work together on a friendly basis rather than in the nature of the usual complaint before the commission.

ENORMOUS WASTE IN LOGGING

Recent statistics from the Forest Service show clearly that only one-third of the timber in the woods is actually consumed. This means that approximately sixty-five per cent of potential tonnage is wasted. Thirty per cent of the total is estimated to be left in the woods, it being unprofitable to log it under the present conditions. The balance of the waste occurs in the course of manufacture, much of which is at the sawmill where sawdust, shavings, edgings, and trimmings as well as short boards are entirely wasted and burned, as the market value is such that such material will not stand the present freight rates. It is believed that the Forest Service as well as lumbermen can agree that a classification which would recognize the low market value of these lumber products would result in a material increase in railroad tonnage and the prevention of much further waste. While it is quite possible that this low priced tonnage would not net the railroads very much profitable business, it unquestionably would increase their total tonnage in the territory where tonnage is needed. Although the lumbermen are now powerless to prevent this waste, it is a fact that they are nevertheless blamed for it, and are accused of this waste, much of which is directly attributable to the classification situation. Unquestionably any new classification which would permit of a material reduction of waste would be of enormous benefit to the lumbermen, allowing them to conserve the country's present assets and prevent as far as possible the rapid waste of forest land. To accomplish this reduction, however, it will be essential that all lumbermen unite their efforts with those of the Forest Service so that the greatest amount of tonnage may be moved from each acre to be cut over. Unless this is done there will be a still greater increase of wastage and the railroads will continue to lose more and more lumber tonnage, which may never again be secured.

FUNDAMENTALS OF CLASSIFICATION

To successfully make any new classification of lumber and its kindred commodities, forest products, it will be necessary not only to carry out the exact suggestion of the Interstate Commerce Commission in the eastern wheel manufacturers' case but to provide some means whereby the previously mentioned waste now going on to the advantage of no one can be stopped to the mutual advantage of the railroads, the lumbermen and the all important consumer. With this in mind, it is evident that any classification should recognize at least the following four fundamentals:

- A. Correct principles of railroad classification.
- B. The low market value of many forest products.
- C. The continual unredeemable loss of tonnage by present day methods of manufacture and rate construction.
- D. Enormous present—and future potential—value of forest products as revenue tonnage.

The correct principles of classification from a railroad standpoint which includes the risk to the railroad for loss or damage, the value to the consumer or shipper of the commodity shipped and of the space required and operating difficulties necessary to handle the material, could be easily computed by railroad traffic officials.

The low market value of many forest products, however, is unfortunately not appreciated by many railroad officials. As above outlined, however, there is this enormous waste which is continuing and which should from all ordinary economic aspects be conserved by the united efforts of all. This low market value material could be utilized as well in this country as it is now utilized in foreign countries, provided the material could be moved economically to the large centers of population. At these centers it might be made up into various articles of value or at least could be utilized for many by-products now secured from other countries, which could in the case of small pieces be used for kindling to a very great advantage. Efforts therefore which would save this further loss will not only give the railroads an increased present day tonnage to help carry overhead expenses but would mean an increase over what would otherwise have been an entire loss.

Exactly as the Interstate Commerce Commission said in its recent report in I. & S. docket 520, there is enormous revenue value in the present day tonnage. If some action could be taken which would allow that tonnage, which is going to waste, to be saved, the future amount of lumber and lumber products tonnage would be enormously increased, in addition to providing valuable by-products, many of which would need still further transportation as manufactured articles.

It is unfortunate from all points of view that the report presented by the original railroad lumber classification committee apparently neglected all but the first of these four essential principles, they considering only the correct principles of railroad classification.

EDUCATION NECESSARY

From the early beginning of the lumber industry in this country the lumbermen were regarded as uneducated to the scope of the product which they handled. The very nature of their business required that they be away from civilization—in the woods by themselves—where only the vast amount of timber and logging difficulties presented themselves. Although in recent years lumber headquarters have been in the large cities, nevertheless, lumbermen have clung to certain old principles and have not felt the vast possibilities of educating themselves as to the peculiarities of their trade. It is therefore now necessary that lumbermen become educated as to the importance of the lumber classification and steps have already been fully started. At the same time railroad officials, finding lumber moving in vast quantities, have in most cases overlooked the possible additional value of lumber tonnage and have remained satisfied with that which they now secure, overlooking that which they are losing by decay and fire in the woods. In fact only in recent years have traffic men considered it as such very desirable revenue tonnage.

The tremendous value of educating the interested parties to the importance of lumber classification may be illustrated by the success which the eastern carriers had in the last five per cent advance case, wherein they aroused the entire nation to the necessity for giving further advances. Further railroad education has been equally shown in the campaign for "safety first" which has met with similar success. Lumbermen and railroad officials should now work together to clearly bring forth, in a friendly manner, the necessary essentials to a proper understanding of classification questions. Much education can, and should be done by both parties until each of the representatives fully appreciates the other's problems.

In this way, and only in this way, may a solution be secured which will be mutually satisfactory, and allow a change in classification which will not disrupt the lumber industry, and consequently hurt the railroad tonnage.

CO-OPERATION SUGGESTED

Of all the suggestions offered, that which has met with the greatest success has been that the present recognized minimum on rough lumber of 34,000 should be increased to near 50,000 pounds with a subsequent reduction in the rate of 10 per cent. This would result in greatly increasing the car-mile earning, figuring on minimum weights, which is the recognized standard for compilation of earnings, while at the same time reducing the burden upon the lumber industry. Such a plan, however, necessitates absolutely that the lumbermen and the railroads understand each other's attitude.

An early solution of many of the difficulties could undoubtedly be secured by the representatives of the lumber industry meeting with the carriers in each rate district and discussing the needs in that particular territory, this plan being followed until a national meeting could be arranged at some central point, to clear up those points upon which all parties can agree. With this solution—so successfully followed recently by paper manufacturers—the Interstate Commerce Commission would then be in a position to take up without interruption the more difficult points demanding its attention.

Let us not continue to waste our national unreplacable assets—timber—without the closest scientific co-operative investigation and consideration.

It takes so much power to drive a shavings exhaust fan that no woodworking plant should be satisfied to operate any but the best, for the saving in power here may easily pay for the equipment.



The Lumbermen's Round Table



Veneer Classification

Veneer and panel manufacturers have been getting requests from the Official Classification Committee recently for information regarding the methods of manufacturing and handling their product, indicating that the question of classification is to be taken up and considered from the beginning.

If this is the case, now is an opportune time for the veneer interests to train their guns on the traffic men in an effort to get uniform classification, which has been the long felt want of the trade for a great many years. At present nearly every section of the country has its own rules regarding the classification of veneers, variations being introduced at the start in determining what thickness shall be the deciding line between veneers and lumber.

If the veneer men can get the Official Classification Committee to bring the traffic authorities in the other freight territories together on the subject, and decide on a scheme which would enable the same rules to apply to the whole country, it would greatly simplify the situation, and would be an advantage to manufacturers and buyers of thin stock.

Training a Salesman

Most lumbermen believe that the way to train a salesman is to give him a list of stock prices, the names of lumber buyers and a mileage book. They figure that by the time he gets around through the territory and bumps up against the consumers, he will have had enough experience to enable him to proceed without any further difficulty.

This is the same theory which is often applied to determine whether or not a dog can swim. He is thrown overboard, and if he comes up, he can swim. If he doesn't, he can't. If the new beginner sends in the orders, he's a salesman, and if he doesn't, it's his own fault. Tie a can to him.

The methods of training salesmen which have been in vogue in the business for a long time have produced some highly efficient men, who have voluntarily made a study of the trade in its practical aspects, and who really know lumber. But there are a lot of others who know their commodity in the most superficial way, and who "get by" by reason of attractive personality, acquaintance in the trade, etc., more than because they are really good salesmen.

A lumberman who has a son now at the age where business experience must begin recently sent him down South to a mill in which he is interested. The boy is expected to stay there long enough to find out how lumber is made, what the trees look like, and how stock is handled and graded.

"What's his title going to be—mill clerk?" the lumberman was asked by an interested friend.

"He won't have any title," was the blunt response. "He'll do anything the superintendent wants him to, from wheeling sawdust on up."

The experience may be rough for the young man—but it will undoubtedly give him a foundation on which to build a sound future in the lumber business; and if he doesn't turn out a better salesman because of it, his father—and a lot of others—will be badly disappointed.

The Cost of Compensation

The usual assumption has been, in discussing the question of workmen's compensation, which is now a live issue on account of statutes of this kind having been put on the books in about twenty-five states, with prospects of others going into this class shortly, that the cost of compensation insurance is extremely heavy and almost prohibitive.

It is for this reason that a great many lumbermen and other manufacturers, who believe that the idea of compensation is good, from a theoretical standpoint, have opposed it, assuming that it is a luxury the expense of which is too great for an ordinary

business to carry. And this idea has been supported by experience in some states.

However, a report was recently made as to Indiana, which now has a compensation law requiring the indemnification of workmen who are hurt in any way, whether by their own negligence or not, and it was made to appear that compensation rates which are now being quoted will be no higher than liability rates, with much more limited coverage. Of course, this is undoubtedly due to competitive conditions, and may not last permanently.

If this turns out to be the case, the opposition of lumbermen and others, based on the prospect of excessively high cost for insurance under compensation, will likely be greatly lessened, if not entirely withdrawn.

The Value of Local Clubs

Successful local organizations of hardwood manufacturers and dealers are so numerous at present that one is inclined to take them for granted, and as having been a permanent factor in the business. But it is necessary to look back only a very few years to find the time when local clubs were unknown, and when competition was of such a severe nature that members of the trade in the same city were often far from friends.

Much of the improvement in methods of conducting the business is traceable to the work of the local associations of hardwood men, who have found that co-operation produces dividends which can be figured both in dollars and cents and otherwise. They have found that their own facilities for doing business have been enlarged by getting together with other members of the trade in their markets, inasmuch as it has put them in touch with additional stocks, containing items which they have not been in possession of. It has enabled them to exchange credit information, and thus prevented accepting business from concerns which had become financially impaired. They have been able to work together in handling traffic matters, often obtaining better rates and regulations than it would have been possible to secure individually; and, at any rate, the cost of carrying on traffic investigations and litigation looking to such changes has been greatly reduced by means of being shared.

The national lumber organizations are properly given great credit for bringing about changes of great benefit to the hardwood trade and to buyers and sellers of lumber; but, in the last analysis, it is the local club which is back of the national organization, and as such it should be regarded as a pillar of the entire hardwood business.

The Picayune Buyer

The South called a nickel a "picayune" long before the "jintney" was discovered. One of the oldest papers in New Orleans bears that name, referring to the price at which it was originally, and may still be, sold.

Lumber grading is largely a matter of judgment, and in a car containing several thousand boards, each one of which has been passed on by two or more individuals, who may vary as to their judgment of grade, there may be some difference in the final result. For this reason lumbermen are always willing to get together with their customers and compare notes.

Occasionally they find a buyer, however, who is a veritable Shylock, and who refuses to compromise or arbitrate, but insists on having his pound of flesh, down to the last foot and the last iota of quality. A buyer of this sort, who is inclined to be ultra-technical, can make himself very disagreeable, and at the same time still be in the right, technically speaking.

But it is worth noting that when a buyer definitely establishes himself as belonging to the picayune class, he automatically eliminates from the ranks of those who are willing to sell him a good many high class concerns, who will go the limit to please a customer, but who find that it is poor business to waste time and patience trying to perform a miracle every time they ship a carload of lumber.



Mill Scale Study of Maple Logs



Arrangements were made with the Forest Products Laboratory at Madison, Wis., to conduct a mill scale study at the Goodman Lumber Company's mills, Goodman, Wis., August 2 and 3. The purposes of the work outlined in the plan were:

- 1—To determine the amount, grade, and value of the lumber manufactured from logs of different size and grade.
- 2—To obtain data on the defects of logs with a view to establishing log grades on a basis of defects and log values as determined by the merchantable quantity of the lumber by grades.
- 3—To determine the amount of waste produced in slabs, edgings, trimmings, and sawdust in manufacturing logs of different size and grade.
- 4—To determine the cost of manufacture per thousand feet board measure of logs of different size and grade as determined by the time consumed in sawing and by the analysis of available cost data.
- 5—To apply, if possible, the universal grading rule.
- 6—To determine the relative accuracy of the Doyle and Scribner rules for use on maple.

The force for conducting the work consisted of two representatives from the Forest Products Laboratory, one to supervise the study and the other to time the logs on the carriage and assist on the log deck. There was also on hand an expert grader from the Northern Hemlock and Hardwood Manufacturers' Association, and other necessary assistants were secured at the mill to aid in measuring the logs and in marking and tallying the material.

The material consisted of fifty maple logs distributed among the various log grades. The logs were selected from the standing trees in the woods and separated into three grades based upon the estimated amount of clear lumber which the logs would yield as determined by one of the scalers at the mill. Grade one included 20 logs, grade two 10 logs, grade three 10 logs, and cull grade 10 logs. The logs in each grade were as evenly distributed between the different diameters as possible and all the same length. As far as possible all the logs from a tree were included so as to secure data on whole trees. Each log was numbered consecutively on both ends with black waterproof paint, and the following information was recorded:

- 1—Grade.
- 2—Average diameter at both ends inside bark to the nearest half inch.
- 3—Thickness of bark.
- 4—Average diameter at middle of log outside bark to nearest half inch.
- 5—Length in feet and fractions.
- 6—Scale by Doyle Rule—both full scale and reduced scale.
- 7—Scale by Scribner Decimal C Rule—both full scale and reduced scale.
- 8—Thickness of sapwood.
- 9—Position of log in tree.
- 10—Complete descriptive and graphic record of all defects, including kind, size and position.

Photographs of each end and two sides (including views of defects, if any) of each log were taken. The logs were loaded upon special cars and taken to the mill.

The test logs were kept together and run through the mill at one time. All logs were sawed up entirely on the head saw, no gang saws or resaws being used, and were sawed into the best 1-inch stock possible, with the exception of ten of the grade one logs, which were sawed into the best 1½-inch, 2-inch and 3-inch stock possible.

One man was stationed at the head saw who recorded the number on the end of each log and also the order in which the logs were sawed. He secured by means of a stop watch the actual time of sawing. For a check on the total time of sawing he recorded the time the first log rolled on the carriage and the time the saw left the last board on the last log. For the time of sawing of individual logs he recorded the time each log rolled on the carriage. Any unnatural stops were noted, together with the cause and length of time.

The man at the tail end of the trimmer numbered each board with blue chalk as it fell off the trimmer. All boards from the first log sawed were numbered "1"; all boards from the second log sawed were numbered "2"; all boards from the third log sawed "3," etc.

One expert grader and one or more expert tallymen were sta-

tioned at the grading table. The tallymen recorded the number, length, breadth and thickness of each piece, and the grade and defects as determined by the grader. The grading rules of the National Hardwood Lumber Association were used, and an attempt was made to apply the universal grading rule which has recently been formulated by the laboratory.

Slabs, edgings and trimmings from one small and one large representative log of each log grade were sawed separately to determine the amount of waste produced in their manufacture.

From the data obtained, the following information is available:

- 1—The amount, grade, and value of the lumber manufactured from logs of different size and grade.
- 2—The amount of overrun of lumber tally over the Doyle Rule as compared to the Scribner Rule.
- 3—The relation of the defects of each log and their position to the amount of lumber of various grades manufactured from them.
- 4—The value per thousand feet board measure of the lumber sawed from logs of different size and grade.
- 5—The amount of waste in slabs, edgings, trimmings, and sawdust from representative logs of different size and grade.
- 6—The relation between the amount, grade and value of 1-inch stock manufactured from high-grade logs, and the amount, grade and value of 1½-inch, 2-inch and 3-inch stock manufactured from the same class of logs.
- 7—The grades and value of the lumber from logs of different size and grade as determined by the universal grading rule.
- 8—The relation of position of log in tree to the amount, grade and value of the lumber produced.
- 9—The relative cost per thousand feet of sawing logs of different size and grade as determined by the time consumed in sawing and by analysis of available cost data.

Do Tree Roots Seek Water?

The London Timber News asks, with evident hesitation and dubiousness, whether any of its readers believe that trees can smell. Without pausing for reply, it cites an instance. A poplar tree sent its roots entirely beneath a cellar and one hundred and fifty feet beyond to reach the water in a drain pipe, and there the roots accumulated in a large mass. If the roots did not smell the water and go to it, how did they find it? The London paper is still waiting for reply.

An incident almost identical occurred at Cadillac, Mich., where the roots of a Lombardy poplar traveled one hundred and fifty feet, down a hill and under a building, to reach a leaky drain pipe. Nearly every person who has had experience with poplars (or willows or fig trees) can recall similar happenings.

Botanists have discussed this question at great length and they disagree and cannot settle anything. Some believe that the tree possesses a faculty corresponding to an animal's sense of smell. If that is admitted, it accounts for what takes place. Others will not admit that such a faculty is possessed by trees, and when the roots go to water or food, it is classed as only an accident.

The mesquite tree of the semi-arid Southwest affords a more interesting subject of study. The roots will descend plumb down fifty or sixty feet to reach a stratum of water. If the water is not there, the tree will not grow. When the first railroads were surveyed across northwestern Texas, on what was called "The Staked Plains," the surveyors were guided by mesquite trees in searching for water. A clump of these trees, far out on the desolate plains, meant that a well would strike water within sixty feet or less, though not a drop might be found until that depth was reached.

How did the mesquite trees know that water was within reach at certain places? There was no sign of it on the surface.

Those who deny that a tree has the faculty of smell, or anything corresponding to it, say it is all the result of chance; that of the millions of mesquite seeds dispersed all over the plains, many germinate and send roots down to considerable depths, whether there is subterranean water or not. Those which reach no water perish and no one ever takes note of them, while the few which find water survive and become trees.

✻ Affairs in Hand Around Memphis ✻

The movement of logs in the Memphis territory is somewhat restricted at present. This information is gathered from lumbermen themselves and is confirmed by officials of the Valley Log Loading Company. The latter states that there is comparatively little timber offered for loading on the Yazoo & Mississippi Valley line of the Illinois Central and on the Memphis-Marianna cut off of the St. Louis, Iron Mountain & Southern, on both of which it operates. There has been unusual conservatism among owners of stumpage in the South during the past year regarding cutting timber and working it up into lumber under conditions prevailing. The recent decision of the Interstate Commerce Commission allowing higher rates on oak and gum from points in the South to Ohio river crossings and thence in to Central Freight Association territory has increased the disposition to go slowly in getting out timber, with particular reference to gum, which has been more seriously hit than any other item by the higher freight rates allowed by the commission. The movement of timber for a long time has been relatively small compared with the corresponding time last year but it is highly probable that there will be a relative increase very shortly because, after the first of September last year, there was almost a cessation of timber cutting as well as the handling of logs because of conditions imposed by the European war. However, although a relative gain is promised, there is nothing to indicate that there will be any intrinsically large movement of timber in the near future unless there is a distinct improvement in the demand for hardwood lumber and also a sufficient increase in prices to bring about a more profitable basis.

Although there is no large business doing in southern hardwoods aside from some of the specialties which are going to Europe in considerable volume, the situation is regarded as measurably better than at this time last year. A considerable quantity of lumber is being sold to England and the allies for use in manufacturing aeroplanes and general artillery equipment as well as in the building of bridges, trenches and other structures used in connection with the active military campaign. The war broke out at about this time in 1914 and, while exporters today are loading considerable quantities of oak, gum and ash for delivery to Europe, last year they were doing everything in their power either to trace shipments which were on the ocean and get them into ports of safety or they were doing everything they could to stop the movement of cargoes from ports in the United States. Export business at no time during the past twelve months has been anything like normal but recently there has been a decided increase and the situation from an export standpoint is appreciably better now than at any time since the war broke out. So much for the export situation as compared with the same time last year.

From a domestic standpoint, conditions are also considerably improved. There was then complete demoralization in practically every direction. With the outbreak of war last year demand for lumber dropped to extremely small proportions because nobody knew where he stood. There has been, during this period, a gradual return in the direction of normal, and, while this goal has not yet been reached, the situation is perhaps more wholesome today than at any time during the past twelve months. Buyers are still showing a disposition to operate conservatively and there is a general absence of aggressive tactics on their part. The fact remains, however, that considerable quantities of lumber are being sold in domestic outlets and that prices are somewhat more satisfactory than a year ago. Financial conditions are in striking contrast with those prevailing last August and many industries which considered it wise to close down when the war broke out have resumed.

Every manufacturer of southern hardwoods last year at this time was considering the advisability of closing down his plant as soon as the timber on hand was converted into lumber. It was necessary for some of the mills to run for two or three weeks and for others to operate for two or three months to prevent losses through deterioration in timber itself. Toward the first of the new year, there was

a tendency toward resumption of operations and this has increased somewhat since that time. However, the fact remains that a great many of the mills are running on considerably reduced schedules while a few have never resumed at all. It may therefore be said that, while production is more nearly normal now than at any time since the war broke out, it is still considerably short of that mark. Preparations are being made for manufacturing operations on a somewhat larger scale in some quarters and it would not be surprising in the early winter to see the output of lumber in the southern hardwood territory appreciably larger than at present. However, it is practically certain, according to members of the trade here, that manufacturing operations will be in proportion to the improvement in the demand for lumber as well as the prices obtainable therefor.

During the Tri-State fair, which will be held at Memphis in September, an effort will be made to create a sentiment among retail merchants in favor of demanding that the goods which they purchase be packed in boxes made of wood instead of paste board, fibre, straw-board and other materials. The box manufacturers are directly back of this movement but they are strongly supported by the owners of gum and cottonwood stumpage throughout Mississippi, Arkansas and Tennessee, the three states to be represented at this fair. The argument will be made that the goods will be received in more satisfactory condition if packed in wooden cases and that the demands of merchants for wooden packages will increase the use of these containers and thus aid the manufacturers of gum and cottonwood.

Veneer Can Be Too Dry

A recent experience of one of the most prominent and efficient veneer manufacturers in the country shows a wide field for misunderstanding and error on the part of users of veneer in the handling of stock. This company has a large customer in its own town and has been in the habit of giving just the service that was desired in the way of delivery. It happened a short time ago that the company wanted a line of drawer bottoms in a hurry and in endeavoring to fill the needs the veneer company sent over some stock that had just come from the drier without having had time to thoroughly cool off. Part of it went into the line in which it was to be manufactured and in a short time the plant manager called up the veneer company's office saying the veneer was no good, that he expected it would not be as it was still warm when it came over and that it was not properly dried and was twisting out of shape. The veneer man knowing the fault did not lie in the veneer hastened to question his customer. It seemed that the stuff had been used up almost as soon as it came in, had been put into place and the articles finished while the veneer was in the condition in which it had come from the drier. In other words, it was too dry. It had been reduced to a state of extreme dryness and the natural cause was that the moisture content was considerably below the moisture content of the surrounding air. However, as the stuff was fastened into place while it was still warm it had not had time to absorb the moisture due to its heated condition, which was practically impossible. Gradually as it cooled off after being put into place the moisture was reabsorbed up to the normal moisture content and there was only one thing for it to do, and that was swell until it twisted out of shape.

In other words, the cause was indirectly the result of too great a hurry on the part of the manufacturer and directly the result of the inability of the veneer to absorb moisture to a normal percentage while still warm.

When the mills and factories are not crowded with work is the time to make improvements in the plant and put in new machinery.

The farm woodlot as a factor in the future lumber supply speaks a greater dependence upon hardwood in the future, for most of the farm woodlots are of hardwoods.



Poison Oak and Its Kindred



Every woodsman is acquainted with poison oak or some of its disreputable relations. There are few regions of the United States which are not plagued with some member of the tribe. It may be stated once for all that in spite of the common name by which these plants are known, they are not oak, and no nearer kin to it than to mahogany or sassafras. They are known by names other than poison oak. In fact, they carry so many aliases that suspicion is at once aroused that there is something shady about their reputations. Those known under a certain name in one region are called something wholly different elsewhere.

When stripped of all disguises and properly identified, it is found that all of them are sumacs. No matter whether called poison ivy, poison oak, poison elder, poison ash, poison vine or whatever else, they are still sumac. Some creep on the ground; some spread by underground branches; some stand erect as shrubs; some assume the size and appearance of small trees; some climb trunks a hundred feet high and dig their aerial roots into the wood, like the claws of a centipede; but for all that, they are sumac, and brothers of the sumacs that make old fields beautiful with brilliant red leaves and berries in autumn. There are said to be black sheep in most families, and the sumac family has its full allotment.

NAMES OF THE SINNERS

The most common names for these plants are poison oak, poison ivy, and poison sumac. There are three distinct species, but the names are confused. The sumac is distinct from the others, since it is a small tree—very small usually; but the oak and the ivy are vines, and though they may be easily distinguished if certain differences are observed, the names oak and ivy are applied indiscriminately by most people. The real poison oak does not grow in the eastern part of the United States. The eastern vine is the ivy. Botanists distinguish the three poisonous sumacs clearly, and while even they differ somewhat in names, they do not differ in the lines separating the species. Following are the botanical and the common names of the three plants:

Poison sumac (*Rhus vernix*), called also poison elder, poison dogwood, swamp sumac, poison oak, poison ash, poisonwood, and thunderwood. This is a bush or tree ranging from five to twenty feet high, and in diameter from one to six inches. It prefers swamps, and ranges from New England to northern Minnesota, and southward to Georgia and Texas. It has compound leaves like those of the common sumac. The fruit is about the size of small wild grapes and hangs in bunches. It is greenish yellow, and when quite ripe is silver gray or white. The wood weighs twenty-seven pounds per cubic foot, is soft, of yellowish color, and might be useful for small articles. The sap that runs from wounds in the bark and wood can be made into a beautiful glossy, black varnish, like that used in Japanese lacquer work.

Poison ivy (*Rhus toxicodendron*) is also called poison oak, poison vine, climbing sumac, poison sumac, mercury, black mercury vine, markweed, and piery. Its leaves are compound, three leaflets in a bunch. They vary in form, but generally they are shaped much like the leaves of box elder, with pretty deep sinuses. That point should be borne in mind by those who want to distinguish it from poison oak, the leaves of which have no deep sinuses. There is, however, a species of poison ivy with smooth-edged leaves which otherwise are shaped like those of cottonwood—but always three in a group.

Poison ivy assumes two forms. One is a vine which climbs the tallest trees, particularly dead trees. It has thousands of aerial rootlets that anchor it to the wood—somewhat like the rows of legs of a "thousand-legged worm." It climbs cliffs, fences, and anything else that comes handy. The only practical limit to the height it will climb is the height of the object on which it climbs. The other form of poison ivy stands erect two or three feet high, spreading by means of underground roots, and forming thickets of considerable size, particularly on dry and rather poor ground.

Poison ivy ranges from Nova Scotia to Wisconsin, crosses the

Rocky Mountains and reaches Utah, and extends southward to the Gulf of Mexico. The leaves assume bright colors in Autumn, and the fruit hangs like long, thin bunches of very small grapes—the size of elder berries—and birds feed on it most of the winter.

Poison oak (*Rhus diversiloba*) is the true poison oak, though, like its relatives, it has several names. It is a Pacific coast species, and is found among the dry foothills of the Sierra Nevada mountains in California. It may range far enough eastward to meet poison ivy in the plateau region west of the Rocky Mountains. It is an erect shrub, and does not possess the propensity for climbing that distinguishes poison ivy, but it resembles the form of that plant which remains on the ground. Its leaves are shaped much like the section of an egg cut lengthwise. They have very shallow lobes, or scarcely any. They bear much resemblance to the leaves of one of the western live oaks (*Quercus wislizeni*) which is associated with it, and this may account for the name poison oak so universally applied to the shrub on the Pacific coast. The leaves are smaller and thicker than those of poison ivy, but the telltale number three is always present.

The three foregoing are the poisonous plants which give much trouble to persons who work in the woods or have occasion to go there. The descriptions here given are not complete or wholly exact from the standpoint of the botanist; but the chief differences between poison ivy, poison sumac, and poison oak are pointed out.

NOT MISNAMED

There cannot be the least doubt of the poisonous nature of the plants, but they vary in rank. Sumac is most poisonous, ivy next, and oak least; but all are capable of doing much damage. The same poison is believed to pervade all. It is known to chemists as taxiodendrol. It is a non-volatile oil and is found in all parts of the plants, leaves, flowers, bark, wood, and fruit. It is in the dead leaves and stems as well as in the living; but most people agree that there is more danger of being poisoned by the plant about the time it is coming in flower than earlier or later.

It is important to bear in mind that the poisonous oil is non-volatile, because a recognition of that fact helps to remove a number of erroneous opinions regarding the dangerousness of the plants. The oil does not evaporate. It does not float away on the air, as benzine does. It is not carried by the wind, as an odor is. It remains in the plant and on its surface unless rain washes it off, or it is brushed or scraped off by actual contact with some object.

HOW PEOPLE ARE POISONED

Some people imagine that they have been poisoned without coming in contact with the plant. It is claimed that some people are so susceptible to the toxin of these plants that they are poisoned by riding along a road if poison ivy is growing on a bordering fence. Many reports of that kind have been made. There are persons who claim to be so sensitive that their eyes are poisoned by "simply looking in the direction of poison oak."

That is impossible. The persons who make these claims are doubtless sincere in their assertions, but they have been deceived. The skin must come in actual contact with the plant, or with some object that has been in actual contact, or there will be no poisoning. It was once supposed that malaria, yellow fever, and many similar microbe maladies were carried by the air; but it is now known that those diseases cannot be transported or transmitted in that way. Neither can the toxin from poison sumac and ivy.

One person may be more susceptible to the poison than another, and apparently an individual is more apt to be affected at one time than another. It is claimed that after being poisoned several times, the individual gradually becomes immune; but that is not always true, because many persons are injured every time they come in contact with the plants, and the effects never become less violent.

Injuries may be slight or extremely severe. Death has been known to result. A peculiar claim has been made that certain subjects when once poisoned never wholly recover, but at periods, sometimes a year apart, the symptoms return, without further contact with the

plant. Medical men say there is reason to believe the claim true, though it has not been fully established.

It is remarkable that human beings seem to be the only animals affected by contact with these poisonous plants. The oil extracted from the oak, ivy, and sumac will cause death of rabbits and some other small animals, if injected under the skin or taken in the stomach. This has been proved by experiments; but there appears to be no authentic case of the lower animals suffering from the poison by simple contact in the natural way. Cattle, sheep, goats, horses, and hogs wade through thickets of the plants, browsing and cropping grass, and doubtless unintentionally eating many leaves and stems, without injury. Birds devour the fruit in winter, and it forms a not inconsiderable part of their food, after ordinary sources have failed.

IDENTIFICATION

Many persons who are in constant dread of poisonous plants in forests and open country are scared without cause. Staghorn sumac and dwarf sumac may be mistaken for the poison species, though the former is entirely harmless. The leaves of the three kinds are much alike, and other differences are not clearly enough marked to make distinction easy for persons who are only superficially acquainted with the sumacs. If the fruit is ripe, there will be no difficulty in picking out the poison species. The fruit on it is set like a thin bunch of grapes, usually hanging down, and is white, almost like ivory; but the fruit of the harmless sumacs is red when ripe, and the bunches generally stand erect, and the drupes on the clusters are much more crowded together. Unfortunately, at the season when the fruit of poison sumac is ripe and white, there is less danger of being injured than earlier in the season when the foliage is thick. One may be poisoned at any season by brushing against this plant, and it is advantageous to be able to identify it at all times.

The poison oak of the western country is not apt to be mistaken

for anything else, nor anything else for it, because its individuality is fairly distinct.

The case is different with poison ivy. It is mistaken for a number of plants, especially the Virginia creeper or woodbine (*Parthenocissus quinquefolia*). Numerous cases of poisoning every year are due to such mistakes; yet if people would simply bear in mind that poison ivy has three leaves in a cluster and Virginia creeper has five, no mistakes of that kind need be made. Other differences are easily seen if the harmless and the poisonous plants are compared; but too many persons depend on general similarity and do not notice minor differences. However, the three and five leaf test is nearly always sufficient, and it is easy to remember. When the plants are not in leaf, the leaf scars may be used to identify the harmless and the dangerous species.

REMEDIES

Several remedies or alleviates for this poison are known. The poison oil from the plants is communicated to the skin by contact. If the hand, for instance, brushes against the plant and the oil adheres, it may be communicated to the face by a touch of the hand. Cleansing with soap and water is usually sufficient to remove the poison, if applied at once; but the victim often does not know that he has been laid liable until the blisters begin to rise on the skin, and it is then too late for soap and water to have much effect. The poison has then already entered the tissues.

The remedy most commonly recommended at that stage is a wash of sugar of lead; but since this is more dangerous than poison ivy, if swallowed, the remedy must be used with caution.

Many cases of poisoning are due to gathering the brilliant foilage of these dangerous plants in autumn by persons ignorant of their harmful character. The red and scarlet leaves make showy decorations, and many an unsuspecting person learns to his sorrow that danger may lurk under a showy exterior.



Tanning and Dyeing Materials



The peel of black oak bark last year in the United States amounted to about 12,000 tons and the amount for the current year is estimated at 17,000 tons. More than half of this amount is handled by one firm in Hanover, Pennsylvania.

The prices of raw material have advanced more than 50 per cent during the past year. There are two reasons assigned for this. One is that the bark peelers have learned through the papers of the great shortage of dye stuff material and have raised the price of their bark. The other is due to the fact that the cutting of heavy timber has been curtailed owing to limited demand and low price, and as black oak bark is only peeled when timber is cut for lumber or ties, the bark extract manufacturers are obliged to pay high prices for the bark or the timber owners will not operate their tracts.

The aqueous extract of black oak bark after concentration under different conditions of vacuum is used for the dyeing of cotton, silk, wool and fur and for the making of wall paper lakes, printing inks, boiler compounds, tanning in conjunction with dyeing, and other technical purposes. There are several grades of the bark and the value and nature of the extract depends to considerable extent upon the type of bark and also the treatment of the extract during manufacture. The concentrated dye is known as flavine.

The importation of dyewoods has been greatly stimulated by the scarcity of aniline colors and is over four times as great as in normal times. The woods for the most part come from the West Indies, Central and South America. With the raw markets closed to Germany and materially curtailed in other European countries, these woods are now to be had by the United States under very favorable circumstances. Prices have risen, however, and old fustic, for example, has about doubled in price.

The leaves and leaf stems of our native smooth sumac (*Rhus glabra*) are used to considerable extent for the tanning of light colored leathers and for the so-called re-tanning and currying of

the heavy leathers. The extract is also used for the mordanting of the basic aniline dyes which require a preliminary tannin fixing bath, its principal use being for the fixing of methyl and methylene green in cotton.

Native sumac is used as a substitute for the Sicilian sumac, but is not considered as desirable as the latter, owing to the very much darker color that is inherent in the American product, giving a stain to the material on which the extract is used. The imported appears on the market as Sicilian or stamless sumac, the American as refined or Virginia sumac. In addition to the uses mentioned above both of the extracts are used for topping off lakes, for cotton printing, speck dyeing, and numerous variants of the same kind.

Farm Wagon Standardization

There is a movement on foot among vehicle manufacturers to standardize what are termed farm and mountain wagons. This is in accordance with the general tendency to standardize production of all kinds where it can be done. The proposed list calls for vehicles light, medium, standard, and heavy. When put into operation this will reduce the variety of wagon wheels to two combinations, 40-44 and 44-50. The gear is to be so standardized that the new rear gear will be interchangeable for either the high or low wheel and yet not change the bed level. It is expected that the new plan will be put in operation within six months. From the standpoint of the sawmill man the change will be welcome as it will simplify the work of cutting vehicle stock.

The timber industry represents thirty-seven per cent of the annual production of wealth in British Columbia.

While a little concave in the level of a planer knife will make it easier to whet, so that it may be used longer without regrinding, the straight level generally does smoother work.



Pertinent Legal Findings



Lumbermen as Expert Witnesses

Every hour of the day that courts are in session lumbermen are somewhere to be found on the witness stand. They may be there in the capacity of ordinary witnesses in behalf of themselves or other litigants, or they may have been called as experts. The importance of the distinction between ordinary and expert witnesses lies in the fact that the former are merely permitted to testify to facts that have come under their observation, whereas experts are allowed by law to express opinions on facts submitted to them. It is the province of a trial judge and jurors to form their own conclusions as to ultimate facts upon which the result of the case is to turn, but when matters are in dispute which involve technical knowledge it becomes necessary to invoke the assistance of men who are specially qualified to pass judgment on the particular points.

For illustration, the Iowa supreme court has declared that a witness may express his opinion for the benefit of a jury as to how long white oak timbers can be used in a bridge without probable decay to an extent which will render the bridge unsafe. But before he may do this, it must appear that his experience has specially qualified him to form an approximate estimate, and that all essential conditions bearing on the question have been submitted to him. Experts are, also, often permitted to testify concerning the tensile strength of lumber of specific grades and dimensions, although builders, rather than lumbermen, are usually called upon under such questions.

In an interesting case, a lumberman was permitted to give an opinion as to whether two pieces of lumber were originally a part of the same board; and the Alabama supreme court has recognized the propriety of receiving the opinion of an experienced logger as to what constitutes merchantable timber. In another case, the same court declared that an expert was properly allowed to state the number of trees on a tract of land from which suitable cross-ties could be cut, and how many. And in still another Alabama case the supreme court said that there was no error in permitting an experienced lumber dealer and sawmill owner to give the jury the benefit of his judgment as to the standard of quality of certain lumber sold. In Vermont it was decided that a qualified logger could give his opinion as to the proper method of floating logs in a stream. In this case the supreme court said:

The running of logs in that stream, and through that bulkhead, was not a matter of common knowledge, nor of adequate common judgment. The experience and observation of the plaintiff gave him the grounds and faculty of an opinion peculiar to himself, and not common to men who had no such experience and observation. In a substantial sense he may be regarded as an expert.

The supreme court of Minnesota once had occasion to pass upon the question of whether men experienced in floating rafts should be permitted to testify whether a certain place was a safe one, and decided that expert testimony was proper. And the highest court in Wisconsin has held that a witness, if qualified, may state the quantity of logs which a certain force could handle in logging operations.

Uncertainty in Sales Contract

A contract to deliver lumber "f. o. b. f. a. s." vessel is unenforceable as being uncertain in the terms of delivery, since "f. o. b." requires delivery on board at the seller's expense, and "f. a. s." merely requires delivery within reach of the vessel's loading tackle. (Alabama supreme court, McGowin Lumber & Export Company vs. R. J. & B. F. Camp Lumber Company, 63 Southern Reporter 263.)

Liability of Steamship Companies

A company engaged in transporting lumber shipments for others between points in different states may validly provide in a bill of lading that it shall not be liable for loss of freight by fire not attributable to fault on its part. (Georgia court of appeals, Canby vs. Merchants' & Miners' Transportation Company, 85 Southeastern Reporter, 361.)

Claims for Delays in Transportation

As a general rule, when a shipment of goods is made by a seller to the buyer as consignee, title to the property vests immediately in the purchaser, so that the seller is not concerned legally in any negligent failure on the part of the carrying railway company to make prompt delivery of the freight at its destination. However, if the seller reserves title in himself during transportation, as where freight is consigned to the shipper's own order, an unreasonable delay in carriage will exonerate the buyer from accepting delivery, leaving the seller to seek redress against the railway company. (Arkansas supreme court, Isbel-Brown Company vs. Stevens Grocer Company, 175 Southwestern Reporter 1158.)

Countermand of Manufacturing Contracts

Since one who is aggrieved by breach of a contract is bound to minimize his loss as far as possible, on being advised of the other party's default, and since an unperformed manufacturing contract may be repudiated subject only to liability in damages, the fact that an agreement for the manufacture of certain articles contains a clause to the effect that the contract shall not be subject to countermand on the buyer's part does not entitle the seller to proceed with the manufacture after being advised of the buyer's repudiation of the contract. (Arkansas supreme court, Williams vs. Moore, 175 Southwestern Reporter, 1198.)

Authority of Managing Agent

Where an agent was entrusted by the owner with the general management of a lumber business, with authority to contract for hauling of logs to the owner's mill, it was within the apparent scope of his authority to guarantee payment to a third person for teams used by the hauling contractor in moving the logs, and the owner of the business is bound by the guaranty made. (New Hampshire supreme court, Atto vs. Saunders, 93 Atlantic Reporter 1037.)

Conclusiveness of Lumber Inspection

Where the parties to a contract for sale of lumber agreed upon an inspector to inspect and grade lumber delivered, his inspection was conclusive upon both parties in the absence of fraud or gross mistake in the performance of his duties. (United States circuit court of appeals, sixth circuit; Hermau H. Hettler Lumber Company vs. Olds; 221 Federal Reporter 612.)

Taxability of Saw Mill

If the owner of a portable sawmill returns it for taxation in the county where he resides, it cannot be taxed in another county in which it may be temporarily situated on the lands of another person in lumbering operations. (Georgia supreme court, Joiner vs. Pennington, 85 Southeastern Reporter, 318.)

Aspen for Mine Timbers

Another instance of "the stone which the builders rejected the same is become the head of the corner" is to be found on the Manti National Forest in Utah. When a reconnaissance was made of this area in 1909 a large amount of aspen was found, but it was considered of so small importance that little attention was paid to it in the estimate. The development of some coal fields nearby created a demand for timber for props and lagging, and as nothing else appeared available the aspen was tried for the purpose. It proved a decided success and is the source of several thousand dollars a year to the forest, while the other timber has practically no sale.

Owing to certain designs of some machinery, high-speed belts are sometimes found running so close to feed shafts that they are inclined to strike the shaft, especially if they are slightly loose. An endless belt will do itself no harm under such circumstances, but with a wire-laced belt the wire is quickly worn thin and broken. This trouble can be easily overcome by simply cleaning the belt just ahead of the lacing joint and going on a slice of single-ply belt.

The Mail Bag

B 934—Denies that Machinery Company Has Sold Out

Kalamazoo, Mich., July 19.—Editor *Hardwood Record*: A machinery company which handles equipment of our manufacture to some extent and to whom we have recently sold equipment and to whom we made quotations, has just written to us to the effect that it was under the impression that our company had wound its affairs and that our line of machinery was to be made by another sawmill machinery manufacturer with whom a member of the Hill family, formerly connected with this company, has affiliated himself. Its impression is absolutely incorrect. This company has no intention of discontinuing business, and will continue to make the same line of machinery and will maintain the same high standard of manufacture. You will be doing us a great favor to make such a statement in your paper.

W. E. HILL COMPANY,

Hill Shepardson, Secretary-Treasurer.

B 937—Wants to Buy Oak and Ash Bending Bows

Toledo, O., July 30.—Editor *Hardwood Record*: Will you kindly advise the names and address of the manufacturers of oak and ash bending bows, suitable for automobile tops? We buy the above material in large quantities, and I would like to have you advise the writer so I can have our purchasing department communicate direct with the manufacturers.

The above inquirer is of good standing, and any one interested can get in touch with him by addressing *HARDWOOD RECORD*. EDITOR.

B 935—Wants Oak for Bending Purposes

Ohio, Aug. 2.—Editor *Hardwood Record*: We are in the market for 25 cars 1 1/2" full x 1 3/4" full—7' long clear second-growth red and white oak for bending purpose. Write quoting best f. o. b. price, stating quantity you can furnish.

Any correspondence intended for this inquirer will be forwarded from this office upon receipt.—EDITOR.

B 936—In the Market for Sassafras

Chicago, Ill., Aug. 5.—Editor *Hardwood Record*: Can you advise us where we can secure a quantity of 1" sassafras lumber, log run or on grade?

Parties interested will be placed in touch with the above correspondent upon request.—EDITOR.

References to "Mail Bag" Must Be Accompanied by Stamped Envelope to Receive Reply

Clubs and Associations

Chicago Association Establishes Credit Bureau

Secretary E. E. Hooper of the Lumbermen's Association of Chicago advises that with the express approval of the board of directors the credit committee has voted to establish a credit bureau open to all members of the association. The committee has appointed George G. King as manager.

The purpose of the bureau will be to afford a means for the interchange of credit information and to stimulate collections. Operations will begin about September 7, and in the meantime members will be fully advised as to the manner of operation and the work which will be undertaken.

New Membership List of National Association

The National Hardwood Lumber Association has just issued a revised booklet giving the list of members. The book also contains the rules and regulations which govern the inspection department, constitution and by-laws and general information pertaining to the benefits of membership in the association. Secretary Frank F. Pish says the association has a generous supply of these and will be glad to send copy to anyone interested, on application to his office.

Orders on Yellow Pine

The Southern Pine Association issues the following statement for the week ending July 31: There are 112 subscribers in the association, representing 141 mills, who report orders accepted 1,671 cars, shipments made 4,822 cars, unfilled orders 15,967 cars.

New York Club Leases New Quarters

The directors of the Lumber Trade Club of New York have signed the lease for the club's quarters in the Lord's Court building, 27 William street. The rooms, which are on the seventh-enth floor overlooking the East river and lower bay, are now being decorated and put in shape for occupancy, the formal opening being scheduled for some time early in September. It is also planned to have an exchange room where resident members may announce special stocks they might have for prompt shipment or other information concerning their business. The names, addresses and telephone calls of the members will be prominently displayed

in the exchange room. The membership now numbers well over 150 and it is expected that the roll will be greatly increased after the summer season. Provision is also made for non-resident membership and it is hoped that many out of town businessmen in the eastern states will take out non-resident membership.

Want More Forest Land Purchased

The American Forestry Association has started a movement looking to the purchase of more forest land in the East by the Forest Service. A conference will be held between the Association and Secretary of Agriculture Houston on September 22 next, when representatives of various other forestry and conservation associations and of the chambers of commerce or boards of trade of Nashville, Chattanooga, Asheville, Atlanta, Boston, New York and other cities will urge upon the secretary the desirability of continuing the purchase of lands for forestry purposes under the Weeks' law. Consideration will be given the best plan to induce Congress to authorize the appropriation of \$10,000,000 more for that purpose during the next five years. A total of 1,200,000 acres have been purchased, but experts say that Government ownership of 5,000,000 acres of land in the Southern Appalachian and White Mountains is necessary.

New York Lumbermen Play Golf

On July 21 nineteen members of the New York Lumbermen's Golf Association, the Knox golfers, gathered for the third tournament of the season on the Canoe Brook Country Club links, Summit, N. J., where they were invited through the courtesy of Tom E. Sizer. Everything was in one shape and a most enjoyable day's sport was the result. The handicap committee manipulated the figures so that those way down the list at other tournaments found places nearer the top, therefore making it possible for practically all of the club swingers to become prize winners. The race for the captain's trophy is full of interest, G. F. Herdling with 11 1/2 points showing the way. The next tournament will be at the Richmond County Country Club, August 17, by courtesy of William S. Van Cleaf.

Wholesalers' Association Wins Fight in Lighterage Case

The Interstate Commerce Commission has just rendered its decision in Investigation & Suspension Docket No. 572 covering Lighterage and Storage Regulations at New York, 35 I. C. C., 47. In November, 1914, the various trunk lines entering New York filed tariffs to become effective January 1, 1915, containing proposed advances in rates and changes in regulations governing terminal and lighterage service in New York harbor. Among other things, these tariffs propose a charge of twelve cents per ton for handling lumber and other commodities received on lighters or barges or delivered from lighters or barges at piers other than carriers' station piers, also increased charges for extra towage to points beyond the New York lighterage limits. These tariffs were suspended by the Interstate Commerce Commission upon complaints filed by the National Wholesale Lumber Dealers' Association on behalf of the lumber industry and by other associations and industries interested in other commodities.

W. S. Phippen, traffic manager of the National Wholesale Lumber Dealers' Association, actively opposed these proposed advances at the hearings which were held in New York last March and subsequently submitted a brief to the Commission covering the situation from the standpoint of the lumber industry. It was clearly shown that lumber and forest products are among the prohibited commodities which carriers will not handle through the New York pier stations, that the present track delivery facilities of the carriers are inadequate and could not handle, in addition to the traffic now handled, all of the lumber and other commodities which are prohibited from pier stations and which are being delivered by lighter. Cars containing lumber consigned to New York for lighterage delivery are shunted onto the lighterage piers and the lumber is transferred by the carriers directly from the cars to lighters or canal boats. These boats hold from five to eight cars and, when loaded, are towed to the different delivery points and the lumber is tendered for delivery over the stringpiece of the dock, where it is accepted by the consignee. It was proposed by the carriers to make a charge of twelve cents per ton in addition to the through rate for handling this lumber from their boats to the dock. In its decision the commission finds that this proposed charge of twelve cents per ton is not justified for the following reasons:

(a) It would be discriminatory as between the different shippers of different commodities.

(b) The assessment of any charge for terminal handling, the service having heretofore been performed under the freight rate, would have the effect of increasing that rate; and a proper justification of such an increase would involve consideration both of the line-haul and the terminal service to be performed under the increased rate. There is no evidence to warrant any finding upon the adequacy of the compensation now received by the carriers for their complete service.

Where a terminal service has heretofore been treated by the carriers as a part of the transportation service covered by the freight rate, and regularly performed by them, they may not now segregate that service and assign to it a separate charge without taking into consideration, in order to justify such charges, the entire through service of which it forms a part and the compensation heretofore received for such through service.

The commission also finds that none of the proposed advances in extra towing charges beyond the free lighterage limits has been justified.

The commission comments on the necessity for a thorough revision of the tariffs governing terminal charges and practices at New York; states that the tariffs under suspension are ambiguous and must be canceled, and recommends, for the convenience of the public as well as that of the carriers, the adoption of a joint tariff containing such rules as are common to all carriers.

Grand Rapids Picnic This Month

The seventh annual picnic of the Grand Rapids Lumbermen's Association will be held on Saturday, August 21, at Spring Lake hotel, a beautifully located point near Grand Rapids. The committee in charge, consisting of A. M. Manning, Herbert Schneider, Arthur Wolf and Dave Boland, has made provision for all kinds of entertainments, eats, games, etc. There will be dancing and bathing, in fact a little of about everything in the picnic line.

Board Meeting of American Forestry Association

The American Forestry Association announces that the fall meeting of the board of directors will be held at Boston, Mass., August 31, and from there will adjourn to the Profile House, N. H., to meet September 1-2.

Buffalo Exchange Outing

The Buffalo Lumber Exchange was again lucky in its first summer outing, given on July 20 at the Buffalo Automobile Club, sixteen miles from the city, for the afternoon was fine.

The attendance was about eighty and was made up of the great part of the lumber interest of the city and a number of their friends, the number including John G. Staats of New York, R. G. Keizer, Idaho White Pine Manufacturers' agency, and George W. Taylor, Holt Timber Company, Chicago. On account of special services rendered, William Landsill, vice-president of the Buffalo Stock Yards Bank, and Frank E. Williamson, traffic manager of the Buffalo Chamber of Commerce, were elected honorary members. A message was received from Major John S. Noyes, the dean of the Buffalo lumber trade, who is now past 80 years old, regretting that he was not able to attend.

The afternoon was crowded full of games, so that the swimming event took place before the contemporary games of hard base ball and indoor base ball were finished. There were also a medicine ball relay race, a foot race, a blindfold match, and a tug of war, not to mention some good croquet games. The Buffalo lumbermen have always played a stiff game of base ball and it is pleasant to note that the younger members were keeping up the reputation made by the older ones, while the latter now get quite as much interest, though not so much violent exercise, in the indoor base ball game.

There were many successful contestants in the sporting events and at the supper much sport was had over the presentation of freak prizes to them and afterwards to anyone else who seemed to make a good mark in the line of fun producing. The supper was a good one, but the special proceedings that were added to it increased the general good feeling. C. W. Betts and W. P. Betts were the base ball umpires. John A. Murphy gave out the prizes and Millard S. Burns was made toastmaster. He called on a number of the guests and always received graceful responses.

The after-supper speakers from out of town joined in, declaring that they had never seen a body of business men together who appeared to be so of one accord or who enjoyed themselves so well. They were sure that these outings did much toward uniting this market and preventing undue competition. President W. P. Betts of the Exchange and the entertainment committee, with Charles N. Perrin, chairman, worked hard to make the outing a success and everybody was delighted.

With the Trade

Huddleston-Marsh Lumber Company to Import Mahogany Logs and Open New York Office

Information has just reached HARDWOOD RECORD to the effect that the Huddleston-Marsh Lumber Company of Chicago, for many years dealer in mahogany and other fancy woods, in both lumber and veneer, is now importing its own mahogany logs in large quantities, through New York, where they are being manufactured, and where large stocks of both lumber and veneer will be carried. About September 1 this company will open offices in New York.

New North Carolina Mill

The Laurel River Lumber Company with holdings in North Carolina and Tennessee, has contracted with the Currie Bros. Lumber Company, Ridgeway, Pa., for twenty-five per cent of its timber holdings in these two locations. Currie Brothers are planning to erect near Ruyuan, N. C., on the Madison County railroad, a modern band sawmill for manufacturing this stock.

This company will manufacture mainly white pine and yellow poplar. The deal was completed through the agency of Anson T. Betts & Co., Asheville, N. C., which concern owns a good deal of timber in the vicinity of Asheville and operates a band sawmill at Biltmore, which was recently put into operation.

Mill Property Sold

The bankrupt stock of the Swift Lumber Company, Thomasville, Ga., was put up at public sale on July 12. The largest part of it went to J. A. Barfield of Alapaha, who also owns other mills in that section. The property consists of sawmill, planing mill, dry kiln, sheds, machinery and tools, timber, a locomotive, hand cars, cross ties, steel rail and leasehold interest in a tramroad with right of way in the town of Meigs. Also the right of way in a tramroad running in an easterly direction, and a large lot of timber cut and uncut, and various other mill property.

Cypress Company Elects Officer

The Big Salkehatchie Cypress Company of Varnville, S. C., held the annual meeting of the board of directors on July 10, at which time Frank A. McClure was elected assistant secretary-treasurer and was also elected to the board of directors.

Mr. McClure is an experienced lumber office man, having started with the Louis Werner Sawmill Company, Griffin, Ark., then going with the Freeman Lumber Company, Gleason, after which he was with the F. B. Williams Cypress Company, Patterson, La. Just previous to coming with the Big Salkehatchie company he had charge of the office of the St. Bernard Cypress Company, Arabi, La.

D. H. Day Prominent in Preparing Tourist Directory of Michigan

D. H. Day of Glen Haven, Mich., member of the executive committee of the West Michigan Pike Association, has been instrumental in preparing maps, routes and tourist directory of the West Michigan Pike, a scenic highway along Lake Michigan through Michigan's summerland territory from the Lincoln Highway to the Straits of Mackinac, this being the northernmost link of the Dixie Highway, the Gulf to Straits route. The booklet shows what has been accomplished in developing western Michigan as a summer resort and of excellent results of efforts to provide proper highways so that this immense territory will be at all times accessible to motorists.

Will Develop Hickory Holdings

W. S. Elder of Brownsville, Tenn., has taken over the Hickory stumpage on 15,000 acres of timberlands belonging to the J. F. McIntyre & Sons Company in the Saline River Valley, about twenty-five miles south of Pine Bluff, Ark. It is estimated that there are about 10,000,000 feet of hickory timber on this property, and Mr. Elder will take immediate steps

Will Remove Large Hardwood Mill

The Parsons Pulp and Lumber Company which operates a number of sawmills and pulp factories in West Virginia has cut out its holdings at Lanesville and will remove that mill about twenty-five miles south and erect it at Horton where it will be operated as a hardwood mill, drawing supplies from Highland county, Va., and Randolph, Pendleton and Pocahontas counties, W. Va. The company has operated a softwood mill at Horton for fifteen years and has cut spruce chiefly.

Arkansas Company Not Dissolved

It was rumored a short time ago that the Carnahan-Allport Lumber Company, Allport, Ark., has been dissolved. HARDWOOD RECORD has ascertained this rumor was not correct. It was stated the company had filed notice of dissolution in the office of the secretary of state. What really happened was the Union Logging Company held a meeting in the office of the Carnahan-Allport Company and adopted a resolution to dissolve and accordingly a notice was filed in the office of the state secretary.

To Cut Alaskan Timber for Government Railroad

The Forest Service has given a permit to the Alaskan Engineering Commission to cut 85,000,000 feet of timber in the Cugach national forest for use in constructing the new Government railroad in Alaska. The timber will be cut in designated areas along the right-of-way of the proposed railroad, which runs through the Cugach national forest for several miles.

Experiments and tests of Alaskan spruce and hemlock are being made at the Forest Service laboratory at Seattle, Wash., and so far have substantiated the opinion of foresters that Alaskan timber is sufficiently strong for practically all structural purposes.

Gunstock Factory in Missouri

The Des Moines Saw Mill Company is building a factory at Springfield, Mo., for the manufacture of gunstocks for the European armies. It is said that the factory will not be maintained permanently. It will use black walnut which grows in Missouri, and will operate under a sub-contract for the Remington Arms & Ammunition Company. It is estimated that the walnut lumber which will be consumed by the factory will be worth \$5,000,000.

Tennessee Hardwood Tract Purchased

Recently the R. C. Duff Lumber Company of Duffield, Va., purchased a large tract of hardwood land near Kingsport, Tenn., and it is planned to build a branch railroad to carry the lumber out. Connections will be made with the Carolina, Chichefield & Ohio. The mill which will cut this timber will be in operation before the close of the present year.

Forester Will Raise Fruit

E. M. Griffith, former state forester of Wisconsin, who has been maneuvered out of his position by a change in the state law, will go South, purchase a tract of fertile land in the sunny climate, and raise fruit where the wicked cease from troubling and the weary are at rest. If Mr. Griffith does as well in the fruit business as he has done with forestry, he will be a valuable acquisition to the state that receives him as a citizen.

Commonwealth Timber Securities

Edward J. Young of Madison, Wis.; Grant T. Stephenson, Marinette, Wis., and Frank R. Barns, Chicago, Ill., have organized the Commonwealth Timber Securities Company, capital stock \$150,000, and on August 10 will open offices at 1515 Corn Exchange Bank Building, Chicago, under the management of Frank R. Barns.

The officers of the Commonwealth Timber Securities Company are: Frank R. Barns, president and treasurer; Grant T. Stephenson, vice-

owned by Edward J. Young, vice president and secretary. The directors and the knowledge of the company are identical with its chief.

The company's business will consist of the purchase and sale of timber lands and timber securities. A booklet fully explaining the company's operating plan and form of security is now being prepared and will be available for distribution within the next thirty days.

The purpose of the organization will be to purchase carefully selected tracts of timber lands, periods of business depression like the present, and to cooperate with their clients—the purchasers of the securities—in making such tracts into better conditions and improved timber values justify their cost.

Frank R. Bann has been actively engaged in the timber and timber business for eighteen years, and for the past four years has been an officer and director of Clark F. Poole & Co., of Chicago.

Grant F. Stephenson has been connected with the timber and timber business for the past ten years, and is a trustee of the F. Stephenson Company, Wells, Mich.; director of the Menominee River Boom Company, Menominee, Mich., and vice-president Young & Stephenson, Inc., Madison and Milwaukee, Wis.

Edward J. Young has been engaged in all branches of the timber and timber business for twenty years, and is president of Young & Stephenson, Inc., Madison and Milwaukee, Wis.; president Oxford Bay Timber & Logging Company, Vancouver, B. C., and secretary and director Britting & Young Company, Madison, Wis., and Vancouver, B. C.

Company Changes Its Name

The Strable Manufacturing Company, Saginaw, Mich., has been succeeded by the Strable Lumber & Salt Company. Mr. Brown of the New York office says the company's business in rough lumber and salt has grown so that a change in name to more closely identify the business was desirable. They will continue the manufacture and sale of the Wolverine maple flooring and Tofeo oak flooring.

Large Shipment of Oak

Two hundred carloads, aggregating 2,500,000 feet, of oak lumber are reported to be loading at Gulfport, Miss., for London. It is being shipped by the Lamb Fish Lumber Company. The Norwegian steamer Stokelstad will carry this cargo across the sea, provided it is not interfered with by submarine boats.

Vehicle Factory at Cairo

A new vehicle plant which will make wagons is said to be ready to begin business at Cairo, Ill., where it occupies the site formerly owned by the Three States Lumber Company in the northern part of the town. The new factory will be operated by the Vehicle Supply Company. A considerable force of men will be employed.

Indiana State Board of Forestry Plans Best Exhibit Yet

Among other signs of the advancement of forestry in Indiana, comes the news of increased activity of the state board in preparation for its exhibit at the state fair, which occurs at Indianapolis, September 6 to 11. The idea of an exhibit at the fair is not a new one, but this year the board plans to make it bigger, better, and more complete than ever before.

Notwithstanding the fact that funds were inadequate, the board by careful economy and foresight, erected at the grounds a new forestry building which is admirably suited to the purposes intended. The building is of the bungalow type, twenty-four feet wide and thirty-six feet long. It is being finished in a pretty brown with tapestry brick porches of a corresponding shade. The finish combines with the outlines of the building so as to give the completed structure a suggestion of rusticity much in keeping with its purpose.

The ground adjoining the building is to be given up to transplant beds of young forest trees, and a small forest plantation. The object of this outdoor demonstration plot is to show the inhabitants of Indiana how their poorer classes of land may produce a forest crop.

The interior is to be fully occupied by an extensive exhibit of the forests of the state and their products. The results of the work of the state board at the forest reservation are to be graphically shown. A complete dendrological collection of the timber trees of Indiana is to occupy another section; statistics and charts outlining the status of the wood working industries of the state are to be given a third section, while a fourth large section is to be occupied by the lumbering utilization and timber preservation interests of the state. It is desired that no phase of the work be omitted, to the end that this new home of the state board during the fair may be such a place of interest to all lumbermen and those in any way interested in forestry, that they may make it

their headquarters while on the grounds.

Another departure of the board which will be of unusual interest to all, is the announcement of a proposed list of addresses to be given, one each day, at the new building. These addresses are to cover subjects of live interest to all, and are to be given by men who speak with authority. A complete list of speakers and their respective subjects will be announced shortly.

Railroad Man Willing to Discuss Re-Classification with Lumbermen

A Fletcher Marsh, chairman of the public committee of the National Hardwood Lumber Association, advises that Eugene Morris, secretary of the railroad classification committee, has signified his willingness to place before the individual railroad concerns a plan for a joint conference with lumbermen to discuss the question of classification. The Lumbermen's Association of Chicago, in conjunction with the National Hardwood Lumber Association, accordingly addressed a letter to various lumber associations throughout the country asking them whether it would be practical to have such a conference and how such should be arranged. While it is as yet too early to have complete answers to these letters, a number of important questions have been considered.

Mr. Marsh says it is already manifestly evident that lumbermen as a class must give more careful attention to lumber classification, as this question is one of growing financial interest. It has been suggested by members of the association that instead of the dressed lumber rates being advanced five per cent, as now proposed by the railroads, thus unquestionably hurting the lumber industry, a far better plan would be to allow the dressed lumber rate to remain the same, but increase the minimum weight and decrease the rate on all rough products, this plan allowing the railroads per car mile earnings to be increased while at the same time adding the lumber industry to ship rough lumber at a lower rate, and not increase its rate on the dressed products.

Pertinent Information

Industrial Roads Become Common Carriers

On July 10 at Washington, D. C., the Interstate Commerce Commission announced a decision affecting 147 industrial railways in official classification territory, which is north of the Ohio River and east of the Mississippi River.

The decision fixes the status of the industrial railways generally as that of common carriers and requires trunk lines, of which these industrial lines are feeders, to restore through routes and joint rates and in other ways treat the industrial lines as common carriers, entitled to share in the rates, proportionate to the service rendered.

The longest industrial line affected by the order is the Algoma Central and Hudson Bay, which has a mileage of 380. The shortest is the Toledo, Angola & Western, which has a trackage of little more than eleven miles.

The case was submitted to the commission in February. It grew out of the action of the trunk lines in filing tariffs which cancelled joint rates with and allowances to all industrially owned lines.



INDIANA STATE FORESTRY BUILDING

THINK

Of Us, When in Need of Better Hardwoods!

TENNESSEE VALLEY

Hardwood Lumber and Hardwood Flooring

When you get



Are the Best

Our Motto—"Dry Stock. Straight National Grade. Prompt Shipment"

Our four band mills have a capacity of 150,000 feet per day, and our

Hardwood Flooring Plant

will manufacture 50,000 feet per day.

We want your business, and you will want our Lumber, if you will give us a trial order. Get our prices, give us an order, and be convinced.

We have at present a well assorted stock of

**15,000,000 Feet of Fine Quartered White Oak
Plain White and Red Oak, Poplar, Ash,
Tupelo and Sap Gum**

Send Us Your Inquires

H. H. HITT LUMBER COMPANY
DECATUR Eastern Representative **ALABAMA**
W. F. BIXBY, Jamestown, N. Y.

Perkins Glue Fast Becoming the Standard For All Veneer Work



Manufacturers who use glue for veneer laying and built-up panel work are rapidly realizing the advantages of a glue that does away with the hot, bad-smelling glue room necessary with hide glue and are adopting the modern and efficient

Perkins Vegetable Veneer Glue

because it does away with the cooking process, being applied cold. It is equally as efficient as hide glue and at a saving of no less than 20 per cent over hide glue costs. It gives off no bad odor and may be left open a number of days without souring or in any way affecting its adhesive qualities.

Every shipment is absolutely uniform.
The use of Perkins Glue does away

with blistered work and is affected in no way by climatic changes, thus increasing the advantages of manufacturers, who must ship their goods to hot, cold or damp climates.

Unsolicited testimonials from hundreds in all glue using lines praise its efficiency and economical application.

Write us today for detailed information.

PERKINS GLUE COMPANY

Originators and Patentees

805 J. M. S. Building, SOUTH BEND, IND.

The commission, following the decision of the United States Supreme Court in the tap lines case, ordered the trunk lines to cancel on or before July 15 the tariffs affecting the joint rates and allowances to the industrial lines.

It is estimated that there is \$50,000,000 invested in these industrial lines in official classification territory. The commission does not concede that all of them are to be classed as common carriers, but the effect of the decision is to give most of them that status. The trunk lines probably will have to pay over to the industrial lines, most of which are owned by the industrial corporations which they serve, proportionate shares of rates for transportation in the aggregate all the way from \$5,000,000 to \$9,000,000 a year.

One of these industrial lines serves the International Paper Company; some of them in Northern Ohio are used by steel plants; others are necessary to the operation of lumber companies.

to convert this into lumber and dimension stock.

May Lumber Exports

The exports of hewed and sawed timber from the United States to foreign countries in May of this year totaled 23,473,000 feet, compared with 36,073,000 feet for the corresponding month last year.

The lumber exports aggregated 92,631,900 feet for May, and for the same month last year 210,038,000.

Furniture exports amounted to \$253,378 for last May, and \$471,598 for May, 1914.

Slight increases occurred in shipments to Mexico and Argentina, compared with a year ago.

American Pencil Trade in Asia

The shutting out of European-made lead pencils as a result of the war has left the trade in such supplies in the far East largely in the control of American manufacturers, in most places practically without competition. The trade in such goods is constantly increasing under normal conditions, and at present American trade is in unusually large volume.

Louisiana Silo Business Doubled

The silo originated in the North and was successful there a considerable time before it gained a foothold in the South; but it has now won its way to the Gulf of Mexico. Louisiana will add 1,000 silos this year to its former supply, and that is double the number built in that state last year. The stave silo is the most popular there.

Longer Time for Bids on Philippine Timber

The Bureau of Insular Affairs of the War Department is in receipt of a cablegram from Manila advising that the Bureau of Forestry of the Philippine Islands has extended until noon, October 1, 1915, the time

at which it will open bids for a forest concession covering the area known as the Tayabas-Camarines tract.

The Bureau of Forestry also proposes to grant a concession covering the Tambang tract on the Caramoan Peninsula in the Camarines, and announces that upon the receipt of the first satisfactory application the concession will be advertised and bids invited.

The Bureau of Insular Affairs is prepared to furnish information regarding these forest tracts.

A New Swage

The accompanying cut illustrates the Simplex "Special" Swage manufactured by the Peter Gerlach Company of Cleveland, O. The "Special" has been especially designed and made for the hardest problem known in saw-milling practice, namely for dressing the teeth of all makes of inserted



SIMPLEX "SPECIAL" SWAGE

tooth saws from No. 4 to 11 gauge in thickness, requiring a swaged point varying from 5/32 to 1/2 inch spread at the extreme point, and having a tooth space of 1 3/4 inches or more.

The "Special" will work equally well upon other types of saws coming within the above specifications.

Importers and Manufacturers

Mahogany & Cabinet Woods

SAWED AND SLICED

Quartered *Indiana*
White Oak, Red Oak,
Figured Red Gum,
American Walnut, Etc.

Rotary Cut Stock in Poplar and
Gum for Cross Banding, Back
Panels, Drawer Bottoms and Panels



With this Electric Traveling Derrick we unload, assort and store a million feet of logs as to kind and grade—one of our many efficiencies.

WE HAVE A FINE LINE OF MEDIUM-PRICED
MAHOGANY RUNNING FROM ONE TO TWO CENTS

The Evansville Veneer Co., Evansville, Ind.

The saw teeth or points are swaged by rolling or drawing the teeth outward from the face toward the point, thus producing a deeply swaged and strong point. It tends to give better cutting points, increasing the output of mills and making possible excellently manufactured lumber. The manufacturers of the "Special" estimate it will reduce the saw bills from thirty to fifty per cent. The manufacturers are putting the tool out on thirty days' trial to responsible purchasers.

Lumberman and Saw Man Testify

H. C. Atkins of E. C. Atkins & Co. and W. W. Knight of the Long-Knight Lumber Company were among those who testified at the public hearing held at Indianapolis, Ind., July 23, by three members of the Federal Trade Commission. Mr. Atkins was of the opinion that United States manufacturers are handicapped in securing foreign trade by a lack of American ships in which to carry their products. He also thought manufacturers should be granted immunity for combining to secure foreign trade. Mr. Knight said he did not believe much would be accomplished through co-operation among manufacturers to secure foreign trade. He said his company has been able to establish a good business in England, Germany and France which probably would be increased by sending a representative abroad, but that he had not believed the foreign trade attractive enough to justify the expense.

Spotting Charges Cancelled

Commissioner Meyer of the Interstate Commerce Commission rules in the question of spotting charges that roads in Central Preight Association and trunk line territory and in New England are not justified in establishing spotting charges through tariffs recently filed in the spotting of cars and loading and unloading on switching and industrial tracks. An added increase of \$25,000,000 a year to carriers east of the Mississippi and north of the Ohio and Potomac rivers is thus denied. Naturally the opposing interests are very much elated over saving this immense sum of money for their industry.

The committee holds that the line haul rate covers only one placement of car upon an industrial trade for loading or unloading and that additional placements of the car may be charged for.

Lumbermen's Underwriting Alliance Has Excellent Half Year

Bulletin No. 82, published by the Lumbermen's Underwriting Alliance, Kansas City, Mo., shows that the alliance has experienced no heavy losses for several months. In fact the loss ratio for the first half year just closed has been exceptionally low based on the volume of business in force. Exact figures are not yet available, according to the bulletin, as adjustment has not been completed on several small losses. The aggregate for the six months, however, will not exceed the \$100,000 limit.

The bulletin cautions subscribers not to overlook the fact that the business is just entering upon the season that almost invariably brings big losses, and warns them against being too well satisfied with the showing for the first six months. July to November has always been the scare period because the spring rains usually keep plant premises and buildings fairly damp until July and the fall rains have not begun until the end of November. The four intervening months represent the period of greatest heat, which with the lack of moisture brings buildings, premises, lumber stocks and surrounding vegetation to the tinder state.

To Raise Money on National Forests

The Secretary of Agriculture plans to anticipate future receipts from the national forests by securing an advance of money from Congress for the construction of roads, trails, bridges, and other public works thereby stimulating agricultural developments and relieving many struggling communities from their present burden of taxation. This policy would apply to communities where there is a considerable area of national forest land so located that the forest resources cannot now be marketed, although later they will yield a large revenue. This will mitigate the hardships due to the fact that the national forests are not subject to taxation.

Philippine Markets for American Lumber

Under the above heading the Department of Commerce has issued Special Agents' Series No. 100 written by Franklin H. Smith covering his observations in his recent investigations of the possible timber markets for American lumber in the Philippine Islands. This is one of a series which Mr. Smith is now engaged on.

Forest Fire Insurance

What is believed to be the first forest fire insurance policy ever issued in the United States, and so far as can be learned, the only one of its kind in existence, protects the forest plantation of Arthur H. Hacker in Pike county, Pennsylvania. Mr. Hacker's woodland was principally chestnut, but the blight forced him to cut the timber. In the spring of 1914 the cut-over area was planted with white pine seedlings and transplants, a total of 35,000 being used for the purpose. The chestnut timber was of rather small size but the proceeds paid nearly all the cost of restocking the area.

In order to protect himself against loss by fire the owner commissioned his broker to insure the tract. After considerable difficulty this was finally done and on May 9, 1914, an eastern insurance company issued a policy. The form used is the standard fire insurance policy of the states of New York, New Jersey, Pennsylvania, Connecticut and Rhode Island, but the following clause is inserted: "On young pine trees, to cover pro rata on each tree: situate on side of Raymond's Kill Creek on

Kentucky Oak

results in
Satisfied Artisans
meaning
Money Saved

ITS growing conditions ENFORCE an unvarying uniformity of color and grain. Its texture has a silky softness that delights and contents your workers.

ITS beautiful, clean boles make possible unusual widths and lengths in which we specialize.

The following values,

All Kentucky Stock Should Attract You

3 cars 4 4 1st & 2nds Plain White Oak	2 cars 5/4 No. 1 Common & Better Plain Oak
3 cars 4 4 1st & 2nds Plain Red Oak	1 car 5/4 Sound Wormy Chestnut
10 cars 4 4 No. 1 Common Plain White Oak	10 cars 4 4 Sound Wormy Chestnut
50 cars 4 4 No. 1 Common Plain Red Oak	5 cars 4 4 1st & 2nds Chestnut
10 cars 4 4 No. 2 Common Plain White Oak	5 cars 4/4 No. 1 Common Chestnut
25 cars 4/4 No. 2 Common Plain Red Oak	3 cars 4 4 1st & 2nds Poplar
1 car 5/4 Sound Wormy Oak	2 cars 4 4 No. 1 Common Poplar
3 cars 4/4 Sound Wormy Oak	1 car 6/4 Log Run Beech
3 cars 5/4 No. 1 Common Mixed Oak	2 cars 8 4 Log Run Hard Maple
1 car 5/4 No. 1 Common Plain White Oak	1 car 8/4 Common & Better Hard Maple

E. R. SPOTSWOOD AND SON
MANUFACTURERS
LEXINGTON, KENTUCKY

F. M. CUTSINGER

SUCCESSOR TO
YOUNG & CUTSINGER

Manufacturers of

Southern Hardwoods

We Have Specialized in

High Grade
Quartered Oak

For the Last 12 Years

Draw Your Own Conclusions

EVANSVILLE, INDIANA

which residence is located, on property known as Woodside, about one mile west of Shanno's Township, Pike County, Penn.sylvania. The amount is \$750 and the premium rate is 10 per cent a prohibitive figure for ordinary plantations. This company has no intention of entering the forest fire insurance business and does not care to assume such risks as a general proposition.

Forest fire insurance is fairly common abroad and eventually will be come so in this country. Accordingly the policy just described has especial interest in being the very first attempt, so far as known, in the United States.

An Interesting Lecture

Spencer Miller of the Edgewater Manufacturing Company of New York has just issued in pamphlet form a booklet entitled "Refueling Warships at Sea." The paper was originally read before the American Society of Naval Architects and Marine Engineers and was reprinted in the London paper *Engineering*.

As suggested by Mr. Miller, it is a long way from refueling warships at sea to logging, but inasmuch as Mr. Miller's experience in designing overhead logging apparatus was directly responsible for his success in designing workable re-fueling apparatus for use on warships at sea this matter is rather pertinent. It is also extremely interesting, especially in these days when such matters are on the minds of everybody. While the average logger would possibly not get any information of direct benefit, still the paper makes interesting reading and is amply illustrated to give the reader visual illustrations of how this work is accomplished.

Big Results from National Forest Sales

The national forests turned into the United States Treasury during the fiscal year ending June 30, 1915, nearly \$2,500,000, an increase of more than \$40,000 over the receipts of the previous year. The timber sales, which amounted to \$1,164,000, yielded on account of the depressed condition of the lumber industry about \$79,000 less than those of the previous fiscal year, but the gain was made possible by larger revenues from other sources. The grazing receipts, which totaled \$1,125,000, showed an increase over the receipts for last year, and the water power receipts, amounting to not quite \$90,000, showed an increase of nearly \$12,000. The turpentine receipts showed a decided falling off, while the sale of special use permits showed an increase over last year. There was a decrease of nearly \$37,000 in the revenue derived by the settlement of trespass cases in which Government timber had been cut without intent to defraud.

Canada's Wood-Using Industries

The Canadian bureau of forestry has published a report covering the wood-using industries of the prairie provinces for a period of one year. These provinces lie between the forested areas of the East and those on the Pacific slope, and they receive supplies of lumber from both directions, and also from the South where the forests of the United States are drawn upon. Rough lumber for general construction purposes is not included, but that only which is further manufactured into furniture, boxes, vehicles or other commodities of a similar kind.

Hardwood News Notes

< MISCELLANEOUS >

The advanced prices offered and the strong demand for walnut timber because of the European war has made the buyers in Randolph county, Arkansas, especially active. It is said that all of the farmers of that county are searching out the stray walnut trees on their farms and after cutting haul them to Pochontas where a ready market is found. It was thought until recently that all of the valuable walnut timber had practically been cut in Randolph county, but the searches of the farmers are bringing out a large quantity of very good logs.

The Shaw Brothers Company, Macon, Ga., has become a voluntary bankrupt.

The Fullerton Powell Hardwood Lumber Company, South Bend, Ind., has been reincorporated under Illinois laws with a capital of \$25,000.

At Lynn, Mass., the Davis Woodworking Company has been incorporated with \$10,000 capital.

The Grand Rapids Trust Company has been appointed receiver for the A. E. Cartler & Sons Company of Grand Rapids, Mich.

The American Fixture & Show Case Company of St. Louis, Mo., has increased its capital stock from \$12,000 to \$70,000.

The Dixie Table & Manufacturing Company, Atlanta, Ga., has been incorporated.

The Black River Cypress Lumber Company has been incorporated at Sardinia, S. C.

J. T. Phillips and O. W. Brightman have purchased the Green Bay Planing Mill Company, Green Bay, Wis.

The Carl Gross Company has been incorporated by Carl Gross, E. W. Behrens and W. C. Wehe to manufacture church furniture. Capital stock is \$2,000.

George Strebe, Medford, Wis., has traded his sawmill at Goodrich to Ed. Javis.

The Wm. Lorimer Lumber Company has sold its sawmill plant at Monroe, La., to H. M. Wheeler. Consideration was \$25,000.

The LeMonnier Woodenware Company, New Orleans, La., recently suffered a loss by fire to the extent of \$12,000. The loss was covered by \$7,000 insurance.

The box factory of Morris & Co., St. Joseph, Mo., was recently destroyed by fire.

The Weller-Boards Company has been incorporated at Morristown, Tenn., with \$10,000 capital by H. M. Weller, A. H. Daugherty, J. N. Fisher and H. S. Taylor. The company will manufacture tables and furniture.

The Miller Show Case Company has been incorporated at Ft. Wayne, Ind., for \$10,000. The incorporators are Martin Miller, Fred C. Miller and Henrietta Miller.

The planing mill of the Hamilton Lumber Company, Indianapolis, Ind., was recently destroyed by fire. Loss was \$30,000.

The Omaha Furniture Manufacturing Company, Ralston, Neb., recently filed a voluntary petition in bankruptcy. Liabilities were \$61,932 and assets \$49,496.

The Cumberland Fruit Package Company of Cumberland, Wis., has increased its capital stock from \$25,000 to \$50,000.

At Eau Claire, Wis., the Bradford Culver Timber Company has increased its capital stock from \$100,000 to \$125,000.

< CHICAGO >

J. V. Stimson of Huntingburg, Ind., was in town a few days the early part of last week.

W. Brown Morgan of the Helena Veneer Company, Helena, Ark., made a business trip to Chicago a week ago.

J. W. McClure of the Bellerade Lumber Company, Memphis, Tenn., passed through Chicago on his way home from a trip to the Coast.

R. J. Darnell of R. J. Darnell, Inc., Memphis, Tenn., was one of the recent distinguished southern visitors in this part of the country.

A. W. Williamson of the Williamson-Kuny Mill & Lumber Company, Mound City, Ill., spent a few days on business with the Chicago trade a few days ago.

W. G. Collar of the Kneeland-West Lumber Company, Lugerville, Wis., made a business trip to Chicago last week.

J. J. Rumbarger of Philadelphia will be in charge of the Chicago office of the Babcock Lumber Company of Pittsburgh until other arrangements can be made.

A. M. Richardson of Osgood & Richardson, People's Gas building, has taken charge of the firm's new assembling yard at Helena, Ark., and will make his permanent residence there.

The Sabbath Desk Company has been incorporated at Chicago with \$5,000 capital.

The Douglas Lumber Company has been incorporated with \$40,000 capital stock.

The Tryber Piano Company, Chicago, called a meeting of its creditors on August 3.

< NEW YORK >

George M. Stevens, Jr., head of the Stevens-Eaton Company, local wholesaler of hardwoods, etc., and Mrs. Leah F. Paul were united in marriage at Mount Vernon, N. Y., July 21. The wedding trip was to Quebec and other Canadian Provinces, after which the couple will continue the summer season at Oyster Bay. They will take up their permanent residence in the fall at Mount Vernon.

C. Boice of the Boice Lumber Company, manufacturer of hardwoods, Richmond, Va., was a visitor to New York, on business.

The Probst Lumber Company, successor to the Prendergast Company, Cincinnati, has opened a local office at 11 Broadway, this city.

< BUFFALO >

Frank H. Reilley has returned from his trip to California. He found the Pacific coast pleasant as usual and the expositions very attractive. The firm of W. W. Reilley & Bro. speaks of the lumber trade as quite dull.

Anthony Miller reports the hardwood trade pretty dull this month. A little stock is coming in at the yard.

The lumber yard of G. Elias & Bro. has been busy recently getting in and piling up stocks of lake lumber, three vessels having lately arrived with a large supply.

J. B. Wall has been making a business trip to Alabama and Tennessee this month, where he has been looking after purchases of oak and other stock for the Buffalo Hardwood Lumber Company.

The Atlantic Lumber Company recently had in the steamer H. E. Runnels with basswood and maple stocks. There is a good inquiry for lumber, and sales are being made in ash, maple and oak.

Blakeslee, Perrin & Darling have found trade improving during the past two weeks. There is a fairly good demand for maple. Ash, oak and cypress are also moving steadily.

R. D. McLean has returned from a business trip to the West. He reports that the mahogany demand is rather quiet this month.

The Yeager Lumber Company is selling a pretty good amount of ash, besides maple and cypress. Trade is not at all active as yet, but improvement is looked for soon.

T. Sullivan & Co. report brown ash as moving in good shape and new stocks are arriving to replenish stocks in yard. Fir is said to be in a little better demand than for some time.

My books are open to prove that every one of the below logs with similar pile immediately behind is

Real Indiana White Oak

The two piles contain 100,000 feet and not a log is under 24 inches. No other oak ever went through my mill.



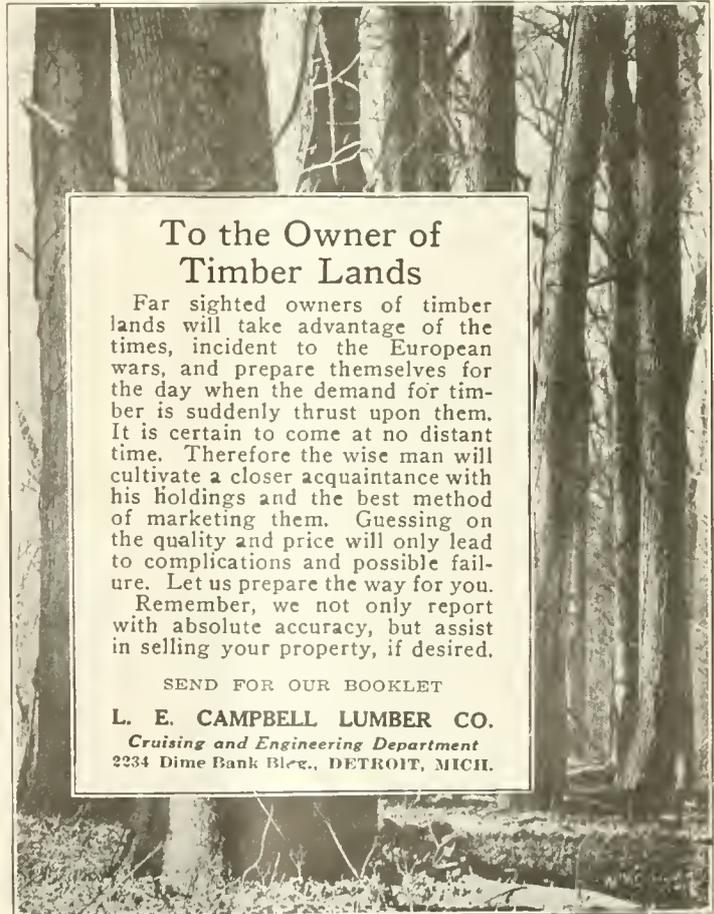
Of course it is to my interest to get the highest quality of lumber and veneer (hence greatest return) out of such raw material.

Experienced buyers will need no further reason why they should at least get in touch with me.

CHAS. H. BARNABY
Manufacturer

Greencastle, Indiana

BAND SAWED LUMBER AND VENEERS



To the Owner of Timber Lands

Far sighted owners of timber lands will take advantage of the times, incident to the European wars, and prepare themselves for the day when the demand for timber is suddenly thrust upon them. It is certain to come at no distant time. Therefore the wise man will cultivate a closer acquaintance with his holdings and the best method of marketing them. Guessing on the quality and price will only lead to complications and possible failure. Let us prepare the way for you. Remember, we not only report with absolute accuracy, but assist in selling your property, if desired.

SEND FOR OUR BOOKLET

L. E. CAMPBELL LUMBER CO.

Cruising and Engineering Department
2234 Dime Bank Bldg., DETROIT, MICH.

West Virginia Hardwoods

We have ready for prompt shipment

25,000'	4 4	Log Run Ash
45,000'	4 4	1s and 2s Chestnut
50,000'	4 4	No. 1 Common Chestnut
240,000'	4 4	Wormy Chestnut
120,000'	4 4	No. 3 Common Chestnut
28,000'	5 4	1s and 2s and No. 1 Common Chestnut
75,000'	5 4	Wormy Chestnut
25,000'	6 4	Wormy Chestnut
15,000'	5 4	Log run Maple
48,000'	10 4	Log run Maple
2,500'	12 4	1s and 2s and No. 1 Common Maple
50,000'	4 4	No. 1 Common Poplar
60,000'	4 4	No. 1 Common and Better Red Oak
24,000'	5 4	No. 1 Common Red Oak
68,000'	6 4	1s and 2s and No. 1 Common Red Oak
15,000'	6 4	Log run White Oak
15,000'	8 4	1s and 2s and No. 1 Com. White Oak
15,000'	8 4	No. 3 Common White Oak
50,000'	8 4	Sound Square Edged White Oak
36,000'	8 4	Stock Widths White Oak
13,500'		1s and 2s Poplar
75,000'	7x9	Hardwood Switch Ties
75,000'	7x9	White Oak Switch Ties
100,000'	3x4	and 3x5 Oak and Hardwood Mine Rails
3 cars	1/2"	Slack Barrel Staves, 40 and 42" long
9 cars		Chestnut Telephone Poles

Alton Lumber Company

Lock Box No. 86

BUCKHANNON, WEST VIRGINIA

Band Mill
Mill Creek, W. Va.

Circular Mill
Todd, West Va.

MENTION HARDWOOD RECORD WHEN WRITING

SPECIAL PRICE FOR QUICK SALE:

No. 1 Com. Hickory: 8 cars 1 1/2" to 4"
No. 2 Plain Oak: 5 cars 1"

No. 1 Com. Poplar: 15 cars 5/8" to 4"
No. 1 Common Ash:

No. 1 Plain Oak: 3 cars 2"
20 cars 1" to 4" 1 car 2 1/2"

Goodlander-Robertson Lumber Company

MANUFACTURERS AND WHOLESALERS
HARDWOOD LUMBER

Yards and Office:

Kansas Avenue

Memphis, Tenn.

< PITTSBURGH >

The Mutual Lumber Company has been doing a splendid business in automobile hardwoods all summer. Manager H. E. Ast makes frequent trips to Detroit and other large automobile manufacturing centers.

The Erampton-Lester Lumber Company is running its country mills right through the harvest season and is shipping a large amount of stock for construction and railroad purposes, especially the latter. Its shipments of oak the past few months have been especially encouraging.

The Kerr-Marquette Lumber Company, which has had several hardwood operations in the Connellsville, Pa., district the past few years, has bought 16,000 acres of heavy timberland in Nelson county, Virginia, about thirty miles from Lynchburg, and will move its operations to that section shortly.

The Edmundson-Mattson Company has been organized here by E. J. Edmundson, J. E. Mattson and Alfred M. Lee to engage in a general lumber and builders' supply business.

The Aberdeen Lumber Company, according to President J. N. Woollett, finds trade pretty slow at present and does not anticipate any special gain in demand before September 10. This is the opinion of most hardwood wholesalers in this district.

The Allegheny Lumber Company reports some gain in general demand for hardwood and says that yards are beginning to nibble much more lively than a few weeks ago.

The American Lumber and Manufacturing Company, according to W. D. Johnston, finds some improvements in trade, especially with the manufacturing concerns which are now getting really busy. Mr. Johnston anticipates that there will be a fair to good trade in all lines of hardwood.

The Kendall Lumber interests are starting work on their immense hardwood operation in Oregon. It will be one of the largest on the Pacific coast. J. H. Henderson has been appointed western sales agent for this operation.

The Camp Manufacturing Company has been booking some nice orders with window glass concerns lately for next year's business. These manufacturers seem disposed to place contracts now for a considerable distance ahead, which is a sure sign of increasing business.

< BOSTON >

George H. Guilford, president of the Guilford Lumber Company, Lynn, Mass., died recently in that city. He was stricken just as he left his office and did not recover consciousness. Heart disease aggravated by the extreme heat is assigned as the cause. He has been associated with this firm for nearly forty years, having when a young man entered the business which was founded by his father.

Sylvester J. Wood, a local lumber salesman, died suddenly in Boston, having been found unconscious on the street. He was one of the younger men in the trade and he will be greatly missed.

New enterprises which will take increased supplies of hardwood are constantly starting in New England. The following are the more important: The Davis Woodworking Company, at Lynn, Mass., Wm. H. Davis, president, and G. H. E. Davis, treasurer, capital \$100,000; the American Air Craft Company, Ltd., at Boston, Mass., E. G. Davis, president, and Jos. Weeks, treasurer, capital \$100,000; the Synchona Company of America at Providence, R. I., capital \$100,000, and the Hardman Railroad Tie Company of Fall River, Mass., and Newport, R. I., with capital of \$25,000.

It is reported that E. G. Parkhurst has been appointed receiver for the Household Cabinet Works of Providence, R. I.

< BALTIMORE >

John H. Burrell of the Liverpool timber firm of John H. Burrell & Co., according to information received here in the last few days, has been appointed a member of the Mersey Dock and Harbor Board of Liverpool, to take the place of the late C. E. Painter of Alfred Dobell & Co., who was lost on the Lusitania. The dock and harbor board fixes the charges for the use of docks, assigns vessels to berths and in other ways regulates and supervises the management of the docks, which are among the finest in the world. Mr. Burrell, like Mr. Painter, was chosen as the representative of the lumber trade and is regarded as possessing exceptional qualifications for the work because of his long connection with the timber trade. He is known personally to a number of the Baltimore exporters.

Captain Gowan, of the Johnston Line steamer Swannore, which was in Baltimore a week ago, sailing thence for Liverpool, reported that on June 23 he sighted the Norwegian bark Kotka, lumber laden, of Frederickstad, abandoned and water-logged, with all sails set. The port bow showed a number of holes, as though she had been made a target for the shells of a war vessel.

It is reported here that H. A. McGowan & Co., Louisville, Ky., have leased the planing mill of the Peter McCain Lumber Company at Bristol, Va., and will work out a contract to supply the French and British governments with walnut gunstocks. This work has already been reflected in a greatly increased demand for walnut within a hundred miles of Bristol, information having reached here that this wood is much more sought after and higher. The supply is stated to be by no means large, and a considerable section will have to be covered to fill the contract. In this connection it is to be said that an effort was made some time ago to have some of the

warring countries, among them Great Britain, take red gum for gunstocks. The matter was brought to the attention of the proper authorities, and officers in charge of the work undertook tests with red gum, the results of which prompted a decision to stick to walnut. Gum was found to have much less tensile strength and to be poorly suited in some other respects. At that time it was stated that the supplies of walnut in England and France were adequate for the purposes of the war departments, which could hardly have been the case in view of the placing of the large contract with the Louisville concern.

That the Pacific coast woods are receiving increasing attention in the East was evidenced two weeks ago by a visit by J. F. Bertles of Bertles & Bertles, Spokane, Wash. Mr. Bertles' firm manufactures Pacific coast white pine, and he stated that trade had been rather quiet, largely because of the prevailing scarcity of vessels. It was very difficult, he said, to obtain tonnage, and the high freight rates served to militate against the distribution of Pacific coast woods. Some of the mill men on the coast were chartering craft of all kinds to make cargo shipments to Europe.

Another recent visitor was C. W. Greamer of the Santee River Cypress Lumber Company, Ferguson, S. C. Mr. Greamer really makes his headquarters in Detroit, where he keeps in touch with such large consumers as the Ford Automobile Company and others. Having occasion to come to the East, he extended his trip to Baltimore. He said he had found trade rather quiet.

V. L. Hammond of the Byrd-Matthews Lumber Company, Helen, Ga., stopped in Baltimore last week to see some of the hardwood men.

◀ COLUMBUS ▶

According to the report of the Columbus building inspector for the month of July, there were 240 permits issued during the month for buildings estimated to cost \$504,095 as compared with 260 permits and a valuation of \$503,355 for July of 1914. Since the first of the year the department has issued 1,693 permits of a valuation of \$2,990,445, as compared with 1,780 permits and a valuation of \$3,714,210 for the corresponding period in 1914.

The Massillon Chair and Desk Company has been formed for the purpose of taking over the Hardesty Manufacturing Company and the A. R. Miller Seating Company, both of Canal Dover, O. Chairs and all kinds of school furniture will be made. The capital stock of the company is \$300,000.

The new rate law governing freight rates in Ohio, passed by the Ohio General Assembly, became effective July 30. The new law permits of a suspension of thirty days before a new rate goes into effect. The time is for investigation on the part of the Ohio Utilities Commission. If thirty days is not sufficient, another suspension of thirty days is permitted. Heretofore carriers have been required to file revised freight schedules only ten days before they were to become effective.

J. D. Elliott and E. H. Wean have purchased the Toledo property and business of the Empire Lumber Company and will operate it under the name of the Elliott-Wean Lumber Company.

Chester F. Korn of the Korn-Cooking Company, lumber exporter of Cincinnati, left early in August on a business trip to England.

L. B. Schneider of John R. Gobey & Co., spent the last week in July and the first week in August on his annual vacation.

The capital stock of the Marquette-Kerr Lumber Company of Youngstown, Ohio, has been increased from \$25,000 to \$75,000.

F. B. Prior of the W. M. Ritter Lumber Company reports a fairly good demand for hardwood stocks in central Ohio territory despite the business depression. He says the records of July were up to those of June but not equal to those of the corresponding period last year.

"The result of the recent Interstate Commerce Commission's decision is to increase the freight bills of Cincinnati box makers and furniture manufacturers by thousands of dollars annually," declared Guy M. Freer, traffic manager of the Chamber of Commerce, after a study of the full decision. It was at first thought that Cincinnati shippers would save a large sum because of the decision, inasmuch as the news dispatches announced that the commission had refused to grant the proposed increase in lumber rates from Cincinnati to the East. But the granting of the increase to the roads of the Southeast on shipments to Cincinnati means bigger freight bills, for the Cincinnati users of cottonwood and gum in particular. The increase on cottonwood and gum amounts to perhaps three cents, while on lumber generally it amounts to about one cent a hundred pounds. Cottonwood and gum heretofore enjoyed a lower rate than the others. Millions of pounds of this sort of freight are received in Cincinnati annually, the cottonwood being used largely in box manufacturing and gum in furniture making."

◀ TOLEDO ▶

The building department of Toledo issued 1,641 permits with a total valuation of \$4,563,468 between the dates of January 1 and July 31, 1915, showing a gain over last season for the same period of time of \$176,664.

H. J. Ellis, who was for a short time manager of the Booth Column Company, after its reorganization, is no longer with the firm and the position is being filled by H. W. Hubbard. Mr. Hubbard is the son of Wm. T. Hubbard, known throughout this section as one of the leading hardwood dealers of Toledo. The son seems to have inherited much of his father's hard business sense as well as his love for lumber.

"Made in Bluefield"

*We are Manufacturers
of*

Oak Flooring
Interior Finish Poplar Siding
Ceiling and Dimension
Boards

CAN SHIP MIXED CARS OF ROUGH
AND DRESSED MATERIAL, ALL FROM
STRICTLY WEST VIRGINIA TIMBER

*Planing Mill and
Dry Kiln Facilities*

The McClellan-West Lumber Co.
Bluefield, W. Va.

"ANDREWS" Lumber Driers And Dry Kiln Equipment

THE ONLY
Perfectly Controlled

Moist Air Lumber Driers

WE GUARANTEE

UNIFORM and FAST DRYING combined with

EFFICIENCY, ECONOMY and

SIMPLICITY of OPERATION

The Performance of "Andrews" Driers

CANNOT BE

INFLUENCED by *WEATHER CHANGES*

OUR DRIERS PRODUCE

BETTER QUALITY LUMBER with less SHRINKAGE

The A. H. Andrews Co.
11517 S. Wabash Ave., Chicago

OUR
BIRCH VENEERS

ARE THE PRODUCT OF
HIGH GRADE LOGS, FIRST-CLASS EQUIPMENT AND
OVER TEN YEARS' EXPERIENCE

MILWAUKEE BASKET COMPANY, South Milwaukee, Wis.

TOMAHAWK VENEER & BOX CO.

Manufacturers of Draw Bottoms in Birch and
Basswood, Pin Blocks, Back Panels, also Head-
ing and American Cheese Boxes our Specialties

TOMAHAWK

WRITE FOR PRICES

WISCONSIN

WE WANT WALNUT

If you have Black Walnut Logs 14" and larger in diameter and
8' or longer in length, write us for prices and particulars.
We are in the market now for two million feet.

PICKREL WALNUT CO., 4025 Clara Avenue, ST. LOUIS

Kentucky Veneer Works

HIGH-GRADE—WELL-MANUFACTURED

Veneers

IN SAWED AND SLICED QUARTERED
WHITE OAK AND QUARTERED RED GUM.
OUR ROTARY CUT GUM AND POPLAR
CROSSBANDING VENEERS ARE EXCEP-
TIONALLY GOOD.

Louisville

Kentucky

CINCINNATI

Hardwood Manufacturers and Jobbers

OHIO VENEER COMPANY

Manufacturers & Importers FOREIGN VENEERS

2624-24 COLERAIN AVENUE

C. CRANE & COMPANY

Manufacturers of Hardwood Lumber, Oak & Poplar especially

Our location makes possible quick delivery of anything in timbers
and hardwood lumber

DAY LUMBER & COAL CO.

Manufacturers YELLOW POPLAR and WHITE OAK

GENERAL OFFICE—JACKSON, KY.

HIGH GRADE

ST. FRANCIS BASIN OAK

GALLOWAY-PEASE CO., Poplar Bluff, Mo.

Reuben Kimball, president of the Stern Avenue Lumber Company, well known throughout this section, died recently at Saginaw, Mich., where he was visiting. Mr. Kimball had been in failing health for some time past, but his death was unexpected and came as a shock to his friends. He was seventy-two years old and leaves a wife and two children.

The planing and sawmills owned by J. W. Stiger of Bradner, O., were burned recently, entailing a \$7,000 loss, with small insurance. Workmen are already at work rebuilding the plant.

Lumbermen generally were all re-acted in the recent order placed by the Baltimore & Ohio Railroad Company for \$2,500,000 worth of new equipment, including passenger and freight cars, two cafe-parlor cars and two motor coaches.

— < INDIANAPOLIS > —

The Central Lumber Company will move from Akron to Rochester.

A contract for Mexican mahogany interior trim for a branch postoffice at St. Louis, Mo., has been obtained by the Mas-Nehmeyer Lumber Company.

O. A. Miller, E. G. Kemper and C. H. Shumaker, all of Richmond, have formed the Boston Lumber Company and will conduct a lumber business at Boston, Ind. The company is incorporated with \$15,000 capital.

The Crown Lumber Company, Ltd., of Ontario, Canada, has been admitted to do business in Indiana and \$10,000 of its \$10,000 capital will be represented in this state.

Building operations in the city last month amounted to \$542,891 as compared with \$1,140,969 in July, 1914. For the seven months ending July 31 operations were \$2,961,032 as compared with \$6,126,183 for the corresponding period of last year.

— < MEMPHIS > —

The Caddo River Lumber Company, Rosbora, Ark., will establish a hardwood plant at that point, which will have a capacity of about 125,000 feet per day. It will be a double band mill and will be equipped with the latest improvements. It is estimated that it will be in readiness for operation about October 1. Contract for the equipment has already been awarded to the Mills-Chalmers Company.

The Decatur Box and Basket Company has been organized at Decatur, Ala., with a capital stock of \$7,000. It will engage in the manufacture of boxes, baskets and other products made of wood. A. D. Jervis is president, W. F. Boswell is general manager and W. A. Bibb is secretary and treasurer.

The Trumann Cooperaage Company, Trumann, Ark., has awarded a contract for building three new dry kilns at its plant. These improvements are to be made as quickly as possible. This company has recently been operating on a larger scale and is getting ready for an active business this fall.

The National Handle Factory, which has been located at Almyra, Ark., is now being removed to Stuttgart. This plant is owned by Earl Rhodes. Operations will begin at the new location shortly. The plant will manufacture all kinds of handles and will also make a specialty of baseball bats.

It is announced that the Arkansas Bending Works at Stuttgart, which have been closed for a number of months, will resume operations about the first of September. H. Hegner will be in control. This company manufactures wagon material and for some time after operations are resumed it will simply saw the lumber, which will be sent to the eastern factory of the company, which is located at Toledo, Ohio, where it will be finished.

A 500-acre tract of walnut timber has been purchased near Tipton, Tenn., and the timber thereon is now being cut and rafted to Paducah, Ky., where it is being converted into material to be used in the manufacture of gunstocks to be used in the European war.

John W. McClure of the Bellgrade Lumber Company and president of the Southern Hardwood Traffic Association has recently returned from an extended trip to the Pacific coast and the Northwest. He visited the Panama-Pacific Exposition at San Francisco and also touched a number of points in the Pacific Northwest. He was accompanied by Mrs. McClure and both report the trip, which covered about 8,000 miles, exceedingly pleasant.

T. S. Lambert of Niekey Brothers has recovered from an attack of tonsillitis which kept him at home for some days. He is now able to attend to his duties and gives a rather encouraging view of the outlook for fall business.

It is regarded as probable that the granting of higher rates on gum lumber to Ohio river crossings, and thence into Central Freight Association territory by the Interstate Commerce Commission, will result in the stoppage of some of the mills manufacturing gum exclusively. Already there has been a decided slowing down in the cutting of gum and it is expected that there will be further developments in the same direction. It is pointed out by gum interests that only the best timber can be cut and marketed profitably under present conditions. Small trees which furnish only a small percentage of high-grade stock cannot be cut except at a loss under present conditions, even without the increase in freight rates, and the latter only tends to make the situation a great deal worse with respect to trees of this character. As one prominent manufacturer put it, it is impossible to expect to accomplish anything except with the cream of the forests so long as this advance hangs over the trade.

< NASHVILLE >

A. P. Jacobs has sold his interest in the well-known firm of Baker, Jacobs & Co., hardwood manufacturers. Henderson Baker, senior member, bought the interest of Mr. Jacobs, and will continue the business as in the past. Mr. Jacobs has located at Paris, Tenn., where he will operate a wholesale lumber yard. He will draw his stock from a number of saw-mills near Paris, and will buy both green and dry lumber. The yards secured are conveniently located on the Louisville & Nashville and Nashville, Chattanooga & St. Louis terminals.

Thos. J. Dye & Son, Kokomo, Ind., has entered suit against the Ryman Line, steamboat operators, to recover several hundred dollars damages for 1,118 cedar logs alleged to have been lost from a shipment handled on Cumberland river.

R. C. Duff of Duffield, Va., has purchased timber rights and will have a sawmill built at Kingsport, Tenn., for development of same. A tram road will be constructed for hauling lumber one and one-half miles. It will be ferried across Holston river.

The Nashville Lumbermen's Club has filed a complaint with the Tennessee Railroad Commission, seeking to compel the railroad to make the same allowances for stakes, standard strips and supports, used in loading logs on flat, gondola and coal cars, as they make on lumber loaded on the same kind of equipment. An allowance of 500 pounds per car is allowed in case of lumber, which it is charged is unreasonable, unjust and discriminatory, and the same allowance is prayed on logs.

Charles M. Morford, a prominent hardwood manufacturer, is a candidate for commissioner of fire, street sprinkling and building inspection of Nashville, subject to the municipal primary election to be held September 9.

Timber rights on 22,000 acres of land have been sold by W. B. Allen, receiver for the Dayton (Tenn.) Coal and Iron Company, to E. M. Williamson, H. K. Thomas and J. S. Frazier. The purchasers are allowed six years in which to remove the timber.

M. S. Hastings, a lumber manufacturer of Pine Bluff, Ark., died suddenly near Dickson, Tenn., while en route to Murfreesboro, Tenn., accompanied by his wife and two children. They were making the trip in an automobile. He was sixty-two years old.

< LOUISVILLE >

The Chess & Wymond Company of Louisiana has installed equipment at Holly Ridge, La., for the manufacture of rotary cut veneers. It will begin the production of gum and red and white oak veneers immediately. Equipment both for manufacture and drying has been installed. The company is associated with the Chess & Wymond Company of Louisville and the Holly Ridge Lumber Company, both of which are operating at Holly Ridge. Sales of veneers will be handled from the Holly Ridge office.

The Edward L. Davis Lumber Company of Louisville, is preparing to start its sawmill in operation again. It has been down for several months, and during that time the company has been devoting its attention principally to dimension manufacturing. Mr. Davis is now purchasing logs, and has secured some unusually fine timber for the resumption of operations.

Ralph Jurden, the popular veneer man, was in Louisville last week and gave the Louisville correspondent of HARDWOOD RECORD some interesting facts about the operations of Penrod, Jurden & McCowen, of Memphis, of which he is vice-president and secretary. L. H. Kessler, one of the most practical and efficient veneer men in the country, has been added to the organization, and is in charge of the big rotary mill of the company at Helena, Ark. He resigned his position as superintendent of the Clarendon, Ark., plant of the Chicago Veneer Company of Danville, Ky., to take his new post. Alex. Lendrum, who has been in charge of the Penrod, Jurden & McCowen mill at Helena, is now head of its log and lumber department there, the company having recently begun the manufacture of lumber as well as veneers at Helena, where it has fifteen acres available for its operations. The company's big mill at Brasfield, Ark., which has been down for several months, has started operations again with K. S. Daugherty in charge.

Fred McCracken of the Kentucky Veneer Works is what is known to the fans as "some golfer." He has been playing regularly at the Audubon Country Club. Victor Lamb of the C. C. Mengel & Bro. Company is also an Audubon golfer, while Mart and Graham Brown of the W. P. Brown & Sons Lumber Company, who have recently taken up golf, are rapidly climbing out of the duffers' class.

Clarence R. Mengel, president of the C. C. Mengel & Bro. Company, has returned from a trip to New York. J. C. Wickliffe, secretary of the company, is still abroad. Emmet Ford, who is in charge of the dimension lumber department, has been pushing business aggressively, and is doing a lot of educational work that is beginning to have its effect on mahogany buyers.

Eugene Graham, who is general manager at Holly Ridge, La., for the Chess & Wymond interests, was in Louisville recently, and while here participated in a meeting of the Louisville Hardwood Club, held at the Eight-Mile House, on the Shelbyville road. A chicken dinner was the chief feature of the occasion.

Local hardwood men believe that the recent decision of the Interstate Commerce Commission in I. and S. 520, on the subject of proposed increases in freight rates from the South, was favorable to this city, as

V E N E E R

BIRD'S EYE

That Will Not Turn Yellow

Our positively permanent protection against the yellowing of bird's eye maple veneer (a bleaching process) enables us to give you a product of certain, lasting whiteness. This beautiful snowy lustre is fast making our bird's eye the popular wood for bedroom furniture.

*Order some now for
your July samples.*

BIRD'S EYE VENEER COMPANY
ESCANABA MICHIGAN

Rotary Cut Veneers

in Gum
in Oak
in Ash

Flat Drawer Bottoms

Band Sawn Hardwood Lumber

All kinds
All grades
All thickness

*Made by ourselves
In our own mills*

Stimson Veneer & Lumber Co.
Memphis Box 1015 Tennessee

READ

The following descriptions need no further arguments:

We Can Ship at Once

WHITE ASH: 22,000 ft. 10, 4" 1s & 2s; average width 10"; 50% 14' & 16' lengths.

PLAIN WHITE OAK: 30,000 ft. 4, 4" 1s & 2s; average width 9½"; 55% 14' & 16' lengths.

COTTONWOOD BOXBOARDS: 23,000 ft. 4, 4" x 13"—17"; 60% 14' & 16' lengths.

Band Sawn Ash, White Oak, Red Oak, Red Gum, Sap Gum, Cypress, Cottonwood, Soft Elm.

Liberty Hardwood Lumber Company
MANUFACTURERS
BIG CREEK, TEXAS
DAILY CAPACITY, 40,000 FEET

J. K. WILLIAMS

A. T. WILLIAMS

Williams Lumber Co.

(MANUFACTURERS)

WHOLESALE HARDWOOD LUMBER

Band Mill Planing Mill Dry Kiln
Fayetteville, Tenn.

We manufacture PLAIN and QUARTERED OAK, ASH, CHESTNUT and other HARDWOODS

Our Specialty is Quartered White Oak

**We Manufacture Dimension
Stock—Hickory a Specialty**

far as its relative position with reference to other markets is concerned, inasmuch as the commission returned the decision which it had already made regarding bridge toll, etc., in complaints brought by the Norman Lumber Company.

The Norman Lumber Company, the Churchill-Milton Lumber Company, the Emory Box Company and others were among successful bidders who were awarded contracts for furnishing lumber to the Louisville board of education for use in the various manual training departments. The contracts were for dimension stock of many varieties, and involved a considerable footage. Lexington, Ky., has just taken under consideration bids of local dealers for manual training material.

George W. Steffy, thirty-eight years old, formerly assistant superintendent of the Louisville Veneer Mills, recently died at his home in this city, of tuberculosis.

T. Sraith Milton of the Churchill-Milton Lumber Company is hard at work on plans for the proposed traffic bureau which the lumbermen are planning to establish for the benefit of all shippers in Louisville. The hardwood men believe that present facilities offered along this line are entirely inadequate, and that there is great need for the establishment of an independent bureau. Mr. Milton has secured information regarding the modus operandi of bureaus of this sort in other cities, and will be able to outline a plan for organization which is expected to meet with the approval of the business interests of Louisville.

Clyde Smith, formerly with the Ohio River Sawmill Company here, and now a member of the Southern Star Lumber Company of McKenzie, Tenn., was in Louisville recently.

← ST. LOUIS →

July receipts of lumber in St. Louis as reported by the Merchants' Exchange were 15,410 cars of lumber, as against 17,410 cars received during July last year, a loss of 2,000 cars. Shipments were 10,534 cars, against 11,999 cars last July, a loss of 1,465 cars.

There was a big falling off in building operations during the month of July, as compared with the corresponding month a year ago. The estimated volume of new buildings and alterations was \$615,148, as compared with \$1,287,859 last July. This shows a decrease of \$672,711. The total permits issued last month were 721 against 892 a year ago, a decrease of 171 permits.

The Lumbermen's Club of St. Louis gave a luncheon in the rooms of the club on July 29, the first meeting of the club for several weeks. It was well attended. During the luncheon the members were called to order by President E. G. Robinson, who called on Julius Seidel for a talk. Mr. Seidel told of the necessity of a lumber organization such as the contemplated federation of lumber interests. He told of the many advantages of such an organization. He stated there should be one big group instead of several smaller ones. He then mentioned that the committee having the organization of a federation in charge was meeting with good progress and not only had signed up many but had more in sight. He stated it was the intention to organize the federation as soon as possible, no matter how many members had been obtained and later take in those who had not signed up.

Henry G. Rolfe, formerly the president of the Lumbermen's Club of St. Louis and a well known lumberman, died in Fort Worth, Texas, on July 18. His death was very sudden. His body was brought to St. Louis for burial, the funeral taking place from his late residence. At the time of his death he was the branch manager of the Anheuser-Busch Brewing Association in Fort Worth. Mr. Rolfe was born in St. Louis, August 1, 1870. After a start in business as cash boy in a large retail dry goods concern in St. Louis he went with the Ganahl Lumber Company. After several years' training in the lumber business he organized the Rehels-Rolfes Lumber Company. Later the company became the Wilson-Rehels-Rolfes Lumber Company. Eventually the latter company was sold to the St. Louis Lumber Company. Until about three years ago he was the president of the latter company. A year and a half ago he quit the lumber business and became connected with the Anheuser-Busch Brewing Association, and went to Fort Worth, on June 12, to take the position he occupied at the time of his death. His family had not moved to Fort Worth at the time of his death, but contemplated doing so within a short time. He left a widow and three children.

← MILWAUKEE →

The Wausau Lumber Company of Wausau, Wis., has increased its capital stock from \$100,000 to \$150,000.

The N. J. Braun Lumber Company of Plymouth, Wis., has been incorporated with a capital stock of \$50,000 by N. J. Braun, A. M. Braun and Rose Ockenfels.

The Carl Gross Company of Milwaukee has filed articles of incorporation. Capital stock is listed at \$10,000 and the incorporators are Carl Gross, Erich W. Behrens and Waldemar C. Wehe. The new company will engage in the manufacture of church furniture.

Involuntary bankruptcy proceedings were started in the Milwaukee federal court recently against Owen W. Owen of Racine, Wis. Among the petitioning creditors are the Grand Rapids Veneer Works of Grand Rapids, Mich., and Charles G. Forster, well-known lumberman of Milwaukee.

The Prescott Manufacturing Company of Menominee, Mich., well-known steam pump manufacturer, formerly of Milwaukee, has announced

that it will hereafter engage in the manufacture of heavy pumps, in addition to its regular line of sawmill machinery.

Increased activities in the industries throughout the state in the past few weeks are shown in the records of the Milwaukee branch of the Wisconsin Free Employment Bureau. The first call of the season was that for fifteen woodsmen and six sawyers received last week from Laona.

Wisconsin lumbermen have received word that the Interstate Commerce Commission has suspended until November 22 the advance of 33½ per cent in lumber rates from points in Wisconsin to Minneapolis and St. Paul, announced by the Soo road to be put into operation on July 25. A hearing will be held in the meantime, probably in St. Paul or Rhinelander. Lumbermen interested sent A. E. Solie of Wausau and S. E. Alvord of Rhinelander to Washington on July 29 to appear before the Interstate Commerce Commission in protest against the proposed advance.

The Brown-Mitcheson Company of Marinette, Wis., is ready to begin the erection of a new sawmill, electrically operated, which will have a capacity of 3,000,000 feet annually. The new mill will be of the single eight-foot band type and will be equipped to specialize in the manufacture of maple and other lines of hardwood. The plant will be 116x40 feet in dimensions, two stories high and of frame construction.

The sawmill of the Girard Lumber Company at Dunbar, Wis., has been closed as a result of an accident in the plant. The drive shaft broke and nearly wrecked the entire engine.

Albert W. Pettibone, millionaire lumberman of La Crosse, Wis., one of the pioneers in the lumber business of western Wisconsin, died on August 2 at the age of eighty-four years. He was formerly associated in business with the Withee brothers in Clark, Chippewa and La Crosse counties and was one of the best-known lumbermen in that section of the state. After the Civil war Mr. Pettibone made a fortune at Hannibal, Mo. He presented Pettibone park to the city of La Crosse at a cost of \$200,000.

The Sanitary Seat Cover Company of Birnamwood, Wis., has been incorporated with a capital stock of \$25,000 by D. W. Van Doren, W. Dailey and L. A. Jiranek.

The plant of the American Woodworking Company at Green Bay, Wis., has been leased by the Cluley Multiplier Company, a newly organized concern.

The John Schroeder Lumber Company of Milwaukee has placed into service another scow, which is being used in hauling hardwood logs from Stockton Island to the company's plant at Ashland, Wis. Manager Clark, in charge of the Schroeder company's operations at Ashland, says that about 4,000,000 feet of hardwood will be cut this season.

The Holt Lumber Company of Oconto, Wis., is now operating its sawmill on a day shift only, owing to a lack of space for piling lumber.

J. T. Phillips, manager of the Diamond Lumber Company of Green Bay, Wis., and O. W. Brightman, who was manager for eighteen years of the Bird & Wells Lumber Company's plant at Wausaukee, Wis., have purchased the plant of the Green Bay Planing Mill Company, a business established twenty-five years ago. Mr. Phillips has been a stockholder of the concern for three years. Mr. Brightman will act as manager. The plant is said to be in excellent condition and the new owners are planning of doing a big business.

Upon the petition of the Wisconsin Trust Company, A. L. Oshorn and J. A. Kimberly, Jr., receivers of the Paine Lumber Company, Ltd., of Oshkosh, Wis., Judge George W. Burnell in circuit court has signed an order, extending the time in which creditors may file claims against the Paine concern until October 15, 1915. It was further ordered that all creditors who shall fail to file their claims with John H. Laabs, clerk of the circuit court, within that time, shall not be entitled to share in any of the benefits of the action—George E. Foster vs. Paine Lumber Company, Ltd., out of which the appointment of the receivership resulted.

The Hardwood Market

← CHICAGO →

There is a great deal of lumber moving locally, there having been no let-up in quantity of sales either as to number or volume. Values are still off, although the condition in this respect is not so unsatisfactory as it has been. There is no marked quantity of lumber being dumped in Chicago on account of the settlement of the building strike, which fact is accountable for a considerable measure of satisfaction.

Optimism is not by any means rampant in Chicago, but lumbermen are coming to believe that a slightly more healthy condition is apparent, and that having weathered the storm so far they will be able to survive until the situation is unquestionably on the upward trend.

← NEW YORK →

There is little of interest to note in connection with hardwood market conditions in New York, and while the recent spell of warm weather does not account for lack of interest, its effect has been to make the local trade less talkative and therefore conditions seem a little duller. The volume of lumber entering the market is about equal to the average

Paepcke Leicht Lumber Co.

Conway Building 111 W. Washington Street
CHICAGO

RED GUM

AMERICA'S FINEST CABINET WOOD

Consider its good qualities.

It has strength.

Can be brought to a very smooth surface and consequently will take high polish in finishing.

Will not split easily.

Runs strong to wide widths and long lengths.

Is not easily marred or dented.

It can be supplied flat and straight—free of warp and twist.

Has beauty, color, life and character.

Considering its numerous good qualities, it is the lowest priced good hardwood on the market today.

We are the largest producers of Gum in the world.

Have a large and well assorted stock on hand at all times.

Can manufacture special thicknesses on short notice.

We guarantee

QUICK SHIPMENTS

GOOD GRADES

DRY STOCK

GOOD WIDTHS

GOOD LENGTHS

SATISFACTION

Band mills at

HELENA, ARK. BLYTHEVILLE, ARK.
GREENVILLE, MISS.

Write, phone or wire for prices

Paepcke Leicht Lumber Co.

Conway Building 111 W. Washington St.
CHICAGO

RED GUM

(Leading Manufacturers)

BLISS-GOOK OAK CO.

BLISSVILLE, ARK.

MANUFACTURERS

Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.

As Well As

OAK, ASH and GUM LUMBER

Can furnish anything in Oak, air dried or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

Baker-Matthews Manufacturing Co.

Sikeston, Mo.

Band Sawn Southern Hardwoods

SPECIALTIES

RED GUM, PLAIN OAK

SEND US YOUR INQUIRIES

OUR SPECIALTY

St. Francis Basin Red Gum

WE MANUFACTURE

Southern Hardwoods Gum, Oak and Ash

J. H. Bonner & Sons

Mills and Office,
QUIGLEY, ARK.

Postoffice and Telegraph Office,
NETII, ARK.

Our Corps of Inspectors

Intelligent! Highly Trained!
Conscientious!

is assurance that you will get what your order calls for when you buy Gum from us

Himmelberger-Harrison Lumber Company
Cape Girardeau, Missouri

of the last two months, and perhaps it is encouraging to note that there has at least been no falling off in demand. There is still room for large improvement and wholesale would like to see something more in the way of help in the market and a little less bargaining. Competition is all right until the point is reached where it involves sacrifice and one hears complaint of higher prices on our side and lower grades on the other. These conditions bear directly to the rough hardwoods. It is not all discouraging, however, and lumbermen who have been able to continue for the past eleven months will surely be able to go along almost indefinitely, or until our domestic affairs are so readjusted as to make trading in lumber the most and profitable business that it formerly was.

Hardwood flooring continues in demand, though it is reported that prices have fallen off somewhat on these lines. The outlook for building in Greater New York is good and as it develops the demand for hardwoods will quicken, and it follows that higher prices will prevail.

< BUFFALO >

The hardwood trade is still quiet in practically every available wood except quartered oak, which commands a high price in comparison and is very much more satisfactory to sellers than anything in plain oak or most any other wood. Even the mahogany trade is poor, manufacturers of furniture taking very little except odds and ends for work that is not at all fancy. The ash trade is fairly good, some shippers still finding a little brown and black ash which sells very readily. White ash is pretty well cleaned up here. Maple is more active than a short time ago.

A big effort is being made to find birch, both red and sap, mostly for filling war orders. Two or three Buffalo concerns are said to have obtained such orders, but the difficulty is to find the birch needed for gunstocks. One shipper on whom an extra amount of pressure was placed scoured the market here, but was unable to find any thick birch in stock. The question now is what other wood will answer the purpose. They are proposing maple and gum, though it is not reported that either of these woods have been adopted.

Some of the hardwood yards continue to get in stock by lake this season and the number of cargoes coming in during the past month has been fully up to the average. Present prices are regarded as favorable to the purchaser and it is expected that some fair profits will be made as soon as business begins to pick up, which everybody hopes will be this fall.

New building work in the factory line is helping to swell the total of building permits for this city and to bring the total expenditures about up to 1914. Besides the additions to about a half dozen factories which are obliged to enlarge on account of growing business, plans are now drawn for two new railroad stations for the Delaware, Lackawanna & Western and Lehigh Valley railroads, involving an expense of several hundred thousand dollars. While Buffalo's last census figures, recently completed, do not show any startling growth, industrial enterprise is very active, and this city is becoming more and more one of the chief manufacturing and commercial centers in the country, with a widely-diversified list of products turned out.

< PITTSBURGH >

The seven months of this year ending August 1 probably produced about seventy-five per cent as much business as in the corresponding period last year. Hardwood men got more than their full share, however. Automobile business in hardwoods has been good. Contracts have been large and shipments quite regular. For construction and railroad uses also more hardwood has been sold in proportion than yellow pine and other stocks. Furniture hardwoods have not been in such active demand as formerly. Yard stocks have been slow sellers. All retailers seem to want to keep their stocks down to the lowest limit possible. Prices have been much lower than last year, but on the whole were more satisfactory the past seven months than for other woods. In general hardwood men look for a good business this fall and believe the big increase in manufacturing and industrial operations which is now seen will soon produce business all along the line.

< BOSTON >

The demand for hardwood in this district is consistent with the season and general conditions of trade. The number of contracts being placed for the erection of buildings for turning out war orders, together with the use of more or less hardwood in the products themselves, is the basis of much inquiry for material. The forcing of sales, either by concessions in price, terms or unusual persistence and solicitation, is not as much in evidence as some months ago.

< BALTIMORE >

After what appeared to be something like a spurt in July, general business seems to have eased off again, although in spite of the apparent setback, the movement is probably larger than it was before. More or less hesitancy about taking up stocks is evident, but inquiry on the whole shows a better tone and the feeling in the trade is more hopeful. Furniture manufacturers are more frequently in quest of stocks, their supplies



PANAMA-PACIFIC EXPOSITION

If you visit the Expo-
sition at San Francisco
be sure and see our

Moving Picture Exhibition

*in the Auditorium of the
Mississippi State Building*

showing every detail
of the manufacture of
hardwood lumber.
3600 feet of film in
4 reels.

Write Us for Illustrated Book

Lamb Fish Lumber Co.

Charleston, Miss.



FARRIS HARDWOOD LUMBER CO.
Manufacturers Band-sawn
SOUTHERN HARDWOODS
NASHVILLE, TENN.

DUGAN LUMBER CO.
Manufacturers
and Shippers **Hardwood Lumber**
MEMPHIS **TENNESSEE**

Mutual Fire Insurance

Best Indemnity at Lowest Net Cost
Can Be Obtained From

The Lumber Mutual Fire Insurance Company, Boston, Mass.
The Lumbermen's Mutual Insurance Company, Mansfield, Ohio.
The Pennsylvania Lumbermen's Mutual Fire Insurance Company, Philadelphia, Pa.
The Indiana Lumbermen's Mutual Insurance Company, Indianapolis, Ind.
The Central Manufacturers' Mutual Insurance Company, Van Wert, Ohio

"The only time I ever lost money on a timber investment was when I did not make the investment," said a lumberman *who owned billions of feet of choice stumpage.*

An excellent way for you to lose money is not to buy timber NOW.

A few choice tracts of timber of excellent quality, blocked up by men who expected to cut it themselves, are on the market.

There are not many of them, but the offerings are sufficiently attractive to make investigation worth while.

Write us about your needs

James D. Lacey & Co.
Timber Land Factors

CHICAGO, ILL., 1750 McCormick Building.
PORTLAND, ORE., 1313 Northwestern Bank Building.
SEATTLE, WASH., 1009 White Building.

having been allowed to run very low with the state of uncertainty prevailing, and their needs are now being soundly augmented. So far the quotations have made no headway, but it can not be said that a recession has taken place, the general range of prices being rather firmer than before, and the sellers are able in many instances to obtain their figures. For that matter, it has not been a question at any time so much of getting adequate returns as of finding takers for lumber. A buyer who really wanted some lumber was always willing to pay a fair figure. That the needs of the buyer are more immediate and positive is indicated by circumstances without much significance by themselves, but important enough in the aggregate. Thus, one hardwood mill, who has been compelled, because of exceptional conditions, to stop collecting orders almost entirely, has kept going almost as well as he did before solely through orders that have come in the mail on the strength of established relations and without additional effort. This speaks well for the inherent strength of the trade as far as the selling end is concerned. The millmen also get a larger number of inquiries, and except in cases where special lots on hand for some time are to be moved, and an exceptional price is made to move them, and the values realized are encouraging. This applies to chestnut and poplar as well as to oak and other woods, poplar in particular having shown very gratifying recuperative power of late.

Exporters advise caution in the matter of making shipments. The foreign business is surrounded with so many difficulties that complications almost naturally occur, and the experienced shipper in these days does not count his profits until he has the money actually in hand. There are so many possibilities which may upset calculations that it is never safe to figure in advance what a shipment will net, the lumbermen being in the position of the grain exporters, who get their money before the grain actually leaves the United States. Reports are also being received that stocks on the other side have shown a tendency to increase, the forwardings having been heavier than the requirements abroad. This, it is said, has resulted in some additions to the supplies and tended to an easing off in the quotations. On the other hand, information is available of extensive shipments made and of a receptive foreign market, which is kept from sagging by the prevailing scarcity of ocean tonnage. In the main the foreign situation may be regarded as promising.

← COLUMBUS →

The hardwood market in Columbus and central Ohio has been fairly active during the past fortnight. Buying on the part of retailers is by far the best feature of the market. Some buying is being done by factories making furniture and vehicles, but the large bulk is with the retail trade. The tone of the market is fairly good from every standpoint and prospects for the future are believed to be good.

Stocks in the hands of retailers are not very large. Building operations are still fairly active and that requires retailers to enter the market to replenish their stocks. There is no disposition to accumulate stocks at this time because of the rather unsettled condition of the market. Shipments are coming out promptly from all sections. Prices are generally well maintained at the levels which have prevailed for some time. Reports show there is some cutting to force trade where stocks have accumulated, but this is not sufficient to demoralize the market. The volume of business is fair.

Dry stocks in the hands of mill owners are not very large and this is taken as an indication that prices will not decline at this time. Manufacturers are not pushing production very actively now, as they are content to play a waiting game.

Both quartered and plain oak are in fair demand and prices are unchanged. Chestnut is one of the strongest points in the market. Poplar is still rather active and the demand for the lower grades is especially good. Ash and basswood are in good demand and other hardwoods are unchanged.

← TOLEDO →

The hardwood situation here is fair. The call for hardwoods from the building trades is strong, as Toledo is running ahead of former years. Home building is very active and considerable hardwoods are used in the modern houses. There are also a number of fine school buildings where considerable hardwoods are being used and much investment building is now in progress. Automobile factories are splendid customers while furniture factories are running about as usual for this season of the year. This applies to other vehicle concerns also. Railroads are not buying much but for all that are much more active than they have been. Prices are not holding specially firm, the law of supply and demand holding sway. Maple and elm are in strongest demand just now.

← INDIANAPOLIS →

Except for a few more inquiries, which may develop some business a little later on, there is nothing new in the local hardwood situation. The demand is approximately the same as it has been for several weeks and there has been no marked change in prices.

Greatly reduced activity in building operations continues to seriously affect the demand for hardwoods for interior trim, while concerns using hardwoods in manufacturing are not seeing the improvement in trade they had expected.

Walnut continues in strong demand and there is much difficulty in

meeting this demand. Most of the walnut is going to manufacturers of gun stocks.

< NASHVILLE >

There has been no material change in the hardwood situation the past week. Nashville firms report a fair demand, business coming fully up to expectations under conditions brought about by the war. There has been little change in prices. Oak, chestnut and poplar are moving. A feature of interest has been the heavy demand for walnut. A number of large deals are reported from different parts of Tennessee. The walnut is being purchased for export to England to make gunstocks.

< LOUISVILLE >

There is a little more snap to business than heretofore, due, hardwood men believe, to the fact that consumers are now without stocks, and are inquiring for prices with a view to actual purchasing. Another good result from this condition is that cancellations are few and far between, orders being accompanied in most cases with requests for hurry-up delivery. This is one advantage of not booking a great deal of business ahead, though at the same time it means that the lumberman has got to hustle to keep ahead of the same. There has been a good demand for thin lumber recently, which is attributed to the large requirements for packing case war munitions. These materials have to be well and safely packed, and this calls for stout hardwood lumber for the boxes. The demand for oak coffin boards has also been strong lately. Ash continues to sell well in the thicker dimensions, and poplar is also moving. Chestnut is dull, even sound wormy having been a hard item to move lately. Plain oak, as well as quartered, is moving fairly well, but without much snap to the situation. Prices generally are firm.

< ST. LOUIS >

The hardwood market is looking a little better and there is a trilling increase in the volume of business being done. The oaks are in better request. This is particularly true in the demand for these items from the furniture factories. The request for gum is increasing. The hickory demand is also a little more active. The box and shoo trade is in fairly good shape and there is a satisfactory volume of business being done in the lower grade stock. Taking the hardwood market as a whole, while there is no special rush, there is more business being done and the general situation looks better than it has any time for several weeks. Handlers of cypress in this market report sales conditions moderately satisfactory, with good prospects for the fall season. Current orders from country yards and factory stock are mostly for small lots and for prompt shipment. The railroads are buying only in a light way. Prices are steady, though not materially changed.

< MILWAUKEE >

Hardwood lumbermen are looking for a revival in trade during the latter part of this month, when fall building activities will be under way. Business is holding up much better than is usually the case at this season.

There was only a slight falling off in the building record in Milwaukee during July and most of the loss was sustained during the last week of the month, when there were 58 permits issued for structures to cost \$102,328, as compared with 78 permits and an investment of \$148,987 a year ago. During the month of July 324 permits were issued for buildings to cost \$916,625 as against 372 permits and an expenditure of \$943,724 during the corresponding period in 1914. News from about the state indicate that there is a normal amount of building going on in the smaller cities and towns and in the country districts.

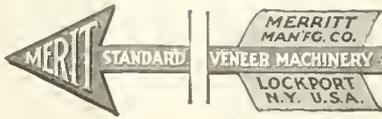
The local sash and door factories are buying fairly well as stocks on hand at these plants have been light for months. An even better business from this source is expected a little later in the season. The demand from the general factory trade is holding up fairly well. The call for hardwood flooring is especially brisk and stocks in this line are far from large. The furniture manufacturers are buying rather carefully but these people hope for a better trade later in the year. The yard trade is not quite as active as wholesalers had hoped for, but dealers about the state seem inclined to place their orders carefully and await developments in the general trade. Wholesalers say that stocks in most retail yards are not large and that if the fall trade develops about the state, dealers will be forced to buy more freely.

While prices in some lines are not satisfactory, wholesalers are inclined to maintain present values, in the belief that higher quotations will prevail later. Stocks of northern hardwoods are not especially large and this is expected to be an important factor in bringing about a higher range of prices.

The crop outlook is very good, with the exception of corn, which has been hampered by the cold and rainy weather. Considerable grain in the southern portion of the state has been lodged by the wind and rain, but crop experts say that an excellent yield may be expected. Plenty of hot weather for the corn crop is needed. Good crops in Wisconsin usually mean a satisfactory business in most lines and invariably result in an increase in building activity. Dealers about the state are hopeful that corn will turn out all right, in order that farmers may not curtail any of their building plans.



No. 235
"MERIT"
VENEER
LATHE





No. 277
"MERIT"
VENEER
CLIPPER





BAND SAWED WISCONSIN HARDWOODS
Dry Stock For Prompt Shipment

BASSWOOD		BIRCH	
20M 4/4 No. 3 common	70M 4/4 No. 1 com. & bet. plain	100M 4/4 No. 1 com. & bet. red	
30M 1x4 No. 2 and 3 common	5M 5/4 1st and 2nd red	10M 5/4 No. 1 common red	
15M 5/4 No. 1 com. and better	6M 5/4 No. 1 common plain	3M 6/4 1st and 2nd plain	
25M 5/4 No. 1 common	13M 6/4 1st and 2nd red	4M 8/4 1st and 2nd red	
10M 5/4 No. 2 common	15M 6/4 No. 1 common	15M 6/4 No. 3 common	
20M 5/4 No. 3 common			
13M 6/4 1st and 2nd			
15M 6/4 No. 1 common			
15M 6/4 No. 3 common			
	WHITE OAK	ROCK ELM	
	10M 8/4 No. 1 and No. 2 com.	50M 8/4 No. 2 com. and better	
	HARD MAPLE		
	40M 8/4 No. 2 common and better		

Our 1914 cut of well assorted HARDWOODS AND HEMLOCK will soon be in shipping condition.
Send us your inquiries

ARPIN HARDWOOD LUMBER COMPANY
Grand Rapids, Wis. ATLANTA, WIS.
Saw mills and planing mill at Atlanta, Wisconsin.

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties

OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

Advertisers' Directory

NORTHERN HARDWOODS.

Arplin Hardwood Lumber Co. 45

Barnaby, Charles H. 7-5

Boyle, Inc., Clarence. 9

Buffalo Hardwood Lumber Co. 51

Cobbs & Mitchell, Inc. 3

East Jordan Lumber Co. 50

Ellas, G., & Bro. 51

Hatten Lumber Company.

Hoffman Bros. Company. 7-12

Kneelaud-Bigelow Co., The. 8

Litchfield, William E. 4

McIlvain, J. Gibson, & Co. 2

McLean, Hugh, Lumber Co. 51

Miller, Anthony. 51

Mitchell Bros. Co. 3

Mowbray & Robinson Co. 7-12

Palmer & Parker Co.

Powell-Myers Lumber Co. 4

Rib Lake Lumber Company.

Rice Lake Lumber Co. 4

Richardson Lumber Company. 8

Standard Hardwood Lumber Co. 51

Stearns Salt & Lumber Company. 4

Stephenson, L., Co., Trustees. 50

Stimson, J. V. 7-52

Strable Lumber & Salt Company. 50

Sullivan, T., & Co. 51

Terge Lumber Co. 45

Von Platen Lumber Company. 50

Willson Bros. Lumber Company. 5

Wistar, Underhill & Nixon. 4

Yeager Lumber Company, Inc. 51

Young, W. D., & Co. 8

OAK.

See List of Manufacturers on page 7

POPLAR.

Alton Lumber Company. 7-36

Anderson-Tully Company. 5-7

Atlantic Lumber Company. 7

Day Lumber & Coal Company. 7-38

RED GUM.

Anderson-Tully Company. 5-7

Baker-Matthews Mfg. Co. 7-42

Bliss-Cook Oak Company. 7-42

Bonner, J. H., & Sons. 7-42

Brown, Geo. C., & Co. 7-12

Evans, G. H., Lumber Company.

Himmelberger-Harrison Lbr. Co. 42

Lamb Fish Lumber Company. 7-4

Pnepecke Leicht Lumber Co. 7-41

Penrod-Jurden & McCowen. 7-12

Stimson, J. V. 7-12

Stimson Veneer and Lumber Co. 39

SOUTHERN HARDWOODS.

Alexander Bros. 4-7

Alton Lumber Company. 7-36

Anderson-Tully Company. 5-7

Allantle Lumber Company. 7

Baker-Matthews Mfg. Co. 7-42

Bliss-Cook Oak Company. 7-42

Bonner, J. H., & Sons. 7-42

Boyle, Inc., Clarence. 9

Brown, Geo. C., & Co. 7-12

Buffalo Hardwood Lumber Co. 51

Burkholder, S., Lumber Company. 7-47

Buskirk-Rutledge Lumber Co.

Crane, C., & Co. 7-38

Cutsinger, F. M. 7-34

Day Lumber & Coal Company. 7-38

Dugan Lumber Co. 44

Ellas, G., & Bro. 51

Evans, G. H., Lumber Company.

Farris Hardwood Lumber Co. 7-44

Francke, Theodor, Erben Gmb. H.

Galloway-Pease Company. 7-38

Goodlander-Robertson Lumber Co. 36

Himmelberger-Harrison Lbr. Co. 42

Hitt, H. H., Lumber Company. 7-31

Huddleston-Marsh Lumber Co. 9

Lamb-Fish Lumber Company. 7-43

Liberty Hardwood Lumber Co. 40

Litchfield, William E. 4

Little Rock Lumber & Mfg. Co. 5-7

Long-Knight Lumber Company. 7

McClellan-West Lumber Co. 7-37

McIlvain, J. Gibson, & Co. 2

McLean, Hugh, Lumber Co. 51

Miller, Anthony. 51

Mowbray & Robinson Company. 7-12

Pnepecke Leicht Lumber Co. 7-41

Penrod-Jurden & McCowen. 7-12

Roddts Lumber and Veneer Co.

Salt Lick Lumber Company. 5

Spotswood, E. R., & Son. 7-34

Standard Hardwood Lumber Co. 51

Stimson Veneer and Lumber Co. 39

Sullivan, T., & Co. 51

Vestal Lumber & Manufacturing Co. 5-

Whitmer, Wm., & Sons. 4

Williams Lumber Company. 40

Willson Bros. Lumber Company. 5

Wistar, Underhill & Nixon. 4

Yeager Lumber Co., Inc. 51

VENEERS AND PANELS.

Albany Veneer & Seating Co. 49

Bird's Eye Veneer Company. 9

Buckeye Veneer Company. 49

East St. Louis Walnut Co.

Evansville Veneer Company. 33

Hoffman Bros. Company. 7-12

Huddleston-Marsh Lumber Co. 9

Kentucky Veneer Works. 38

Knoxville Veneer Company. 49

Long-Knight Lumber Company. 7

Louisville Veneer Mills.

Milwaukee Basket Company. 38

Mississippi Veneer & Lumber Company. 3

Nartzik, J. J. 9

Ohio Veneer Company. 38

Palmer & Parker Company.

Penrod Walnut & Veneer Co. 52

Pickrel Walnut Company. 38

Rayner, J. 9

Roddts Veneer and Lumber Co.

Sanders & Egbert Company.

Standard Veneer Company.

Stimson Veneer & Lumber Co. 39

Tomahawk Box and Veneer Co. 38

Waetjen, Geo. L., & Co. 49

Willey, C. L. 11

Wisconsin Seating Company. 49

Wisconsin Veneer Company. 49

MAHOGANY, WALNUT, ETC.

East St. Louis Walnut Co.

Evansville Veneer Company. 33

Francke, Theodor, Erben Gmb. H.

Hartzell, Geo. W. 46

Huddleston-Marsh Lumber Co. 9

Long-Knight Lumber Company. 7

McCowen, H. A., & Co.

Palmer & Parker Co.

Penrod Walnut & Veneer Co. 52

Pickrel Walnut Company. 38

Purcell, Frank.

Rayner, J. 9

Sanders & Egbert Company.

Willey, C. L. 11

HARDWOOD FLOORING.

Bliss-Cook Oak Company. 7-42

Cobbs & Mitchell, Inc. 3

Eastman, S. L., Flooring Co. 9

Kerry & Hanson Flooring Co. 50

Mitchell Bros. Company. 3

Salt Lick Lumber Company. 5

Stearns Salt & Lumber Company. 4

Stephenson, L., Co., Trustees. 50

Strable Lumber & Salt Company. 50

Whee, T., Company, The. 9

Young, W. D., & Co. 8

WOODWORKING MACHINERY.

Alpena Industrial Works. 2

Cadillac Machine Company. 50

Gerlach, The Peter, Company. 47

Mershon, W. B., & Co.

Phoenix Manufacturing Co.

VENEER MACHINERY

Merritt Manufacturing Company. 15

LOGGING MACHINERY.

Baldwin Locomotive Works. 48

Lidgerwood Mfg. Company. 48

DRY KILNS AND BLOWERS.

Andrews, A. H., Company. 37

Grand Rapids Veneer Works. 48

Morton Dry Kiln Company.

Phila. Textile Mch. Company. 9

Standard Dry Kiln Company. 48

LUMBER INSURANCE.

Central Manufacturers' Mut. Ins. Company. 44

Epperson, U. S., & Co.

Indiana Lumbermen's Mut. Ins. Company. 41

Lumbermen's Underwriting Alliance.

Lumber Mutual Fire Insurance Company. 44

Lumbermen's Mut. Ins. Co. 44

Manufacturing Lumbermen's Underwriters.

Pennsylvania Lumbermen's Mut. Fire Ins. Company. 44

Rankin-Benedict Underwriting Co.

TIMBER LANDS.

Campbell, L. E., Lumber Company. 7-35

Lacey, James D., & Co. 44

TIMBER ESTIMATORS.

Lauderburn, D. E.

MISCELLANEOUS.

American Rule & Mfg. Company.

Childs, S. D., & Co. 47

Gerlach, The Peter, Company. 47

Lumbermen's Credit Assn. 9

Perkins Glue Company. 32

CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion.....20c a line
 For two insertions.....35c a line
 For three insertions.....50c a line
 For four insertions.....60c 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 charges for copies of paper containing the advertisement.

LUMBER FOR SALE

TO CONSUMING TRADE.

We wish to sell for Fall and Winter delivery, 1,000,000 feet circular sawn Tennessee Sap Gum on grade. Have fine timber and will cut to any thickness.

THE POWELL-MYERS LUMBER COMPANY,
 South Bend, Indiana.

OAK FOR SALE

5 cars 4/4 No. 1 Common Plain White Oak.
 1 car 5/4 No. 1 Common Plain White Oak.
 2 cars 4/4 No. 1 Common Plain Red Oak.
 1 car 5/4 No. 1 Common Plain Red Oak.

S. BURKHOLDER LUMBER CO.,
 Crawfordsville, Indiana.

FOR SALE.

About 80,000,000 feet of Virgin Hardwood timber, in Texas on Arkansas line, on railroad. Address F. M. GREENE, Atlanta, Texas.

LOGS WANTED

WANTED—BLACK WALNUT LOGS

We pay cash for Black Walnut Logs 10" and up in diameter. Inspection at shipping point.

MALEY & WERTZ,
 Evansville, Ind.

WANTED—BLACK WALNUT LOGS.

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

LUMBER WANTED

2 cars Com. & bet., 1 car No. 2 4/4 Hard Maple.

2 cars Com. & bet., 1 car S. W. Chestnut.

1 car Com. & better 4/4 Buckeye.

Make offer for any or all of above f. o. b. Tazewell, Va.

J. G. DUSTON, Tazewell, Va.

DIMENSION STOCK WANTED

WANTED.

25 cars 14" tall x 15" full 7' long clear second-growth red and white oak for bending purposes. Write quoting best f. o. b. price, stating quantity you can furnish. Address "BOX 80," care Hardwood Record.

TIMBER LANDS FOR SALE

10 TO 20 MILLION

If desired Hemlock and Hardwood, Price county, Wisconsin. Address LAND COMMISSIONER, Soo Line, Minneapolis, Minn.

BUSINESS OPPORTUNITIES

EXCEPTIONAL SOUTHERN HARDWOOD

An opportunity is offered to acquire an interest in one of the best Hardwood lumber propositions in the U. S. Company owns 40,000 acres Hardwood timberland in fee simple, running about two-thirds Oak; balance Ash, Cypress, Gum and other woods. Fully equipped manufacturing plant, very latest machinery, logging railroad, etc. Will bear fullest investigation by one with spare capital. Address "BOX 70," care HARDWOOD RECORD.

FOR SALE AT A BARGAIN.

25,000 ft. capacity Sawmill, fully equipped and in excellent condition. Easy terms, or will accept payment in lumber. Address,

O'NEIL LUMBER COMPANY, St. Louis, Mo.

MISCELLANEOUS

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you.

Swage your CHISEL and SOLID TOOTH CIRCULAR, your BAND, GANG and CYLINDER SAWS with the

"SIMPLEX"

The only 8 in 1 Roller Die Swage made. WRITE FOR PRICES.

The Peter Gerlach Company,
 CLEVELAND, SIXTH CITY

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO., Chicago

We also make Time Checks, Stencils and Log Hammers.



GIBSON TALLY BOOK



This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets—4 1/2 x 8 1/2 inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

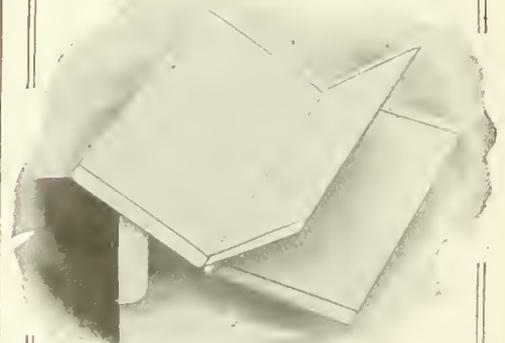
Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

Special, patented, triplicate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability, convenience, accuracy, and for systematizing the inspection and measurement of lumber.

Patent applied for on covers. Copyrighted, 1910, Triplicate Tally Tickets patented.



PRICE LIST

Aluminum Tally Covers, each	- - -	\$ 1.00
Aluminum Tally Covers, per dozen	- - -	10.00
Patented triplicate Tally Tickets (stock form)	per 1,000	10.00
Single sheet manila (stock form) Tally Tickets,	per 1,000	4.00

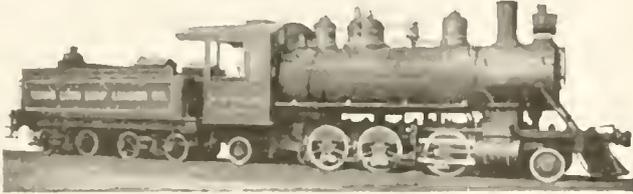
Specimen forms of Tally Tickets mailed on application. Covers sold on approval to responsible concerns.

Manufactured by

Hardwood Record
 537 S. Dearborn St., CHICAGO

Baldwin Loggers

are built for **SERVICE**, and they will **SERVE YOU WELL**



The 2-6-2 type, illustrated above, can be used in either switching or main line work. It is a safe engine on sharp curves and uneven tracks, and steams freely in the heaviest service.

THE BALDWIN LOCOMOTIVE WORKS
PHILADELPHIA, PA., U. S. A.

Cable Address:—"Baldwin, Philadelphia"

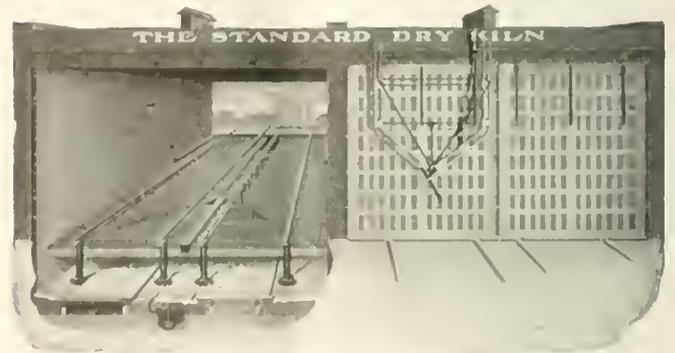
REPRESENTED BY

- F. W. WESTON.....50 Church Street, New York, N. Y.
- CHARLES RIDDELL.....625 Railway Exchange, Chicago, Ill.
- C. H. PETERSON.....1610 Wright Building, St. Louis, Mo.
- GEORGE F. JONES.....407 Travelers' Building, Richmond, Va.
- A. WM. HINGER.....722 Spalding Building, Portland, Oregon

2 "But," you ask, "how can I be SURE that The Standard Drying System will prove a success on MY hardwoods?" You have TWO assurances that it will.

First, you have the evidence of The Standard Dry Kiln's success at many other hardwood plants and furniture factories. We'll send you our list of users and you can write them direct for the facts.

Second, you are protected by our plain written guaranty. The kiln **must** do all we claim. It **must** dry your stock to your complete satisfaction. Write for the catalog and full information about our guaranty. Address: The Standard Dry Kiln Co., 1559 McCarty St., Indianapolis, Ind.



RELAYING LOGS 3600 FEET

OVER TWO SPANS
LIDGERWOOD
OVERHEAD RELAY
SKIDDER

Skids logs over intervening ridges—One continuous operation, from one setting—Saves railroad building
Write for Particulars

Lidgerwood Mfg. Company

96 LIBERTY ST., NEW YORK

Woodward, Wight & Co., Ltd.,
New Orleans.

Lidgerwood Mfg. Co.,
Seattle, Wash.

If you knew

What our Bulletin Service was doing for your competitor in

the lumber business

you'd not only want the service yourself, but you'd have it. Let us tell you about it.

Hardwood Record
Chicago

veneers AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

*Every Man is Partial
To His Own Goods*

*But the progress of his business
tells the truth*

The last few years have seen a remarkable expansion in our plant and organization - building after building has been added until now we have double the capacity of a few years ago.

Here's a reason

Every one of our products

*Rotary cut clear basswood oak & birch
Tops & panels - Backs & seats
Coach ladders and trunk panels
enjoy the most exacting care and supervision in making*

You can easily prove that claim

*The Wisconsin Seating Co.
New London Wisconsin
- Makers of Time-Proof Panels -*

Sliced Quartered Oak Figured Gum American Walnut

Cut to Dimension, Jointed and Taped,
Ready to Lay **ROTARY CUT**

CHESTNUT ASH POPLAR
PINE OAK WALNUT

Knoxville Veneer Co.

P. B. RAYMOND, General Manager, Knoxville, Tenn.

veneers

Sliced Quartered White Oak
and American Walnut

Let Us Quote You

The Buckeye Veneer Co.
Dayton, Ohio

Door Panels

Three and Five Ply
All Woods

For One, Two, Five and Six Panel Doors
All Carried in Stock Ready for
Immediate Shipment

Geo. L. Waetjen & Co.
Milwaukee Wisconsin

WISCONSIN VENEER CO.

Rhineland, Wisconsin

Birch Ash Elm Basswood

*Rotary-Cut Veneer
Built Up Panels*

BASSWOOD DRAWER BOTTOMS

M I C H I G A N
FAMOUS FOR HARD MAPLE AND GREY ELM

“Ideal” Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—“IDEAL.”

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

I. Stephenson Co., Trustees - WELLS, MICHIGAN

EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

High Grade Maple

- 35M 12/4 No. 1 Common and Better
- 25M 8/4 No. 1 Common and Better
- 35M 6/4 No. 1 Common and Better
- 60M 4/4 No. 1 Common and Better
- 50M 5/4 Quarter Sawed Hard Maple

**Strictly Lower Peninsula stock.
Write for prices.**

FULL THICKNESS BAND SAWN QUICK SHIPMENT

VON PLATEN LUMBER CO.

Iron Mountain, Michigan

MANUFACTURERS OF

BIRCH BASSWOOD ELM MAPLE

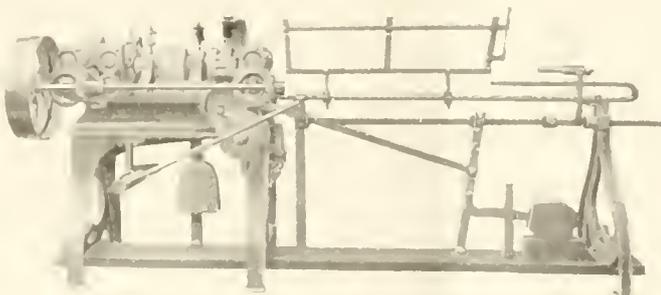
- | | |
|--|---|
| 50 M ft. of 5/4 No. 3 Common Basswood. | 100 M ft. of 0 ft. No. 3 Common Maple. |
| 30 M ft. of 12/4 No. 2 Common & Btr. Maple. | 100 M ft. of 5/4 No. 2 Com. & Better Birch. |
| 50 M ft. of 8/4 No. 3 Common Maple. | 30 M ft. of 8/4 No. 1 Com. & Better Birch. |
| 100 M ft. of 12/4 No. 3 Common Maple. | 15 M ft. of 10/4 No. 1 and 2 Common Birch. |
| 100 M ft. of 5/4 No. 1 and No. 2 Common Maple. | 50 M ft. of 6/4 No. 2 Com. & Btr. Rock Elm. |
| 150 M ft. of 0/4 No. 2 & Better Maple. | 100 M ft. of 0/4 No. 3 Com. Elm. |

Broom Handle Machinery

The latest addition to our line of Broom Handle Machinery—the well known “WEST-COTT” Automatic Broom Handle Lathe. This Lathe has, for many years, stood at the front for the turning of broom handles. The quality and excellency of its product is unquestionably the best.

We are now in position to furnish an absolutely complete broom handle equipment, and, if required, design your plant.

Ask us for information about our Tumblers, Bolters, Splitters, Chucking and Boring Machines, and in fact anything you require in this line.



“Westcott” Automatic Broom Handle Lathe

Cadillac Machine Company
Cadillac, Mich.

Strable Lumber & Salt Co.

Manufacturers of

**Hardwood Lumber
AND
Maple Flooring**

SAGINAW, MICHIGAN

WE WANT TO MOVE:
50,000 ft. 8/4 No. 2 and better Soft Maple
150,000 ft. 4/4 No. 2 and better Soft Maple
75,000 ft. 6/4 No. 2 Common Soft Elm
75,000 ft. 6/4 No. 3 Common Soft Elm
30,000 ft. 4/4 No. 2 Common Soft Elm
100,000 ft. 4/4 No. 1 Common Basswood
37,000 ft. 4/4 No. 2 Common Basswood

**“Chief Brand”
Maple and Beech Flooring**

in 3, 3 1/2 and 13-16 and 1 1/2-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

B U F F A L O

The Foremost Hardwood Market of the East

T. SULLIVAN & CO.
HARDWOODS

Specialty - Brown Ash

No. 2 ARTHUR STREET

Standard Hardwood Lumber Co.

OAK, ASH and
CHESTNUT

1075 Clinton Street

ANTHONY MILLER
HARDWOODS
OF ALL KINDS

893 Eagle Street

G. Elias & Bro.
HARDWOODS

White Pine, Yellow Pine, Spruce,
Hemlock, Fir, Lumber, Timber, Mill-
work, Boxes, Maple and Oak Flooring

955 - 1015 ELK STREET

Hugh McLean Lumber Co.

OUR SPECIALTY:

QUARTERED
WHITE OAK

940 Elk Street

BUFFALO HARDWOOD
LUMBER CO.

Dry band sawed stock

Piled at our Mill in Alabama ready for shipment
100000' 4/4 1s & 2s Plain Red Oak.
50000' 4/4 No. 1 common Red Oak.
50000' 4/4 1s & 2s Sap Gum.
30000' 4/4 No. 1 common Sap Gum.

940 Seneca Street

Yeager Lumber Company, Inc.

Specialties:

Oak, Ash and Poplar

932 ELK STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

BOTH NORTHERN and
SOUTHERN OAK

HARDWOOD LUMBER and
ROTARY VENEERS

STIMSON'S MILLS

J. V. STIMSON
HUNTINGBURG, IND.

J. V. STIMSON HARDWOOD CO.
MEMPHIS, TENN.

STIMSON VENEER & LUMBER CO.
MEMPHIS, TENN.

Entire Line of Well Manufactured
HARDWOOD LUMBER

from $\frac{3}{8}$ " thick up

IN DRY STOCK

including

OAK AND RED GUM

PLAIN AND QUARTER SAWN

WALNUT	POPLAR
HICKORY	ASH
ELM	MAPLE

ABC AND WESTERN UNION CODE

Tells all there is to know about every
commercial forest tree of America.

AMERICAN FOREST TREES

(WRITTEN IN THE LUMBERMAN'S LANGUAGE)

*Completely illustrated with
original photographs and draw-
ings and handsomely bound.*

(Price \$6 Prepaid)

HARDWOOD RECORD, 537 S. DEARBORN ST.
CHICAGO, ILL.

PENROD Walnut & Veneer Co.

Manufacturers

EXCLUSIVELY
WALNUT LUMBER AND VENEERS

KANSAS CITY, MO.

PENROD-JURDEN & McCOWEN

Manufacturers and Exporters
HARDWOOD LUMBER & VENEERS

We Are in the Market for
an Unlimited Amount of
WALNUT LOGS

12" and up in diameter, 8' to 16' long

GENERAL OFFICES
Memphis, Tenn.

Mills at Helena, Ark. and Brasfield, Ark.

Aardwood Record

Twentieth Year,
Semi-Monthly.

CHICAGO, AUGUST 25, 1915

Subscription \$2.
Single Copies, 10 Cents.



J. GIBSON McILVAIN & COMPANY
CROZER BUILDING, PHILADELPHIA, PENNSYLVANIA

Manufacturers of Lumber

OVER 100 YEARS
OF
SUCCESSFUL BUSINESS

Small and Large Inquiries Solicited



D. W. Walker, Sales Mgr.



R. S. Huddleston, President



J. G. Marsh, Secy. Treas.

HUDDLESTON-MARSH LUMBER CO.

Importers and Manufacturers of

Mexican Honduras African

MAHOGANY

All Thicknesses

All Grades in

LUMBER and VENEERS

Western Office and Distributing Yard
2254-2266 Lumber Street CHICAGO

Eastern Office
1822-1823 Aeolian Hall NEW YORK
12nd Street near 5th Avenue

MILL AND YARDS: LONG ISLAND CITY, NEW YORK

MICHIGAN
FAMOUS FOR HARD MAPLE AND GREY ELM

Michigan Hardwoods
Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

Cobbs & Mitchell
INCORPORATED
Sales Department, Cadillac, Michigan

**DRY 5-4 CADILLAC
GRAY ELM**

WE HAVE THREE CARLOADS OF CHOICE 5/4 CADILLAC GRAY ELM WHICH RUNS FROM 80 TO 90 PER CENT TWELVE INCHES AND WIDER AND LARGELY 14 INCHES AND WIDER. IF YOU CAN USE IT, MAY WE QUOTE PRICES FOR PROMPT SHIPMENT?

MITCHELL BROTHERS CO.
CADILLAC, MICH.
SALES DEPARTMENT



The Natural Evolution

Progressive manufacturers of furniture, interior trim, etc., can no longer afford to leave Quartered Figured Gum out of their calculations. No line of good furniture is now complete without Figured Gum.

There is absolutely no question as to the thorough adaptability of our Quartered Figured Gum. Its extreme soundness, greatly reducing percentage of waste, easy working and finishing qualities, together with reasonableness in price, has established Figured Gum as the most popular of cabinet woods. The attractiveness of the finished product makes for quick sales, and dealers everywhere want to handle.

We have just finished cutting about a million feet of unusually choice

Quartered Figured Gum

veneers. Now is a particularly good time to make selection of highly figured wood at reasonable prices. Would you like to see full sized samples? Express prepaid. No obligation whatever. Buy while the buying is good.

REMEMBER THAT YOU CAN ALWAYS OBTAIN BETTER FIGURED VENEERS AND BETTER VALUE FROM HEADQUARTERS.

The Louisville Veneer Mills
MAKERS OF GOOD VENEERS AND PANELS
FOR MORE THAN A QUARTER OF A CENTURY
LOUISVILLE, KY.

J. RAYNER
VENEERED PANELS
 ALL WOODS
 SEND FOR STOCK LIST
MAHOGANY LUMBER
 CARROLL AVE. AND SHELDON ST.
 CHICAGO



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free

The T. Wilce Company
 22nd and Throop Sts. CHICAGO, ILL.

"STEARNS"
 QUALITY
LUDINGTON

Hardwood Specialists

5,000,000 feet
 4-4 to 8-4
BEECH

A complete stock of thoroughly dry Beech in all grades

We specialize in Kiln Dried Stock

The **STEARNS**
 SALT & LUMBER CO.
LUDINGTON, MICH.

Clarence Boyle, Inc., Lumber Exchange Bldg.
 Chicago

WHOLESALE LUMBER

Always in the market for OAK, GUM and POPLAR

HARDWOOD RECORD'S

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East.

IT'S the BEST SALES MEDIUM for HARDWOOD LUMBER

The Mowbray & Robinson Company
 MANUFACTURERS OF **Hardwood Lumber**
 and
MADE (MR) RIGHT
Oak Flooring

Purveyors of Floors for Fastidious People
 Main office, yards and warehouse
 Factory
 QUICKSAND, KY. **CINCINNATI, O.**

If you want to reach the wholesale consumers of hardwood lumber throughout the United States, a HARDWOOD RECORD advertisement will do it for you.

If you want to reach the hardwood manufacturers of the United States, a HARDWOOD RECORD advertisement will do it for you.

The HARDWOOD RECORD represents high-class, special, class circulation, with a minimum of waste circulation.

Ask any HARDWOOD RECORD advertiser for experience on results.

LOUISVILLE

THE HARDWOOD GATEWAY OF THE SOUTH

W. P. Brown & Sons Lumber Company

We operate a double bandmill at Fayette, Mo., and handmills at Frankfort, Ky., Dickson, Tenn., and Furth, Ark. We carry a large stock of dry hardwood lumber in Louisville. We are in a position to give you service, no matter how difficult your requirements.

Send Us Your Inquiries for Pine, Gum, Poplar and All Southern Hardwoods

Wood Mosaic Company

(Sales Office, New Albany, Ind.)

We specialize in the manufacture of

Indiana and Kentucky Quartered White Oak

Our stock is famous among discriminating buyers for texture and color. We manufacture Quartered Oak Veneers of highest quality, making our own flitches, and using a Philadelphia Textile drier.

Our Motto: "Quality First"

Norman Lumber Company

We specialize in the manufacture of

Poplar Dimension Stock

Our plant is equipped to furnish cuttings of any dimensions for the factory trade. Let us figure your bill. Minimize your labor expense by buying material cut to size.

"Save the Freight on the Waste"

Holly Ridge Lumber Company

Incorporated

Manufacturers of

Band Sawed Gum, Oak, Ash, Elm

Main Office, Louisville, Ky.

Mills, Holly Ridge, La.

Edward L. Davis Lumber Company

Kentucky and Indiana Oak, Ash, Walnut

are famous for color and texture. The careful buyer selects not merely "lumber," but stock that will do credit to the job. In our own sawmill at Louisville we cut up the finest logs produced in this section—and the consumer gets the benefit. Ask us for prices on what you need.

C. C. Mengel & Bro. Company

We operate our own Mahogany Logging Camps in Africa, British Honduras and Mexico, and are specialists in the production of Mahogany Lumber, Veneers and Dimension Stock. We carry a large stock of Plain and Figured Veneers, and can submit samples to suit any requirement.

If It's in Mahogany, We Have It



Oak as Usual the Whole Show

CAN any furniture manufacturer need further argument to prove that oak is the popular wood with all classes of buyers because of the range of prices in which oak goods can be found and because of the air of beauty and dignity of all well finished oak furniture, than the predominant part which oak goods played at the recent furniture shows and the high percentage of oak furniture shown in retailers' orders?

Can any interior finish manufacturer need any further evidence that he should push oak than the fact it is going into so many present and prospective homes and that the natural tendency is to match up furniture to finish as closely as possible?

Is there any wood which shows so much finished value in the finished article at so low a cost for raw material?

Undoubtedly the tendency in these serious times is toward conservatism and in the purchase of furniture this is shown in the high and moderate priced lines. Period furniture in oak was welcomed by the buyers because of the dignified beauty which tends more to appeal at present than does the more spectacular woods.

The time to push a novelty in furniture or any other house furnishing is when the home builders' pocketbook is full and his mind more inclined toward the frivolous novelty or innovation. In these days he buys because he must and not because he is attracted by novelties, hence he wants what he is familiar with, and surely oak answers this description better than any other wood.

It is up to the manufacturer of and dealer in furniture to avoid dictating to the buyer. He must give him what he wants in these sober times and make sales easier.

The wise furniture manufacturer will make oak the main part of his stock this year.

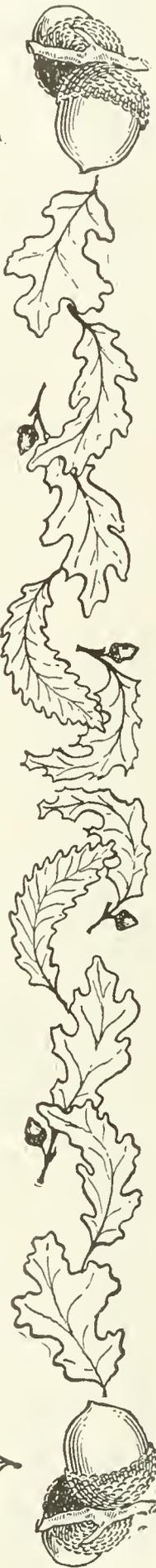
For any information on this subject address

Any Manufacturer on the Succeeding Page

or

Oak Information Bureau, 707 Ellsworth Building, Chicago





The following manufacturers have made a study of oak production. In sending them your requirements you will be insuring yourself the best in stock and service.

ALABAMA

- H. H. Hitt Lumber Company, Decatur.
- * Cromwell Hardwood Lumber Company, Montgomery.

ARKANSAS

- * Carnahan-Allport Lumber Company, Allport.
- Thane Lumber Company, Arkansas City.
- Bliss-Cook Oak Company, Blissville. (See page 45.)
- Paepcke Leicht Lbr. Co., Blytheville and Helena.
- Penrod-Jurden & McCowen, Brasfield and Helena. (See page 56.)
- Crittenden Lumber Company, Crittenden.
- Dermott Land & Lumber Company, Dermott.
- * Fee-Crayton Hardwood Lumber Co., Dermott.
- J. H. Bonner & Sons, Heth. (See page 45.)
- Little Rock Lumber & Manufacturing Company, Little Rock. (See page 10.)
- * Miller Lumber Company, Marianna.
- * Saline River Hardwood Company, Pine Bluff.
- Muirhead Lumber Company, Weldon.

ILLINOIS

- H. B. Blanks Lumber Company, Cairo.
- Thomas McFarland Lumber Company, Cairo.
- * Utley-Holloway Lumber Company, Great Northern Bldg., Chicago.

INDIANA

- S. Burkholder Lumber Co., Crawfordsville. (See page 50.)
- P. M. Cutsinger, Evansville.
- * Maley & Wertz, Evansville.
- John A. Reitz & Sons, Evansville.
- * Bedna Young Lumber Company, Greensburg.
- Chas. H. Barnaby, Greencastle.
- J. V. Stimson, Huntingburg. (See page 56.)
- Long-Knight Lumber Company, Indianapolis. (See page 13.)
- Coppes Bros. & Zook, Nappanee.
- Wood-Mosaic Company, New Albany.
- North Vernon Lumber Company, North Vernon.
- C. & W. Kramer Company, Richmond.
- * Swain-Ronch Lumber Company, Seymour.
- * Fullerton-Powell Hardwood Lumber Company, South Bend.
- Fort Wayne.**
- * Hoffman Brothers Company. (See page 14.)
- Perrine-Armastrong Company.

KENTUCKY

- * Arlington Lumber Company, Arlington.
- Wright-Kitchen Lumber Company, Ashland.
- Clearfield Lumber Company, Inc., Clearfield.
- Day Lumber & Coal Company, Jackson. (See page 46.)
- Louisville.**
- W. P. Brown & Sons Lumber Company.
- Churchill-Milton Lumber Company.
- Kentucky-Indiana Hardwood Company.
- Norman Lumber Company.
- Lexington**
- * Kentucky Lumber Company.
- E. R. Spotswood & Sons. (See page 43.)
- Turkey Foot Lumber Company, Inc.

LOUISIANA

- * The Ferd Brenner Lumber Company, Alexandria.
- Boeuf River Ld. & Lbr. Company, Logtown.
- The Hyde Lumber Company, Lake Providence.
- Thistlethwaite Lumber Company, Ltd., Washington.

MASSACHUSETTS

- The Atlantic Lumber Company, Boston. (See page 40.)

MICHIGAN

- Thomas Forman Company, Detroit.

MISSISSIPPI

- Alexander Bros., Belzoni. (See page 7.)
- Lamb-Fish Lumber Company, Charleston. (See page 47.)

* Manufacturers of Oak Dimension Stock.

- * D. H. Hall Lumber Company, New Albany.
- Paepcke Leicht Lumber Company, Greenville.
- * Tallahatchie Lumber Company, Phillip.
- Carrier Lumber & Manufacturing Company, Sardis.

MISSOURI

- Tschudy Lumber Company, Kansas City.
- Galloway-Pease Company, Poplar Bluff. (See page 46.)
- Baker-Matthews Manufacturing Co., Sikeston. (See page 45.)
- * Garetson-Greason Lumber Company, St. Louis.
- Thoa. E. Powe Lumber Company, St. Louis.

NORTH CAROLINA

- Asheville Lumber Company, Asheville.
- * Carr Lumber Company, Pisgah Forest.

OHIO

- Yellow Poplar Lumber Company, Coal Grove.
- W. M. Ritter Lumber Company, Columbus.
- Barr-Holaday Lumber Company, Greenfield.
- Cincinnati.**
- Bayou Land & Lumber Company.
- C. Crane & Co. (See page 46.)
- The John Dulweber Company.
- Hay Lumber Company.
- Mowbray & Robinson Company. (See page 4.)
- The New River Lumber Company.

PENNSYLVANIA

- J. M. Murdock & Co., Johnstown.
- Aberdeen Lumber Company, Pittsburgh.
- Babcock Lumber Company, Pittsburgh.

TENNESSEE

- * J. M. Card Lumber Company, Chattanooga.
- * Bedna Young Lumber Company, Jackson.
- Kimball & Kopcke, Knoxville.
- J. M. Logan Lumber Company, Knoxville.
- Vestal Lumber & Manufacturing Co., Knoxville. (See page 10.)
- Little River Lumber Company, Townsend.
- Memphis**
- Anderson-Tully Company. (See page 11.)
- Geo. C. Brown & Co. (See page 14.)
- R. J. Darnell, Inc.
- May Bros.
- Memphis Band Mill Company.
- * Nickey & Sons Company, Inc.
- Paepcke Leicht Lumber Company.
- Penrod-Jurden & McCowen. (See page 56.)
- Russe & Burgess, Inc.
- E. Sandheimer Company.
- VandenBoom-Stimson Lumber Company.
- * Welsh Lumber Company.
- J. W. Wheeler & Co.

Nashville

- Davidson Hicks & Greene Company.
- Farris Hardwood Lumber Company. (See page 45.)
- * Love, Boyd & Co.
- * John B. Ransom & Co.

VIRGINIA

- * U. S. Spruce Lumber Company, Marlon.
- Boice Lumber Company, Inc., Richmond.

WEST VIRGINIA

- * Lewis Lumber Company, Albright.
- The McClellan-West Lumber Company, Bluefield. (See page —.)
- The Alton Lumber Company, Buckhannon. (See page —.)
- * West Virginia Timber Company, Charleston.
- * Pardee & Curtin Lumber Company, Clarksburg.
- Maryland Lumber Company, Denmar.
- C. L. Ritter Lumber Company, Huntington.
- Rockcastle Lumber Company, Huntington.
- Clay Lumber Company, Middle Fork.
- The Parkersburg Mill Company, Parkersburg.
- * The Meadow River Lumber Company, Rainelle.
- * Warn Lumber Corporation, Raywood.
- * American Column & Lumber Co., St. Albans.

WISCONSIN

- G. W. Jones Lumber Company, Appleton.

The durability, strength, standing ability and beauty of oak are proof against all comers for all time. It is more firmly entrenched today than ever before.



BAY CITY MICH.

THE LARGEST PRODUCING CENTER OF MICHIGAN HARDWOOD
 LOWER PENINSULA HARD MAPLE

When You Think This, Think Bay City

600M 4/4 No. 2 Common & Better Hard Maple
 500M 4/4 No. 3 Common Hard Maple
 100M 4/4 No. 2 Common & Better Soft Maple
 100M 4/4 Birch, Mill Run
 200M 4/4 Basswood, L. R.
 110M 4/4 1st & 2nd Basswood
 75M 4/4 No. 1 Common Basswood
 90M 4/4 No. 2 Common Basswood
 40M 6/4 1st & 2nd Basswood
 90M 6/4 No. 1 Common Basswood
 60M 6/4 No. 3 Common Basswood
 125M 6/4 No. 2 Common & Better Beech
 160M 6/4 No. 3 Common Beech

Richardson Lumber Company

100,000 ft. 4/4 No. 1 Common and No. 2 Common Birch.
 100,000 ft. 4/4 No. 3 Common Birch.
 20,000 ft. 1x6 to 1x7 1st and 2nds Hard Maple.
 150,000 ft. 4/4 No. 3 Common Hard Maple.
 750,000 ft. 5/4 No. 3 Common Hard Maple.
 50,000 ft. 6/4 No. 3 Common Hard Maple.
 75,000 ft. 3/4 No. 2 Common and Better Beech.
 500,000 ft. 6/4 No. 2 Common and Better Beech.
 250,000 ft. 5/4 No. 2 Common and Better Beech.
 400,000 ft. 5/4 No. 3 Common Beech.
 100,000 ft. 6/4 No. 3 Common Beech.
 20,000 ft. 6/4 No. 1 Common Elm.
 20,000 ft. 6/4 No. 2 Common Elm.
 60,000 ft. 5/4 No. 2 Common Basswood.
 100,000 ft. 5/4 No. 3 Common Basswood.
 15,000 ft. 6/4 No. 1 Common Basswood.

The Kneeland-Bigelow Company

HARD MAPLE		BEECH	
10/4 1s & 2s, 6" and up.....	124,800 ft.	6/4 No. 2 C. & B.....	35,000 ft.
10/4 No. 1 Com.....	84,700 ft.	6/4 No. 3 Com.....	68,000 ft.
10/4 No. 2 C. & B., 4 to 7" wide.....	9,000 ft.	6/4 No. 2 C. & B.....	409,000 ft.
12/4 1s & 2s, 8" and up.....	203,800 ft.	6/4 No. 3 Com.....	81,000 ft.
12/4 No. 1 Com.....	26,000 ft.	4/4 No. 1 C. & B.....	68,000 ft.
10/4 1s & 2s, 6" and up.....	153,200 ft.	4/4 No. 2 & 3 Com.....	159,000 ft.
8/4 1s & 2s, 8" and up.....	180,200 ft.	4/4 No. 3 Com.....	67,000 ft.
8/4 No. 1 Com., 8" and up.....	8,200 ft.	BASSWOOD	
8/4 heart culls.....	72,000 ft.	4/4 No. 2 C. & B.....	448,000 ft.
6/4 1s & 2s, 6" and up.....	286,000 ft.	4/4 No. 3 Com.....	80,000 ft.
8/4 1s & 2s, 8" and up.....	166,800 ft.	ELM	
6/4 Bird's Eye.....	920 ft.	4/4 Full cut.....	26,000 ft.
4/4 Bird's Eye.....	480 ft.	ASH	
4/4 White.....	97,600 ft.	4/4 Full cut.....	18,800 ft.
6/4 1s & 2s, 8" and up.....	656,000 ft.	CHERRY	
4/4 Heart culls.....	61,200 ft.	4/4 Full cut.....	1,600 ft.
4/4 Plank trim.....	87,000 ft.	OAK	
		4/4 Full cut.....	8,800 ft.
BIRCH			
3/4 No. 2 C. & B.....	8,200 ft.		
5/4 No. 3 Com.....	3,000 ft.		
4/4 No. 1 Com.....	62,000 ft.		
4/4 No. 2 C. & B.....	160,200 ft.		
4/4 No. 3 Com.....	28,000 ft.		
4/4 No. 2 Com.....	83,600 ft.		

W. D. Young & Company

Let the following manufacturers know your needs:

KNEELAND-BIGELOW CO.
RICHARDSON LUMBER CO.

ROSS & WENTWORTH
W. D. YOUNG & CO.

THE EAST

LEADING MANUFACTURERS AND JOBBERS

WM. WHITMER & SONS
INCORPORATED

Manufacturers and Wholesale-
salers of All Kinds of

"If Anybody Can,
We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing
Franklin Bank Bldg. PHILADELPHIA

Willson Bros. Lumber Co.

MANUFACTURERS

**WEST VIRGINIA
HARDWOODS**

Oliver Building

PITTSBURG, PA.

WISTAR, UNDERHILL & NIXON
REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

QUARTERED WHITE OAK

NICE FLAKY STUFF

WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.

Specialist in Hardwoods

Manufacturers are requested to supply lists of stock for sale

S. L. EASTMAN FLOORING CO.
SAGINAW BRAND

MAPLE FLOORING

SAGINAW, MICH.

PALMER & PARKER CO.

TEAK MAHOGANY EBONY
ENGLISH OAK DOMESTIC
CIRCISSIAN WALNUT VENEERS HARDWOODS

103 Medford Street, Charlestown Dist.
BOSTON, MASS.

SAVE YOUR MONEY BY USING THE

RED BOOK Published Semi-annually
in February and August

It contains a carefully prepared list of the buyers of lum-
ber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner
of meeting obligations. Covers the United States, Alberta,
Manitoba and Saskatchewan. The trade recognizes this
book as the authority on the line it covers.

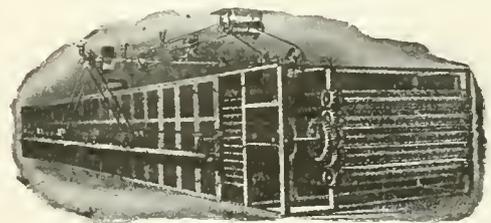
A well organized Collection Department is also oper-
ated and the same is open to you. Write for terms.

Lumbermen's Credit Assn., Established
1878

608 So. Dearborn St. CHICAGO
Mention This Paper 55 John St. NEW YORK CITY

PROCTOR **VENEER DRYER** FIREPROOF
-AN-
UNPARALLELED SUCCESS

No
Splitting
Nor
Checking
No
Clogging
Nor
Adjusting



Recom-
mended by
all those
who
have tried
it

THE PHILADELPHIA TEXTILE MACHINERY COMPANY
DEPT. L, HANCOCK & SOMERSET STS. PHILADELPHIA, PA.

For Veneer and Panel Manufacturers

Your Consumers' Lists Cost You BIG MONEY

We can save it all and relieve you of all the detail and effort necessary to
tabulate consumers' wants. Our Card Index System of those wants,
just out, is the result of systematic effort. It is endorsed by your competitor.

Can You Afford to Give Him that Advantage?

HARDWOOD RECORD

CHICAGO

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

Vestal Lumber & Manufacturing Company

Knoxville, Tennessee

MANUFACTURERS

PLAIN OAK	FINE QUARTERED WHITE OAK	
Special to Move 100M ft. 8-4	1 Com. Poplar Selects In	} 6 In. & Up
Very Dry 100M ft. 8-4	2 Com. Poplar Selects In	} 50% 14-16
BLACK WALNUT	TENNESSEE RED CEDAR	POPLAR

HAND MILLS ON L. & N. AND SOUTHERN RAILROADS AT VESTAL, A SUBURB OF KNOXVILLE.

Little Rock., Ark., Has the Pick of Arkansas Hardwoods

ITS geographical location is such that it is virtually in the center of the best hardwood timber in the Southland. Its railroad facilities give it the call on any of this timber at any time. We have planned our band mill operations to make the most of this natural advantage, so you have not only the finest selection of logs for your exact wants, but have in our mill the opportunity of getting just that kind of lumber that you can work best.

LITTLE ROCK LUMBER & MANUFACTURING COMPANY, Little Rock, Arkansas
D. S. WATROUS, Sec'y-Treas., Mgr.

Salt Lick Lumber Co.

SALT LICK KENTUCKY

MANUFACTURERS OF

Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths

"WE ARE GETTING RESULTS"

WRITES ONE ADVERTISER

This Means That He Is Getting

NEW BUSINESS

Through His Ad

If we can do it for him is there any logical reason why we can't for you?

MAKE US PROVE IT

HARDWOOD RECORD, CHICAGO

IF YOU HAVEN'T SEEN THE GIBSON TALLY BOOK

Let us send you one on approval, with samples of Tally Tickets for triplicate, duplicate or single tallies—a score of forms to choose from. They are the latest and best. Endorsed by hundreds of lumber manufacturers and buyers.

HARDWOOD RECORD

CHICAGO

THE SOUTH

COTTONWOOD

OAK

PLAIN AND QUARTERED RED AND WHITE

RED AND SAP GUM

High Grades Band Sawn Lumber

We Make a Specialty of Thin Stock

COTTONWOOD AND GUM VENEERS

THREE-PLY GUM PANELS BOX SHOOKS—EGG CASES

Write Us for Prices

Anderson-Tully Company
MEMPHIS, TENN.

Alexander Brothers

STOCK AND PRICE LIST

July 1, 1915		F. O. B. Belzoni		BELZONI, MISS.	
	Fas.	No. 1 Com.	No. 2 Com.	No. 3 Com.	
¾	1,500 \$55.00	1,500 \$25.00			
1	13,000 67.00	25,000 38.00	11,000 \$20.00		
1¼	12,340 68.00	31,630 37.00	13,000 20.00		
1½	10,000 68.00	18,630 37.00	10,000 21.00		
1¾		12,000 38.00	1,000 22.00		
2	28,000 70.00	14,345 38.00	4,345 22.00		
3	8,000 75.00	9,000 45.00			
Strips—					
1	40,000 40.00	12,000 20.00	Bright Sap, no defect, 2 to 4 in.		
1¼	8,000 40.00	2,000 20.00	Bright Sap, no defect, 2 to 4 in.		
Qrt'd. Red Oak—					
¾	4,000 40.00	2,000 25.00	1,500 \$35.00		
1		28,484 30.00	10,385 20.00	3,000 \$10.00	
1¼	62,585 52.00		18,000 20.00	6,000 10.00	
1½	12,933 52.00	39,872 32.00	10,568 20.00	3,000 10.00	
P & Q R & W Oak—					
1	13,000 42.00	10,000 24.00	40,000 12.00	20,000 8.00	
Qtd. Red Oak Strips—					
1	10,410 36.00	24,165 16.00	Bright Sap, no defect, 2 to 4 in.		
1¼	9,100 36.00	4,325 18.00			
Fas.					
1½	L. R. Elm..... 33,000	\$18.00			
1	L. R. Cottonw'd..... 62,000	will quote			
¾	Tupelo..... 31,000	10.00	15,575 \$7.00		
¾	Tupelo..... 10,000	14.00	7,000 10.00		
1	Tupelo.....		63,575 14.00		
1	Tupelo, 20 up..... 14,000	23.00			
1	Tupelo, 18 up panel..... 7,000	21.00			
1½	Tupelo..... 30,000	19.00	13,392 16.00		
2	Tupelo..... 50,000	21.00	27,100 16.00		
1	Qrt'd. Red Gum..... 20,000	32.00	30,000 22.00		
1	Qrt'd. Red Gum..... 20,000	45.00	15,000 22.00		
1¼	Qrt'd. Red Gum..... 23,800	33.00	6,380 22.00		Mottled figure
1½	Qrt'd. Red Gum..... 35,000	34.00	31,000 22.00		
2	Qrt'd. Red Gum..... 90,000	34.00	32,500 22.00		
3	Qrt'd. Red Gum.....		1,000 24.00		
1	Plain Red Gum..... 60,000	23.00	15,000 13.00	14,000 10.00	
1¼	Plain Red Gum..... 8,000	24.00	15,000 14.00	7,000 10.00	
1½	Plain Red Gum..... 35,000	25.00	71,000 15.00	12,000 10.00	
2½	P. & Q. Gum..... 2,675	28.00	3,500 20.00		
1	Sap Gum..... 15,000	16.00	14,000 12.00		
1	Sap G. fas 12-18..... 15,000	19.00			
1½	Sap Gum.....		8,000 14.50		
2	Sap Gum.....		5,000 14.50		
Fas.					
1	Cypress..... 10,400	\$32.00	15,075 \$28.00		
2½	Cypress..... 33,200	42.00	25,000 30.00		
3	Cypress..... 55,000	42.00	35,000 30.00		

Weights Guaranteed to Be as Standard

WANTED

GUM

15 Inch and Wider, First and Second Sap Gum

G. H. EVANS LUMBER CO.
Chattanooga, Tenn.

Walnut Logs

3,000,000 Feet Wanted

I must have *at once*, logs enough to make 5,000,000 feet of American black Walnut Veneers 2,000,000 feet of Log Run, American Black Walnut Lumber I will pay the highest price for logs delivered at the track, and for timber standing.

I will inspect and measure the logs at the track and pay *spot cash* for same.

Address

C. L. WILLEY

2558 So. Robey Street, Chicago, Ill.

Largest Veneer Plant in the World

Mr. Consumer:

Are You in the WALNUT Band-Wagon?

The leaders in the furniture trade, in the store fixture field, in the manufacture of interior trim, have found in American Black Walnut the wood that was needed to give tone and variety to their offerings.

They have found a ready market for their furniture, cabinets, doors and other products. They have realized that in taking up Walnut just at the time when the public was satiated with other woods, they made the wisest move that consumers of lumber have figured in for twenty-five years.

The Luce Furniture Company, of Grand Rapids, is advertising its American Walnut line in the furniture dealers' papers as "the aristocrat of cabinet woods." The Luce company makes furniture of other woods—but it has put a correct valuation on walnut.

You can't afford not to use walnut if you are making a product that appeals to people of wealth, class and discrimination. You can afford to use it, comparing its cost with other less desirable woods. There is plenty of walnut, and the price is right. You know that it is ideal from the factory standpoint. Get in touch with Walnut today.

Long-Knight Lumber Company
Indianapolis, Ind.

Pickrel Walnut Company
St. Louis, Mo.

Penrod Walnut & Veneer Company
Kansas City, Mo.

Frank Purcell
Kansas City, Mo.

H. A. McCowen & Co.
Louisville, Ky.

Geo. W. Hartzell
Piqua, O.

Sanders & Egbert Company
Goshen, Ind.

Theodor Francke Erben, G. m. b. H.
Cincinnati, O.

East St. Louis Walnut Company
East St. Louis, Ill.



The veneer sawmills that have enabled us to maintain our reputation for



Honest Inspection
Intelligent Selection



Pat. Off. Reg. U. S. Specialty Quartered White Oak Veneers Pat. Off. Reg. U. S.

ESTABLISHED 1867 INCORPORATED 1904
Hoffman Bros. Company, Fort Wayne, Ind.

HARDWOOD RECORD is a different kind, and altogether better lumber newspaper than has hitherto been published. This is made possible by the loyal co-operation and support of the hardwood element of the lumber industry. If you are a subscriber you will agree.

THE POWELL MYERS LBR. CO.
of SOUTH BEND, IND.

Solicit your inquiries for Oak,
Ash, Hickory, Maple and Gum
DIMENSION

OUR SPECIALTIES
*Chair Posts and Rockers Band Sawed to Pattern.
Furniture, Wagon, and Implement Stock.*

Table of Contents

COVER PICTURE—A Tapline Railroad.
REVIEW AND OUTLOOK:
General Market Conditions 15
The Cover Picture..... 15
Is Your Mill Foreman a Salesman?..... 16
The Silent Partner..... 16
Eucalyptus to Have Recognition at Exposition..... 17
"Out of Date"..... 17
What the Low Building Cost Means..... 17
The Prospect Is Bright..... 17
SPECIAL ARTICLES:
Study of Certain Western Trees..... 18
The Lumbermen's Round Table..... 19
The James D. Lacey Timber Company..... 20-23
Standardizing Furniture Dimension..... 23
Pertinent Legal Findings..... 24
Building an Organization..... 25-26
Suggestion for Perpetual Inventory..... 26
New Jersey's Wood-Using Industries..... 27
Interesting Traffic Developments..... 28-29
Woodworking Machinery in Russia..... 29
Two Important Trees of Tropical America..... 29
CLUBS AND ASSOCIATIONS 30-31
THE MAIL BAG 30
WITH THE TRADE 32-33
PERTINENT INFORMATION 33-35
HARDWOOD NEWS 35-41
HARDWOOD MARKET 41-48
CLASSIFIED ADVERTISEMENTS 50

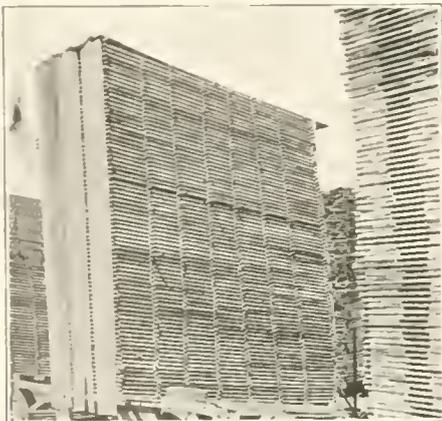
SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, \$2.00 the year; in foreign countries, \$1.00 extra postage.

In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

Both display and classified advertising rates furnished upon application. Adver- tising copy must be received five days in advance of publication date.

Entered as second-class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.



Note number of piling sticks and method of stacking

Verdict of A Well Pleased Customer

"We have used perhaps two million feet of Sap and Red Gum the past three years. We find by long experience that the Red Gum which is Kraetzer Cured, furnished by Geo. C. Brown & Co., will work the same as poplar. We make interior house trim, and have to make a great many kitchen dressers, wardrobes, medicine cabinets, etc."

We have used this space the last few months to tell you of experiences of others who have used our Kraetzer Cured Gum. We are in position to demonstrate to you that we can save you money by lessening the cost of the finished article without additional expense. You cannot afford to overlook this fact.

If you have not already asked us to give you further details we will be glad to have you do so now.

GEO. C. BROWN & COMPANY
Band Mill, Proctor, Ala. *Manufacturers St. Francis Basin Hardwoods*
Main Offices, Memphis, Tenn.

It will be a pleasure to quote on your inquiries.



Hardwood Record

Copyright, THE HARDWOOD COMPANY, 1915

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Edgar H. Defebaugh, President
Edwin W. Meeker, Managing Editor
Hu Maxwell, Technical Editor

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO
Telephones: Harrison 8086-8087-8088



LIBRA
NEW Y
BOTANI
GARDEN

Vol. XL

CHICAGO, AUGUST 25, 1915

No. 9



Review and Outlook



General Market Conditions

NOTATIONS OF IMPROVED CONDITIONS and prognostications as to the future of hardwood stocks are rather risky these uncertain days because of the impossibility of comprehending all conditions. The market report which will be entirely justified from one man's viewpoint will be altogether wrong from that of another who apparently should have the same position as his neighbor. But in spite of this uncertainty it can be stated, without fear of offending the stickler for accuracy, that sales of hardwood lumber are on a better plane now than they were a few weeks ago. Not that the level of prices is much better or that consumers are changing their policy of letting the lumbermen hold the stocks, but there is a greater freedom of inquiry, a report of evident lessened inclination to kick, a gradual tendency toward uniformity of prices and in fact a general air of greater optimism which seems to permeate the entire structure of hardwood manufacturing and selling. As direct influences toward this end, there can be cited the improvement in the pine market which results from various causes, such as continued purchases by the railroads and good building operations. Also, the practical certainty that crops are going to be good and the farming element will be in a relatively prosperous condition has encouraged manufacturers of finished goods who have been holding considerable quantities of excess stock in their storerooms in anticipation of an accelerated movement. They seem to feel now that this surplus is going to be reduced to a minimum in the next month or so, and while they are not anticipating needs to any extent they are taking more lumber than formerly and in many cases volunteer the information that they believe the end of September and the month of October are going to see them in the market to protect themselves by purchasing lumber for future use against rising markets.

Also as having an important bearing on the hardwood situation is the fact that fairly good weather has made possible the rapid completion of preliminary stages of building operations and has prepared the way for the sale of a great amount of interior finish, which was held up on account of the slow development of buildings because of discouraging weather in the early summer months.

Conservatism is the watchword of lumber manufacturers in the North and South but this conservatism has not been carried to the extent of refusing to see favorable developments from month to month. Many of the southern mills are still down while many others are manufacturing in a limited way so that in spite of the inactivity of some mills in the southern territory, the condition of southern hardwood stocks is still good.

In the North the month of August is showing up to be in some cases the best month of 1915, and this is true of mills manufacturing

diversified lines for rail shipment. This type of operation reflects the business situation in the North more accurately than does the water mill as the contact with the ultimate purchaser is more direct and more continuous. While northern operators are still alive to the handicap under which they are working through wrong fundamental conditions, they recognize the fact that these underlying causes are not linked with the transient condition of the consuming markets and that they will be remedied by slow means while the presence of such conditions will not prevent their taking advantage of sharpening in immediate demands.

With prices steadying themselves gradually, although not showing much inclination to advance as yet, with continued maintenance of control over stocks at producing points and paucity of stocks at consuming points, the prospect for the hardwood business is better than it has been for some time. Not the least of these helpful indications is the generally cheerful tone of the trade, which will go a long way toward tiding over any period of continued depression and toward preventing further offenses in the way of flagrant price cutting. The trade throughout the East and entire Middle West is undoubtedly better than it has been. It remains to be seen whether speculations of further improvement with gradual price increases in the fall months will materialize. However, everything at present seems to bear out the contention that they will and if so hardwood lumbermen will finally have closed in 1915 a year which will have been satisfactory, considering what has transpired.

The Cover Picture

VAMPING AND VACATION rather than lumbering are suggested by the cover picture which illustrates this issue of **HARDWOOD RECORD**. Visions of trout and other game fish appear in dubious form in the white-maned waters of the mountain stream, and the railroad which constitutes the central portion of the picture is apt to claim little attention at first; yet from the lumberman's point of view, the railroad is the main thing. It is the natural supposition that it is a logging road, one of the taplines which have become famous on account of the prominent and perplexing place they have held in the activities of the Interstate Commerce Commission and in court rulings.

All taplines are not parts of lumber operations, but so many of them are so connected that the common conception of a tapline railroad is that it is one built to bring logs or lumber out of the woods and deliver it to some trunkline which has connections for delivering the material to the world's markets. These short roads reach out in all directions in search of freight. They penetrate regions which would otherwise be without traffic facilities, and by so doing they spread development.

The picture shown on the cover is a good example of a taphne allene. The surroundings are likewise typical; but such railroads go into all sorts of places and meet many conditions. The timber growing along this river could not be easily floated out, because of the small size and rough channel of the stream. Attempts to drive logs down channels of that kind usually entail large expense, and much time is consumed in waiting for freshets. The latter difficulty may in part be overcome by building splash dams to impound the water and produce artificial floods when wanted. Experience has shown, however, that where large numbers of logs are to be moved, it is often cheaper in the long run to build a rail road than to bring the logs out by water. Logs are generally floated more satisfactorily on sluggish streams than on those with rapid currents, because in a sluggish stream less water suffices to carry the log. Though the logs move more slowly, they keep on the go better than in a turbulent stream which drives them on shore and wedges them into jams.

The forest shown in the picture is exclusively hardwood. Not a tree or twig of pine, hemlock, or of any other soft wood is visible.

Is Your Mill Foreman a Salesman?

IF THE SUPERINTENDENT of your sawmill and various foremen in your plant and yard are not conversant with the salesman's problems and the peculiar requirements of the consuming trade as to character and quality of stock, service, etc., they should be. The lumber business has long since been recognized as having gone through a period of readjustment. Lumber was formerly manufactured to be bought. Now it is manufactured to be sold, and just as a housekeeper places her trade with the retail merchant who gives her the best goods, who offers the goods which will meet the peculiarities of her taste for any purpose, and who gives courteous, consistent service at all times, so in this era of competition based on value and service will the purchaser of lumber give his continuous attention and trade to that lumber organization which shows itself to be most closely abreast with modern business tactics and which is in the best position to sell its lumber.

A plan which has been in effect at a large northern operation for the past couple of years should recommend itself to every lumber operator no matter where he is located.

This particular operation is so extensive that its various departments are scattered throughout a town of considerable size, making it impossible for the heads of the different departments to become even acquainted with each other under normal circumstances. To overcome this condition the general manager of the operation instituted a series of informal get together dinners at which the heads of all departments are required to be present in order that they might become thoroughly familiar with each other and each familiar with the fact that the other was but a normal human being bent on discharging his own duties in the most effective way possible. An understanding and sympathy among the department heads has resulted which has had a remarkable effect in the way of stimulating the desire for service in that it has created an ambition for the welfare of the whole organization rather than for the welfare of each department alone. Through this means the department heads in charge of the operation are given a thorough insight into the idiosyncrasies of the various types of the consuming trades and of the personal and peculiar requirements of the individual consumer in each trade to the end that all departments will work together with the selling department to give each man exactly what he wants and to have on tap at all times exactly the variety and character of stock which will meet any peculiarity of demand from whatever source it might come.

All this means simply that each man responsible for any phase of the manufacturing and selling end, or in fact who is at all interested in an administrative way in any of the many departments of this vast organization, is really a direct or indirect salesman. Inasmuch as any business depends upon the maintenance of trade rather than upon the expensive substitution of one customer for a former dissatisfied customer, the effort has been directed at showing those men in charge of different departments who are not brought in di-

rect contact with the consumers' peculiarities just what the sales department is up against in meeting the demands of its trade.

On top of all this the company has the tremendous advantage of putting men out on the road who know absolutely that their stock and their service can be counted upon in every particular. They are not simply hazarding recommendations of their goods, taking a chance of their claims getting by, but they know without any doubt whatsoever that any assertion they make can be backed up at the manufacturing end. In these days of keen competition such a feeling goes a long way toward giving a salesman just that additional snap and vim which pulls over the order. It is significant that this company has been operating on a normal basis continuously without letup, that it is constantly in the mood for the installation of advanced ideas and that it has not had to lease additional yard room to pile its green stock.

The Silent Partner

THE AGRICULTURAL COLLEGE has been the lumberman's best friend. It has done an enormous work in enlarging the use of lumber, and it has accomplished that end in a manner so quiet that its activities have seldom attracted attention to that feature of its work. Results have been brought about indirectly; for the agricultural colleges increased the use of lumber without having that end in view, but it resulted from plans laid with another purpose. Those colleges have worked to increase the productiveness of farms, and it has turned out that the more the farm is improved, and the more productive it becomes, the larger has been the demand for lumber. This has been going on during many years and it will continue.

When timber was so plentiful that it was in the way, the farmer was a small user of lumber. He wanted large numbers of fence rails and burnt much wood as fuel, but his farm buildings were few, and the few were generally of logs. But when agriculture got out of the rut in which it had dragged along for thousands of years, and colleges began to teach scientific farming, the farmer's lumber bill began to increase as his profits rose, and this has continued to the present time.

The agriculture college teaches many things which the old fashioned farmer did not know; but three of the most important are these:

Farm products, including live stock, should be sheltered from rain, snow, and wind.

Tools, implements, and machines should be kept in a dry place and in the shade when not in use.

Paint should be used wisely but unsparingly on all farm buildings.

These three axioms have been drilled and hammered into American farmers until they have grasped the idea and have acted on it, and it has been done by agricultural schools, either in their class rooms or by lecturer, sent abroad to address farmers' meetings and other public gatherings. Slowly and widely results were reached and some of the results have been as follows:

Poultry houses now shelter chickens which formerly roosted in apple trees.

Swine which once nested in fence corners and in hollow logs now sleep comfortably under roof.

The cows have warm stables whereas they once sought shelter in time of storm on the leeward side of a rail fence.

The horses which formerly had little more than a pole pent house for shelter, and some not that much, now enjoy the luxury of a warm, dry barn.

The hay which once stood in conical stacks in the field until forked down on the snowy ground to feed the shivering cattle, is now stored in capacious barns where a drop of rain never touches it.

In former days the scythe, sickle, and cradle, the farmer's principal tools, were brought in after harvest and were hung for a year's rest, rust, and rot on the branches of a convenient tree; but now the agricultural implements which have revolutionized field work are housed under ample roofs where rain and sunshine never come.

The list of changes which the advanced methods of farming have

brought about in recent years could be increased by the mention of many more, but the foregoing are sufficient to illustrate the point that the more highly developed the farm methods are, the greater the demand for lumber on the farms. Much is now being said on the subject of pushing the use of lumber into new places, but many persons overlook the fact that the agricultural colleges have done more to increase the demand for lumber than nearly any other agency that has been at work, and it has been done without noise, without display, and without cost to the lumber interests.

Eucalyptus to Have Recognition at Exposition

IN MUCH GLOWING PHRASEOLOGY the editor of the Convention News Bureau at the Panama-Pacific International Exposition announces that the California growers of the "wonder-tree," the eucalyptus, are to meet in convention in the Lumbermen's building on September 8.

Evidently the eucalyptus growers are hard after the trade, but, in view of the result of the government's tests, it would seem to be better for them to be a little more cautious, or at least conservative in their statements of the remarkable characteristics of this "wonder-tree." According to the glowing statement by the press agent eucalyptus, while growing ten times as fast as hickory, oak or mahogany, yields lumber harder and better than these native woods. Eucalyptus is hard, that is granted, but the statement that it is "better" is pretty broad. Any one contemplating becoming interested in eucalyptus as a commercial possibility would do well to consult the Forest Service officials as to the result of their thorough investigations along these lines.

Undoubtedly there must be something in the eucalyptus game or it would not attract the type of men who seem to have been pushing it of late. Eucalyptus has always suffered from the ridiculous and extravagant claims of wild-cat promoters, but this newest claim of the remarkable properties of eucalyptus would not seem to be very far from the character of statements formerly made by less responsible operators. For their own protection and in order to avoid the appearance of backing this wild-cat scheme, responsible operators connected with the Eucalyptus Hardwood Association of California should either omit extravagant claims of vast superiority or should substantiate these claims by official tests made by duly recognized authorities.

"Out of Date"

A NUMBER OF YEARS AGO the Bureau of Corporations collected enormous masses of figures on all phases of the lumber business and forest resources. Practically the whole country was covered in that series of investigations. Voluminous reports on some of the topics were published. The fourth volume alone of the report contained nearly a thousand pages. Some of the reports have not yet been published, and one such is said to contain data on the cost of producing lumber.

The former Bureau of Corporations which collected that data has now been superseded by and merged into the new Federal Trade Commission. The latter body has inherited the left-overs of the old Bureau of Corporations, among which heirlooms are the statistics on the cost of producing lumber.

It happens that the Forest Service is now working on the cost of lumber, which is the identical subject which was supposed to have been covered by the Bureau of Corporations. Naturally, it looks like one branch of the government is going over the same ground which another branch has already covered. In order to avoid this, it appears that a request was made to allow the Forest Service to use the old Bureau of Corporations' unpublished data on lumber cost, thereby saving the time and expense of going over the ground again.

It has been announced from Washington that the Federal Trade Commission has refused to turn these figures over to the Forest Service, giving as an excuse that they are "out of date."

The excuse is a good one. Many people do not believe that the figures were ever in date. They were so long in collecting and compiling that they were as moss-grown as the "Old Oaken Bucket"

before they left the hands of the compilers. If they contain anything of value, it would seem that the Forest Service ought to be allowed to utilize them in its present investigation of lumber cost; but the chances are that little is being lost in consigning that collection of data to the silence of oblivion. If these figures may be correctly judged by the four reports on the lumber industry which the Bureau of Corporations permitted to see the light of day, oblivion is wholly appropriate for what remains.

It thus appears probable that the famous series of reports on "the lumber industry" has finally faded away, dwindled to a vanishing point, maneuvered itself "out of date," and "gone glimmering through the dream of things that were."—*Pax vobiscum.*

What the Low Building Cost Means

ANYTHING WHICH WOULD GIVE a measure of increased optimism to the lumber trade has been welcomed in the last few months, but it is doubtful if lumbermen in general (and this applies to all classes handling every character of forest products), have fully appreciated just what the period of low cost of raw material and labor signifies. Industrial investments have not ordinarily been particularly enticing to capital, which has been seeking means of investment enabling it to take advantage of the present demoralized state, to the end that an unusual improvement in value in the future would insure more than ordinary returns. It has been especially attracted through this consideration to the prospect of investment in real estate and building, where the circumstances seem to promise soundness for the future, and where there was a reasonable inducement to carry such investments over present depression.

As to the contributing factors, the generally low real estate values and unusual depressed values for building material and labor wages, have resulted in an attractive situation for a certain element of investors, who have taken advantage of these circumstances to secure investments with a minimum outlay of capital, which promise through accentuated values in the future to return excellent profits. In no small measure the continued good situation in the building trades has resulted from this foresight on the part of investors, and it is quite likely that the activity will continue with this as a primary reason.

In a lesser degree the individual home builder has also profited by the opportunity for securing a home for one-fourth to one-third less than he could secure the same structure under ordinary circumstances. The building records will substantiate these statements.

The Prospect Is Bright

LUMBERMEN MAY CONSIDER THEMSELVES FORTUNATE that the beginning of the recession from the old selfish, disconcerted effort began in a period long enough ago so that the tendency toward amalgamated and co-operative action is now well established. There are all too many striking illustrations of the fact that a disjointed defense against organized opposition from any quarter is disastrous. The activities of wood substitutes in all lines is illustrative of this point.

Now that the lumbermen are confronted with two of the biggest problems which they have to face they are indeed fortunate in being able to utilize some central body and to act concertedly, submerging the selfish interests of the individual and the local association to the best interests of the trade as a whole.

In opposing the railroads' endeavors to effect a general increase in rates through re-classification and in opposing further encroachments of substitutes in legitimate markets for lumber, results can be accomplished only if the entire lumber trade is acting as a unit. Without this united action defeat and the inauguration of even more discouraging fundamental conditions is assured. With this concert of effort it is practically certain in the one instance that the lumbermen can make a strong enough case to maintain rate making on a fair basis, and in the other to do effective work toward acquainting the consuming public with the merits of wood in its rightful uses.

It is time for some of those who have been waiting for things to liven up to do a little waking up themselves or they may soon find themselves following instead of leading the procession.



Study of Certain Western Trees



George B. Sudworth, dendrologist of the Forest Service, has published a valuable contribution to the tree literature of the country as Bulletin 207 of the Department of Agriculture. It is an account of "The Cypress and Juniper Trees of the Rocky Mountain Region," and is a pamphlet of thirty six pages and eleven maps which show by colors the range of each of the several trees in North America.

Those considered in this publication have never been of much importance as saw timber, and most of them will never be. Many of them grow on cold and sterile mountains and on dry plateaus, and consequently the trunks are short, knotty and often deformed, and are poorly suited for saw-logs. However, the trees of this group, scattered over two million square miles, are often of great importance in the various localities where they grow. The stockmen and ranchers put the wood to many uses, in the absence of other timber. The junipers and cypresses are all durable as posts, poles, stakes, and where otherwise in contact with the ground. They furnish posts for thousands of miles of wire fence, and few woods give better service. They are also employed as telephone poles on long lines crossing the mountain regions. Logs for barns and sheds constitute another use; and the largest and cleanest trunks are not infrequently split into long, thin shingles, known locally as shakes, and they roof many a barn and cabin between the Rocky mountains and the Pacific coast.

Greater use is in prospect for these richly-colored softwoods. The wood is exceedingly fine grained in most of the species. The general appearance resembles that of the pencil cedar of Tennessee and other parts of the South and East, and some of the species in certain localities show every indication that they will sometime be valuable for pencils. It is not expected that they will equal in value the pencil cedar now in use; because the trees are scattered, occupy remote districts, and the trunks are usually so knotty that the cost of cutting out pencil blocks will be high. In spite of these drawbacks the pencil maker has prospective supplies of wood in the Rocky mountain region.

Prospects are equally promising for the clothes chest industry. The rough, knotty trunks of the western junipers will supply ideal lumber for shirtwaist boxes, wardrobes and presses, because the more knots and the more the sap and heartwood are intermingled, the better. No one wants clear lumber for clothes chests. The more variegated it is, the more artistic it is considered. The knotty, twisted, distorted trunks of the western junipers will exactly fill that bill. The chestmaker who wants plenty of knots can get what he is looking for, with white sapwood and rich red heart thrown in.

It need not be expected that western juniper clothes chest industry will ever be large in any particular locality, because the timber is too scattered; but it will amount to something throughout a very large region, and in the aggregate will attain considerable importance. It will be an industry of the small shop rather than of the large factory.

Mr. Sudworth's book does not pretend to show how much cypress and juniper timber is available in the area of two million square miles. The author has made a botanical rather than a commercial survey. The regions are pointed out where such and such trees may be found, but no attempt is made to show the quantity of timber available.

Two cypresses are studied, the Arizona cypress (*Cupressus arizonica*), and smooth cypress (*Cupressus glabra*), and the following junipers which are closely related to the pencil cedar: Common juniper (*Juniperus communis*), western juniper (*Juniperus occidentalis*), Mountain red juniper (*Juniperus scopulorum*), one-seed juniper (*Juniperus monosperma*), mountain cedar (*Juniperus sabinoides*), Utah juniper (*Juniperus utahensis*), Knight juniper (*Juniperus knightii*), big-berried juniper (*Juniperus megalocarpa*), alli-

gator juniper (*Juniperus pachyphloea*), and drooping juniper (*Juniperus flaccida*).

The foregoing constitute quite an array of species. In some cases the trees are few in number and small in size, and commercially little is to be expected of them. Three are new species, which are not found in the old official check list of trees published by the Forest Service in 1898. They do not so much represent an actual recent discovery as a more complete identification of species which were so imperfectly known when the official tree list was published in 1898 that they had not yet received names.

Mr. Sudworth has been working several years on a complete description of all the tree species of the United States. The first volume, covering the Pacific Coast, was published some years ago. According to announcement, the succeeding volumes will cover the Rocky Mountain region, the Central region, and the Atlantic Coast. Doubtless, the bulletin on the Rocky Mountain cypress and junipers will form a part of the volume which ultimately will deal with all the forests of that region.

Mr. Sudworth's books are easy to read. They are written for the general public and not exclusively for scientific men, as so many works on botany are. He uses only enough technical language to make his work scientifically correct, and he has shown how possible it is to write on a scientific subject in language which any intelligent reader can understand.

War Tax on Canadian Lumber

The Canadian government collects seven and a half per cent ad valorem tax on lumber imported into Canada. This is a war tax. When the law was passed it was supposed that the tax would be collected only on foreign lumber entering the country, and no one seems to have thought that Canadian lumbermen would be caught in the net set for foreigners. It has turned out that way. Shippers in British Columbia, with large buyers in Eastern Canada, undertook to save freight by shipping through the Panama Canal, and by way of New England into the eastern parts of Canada. The saving in freight was considerable, but a ruling by the Dominion customs department has declared that when lumber has once left Canada it cannot be brought back across the border without paying the war tax.

Walnut From Consumer's Standpoint

Walnut lumbermen have been much interested to see the aggressive way in which furniture manufacturers who have added walnut to their lines have taken hold of the proposition of popularizing the wood with their trade. A great many furniture dealers have been featuring walnut goods, appreciating the strength which has been added to the situation by the introduction of walnut furniture, which has taken its place with the highest-grade mahogany and oak; others, however, have only gradually realized the complete "come-back" made by walnut in the domestic trade, and have been slower to see the possibilities latent in the exploitation of an attractive brown wood in addition to those of other colors, of which the public is said to have become more or less tired.

An interesting indication of the attitude of the furniture manufacturer is the advertising which they are doing in behalf of their walnut goods. The Luce Furniture Company of Grand Rapids, one of the leading houses in that market, has been using full pages in dealers' papers to illustrate suites especially designed for American walnut, which is described by the company as "the aristocrat of cabinet woods." Berkey & Gay of Grand Rapids have been featuring their Knowleworth line, which is made exclusively in American walnut, and other prominent houses have also been pushing the wood vigorously, so that it is evident that consumers of note have definitely determined to restore walnut to its rightful place among domestic cabinet woods.



The Lumbermen's Round Table



The Wholesale Yard Coming Back

Indications have not been lacking of late to suggest that the wholesale yard, located in consuming districts, is due for a rejuvenation, on account of the desire of factory men to cut down their stocks of lumber. In other words, they are coming to see that the "middleman" serves a useful purpose in putting lumber in stock and carrying it until it suits their convenience to use it. This being the case, they are willing to pay something for this service, in order that they may reduce their investment in raw material, turn their capital over oftener and do a greater volume of business with the same investment of money.

The middleman has been hit so hard, as an institution, in the lumber field as elsewhere, that it is gratifying to find sentiment swinging the other way. Of course, the lumber jobber could hardly be put out of business by any conceivable development, for but for a time the wholesale yard, serving principally a local clientele, seemed to be losing its grip; but the big markets like New York and Philadelphia, not to mention others closer to the producing districts, have recently given signs of developing greater support for the yard men, who are actually carrying stocks and enabling consumers to get lumber in whatever quantity and at whatever times they desire.

The Cost of Lumber

The writer was recently given a striking demonstration of the fact that lumbermen do not know what it costs them to make their product.

The average hardwood producer knows, if he stops to figure, how much money it takes to manufacture 1,000 feet, log run, of any particular kind of wood; but when he comes to the question of selling an individual item, he has nothing to fall back on to prevent him from fixing a price which will not pay the cost of manufacture and leave a profit.

Maybe it is impossible to arrive at any logical conclusion on the subject of the cost of making any specific grade, but at least the manufacturer ought to have an average price in mind, which will let him "come out even" or better, on a log-run basis.

The instance referred to was a purchase of a large quantity of dimension oak by the government for the use of one of the departments. The prices were quoted on a delivered basis, and of course the cost of transportation varied somewhat, and accounted to a limited degree for the difference in the quotations. But the greatest reason for the wide discrepancies which were noted must have been either a difference of opinion regarding stumpage values or a lack of knowledge on the subject of the cost of production. Perhaps both factors entered into the situation somewhat.

At any rate, the lowest price quoted on this particular order was \$30 and the highest was \$60. The range, in other words, was 100 per cent of the minimum price. Allowing a possible difference of \$10 in freight, which is a good deal more than necessary to take care of the variation in the rate, there is still a discrepancy of \$20. The lowest bidder probably was asking too little and the highest too much; but the wide range of prices would not be a good argument to use as a means of showing that lumbermen are not making money on their product. To the uninitiated it would seem to indicate that the margin is great. That is not the case, of course, and the real explanation is that suggested above: ignorance on the subject of cost accounting in the sawmill business.

"The Forest Products Manufacturer"

A development of the business which is significant of the narrower margin of profit and the increased necessity of having the widest possible market for the output of the log is the tendency on the part of large owners of stumpage to install equipment for making not only lumber but all other forest products.

One concern which has been principally in the lumber business is now making veneers, built-up stock, hoops and box shooks. Another which has been operating as a sawmill proposition prin-

cipally has turned its attention to certain kinds of cooerage material and to veneers, and has adopted the settled policy of equipping itself for the manufacture of anything that a log will produce.

This means, in addition to enlarged opportunities for the concerns which have adopted this policy, greater competition for those who have been specializing in the allied lines; and also shows that the different branches of the forest products industry are much closer together than the casual observer may have realized. Another aspect of the case is the greater quality of salesmanship which will be needed to market these various products. It will not only take highly efficient men in the operating departments, to turn out good stuff at low cost, but exceptionally versatile salesmen to go out and talk the merits of several different kinds of wood products.

So, from various angles, the tendency to spread out has possibilities that one may profitably ponder.

The Remanufacture of Lumber

One of the shrewdest and most intelligent hardwood men in the business recently made the statement that the only way it is possible to make money in the rehandling yard is by means of installing equipment for the remanufacture of the stock.

He took the ground that the old-fashioned yard man, who hoped to make his money by "beating the game" in taking up the lumber and then beating it again in selling it to his customer, hasn't a chance nowadays, because the people he deals with, at both ends of the line, are too well educated to the situation to permit it to be done.

"But," he continued, "if one can actually increase the value of the lumber he handles, both from an intrinsic and a technical standpoint, without prohibitive expense, there is a chance to add sufficient value to provide an opportunity for profit. When one is operating what might be called a concentrating yard, and taking the output of various country mills, it is necessary to trim that lumber up, equalize it and in other ways improve its appearance, so that it will stack up alongside the product of the bandmill of your competitor.

"Then, again, you can cut off defective ends, rip out heartwood, rip off sap and bark and really increase the grade of the wood, as well as the appearance. And it seldom happens that the value of the footage lost is sufficient to offset the increased value secured in this way. It is really getting into the dimension business, but that is what consumers are demanding more and more, so that the rehandler who is using his head and is equipped to manufacture his lumber as he goes along is in line with progress."

This particular member of the trade has cited numerous specific instances of how unpromising material has been remanufactured and impressive profits scored; but it would be unfair to him to indicate too specifically just how he has been able to make a \$2,500 investment in saws and power equipment pay him big returns.

Walnut for Store Fixtures

A New York lumber salesman recently made the statement that the greatest recent increase in the consumption of walnut, outside of its use for war purposes, has been in the manufacture of store fixtures. This may be of interest to those engaged in this business, who may have had the idea that the furniture trade offers the best opportunities for the sale of their product. He pointed out that many department stores in the East have recently specified this wood for cabinets, partitions, etc., and that the fixture houses have accordingly become steady customers for walnut lumber. The fixture business is much more important, anyhow, from a consuming standpoint than the average lumberman appreciates, and it would be a good idea for the live sales manager to make up a special list of these concerns and analyze their requirements in a more detailed way than he has done heretofore.



James D. Lacey Timber Company



The result of knowledge obtained through honest, persistent endeavor has never been more strikingly illustrated than in the erection and sale of a \$3,000,000 bond issue by the James D. Lacey Timber Company for the Brown Corporation of Portland, Me. The Brown Corporation constitutes one of the component companies of the Berlin Mills Company and the Burgess Sulphite Fibre Company of Berlin, N. H. These companies represent an organization founded in 1852 and purchased by William W. Brown in 1868. They have

remainder being burned at the mill or left in the woods as refuse or waste.

James D. Lacey Timber Company was incorporated in November, 1914, and through it this bond issue was placed on the market in February, 1915, a period when the leading bankers of the country were disinclined to consider any kind of new securities. In the construction of this bond issue, the arrangements which the timber company provided for the maker of the bonds to obtain a source of revenue to



VICTOR THRANE, VICE-PRESIDENT JAMES D. LACEY TIMBER COMPANY, CHICAGO



JAMES D. LACEY, PRESIDENT JAMES D. LACEY TIMBER COMPANY, CHICAGO



WOOD REEL, VICE-PRESIDENT JAMES D. LACEY TIMBER COMPANY, CHICAGO

remained in profitable operation ever since and now manufacture news print paper, kraft paper, bleached and unbleached sulphite pulp, building paper, window frames, lumber, soda ash and various other by-products, and today represent an investment of \$32,000,000, with annual sales averaging \$12,500,000. These correlated companies take annually from the stump 300,000,000 feet, board measure, of which 60,000,000 feet go into lumber; the balance into the by-products above mentioned. The companies utilize upwards of 90 per cent of the tree, in comparison with the average sawmill practice of the utilization of 35 per cent to 40 per cent of the tree for lumber, the

pay interest and provide a fund to retire the bonds as they matured, were so perfect and the security was so ample, that it was at once obvious to the banker and investor that the bonds were a dependable security.

Between the timber bond and other forms of securities there exists a sharp differentiation, which is great enough to demand knowledge resulting from experience to enable those who handle timber bonds to intelligently deal with the situation. From lack of experience the ordinary banker, broker or bond dealer does not possess this information. As a rule, bond houses are not flexible enough in their methods



ENTRANCE HALL AND GALLERY OF TIMBER PICTURES, JAMES D. LACEY TIMBER COMPANY, McCORMICK BUILDING, 332 SOUTH MICHIGAN AVENUE, CHICAGO



FRONT OFFICE OF JAMES D. LACEY TIMBER COMPANY, SUITE 1750 McCORMICK BUILDING, CHICAGO, SHOWING CONTINUATION OF PICTURE GALLERY

to enable them to meet all the varying needs of lumbermen and timber owners. In some cases a bond issue is the only practical way of meeting the financial needs of the operator. In other cases the loan desired is too small to justify the expense of putting a bond issue on the market. Many capitalists would prefer to place a large loan

in a first class mortgage than to become one of many investors in a large bond issue. Furthermore, many borrowers do not require long term loans, but do require funds for longer periods than the ordinary bank is willing to grant. This class of

ian mountains, a record of which in some form is not contained in the files of James D. Lacey & Co. This does not mean that every tract has been cruised, valued or preliminary by the skilled employees of the firm, but it does mean that other tracts of the same general character, growing under substantially similar conditions, have been examined and such information is on record in the files of James D. Lacey & Co. These files give detailed information concerning numberless tracts of timber of varying size in all parts of North America where timber is a chief or the only natural resource. Un



J. W. McCURDY, SECRETARY, JAMES D. LACEY TIMBER COMPANY, CHICAGO

borrowers should gladly avail themselves of facilities that will make marketable amply secured notes maturing in one to five years.

James D. Lacey Timber Company is an extension of the co-partnership of James D. Lacey & Co., the latter having been established by James D. Lacey thirty-five years



A FEW OF THE TIMBERLAND MAPS TO WHICH THE JAMES D. LACEY TIMBER COMPANY HAS ACCESS

ago. Since 1880 Mr. Lacey and his associates have been actively identified with the work of buying, selling, cruising and valuing lumber and timber properties. During this period the members of the Lacey organization have been part owners in and

Wash., and the main offices of the timber company are located at Chicago. Mr. Lacey is at the head of these organizations and is assisted by Wood Beal, who has been associated with him since 1888, by Victor Thrane, who became a member of the firm of



H. D. LANGILLE, SPECIAL PARTNER, JAMES D. LACEY & CO., PORTLAND

der arrangements perfected between James D. Lacey & Co. and the James D. Lacey Timber Company, the latter organization has the use of all the experience and records of the former.

James D. Lacey & Co. maintain offices in Chicago, Portland, Oregon, and Seattle,



W. G. COLLINS, ASSISTANT MANAGER, JAMES D. LACEY & CO., PORTLAND

operators of logging and milling properties. The result is an intimate acquaintance with the timber and lumber business from tree to consumer, and within the period mentioned this organization has accumulated information concerning the amount and value of timber in the United States and Canada which cannot be equaled by that possessed by any other individual or corporation in the country. There are few tracts of timber of importance in the southern states, on the Pacific coast, in British Columbia, in eastern Canada, or the Appalach-



B. W. BAWDEN, MANAGER, JAMES D. LACEY & CO., SEATTLE

James D. Lacey & Co. in 1900, and by J. W. McCurdy, who entered the employ of the partnership in 1906. The Portland office is in charge of H. D. Langille, a special partner in the firm of James D. Lacey & Co., and a resident of Portland, Ore. He has been in charge of the Portland office since 1906. Mr. Langille has spent practically all of his life in intimate relations with the forests of the West. From 1900 to 1905 he was in the service of the government as special field assistant in the Geological Survey, forest inspector in the Depart-



ONE OF THE FILING ROOMS WHERE TIMBERLAND INFORMATION IS KEPT FOR USE OF THE JAMES D. LACEY TIMBER COMPANY

ment of the Interior, and in charge of the examination of proposed forest reserves under the direction of the Bureau of Forestry. During the winter term of 1904-1905, he took a special course in forestry at Yale Forest School; resigned from the service the latter part of 1905, and became associated with James D. Lacey & Co. the following year. During his career he has visited almost every forested district in the western states, acquiring wide personal knowledge of the conditions with which he deals.

W. G. Collins is Mr. Langille's first lieutenant and is assistant manager of the Portland office. Mr. Collins was originally engaged in newspaper work, and in January, 1906, located in Seattle, Wash. He was first employed in the logging camps of the Kerry Mill Company as "whistle boy" and worked up to the position of general assistant to the logging foreman. In 1907 Mr. Collins accepted a detail with the Lacey organization, again beginning at the bottom, as camp clerk, compassman and cruiser, and for a period of four years averaged about eleven months out of every twelve in the woods. In the autumn of 1911 he was made assistant manager of the Portland office, and has had particular charge of the estimating and reporting end of the business, directing the crews in the field and giving close attention to the development of a highly efficient timber estimating and valuing organization. Through the desire of the Lacey organization to keep in close touch with the tendencies of modern business, in so far as they bear upon the problems of the lumber industry, they gave Mr. Collins a special course at the Harvard Graduate School of Business Administration, which he completed, with credit to himself, in June of this year.

B. W. Bawden represents the organization at its Seattle office.



PRIVATE OFFICE OF VICTOR THRANE, VICE-PRESIDENT



ANOTHER OF THE FILING ROOMS WHERE INFORMATION IS KEPT FOR USE OF THE JAMES D. LACEY TIMBER COMPANY

Mr. Bawden has been identified with the lumber industry ever since he completed his high school work at Davenport, Iowa. The day following his graduation he entered the employ of Lindsay & Phelps, and during his connection with them gained a very complete knowledge of the different grades of lumber, freight rates, weights, etc. During this time Lindsay & Phelps turned their attention to timber purchases in the South and on the Pacific coast, and Mr. Bawden accompanied their cruisers in the examination of the timber that had been purchased, both South and West, and gained a practical insight into the outside matters of the firm. He was with Lindsay & Phelps for about fifteen years, and later spent some time with the Cloquet Lumber Company, of Cloquet, Minn. From Cloquet he went to Mount Sterling, N. C., as general manager of the Pigeon River Lumber Company, then located at that point. In 1907 he was made manager of the Seattle office of the Lacey organization, which he has served since that time.

A careful examination of the situation convinced the organizers of the James D. Lacey Timber Company that the various needs of financial aid and demands of capitalists for safe investments could be correlated by the proper agency. To perform a genuine service an agency acting in this capacity must know the timber and lumber business in all its branches; must have financial strength, and must possess the full confidence of all concerned in every transaction it handles. A recognition of the above requirements led to the formation of the James D. Lacey Timber Company for the purpose of dealing in timber, timber bonds and timber investment securities. The company is equipped to serve and its facilities are placed at the command of all lumbermen and timber owners who need and deserve



PRIVATE OFFICE OF J. W. McCURDY, SECRETARY



PRIVATE OFFICE OF WOOD BEAL, VICE-PRESIDENT OF THE COMPANY



DIRECTORS' ROOM AND PRIVATE OFFICE OF JAMES D. LACEY, PRESIDENT OF THE COMPANY

financial aid, and it will act not only as a buyer and seller of securities, but as a clearing house of opportunities in timber investments.

Both the scope and method of operation are built along lines laid down by men of technical and practical information and experience. They meet the needs of the present and future and should appeal strongly to the timber owner, lumber manufacturer, banker and individual investor, all of whom are more or less familiar with the value of timber and timber securities.

The officers of the company are:

- PRESIDENT, James D. Lacey.
- VICE-PRESIDENT AND TREASURER, Wood Beal.
- VICE-PRESIDENT, Victor Thrane.
- SECRETARY, J. W. McCurdy.

The directors of the company, in addition to those above named, are Frank D. Stout and Lamont Rowlands of Chicago, and Charles S. Keith of Kansas City, Mo. Individually and collectively the members of Mr. Lacey's organization have been and are important factors in the timber and lumber industry of the country.

Frank D. Stout is a retired lumberman and member of the firm whose name was written in the title of that one time greatest of white pine institutions—Knapp Stout & Co., of Menominee, Wis.

Charles S. Keith is president of the Central Coal & Coke Company of Kansas City, Mo., and of the Southern Pine Association.

Lamont Rowlands represents the C. A. Goodyear timber and lumber interests in Wisconsin, California and Washington. He is vice-president and treasurer of the C. A. Goodyear Lumber Company.

If deemed advisable to increase the board of directors, other stockholders in the company of equal prominence are available for positions on it.

This new company is exceptionally well equipped to create, buy and sell the standard form of timber bond, modified or adjusted to meet the makers' requirements in normal or abnormal times. The officers of the company are better qualified to judge the circumstances, necessities and opportunities of each borrower than the ordinary bond house can possibly be, and also to place a proper valuation on the assets offered as security. The wide acquaintance they enjoy with investors and bankers will enable them to effect a material saving in preparing and marketing bonds or mortgages. There is a pronounced disposition on the part of retail bond houses to buy their securities from creators of bonds who specialize in different lines of business, and timber bonds issued by the James D. Lacey Timber Company will have the logical preference. The company will serve as a wholesaler of bonds and securities. In a somewhat similar manner, the company will seek to handle first mortgages on timber or mill properties. Individual investors will be placed in touch with such opportunities and the capital connections of the company will enable it to handle short time loans advantageously.

A prominent feature of the company's proposed business is somewhat of a departure from established methods. This will be the creation of a variety of timber bonds which will be issued to finance

non-operative timber properties. Carefully selected tracts of timber will be purchased and subsidiary companies organized to hold and handle such tracts. This will present an opportunity to small investors to participate in the profits arising from the purchase and sale of such properties, it being the intention to issue to investors cumulative interest bonds in these various subsidiary companies, which bonds will carry, in addition to the cumulative interest, a profit-sharing certificate or share of stock entitling them to a participation in the profits of each subsidiary company that will be created.

It should be manifest that what the company already has done and is arranging to do could not be accomplished by the ordinary organization. The knowledge, experience and ability of the officers and directors of the company, fortified and supported by the reliable and detailed information in their possession, has made possible the success already obtained, and the advent of this corporation will serve to place lumber and timber finances on a much more secure basis.

Standardizing Furniture Dimension

Progress is being made from time to time in standardizing furniture and furniture dimensions to simplify the matter of getting out stock for furniture parts. An example illustrative of this progress was furnished at the recent meeting of the National Furniture Manufacturers' Association which standardized bedsteads, making two standard sizes, one for the full bed and the other for what is termed the twin size bed.

For the full size bed the standard adopted was for slats four feet six inches long and side rails six feet two inches; and for the twin size bed, slats three feet three inches long and side rails six feet two inches. This, as will be observed, reduces the bed rail to a uniform standard and it brings the problem of bed slats to two standards.

In canvassing the trade to arrive at some conclusion as to the best size to standardize, replies from fifty-five manufacturers of wooden beds showed fifty-one favoring the standard slat length of four feet six inches and one giving a length of four feet eight inches.

On the side rail length the ideas varied from six feet to six feet six inches, with a majority of thirty-four reporting in favor of six feet two inches.

What has been accomplished in the way of standardizing wooden beds for certain dimension parts is illustrative of what may be done in the way of standardizing many other lines of furniture. It is just a matter of getting at it in the proper manner and with the right spirit to get results. The establishing of specific standards of this kind makes for greater economy in manufacturing furniture, makes it easier, too, with springs and mattresses, and it certainly simplifies the matter of getting out dimension stock in advance. It is beneficial all around as well as encouraging to the dimension stock idea and it is to be hoped that the furniture manufacturers will continue the good work of standardization.



Pertinent Legal Findings



Invalid Restrictions Against Plant Locations

An ordinance of a city purporting to forbid construction or operation of additional planing mills, sawmills, sash or door factories, furniture or cabinet factories, or other woodworking establishments, if planers, stickers or jointers are used, and run by power, without first obtaining a permit from the municipal authorities, is unconstitutional as making an unreasonable discrimination between establishments already in operation and those desiring to afterwards operate them. (California district court of appeal, *ex parte Kordouhs*, 118 Pacific Reporter, 800.)

When Freight Rates Are Conflicting

If a railway company's published tariffs disclose conflicting freight rates to cover a given shipment, a shipper is entitled to the benefit of the lower rate. (New York supreme court, *appellate term*; *Dreyfuss vs. Pennsylvania Company*; 153 New York Supplement, 966.)

Damages for Buyer's Breach of Contract

When an owner of a lumber mill contracts to sell a quantity of lumber to another, and the latter unjustifiably breaks the contract by refusing to accept delivery, the manufacturer's right to recover the excess of the agreed price above the cost of complying with the agreement, as to manufactured lumber, is not affected by the fact that he might keep his mill running at full capacity in filling orders for other buyers. This statement is sustained by a recent decision of the New York court of appeals handed down in the case of *Oswego Falls Pulp & Paper Company vs. Stecker Lithographic Company*, 109 Northeastern Reporter, 92.

Materialman's Interest in Contractor's Bond

A bond given by a building contractor to secure performance of his contract, and obligating him to pay all claims for labor and materials, will not be deemed to be broad enough to entitle a third person, who furnishes lumber or other materials to the contractor, to maintain a suit on the bond, unless the instrument clearly manifests a purpose to permit such suit. (Texas court of civil appeals, *Waples Lumber Company vs. General Bonding & Casualty Insurance Company*, 176 Southwestern Reporter, 651.)

Seller's Right to Recover Fixtures

Defendant sold a merchant certain store fixtures, including show cases and counters, and they were delivered. Later the buyer gave notice of a claim on account of delay in delivery and on account of claimed defects in the fixtures, stating that they would not be accepted, unless the claims should be allowed. Defendant denied liability and insisted on payment of the agreed price. Still later, the buyer became bankrupt and defendant forcibly took possession of the fixtures. Under these facts, the New York court of appeals decided that the defendant was liable to the estate in bankruptcy for the value of the fixtures, on the ground that, by treating the transaction as an absolute sale before the buyer became a bankrupt, right to reclaim the fixtures was lost. (*Murphy vs. John Hoffman Company*, 109 Northeastern Reporter, 101.)

No Delivery Without Acceptance

An important legal principle affecting contracts for purchase of lumber and other commodities is recognized by the late decision of the North Dakota supreme court to the effect that there can be no "delivery" to the buyer, so as to render him liable for the purchase price, by placing the property on his premises, if before the property was shipped by the seller the buyer repudiated the agreement to buy and persisted in his refusal to accept delivery. (*Hart-Parr Company vs. Finley*, 153 Northwestern Reporter, 137.) The decision accords the right of the buyer under an unperformed contract of sale to repudiate it, subject merely to liability to the seller for all damages sustained by the latter through the breach of agreement.

Corporation's Liability for Slander

Under a holding of the Michigan supreme court a corporation is not liable for slander committed by one of its officers or employes

unless the company authorized or ratified the utterance. It makes no difference that the slander was committed in the performance of the officer or employe's duties, as where one was orally accused by a representative of a company of having stolen certain articles, although it was the duty of the representative to recover lost or stolen property belonging to the company.

Reliability of Corporation's Directors

The directors of a business corporation cannot be held personally liable to the stockholders for loss in management of the company's affairs, unless the loss resulted from failure to use good faith or due care. But entrusting management of the business to incompetent or inexperienced persons is such gross carelessness as will subject the directors to liability to the stockholders for consequential loss. (Alabama supreme court, *King vs. Livingstoo Manufacturing Company*, 68 Southern Reporter, 897.)

Injury Caused by Defect in Jointer

In affirming the liability of an employer for injury to a workman caused by a defect in a jointer which he was operating, the Springfield, Mo., court of appeals holds that an employe's act in remaining at work at a defective machine with knowledge of its condition will not be deemed to be such contributory negligence as will preclude him from recovering damages for resulting injury, unless the danger is so obvious that a reasonably prudent person would refuse to use the machine. On the other hand, the court decides that an employer is not required by law to furnish the best or safest appliances obtainable for a given class of work, and is not to be charged with negligence toward his workmen merely because a safer appliance might have been furnished. He discharges his legal duty by furnishing reasonably safe appliances and machinery. (*Hosheit vs. Lusk*, 176 Southwestern Reporter, 713.)

Protection of Trade-Names

It has long been well-settled law that no company engaged in the manufacture or sale of lumber, furniture, or other products, can acquire an exclusive right to use words indicative of the nature of the business, such as "lumber manufacturing company." In a somewhat less strict sense it is also established law that the name of the town in which competing manufacturers do business cannot be monopolized by either as part of a trade-name. However, in a recent decision, which seems to state the law applicable in all the states, the Minnesota supreme court says:

Where one manufacturer or dealer has adopted and acquired the right to use, as a trade-name, a combination of words which indicates his place of business and also is descriptive of his product, if another, although engaged in the same line of business in the same town, and having the right to use the same words to indicate his location and the nature of his business, thereafter combines such words into a trade-name for himself which is, in form, so nearly like that previously adopted by his competitor as to mislead the public, it constitutes unfair competition. While his competitor cannot acquire the exclusive right to use the name of the town in which both do business, nor the exclusive right to use the descriptive words ordinarily used to indicate the nature of the business, yet, if the one second in point of time desires to incorporate such words in his own trade-name, he must use them in such form or combine them with other words in such manner that his trade-name will be fairly distinguishable from that of his competitor. He will not be permitted to simulate the prior trade-name to such an extent that purchasers will be led to deal with him under the belief that they are dealing with his competitor.

Carrier's Duty to Furnish Cars

A carrier's legal liability for failure to furnish cars at a certain time and place for shipment of lumber may arise from breach of its general duty to the public to provide shipping facilities without unjust discrimination, or it may arise from breach of a special contract to provide cars for a particular shipment. The Reciprocal Demurrage Act of Georgia is applicable only where the gist of a shipper's claim is based on violation of the carrier's public duty, irrespective of contract. When the gist of the claim is failure on the part of the defendant railway company to comply with a specific contract to furnish cars the act does not apply. (Georgia court of appeals, *Snellgrove & Bozeman vs. Georgia Northern Railway Company*, 85 Southeastern Reporter, 790.)



Building an Organization



The secret of nearly every business success is this: a perfect organization.

A man may have a wonderful idea. He may have a splendid product. He may give his customers good value. Yet if he lacks the right kind of organization to exploit the idea, to prove the product and to serve his customers as they want to be served—and as they must be served if they are to remain his customers—his business ship will hit the rocks of bankruptcy and go down in the muddy waters of commercial oblivion.

“He knows how to organize,” is one of the best things that can be said of any business man. Andrew Carnegie attributed much of his success to the fact that he knew how to pick good lieutenants. No big or successful concern can be run on the one-man idea, and the sooner the head of the establishment dispels this impression the better for him and the business. The right system is to select the best man for each place, whether it is making the lumber or selling it, and hold him responsible for results. Any other system means that the boss will be constantly overwhelmed in a mass of details that subordinates could just as well dispose of, and will be unable, on account of lack of time and lack of brain capacity, to give the really big and important things the attention they deserve.

There is a certain hardwood manufacturer in a leading market who knows logs and lumber, and ought to be one of the most successful men in the business. Instead, he is barely making a living, and has never gone ahead the way he might have been expected to do. The reason is that he is always running into sections of the business where his services are not needed, and trying to lay down rules regarding the smallest details. It is fine to have a grasp of the little things, and to know that every detail is going to be handled just right; but when a lumberman immerses himself in them, as this one does, he has no time left for anything else. The result is that he sells his lumber without knowing anything about his markets, about consumption and about new fields for its use. He is “practical” in the sense that he can deal with the material itself; but he is impracticable because he has failed to grasp the larger phases of his business in a firm and intelligent manner.

The man with an organization back of him, or, more accurately, in front of him, directs them as a general directs an army. He knows his men, their capability and their limitations; and he increases their duties and their responsibilities just as rapidly as they can take care of them. On the other hand, the members of the organization realize that they are parts of the big machine; not merely men with jobs, working haphazard, with no future and no possibilities ahead, but playing the big game of business with every opportunity to show what they can do.

It is not easy to build up an organization. That is why so few people succeed in the task. They either try to do it all themselves, and make the rest of the people in the business, from the sawyer to the sales manager, mere automatons and errand-boys, or they fail to select the right men for the work that is to be done. Sometimes, having gotten good material, they fail to develop it. The tonic of promotion and the spur of criticism are used at the wrong time or not at all, and the organization consequently lacks the “pep” which it must have in order to produce results.

The head of a certain big hardwood house in a southern city has that wonderful thing called executive ability. In other words, he is an organizer. If he could be persuaded to enter politics, he would soon know every precinct captain by his first name, and would have a card system of all the voters, showing their past, present and prospective affiliations, and what they could be “sold” on. As it is, he has applied every up-to-date idea that has come down the pike, from cost accounting to the training of salesmen, to his business, and the results show that he has applied the principles involved in them correctly. He has an organization that is

at once the envy and the despair of his competitors. They know that the salesmen of this house are right on their toes all the time, and if there is any big business lying around loose it will be mighty hard to get there ahead of those fellows. The reason they never seem to loaf or to go to sleep on the job is because the boss, while never prodding with a sharp stick nor shoveling out praise indiscriminately, always knows what each man is doing, and can discuss the intimate details of his territory and the prospects of each individual customer in a way that warms the cockles of each salesman’s heart.

One of the cardinal principles of this man’s business philosophy is that an organization must be built up from within instead of without. His plan has been to “catch ‘em while they’re young,” and to train them along his lines. He gives every man a thorough course in the lumber business, starting him in minor positions in the office and yard, and giving him every opportunity to work ahead as he shows ability to take care of bigger jobs. In this way his men become familiar not with a part or one phase of the business, but with it all. There are half a dozen men who are in line for the leading positions of the house, and who could take care of any emergency, no matter how important.

Here is an example of how the thing works:

A young college man applied for a position. The lumberman looked him over carefully, considered his mental and physical qualifications and decided that he would do. He gave him a job in the mill, so that he could see the lumber business from the beginning. After tallying lumber for a while, and learning the fundamentals of inspection and grading, he put him in charge of the mill office, where he handled costs and production figures, and got a view of the fact that manufacturing has to be done within certain limits of expense in order to be financially successful. All this time the boy was learning, crowding his head with facts and knowledge, some of it unassorted, but all of it likely to be useful later on.

Then he went into the office and became assistant to the sales manager. He saw what the problems of selling lumber are, and helped to handle correspondence as he became familiar with the situation. Finally he went out on the road to take a new territory, and found that he knew more about lumber than a lot of the salesmen who had been soliciting consumers for years. He didn’t try to make a show of his special knowledge, but he demonstrated on many occasions that the consumer could rely on him implicitly, and he made use of his mental equipment not only to sell stock, but to help the customer, killing two of the best birds ever brought down with a single stone.

The head of this concern was asked why he wanted to bother with youngsters who would require years for development, the suggestion being that ready-made salesmen are so numerous that they can be picked up whenever they happen to be needed.

“Not on your life,” he replied. “There are, it is true, some people who seem to think that a salesman is a salesman, and that if a man has been on the road selling boots and shoes, we will say, he is thereby qualified to go out and dispose of anything else, from asbestos on through the list. Lumber is regarded as a simple little proposition that anybody who can approach a buyer in the proper spirit can handle, and I’ve had lots of applications from men who had sold advertising and life insurance, tinware and jewelry, and who thought themselves fully qualified to get on the job with a stocklist and a pleasant smile, and represent me in dealing with the lumber buyers in this part of the country.

“However, that’s not my plan. I am perfectly willing to admit that to sell lumber one must be qualified as a salesman, and must be prepossessing in appearance, know human nature and be able to stand the hard knocks of road work and come up smiling. But I think that the men my house sends out must be lumbermen first and salesmen afterwards. I would rather trust to sending out a man who knows my stock and my service thoroughly, even if he

were not a brilliant business man, one who possesses the gift of gab and all of the other qualities of the J. Rufus Wallingford type, no matter how alluring, but did not know the business. And my policy has been to see that the salesmen learn all that can be told them on the subject of lumber. The greatest weakness of the average salesman is that he doesn't know what he is talking about. The lumberman who knows lumber and can apply his knowledge to the needs of his customers is going to get business; and my organization has been slowly and carefully built up of that kind of men."

It goes without saying that the man with an organization that produces results in normal times is not going to fear it to pieces when business slumps a little, owing to temporary conditions which cannot possibly last for a long time. Just as a sawmill man would be foolish to let a good sawyer, filer and yard foreman go just because the mill is to be down for a short time, the manufacturer or wholesaler with stock to sell cannot afford to turn loose salesmen who know the trade and who know lumber, hoping to pick up equally good ones when business revives. Salesmen who are also lumbermen do not grow on every bush.



Suggestion for Perpetual Inventory



In this connection is shown a reproduction of a scheme for what might be called perpetual inventory, which has been used by a large hardwood manufacturer in the South for a number of years. In the first place, we would say in reproducing this chart the paper should have been ruled across in the regular way such as foolscap paper is ordinarily ruled. However, these rules did not show up properly in the zinc etching.

JUN 1 - 1914
Good Quartered W. Oak

Pile No.	No. C. & Ft.	Age	Ave. Wdth.	8-10	10-12	12	14	14-16	16	16-18
7876		8								09
78 x 10 sup										
78										
58	136 729 711 2704 -16 -05 2861 -65 -67 -57 2658	11 10 11 10 10 11 10 5 3	W W W			28. 45. 54.			50. 67. 82.	28.
58 x 10 + Under	4734	8			08					
58 x 12 + Under	2815									01
58 x 14 + Under	2808	6			04					
78	2803 -26 -30 -38 -42 -6	2 3 3 3 0	W		15			60. 89.		28

The pile number is first inserted, then the age, then the letter "W" if the stock runs wide or "N" if the stock runs narrow. The last is the amount of feet in the pile. The number of feet in the pile is put under the right heading showing the actual length of the stock.

It is a very easy matter to make a selling list from this record as the list can be made up without recapitulation.

In further explaining, it will be noted that some of the figures have lines drawn through them. This is explained as follows: When the yard foreman is handed an order, for instance, for a car of $\frac{3}{4}$ good quartered white oak, he refers to the book and from this record makes a memorandum on the order, saying what piles are to be loaded from. Right here we might describe the inspector's order blank, which merely has the notation at the top for the name of the company, under which are spaces for the date, car initial, instructions for destiny of car on card, name of inspector, order number and other necessary information. Under this is left a space for notations, and at the bottom the space is ruled up, showing columns for pile number, kind, length, amount, age and quantity left. The inspector who fills the order makes out the memorandum. The order is then returned to the office with the tally as soon as it is completed.

Going back again to the previous paragraph, say, for instance, that the inspector selects piles 2803, 2616 and 2630. He makes a mark across the number of feet as shown in these piles. This shows that these piles are to be given out for loading. When the inspector turns in his order the order will show how much of these piles, if any, is left. The foreman then turns to this book and if all the pile is taken out he puts a (.) just above the line he drew through the number. If another pile shows that there is still some of the stock left he simply erases the old figures on the book and replaces same with what the inspector shows is left in the pile. With this book the yard foreman can ship his dryest stock and can work off any narrow lumber with wide and clean up all the little butts. He can tell at all times just what he has and all about it.

These inspectors' orders are turned in with the tally and the superintendent always has them pinned to the bill of lading which is handed him to check weights. It is very easy to tell what the shipment should weigh from the age of the stock shown. The stacks are all dated as soon as completed.

The mistletoe which the young folks like to have hanging around at Christmas time is a parasite growth that it is estimated has killed off 25 per cent of the larch timber in large areas of the Oregon forests.

The man who repaired his mill and put it in good order for greater efficiency while the heavy dullness hung over the land may now profit from his effort.

Hickory planks and fitches make a too inviting field for worms and insects, especially if piled close to the ground. Hickory keeps better cut up into dimensions and carefully piled.

This record is kept in the form of a book which is used for taking stock each month. It shows the pile number, length and age and is so ruled that one has to do very little writing.

In this instance the manufacturer starts with $\frac{3}{4}$ " quartered white oak and under this heading all this stock is listed. The next thickness is then taken. The cross lines are ruled up and the headings inserted before taking stock and then all that is necessary is to enter the stock under the correct notations.



New Jersey's Wood-Using Industries



The Forest Park Reservation Commission of New Jersey has published a report covering the uses of wood in that state for the year 1911. The publication has been somewhat delayed, but since it is the first of the kind ever published for New Jersey it contains much information valuable as statistics and history. The report was compiled and written by Albert J. Pierson of the Forest Service. It is, therefore, a co-operative work between the Forest Service and the New Jersey commission. It is the thirty-third state wood-using report of the series to be published. The work for the whole country has been in progress, state by state, for several years, and is now nearing completion.

New Jersey long ago ceased to be an important lumber producing state. The entire sawmill output scarcely amounted to one-tenth of the demand of the factories, to say nothing of the lumber used in the rough. If all kinds of uses are included, it is probable that New Jersey does not grow one foot for every twenty that comes in from elsewhere. For that reason there is special interest in a report of the uses of wood by the factories in the state. The ideal condition would exist if a state produced all the wood its people need. An enormous increase in forest output must take place before that condition is fulfilled in New Jersey; yet there is enough vacant land in the state to grow as much wood as the people need.

IDEAL MANUFACTURING CENTER

Though backward in the growth of timber, the state is ideally situated for manufactures in which wood supplies a large share of the raw material. The demand for manufactured products is strong. The population is dense and consumption is extensive. Large cities, including New York and Philadelphia, lie close to the borders, supplementing the local demand. The result is that New Jersey manufacturers consume annually 261,436,895 feet of wood in supplying the markets for furniture, boxes, cars, vehicles, interior finish, doors, caskets, boats, musical instruments, and many other classes of articles. There are twenty-five well-defined wood using industries in the state, besides several classed under the common head of miscellaneous.

THE LEADING INDUSTRIES

All industries are not of the same rank or importance, judged by the quantity of wood consumed. The following list gives an idea of their relative importance in New Jersey:

Industry.	Feet used annually.
Boxes and crates.....	102,057,855
Doors and general mill work.....	44,383,800
Planing mill products.....	28,876,000
Musical instruments.....	15,582,316
Car construction.....	13,359,330
Ships and boats.....	13,341,796
Professional and scientific instruments.....	4,612,000
Coffins.....	3,529,000
Tanks and silos.....	3,474,000
Furniture.....	2,916,100
Vehicles.....	2,740,740
Trunks.....	2,217,000
Baskets.....	2,174,350
Fixtures.....	2,003,300
Cigar boxes.....	1,701,500
Machine construction.....	1,660,880
Patterns and flasks.....	1,643,400
Refrigerators.....	1,319,500
Electrical apparatus.....	970,100
Woodenware.....	654,305
Miscellaneous.....	12,589,613
Total.....	261,436,895

KINDS OF WOOD USED

New Jersey draws upon many parts of the world for its supply of wood. Fifty-six different kinds are listed, and fourteen of them come

from foreign countries. Of the foreign woods, more mahogany is used than of all others combined; but the total amount of woods that come from beyond the borders of the United States is less than ten per cent of the total consumed in the state.

White pine leads all others with nearly one fourth of the whole, but it falls short of the amount supplied by the combined yellow pines. The softwoods constitute much more of the total than is furnished by hardwoods. Sixteen species of softwoods, grown in the United States, are listed, and twenty-two of hardwoods. Chestnut leads the hardwoods in quantity consumed, and is followed in the order named by yellow poplar, white oak, red oak, basswood, red gum, and sugar maple. The smallest in quantity used is holly. Of the fifty-six woods on the list, thirty-six come wholly from outside the state.

PRICES PAID FOR LUMBER

The prices paid for the various woods are averaged for the whole state, for each species separately, and then for all together. Average prices serve as guides only and are not otherwise valuable as information, because the average is not necessarily the price in any particular place. The average cost per thousand feet paid by factories for all the lumber and other forms of wood purchased in New Jersey during the year was \$32.32, and the total sum paid in the purchase was \$8,448,850. The highest priced wood on the list is Turkish boxwood at \$713.89 per thousand feet. Much of the box wood so bought is reduced to board measure, though it is purchased by weight or by cubic contents. The blocks used for engraving and for printers' type are cross sections, cut from the ends of logs. That of second highest cost is Circassian walnut at \$331.17. Woods which cost more than \$100 a thousand feet are the following:

Wood.	Cost per M.
Turkish boxwood.....	\$713.89
Circassian walnut.....	331.17
Rosewood.....	319.34
Ebony.....	271.65
Satinwood.....	250.00
Teak.....	249.67
Lignumvita.....	232.22
Prima vera.....	220.00
Granadillo.....	217.00
Cocobola.....	208.93
Persimmon.....	195.00
Mahogany.....	121.80
Holly.....	115.38

The foregoing list of valuable woods is unusually long for a single state, and some of the prices are uncommonly high. The cheapest wood reported in the state is pitch pine, at \$10.65.

A wide difference is shown in the average prices paid for wood by different industries, as the following list illustrates:

Industry.	Average cost per M.
Boxes and crates.....	\$18.78
Baskets.....	19.03
Coffins.....	25.87
Trunks.....	33.10
Chairs.....	36.50
Handles.....	41.03
Boats.....	46.86
Patterns.....	52.85
Tanks and silos.....	57.84
Vehicles.....	62.91
Cigar boxes.....	63.92

The foregoing prices include the highest and the lowest paid. All other industries fall between the extremes here set down. Taking the lowest as the basis of comparison, there is a difference of more than 300 per cent in the cost of the woods used by the different industries in New Jersey, which employs it as raw material.



Interesting Traffic Developments



The Chattanooga Log Rate Case

Despite predictions to the contrary the Interstate Commerce Commission ruled that its former findings in the Chattanooga log rate case should be modified. Several important reductions in rate were ordered and a change made in the minimum carload weight. The original case was reopened for hearing May 28, 1914. The rates established at that time were continued in effect pending the rehearing.

The opinion was written by Chairman McHard. In part he says: Protestants make these allegations in their petition for a rehearing:

1. That the commission erred in stating that the situation at Chattanooga was differentiated from that at Memphis as disclosed in May Bros. v. Y & M V. R. R. Company, 26 I. C. C., 323, by the fact that the Alabama Great Southern handles no outbound shipments of lumber made from logs hauled by it to Chattanooga.
 2. That the rates prescribed increase disproportionately as the distance increases, contrary to the general rule that rates should increase less rapidly as the distance increases.
 3. That no consideration should have been given to the fact that respondent's rates include delivery to points on the Chattanooga Belt Railway.
 4. That the commission erred in finding that the traffic "must bear the return of the equipment empty" and that "an average trip for a car is ten days."
 5. That impairment of the value of protestants' investments in timber and equipment should have been given greater consideration and weight.
 6. That the comparative statement of rates on logs and other commodities embodied in our original report was incorrect and without evidentiary value.
 7. That the commission erred in stating that the "proposed" rates compared favorably with rates of other roads serving Chattanooga and with rates to other points where traffic conditions appeared to be similar.
- The commissioners dispose of each of the allegations according to the opinion of the commission and reach these conclusions:

1. There is nothing of record to disprove respondent's assertion that it in no way shares in the lumber traffic revenue of the Cincinnati, New Orleans & Texas Pacific and Southern.
2. Evidence indicates a constantly increasing length of haul and that protestants are chiefly interested in rates for distances of 200 miles and over. The reasonableness of the present rates will be further considered hereinafter.
3. The record does not disclose to what extent Belt Railway delivery is required and we do not attach much importance to this contention. It is a universal rule for carriers to accord free delivery on their own terminals of traffic upon which they receive a line haul, and while the fact that this rule is observed by the Alabama Great Southern was referred to in our original report it appears to be without special significance.
4. Protestants filed exhibits showing an average of approximately four days from the date of the bill of lading to the date of unloading of 467 cars of logs shipped from points over 200 miles distant from Chattanooga. These exhibits are inconclusive of the average time per trip of cars used in the long traffic, as they cover only the loaded car movement, do not show detention at the loading point prior to the issuance of a bill of lading, or include the date of unloading. One of respondent's exhibits contains a record of 229 cars received at Chattanooga during the months of May and June, 1913, and May, 1914, from which it appears that the average time per trip was 9.7 days. This exhibit covers cars moving from nearby as well as from long distance points but only a small proportion of all log shipments handled. The time cars were placed in motion to fill the shipper's order and the time of release were used to ascertain the time per trip. Upon all of the facts of record it seems probable that the average time per trip is not less than seven days.
5. It was shown that shipments of logs to Chattanooga have materially decreased since the new rates became effective, that certain mills have closed, and that others are not running on full time. It appears, however, that throughout the South the lumber industry has suffered severely as a result of the European war and from other causes, and that the depression at Chattanooga is perhaps no greater than at Memphis and other lumber manufacturing centers. Protestants' contentions in this regard were strongly emphasized at the original hearing and have received full consideration. However reluctant the commission may feel to sanction changes in rates which tend to impair or destroy the value of investments made in expectation of their continuance, it can not on that ground deny to carriers the right to charge rates which are just and reasonable.
6. Protestants' exhibit seems to afford a better comparison of the earnings per car on logs with the earnings per car on other commodities than the statement embodied in the first report or the revised exhibit filed by respondent, both of which are based on carload minimum weights.
7. It appears that competition of local mills and the location of Chattanooga with reference to the principal lumber markets exert a potent

influence. Logs are moved northward toward the ultimate destination of the product instead of to Chattanooga.

Our conclusion upon the whole record is that respondent should not be required to re-establish the rates in effect prior to May 22, 1914, which averaged lower than the net rates to Memphis, Nashville, and Ohio river crossings of the lines serving those points, but that the present rates for certain distances should be reduced. Under the present scale a rate of 4½ cents applies for distances of 61 to 70 miles, 5½ cents 71 to 110 miles, 6½ cents 141 to 170 miles, 7 cents 171 to 180 miles, 8 cents 181 to 190 miles, and 8½ cents 191 to 275 miles. The abrupt increases from 4½ to 5½ cents and from 6½ to 8½ cents are inconsistent with the remainder of the scale, and the record suggests no reason for blunketing the 5½ cent and the 8½ cent rates over such long distances. The proposed rates named in the following table would seem to afford a more consistent and equitable adjustment:

	Present rates, Cents.	Per ton mile, Mths.	Proposed rates, Cents.	Per ton mile, Mths.
65 miles and over 60 miles.....	4½	13.84	4½	13.84
70 miles and over 65 miles.....	4½	12.85	4½	12.85
75 miles and over 70 miles.....	5½	14.66	4½	12.06
80 miles and over 75 miles.....	5½	13.75	5	12.50
85 miles and over 80 miles.....	5½	12.94	5	11.76
90 miles and over 85 miles.....	5½	12.92	5	11.71
95 miles and over 90 miles.....	5½	11.57	5½	11.57
100 miles and over 95 miles.....	5½	11.00	5½	11.00
110 miles and over 100 miles.....	5½	10.00	5½	10.00
120 miles and over 110 miles.....	6	10.00	6	10.00
130 miles and over 120 miles.....	6	9.23	6	9.23
140 miles and over 130 miles.....	6	8.54	6	8.57
150 miles and over 140 miles.....	6½	8.66	6½	8.66
160 miles and over 150 miles.....	6½	8.12	6½	8.12
170 miles and over 160 miles.....	6½	7.64	6½	7.64
180 miles and over 170 miles.....	7	7.77	7	7.77
190 miles and over 180 miles.....	8	8.42	7	7.37
200 miles and over 190 miles.....	8½	8.50	7	7.00
210 miles and over 200 miles.....	8½	8.09	7½	7.14
220 miles and over 210 miles.....	8½	7.72	7½	6.82
230 miles and over 220 miles.....	8½	7.39	7½	6.52
240 miles and over 230 miles.....	8½	7.08	8	6.66
250 miles and over 240 miles.....	8½	6.80	8	6.40
260 miles and over 250 miles.....	8½	6.54	8½	6.54
270 miles and over 260 miles.....	8½	6.30	8½	6.30
275 miles and over 270 miles.....	8½	6.18	8½	6.18

We therefore find that the present rates per 100 pounds for distances of 71 to 90 miles, inclusive, and 181 to 250 miles, inclusive, are unreasonable and for the future should not exceed the proposed rates shown in the above table.

Our order in the original proceeding prescribed a carload minimum of 40,000 pounds for distances up to and including 140 miles and 30,000 pounds for distances greater than 140 miles. The record shows that the average weight per car of all logs shipped to Chattanooga over respondent's line during 1913 was 52,509 pounds. Witnesses for protestants testified that the average per car of their shipments ranged from 54,000 to 58,000 pounds. It is our conclusion that a minimum carload weight of 40,000 pounds for the distances herein involved would be reasonable.

In the matter of lumber rates from Wilson, Ark., and other points to Cincinnati and other points the commission ruled that the proposed withdrawal of through rates on lumber from points of origin in Arkansas to Louisville, Cincinnati and Evansville are justified. The suspension order that had been issued in this case was ordered vacated.

The commission reviewed its findings as follows:

Victoria and Arnold, Ark., on the Lake City & Eastern, are the only points of origin involved at which sawmills are in operation. One protestant, the Three States Lumber Company, operates a mill at Burdette, Ark., a local station on the Blytheville, Burdette & Mississippi River Railway, west of Burdette Junction, and is interested in the rates from Burdette Junction to the extent that they constitute factors in combination rates from Burdette to the destinations involved. As the rates from the points of origin bear a fixed relationship to each other and the evidence is directed chiefly to the rates from Victoria, that point may be taken as representative of all the points of origin involved. All rates are stated in cents per 100 pounds.

Victoria is 1 mile from Wilson, Ark., a junction of the Lake City & Eastern with the Frisco. The present rates from Victoria are, 13 cents to Evansville, 349 miles; 14 cents to Louisville, 430 miles; 17 cents to Cincinnati, 560 miles. These rates were first established July 14, 1910, when the Wilson Northern Railway, since leased by the Lake City & Eastern, owned and operated the line reaching Victoria. They were cancelled May 1, 1912, following our decision in The Tap Line case, 23 I. C. C., 549.

Protestant, Lee Wilson & Co., operates a mill at Victoria, approximately one-half mile from the Mississippi river. Prior to May 28, 1912, this protestant had rails from its mill to the river and was barging lumber to the destinations involved. On May 28, 1912, the present rates were re-established after negotiations, but with the understanding that Lee Wilson & Co. would discontinue the use of barges and would ship lumber from Victoria destined to Evansville, Louisville, and Cincinnati over

respondents' lines. Lee Wilson & Co. accordingly took up its rails described and has since shipped from 156 to 338 cars of lumber annually over respondents' lines to the destinations involved.

The rates proposed would increase the present rates 3 cents to Evansville and Louisville, 2 cents to Cincinnati. The witness for the Frisco testified that rates from lumber-producing points west of the Mississippi river to Evansville, Louisville, and Cincinnati are normally on the basis of the lowest combination on Memphis or Thebes, and that the present rates were established as exceptional rates to meet the competition of the barge lines. The rates are said to be abnormally low and provocative of complaints from lumber dealers shipping from points in southeastern Missouri. They will be used also, the same witness added, in comparisons to force down other rates and the Frisco can better afford to surrender the business moving from the points of origin to the destinations involved to the barge lines, which are still in operation, than run the risk of general reductions from points in southeastern Missouri. Comparisons of lumber rates from northern Arkansas and southeastern Missouri points to the destinations involved were submitted, intended to show that the present rates are abnormally low and that the proposed rates are reasonable. All the rates compared are higher than the rates in issue, and in most instances apply to shorter distances.

Protestants insist that there has been no change in conditions since May, 1912, to warrant the increase proposed, and that the lumber business is so depressed that the traffic can not bear higher rates. They deny that the basis of rates from points west of the Mississippi river to Ohio river crossings is Mississippi river combination, citing through rates from points in eastern Arkansas lower than any gateway combination. They concede, however, that the river combinations form the general basis of rates to points in Central Freight Association territory.

Upon the record we find that respondents have justified the proposed cancellation of the joint rates involved, and the suspension orders will be vacated.

Miscellaneous Cases

Hearings have been assigned by the commission as follows:

St. Louis, Sept. 25.—The matter of rates on coeprage stock to St. Clair, Mich., and the case of the Warren Stave Company versus the St. Louis, Iron Mountain & Southern. Examiner Wilson will preside.

St. Louis, Sept. 28.—The case of the Union Sawmill Company versus the St. Louis, Iron Mountain & Southern will be heard by Examiner Wilson.

Pittsburgh, Sept. 27.—The case of Palmer & Semans Lumber Company versus the Baltimore & Ohio will be heard by Examiner Mattingly.

A complaint has been filed by the Ohio Valley Tie Company, of Louisville, Ky., against the Louisville & Nashville. Rates on ties from points in Kentucky and Tennessee to Louisville on through shipments to points north of the Ohio river are attacked by the lumber company as being unreasonable and discriminatory. More than \$4,000 is claimed as reparation.

In behalf of John B. Ransom & Co., the Baker-Jacobs Company, the Dunlap Lumber Company, Farris Hardwood Lumber Company, and Lieberman, Loveman & O'Brien, the Nashville Lumbermen's Club has filed a complaint against the Louisville & Nashville claiming discrimination in the matter of the weight of standards. By failing to provide in its transit arrangements for the deduction for standards strips and supports, the company permits an extensive and particularly discriminatory influence against Nashville lumbermen, it is alleged.

Another complaint of more than usual interest was that of Bird-Matthews Lumber Company of Helen, Ga., and the William B. Morse Lumber Company, Rochester, N. Y., versus the Gainesville & Northwestern Railway. The Morse company is interested heavily in timberlands in the vicinity of Helen, Ga. Various far-reaching applications of unreasonable rates are alleged.

A return of a shipment of moulding without authorization is the basis of a complaint made by L. A. Strobel Company, of Cincinnati, against the Illinois Central. In June, 1914, the Strobel company consigned the load of moulding to a customer in Costa Rica. The shipment was delivered to the Illinois Central which routed it via New Orleans. Unbeknown to the lumber company, a quarantine had been declared by Costa Rica against New Orleans, due to the presence of plague in the Louisiana metropolis. Without communicating with the consignor, the railroad company returned the shipment to Cincinnati at full freight rates. The company protests that it should be reimbursed for this freight charge as it could have disposed of the mouldings in New Orleans.

The Arkansas-Memphis rates again are attacked by Arkansas producers. The Wisconsin & Arkansas Lumber Company and the Arkansas Land & Lumber Company have filed complaints against the St. Louis, Iron Mountain & Southern, in which they claim the local rate from Malvern, Ark., to Memphis should be ten cents. A fourteen-cent rate now is being collected.

Woodworking Machinery in Russia

A report from Henry D. Baker, United States commercial attaché at Petrograd was published in the Commerce Report of August 19 by the Bureau of Foreign and Domestic Commerce, Washington, D. C., dealing with prospects of selling sawmills and other woodworking machinery in Russia. Manufacturers in a position to engage in that trade would be interested in Mr. Baker's report. It points out numerous openings for sale of American machines ranging from complete sawmills down to cross-cut saws. The timber resources of Russia are very great. The government holdings of forested land aggregate 947,686,763 acres, and private holdings, total one-third as much more. In most instances the tools and machines in use are of the crudest kind, scarcely equal to those in use in America fifty years ago. The Russian lumbermen are in a receptive state of mind. They are finding out that poor apparatus places them under a serious handicap in the lumber business. They do not make many of their own tools and machines but have bought them chiefly from Germany and Sweden. Since the war began American machines, especially saws, have found a good sale in Russia and their superiority to the out of date kind formerly used is easily seen. The time is opportune for a vigorous campaign to push American machinery in that country.

Two Important Trees of Tropical America

Kakaralli is a local name given to several important forest trees in tropical America. In British Guiana they are distinguished in the forest as the white and the black kakaralli. The former is known by botanists as *Lecythis ollaria* L. and the latter has not been botanically identified. The white kakaralli is a well-known tree on account of its seeds which come into this country under the name of sapucaya or zabucajo nuts. These so-called nuts, which are in reality seeds, are borne in a cup or pod of large size and excessive hardness with the mouth turned downward, and closed by a circular lid, like that of a *pyx*. These large capsules are from four to eight inches long and from three to six inches through, and are so hard that the Indians use them as drinking cups, pots, and dishes. Portuguese turners make boxes and other small articles out of these cups. The kernel or edible portion of the seed, of which there are about thirty in each cup, has a pleasant flavor. When ripe the seeds fall out if the hard goblet-shaped capsules are struck. The fruit ripens once a year, in midwinter; and in taste and excellence the kernels are equal to those of pistachia nuts.

The variety known as black kakaralli is in almost every respect similar to the white kind, especially in so far as the kind and quality of the nuts and the timber are concerned. Both of these trees are distributed throughout Panama, Colombia, Venezuela, the Guianas, and northern Brazil. They find their best development in Brazil, where the bulk of the sapucaya nuts are obtained. In British Guiana they are found most abundantly along the Essequibo river. In the slightly elevated or hilly lands of the Northwest district there are as many as thirty-five kakaralli trees per acre over six inches in diameter. They form a large tree, often attaining the height of one hundred feet and over two feet in diameter. The average height is about eighty feet and logs sixteen inches square, free of sap, can be obtained. The boles are generally tall, straight, and cylindrical for more than one-half the total height of the tree. The shape and size of the stems would make this material suitable for spars, but the wood is too heavy.

The wood is very hard, heavy (about sixty-four pounds per cubic foot), strong, exceedingly tough, resists decay in an unusual degree, and is said to be immune to sea worms. It has a light-brown colored heartwood and nearly white sapwood, a peculiar smell, and is very close and often cross-grained, rendering it rather difficult to work.

The Mail Bag

B 938—Wants to Buy Lignum-Vitae

W. A. Phelps, Editor HARDWOOD RECORD, can see post it in touch with you on that you furnish 200 pieces of lignum vitae 2" x 2 1/2" x 11 1/2".

Any one interested in this inquiry should write HARDWOOD RECORD—Toledo.

References to "Mail Bag" Must Be Accompanied by Stamped Envelope to Receive Reply.

Clubs and Associations

Chicago Association Holds Meeting

The Lumbermen's Association of Chicago held its regular dinner and meeting in the association rooms on Tuesday, August 24, at noon. H. E. Christianson of Milwaukee was present and outlined a subject in which he is very much interested and to which he has been giving a great deal of attention, namely, to extend and promote the use of cull or box lumber thus increasing the demand for such lumber.

Fletcher Marsh, chairman of the traffic committee of the Lumbermen's Association and also of the National Hardwood Lumber Association, explained subjects pertaining to the Interstate Commerce Commission hearings concerning reclassification of lumber and lumber products. The meeting was well attended.

"Build with Wood" Talks Well Received

W. A. Phelps, secretary of the Ohio Association of Retail Lumber Dealers, has carried his campaign of wood construction to a practical completion with astonishingly satisfactory results. Mr. Phelps, it will be recalled as noted in a recent issue of HARDWOOD RECORD, started out in an automobile for the purpose of building up the membership of his organization and at the same time enlisting the cooperation of the retail dealers in pushing wood, rather than competitive materials, for building construction. Mr. Phelps states that his talks have been well received at all places.

The recent issue of *Wood Construction*, published by the Ohio Association of Retail Lumber Dealers, contains a complete report of the trip so far completed.

One of the first stops in the tour was Akron, where the "Build With Wood" dinner and lecture was carried off with great success. At Canton Mr. Phelps addressed a large assembly of lumbermen and delivered his talk, which was equally well received. From there the campaign carried him to Carrollton, Wellsville, East Liverpool, Harlem Springs and Youngstown. From there it went on to Warren and then to Cleveland. After Cleveland Mr. Phelps took in Lorain, Huron, Cedar Point and other smaller towns, finally arriving at Toledo.

All together the trip so far has been a remarkable success, both in the effect of the propagandist work in behalf of wood and in the matter of increasing membership in the association. The last feature is of no small importance as every member will naturally be imbued with the spirit of the organization and hence will be more interested in working for the benefit of wood construction. Mr. Phelps in conceiving and carrying out this program has performed a task which will mean a great deal for lumbermen in that part of the country.

Report of Investigation of Hoo-Hoo Business Office

A special edition of the Bulletin has been issued by the Supreme Nine of the Hoo-Hoo, containing a full report of the recent investigation into the affairs of the scrivener's office. The issue also contains a report of the Death Emergency fund; program of the twenty-fourth annual meeting to be held at San Francisco September 9-11; description of the Lumbermen's building and House of Hoo-Hoo and report of all recent conventions.

In addition, the edition contains a full explanation of the recent special assessment and report of the joint meeting of the Supreme Nine and House of Ancients in Chicago, February 23. The reason for the delay in advising the members of the result of the special audit is explained in an article covering the result of the investigation and showing that the principal cause of present difficulties of the order are entirely due to the extravagant mismanagement of its business affairs by the scrivener, which were covered up by means of annual statements that were not correct and did not disclose the true state of affairs. The incorrectness of these statements was not revealed on account of the employment of incompetent auditors through the influence of the scrivener. These false statements were not discovered until the snark started the recent investigation. It was disclosed that there should have been a cash balance rather than a deficit, but owing to the misappropriation of the funds, there was actually a cash shortage at the close of the years 1912-1913 and 1913-1914 and on January 31, 1915. Disbursements were charged up as having been paid but were still outstanding at the date of statements;

liars on the Death Emergency fund, charged up as paid, were still outstanding. Cash receipts were not all charged against the cash account, money was borrowed to liquidate liabilities which was not charged against the cash account but the cash account was credited with payments made out of the borrowed fund.

The whole statement is a disclosure of dishonesty, and with this entire matter cleared up and the order now running under proper direction, its membership can feel that it is entering a new period of active existence.

Memphians Realize Importance of Reclassification

The hardwood trade here realize the importance of the reclassification of lumber which has been suggested by the Interstate Commerce Commission, as well as by the railroads, and active efforts are being made to answer the seventeen questions propounded by the former. The Southern Hardwood Traffic Association realize that these questions are fraught with very great significance and it also realize that it will require a vast amount of time as well as investigation to answer these accurately and intelligently. In fact, the subject opened by these queries is considered so big that the Southern Hardwood Traffic Association is likely to participate in the movement looking to the forming of a national traffic association big enough and broad enough to handle these questions in an efficient manner. John W. McClure, president of the Southern Hardwood Traffic Association, left for Chicago Monday evening to participate in the preliminary efforts of various organizations looking to the launching of a traffic body of national scope. Mr. McClure carried no credentials from the Southern Hardwood Traffic Association authorizing him to enter the Southern Hardwood Traffic Association as a member in this proposed organization but he gave the correspondent of the HARDWOOD RECORD to understand before leaving Memphis that the association was thoroughly in sympathy with the movement.

Speaking of these questions, Mr. McClure said that they were so big and so broad that a much longer time than that given by the Interstate Commerce Commission for the filing of answers was necessary. He expressed the belief, however, that if the lumbermen would make every effort to undertake the compilation of accurate answers, there would be no difficulty in securing an extension of the time limit.

There have been no further developments here in the rate situation involving higher freight on southern hardwoods from points east of the Mississippi to Ohio crossings and into Central Freight Association territory. While the board of managers of the Southern Hardwood Traffic Association has held one or more meetings in connection with this subject, no definite announcement has been made of the plans formulated. In fact, it is said that no definite move will be made by the association until the railroads have filed the new tariffs carrying higher rates.

Lumber Conference Report Published

The conference in Chicago on July 19 and 20 between lumbermen and the Federal Trade Commission has been reported and published in full by the National Lumber Manufacturers' Association in a volume of 200 pages, which is offered for sale at one dollar a copy. The addresses and papers which were summarized by the trade papers in their reports of the meeting, are here presented in full and they constitute a valuable contribution to the lumber history of this country.

Lumbermen in Golf Tournament

The August tournament of the Philadelphia Lumbermen's Golf Club was held on August 14 at the Philadelphia Country Club. Thirty-four members teed off and the three hosts of the occasion were J. Anderson Ross, Joseph W. Janney and Horace G. Hazard. Strangely enough, two of the hosts tied for first prize, Mr. Ross and Mr. Janney. They each turned in a net card of 69, but on the flip of a coin Mr. Janney won the highest prize. M. G. Wright took third prize with the next lowest net score. All hands are trying to get within striking distance for the president's prize, which will be awarded at the last meeting of the season. At the present time the five leaders for the big trophy are as follows: H. W. Snadley, E. B. Humphreys, W. T. Betts, W. H. Fritz and M. C. Burton. The September tourney will be held at the Aronamink Club, and the annual tournament and meeting in October at the Huntingdon Valley Country Club.

State Forestry Board to Open Exhibit

The new exhibit of the State Board of Forestry of Indianapolis at the state fair grounds, Indianapolis, is scheduled to be opened on Tuesday, September 7, at 10 o'clock. The Indianapolis Military Band will give a concert in the morning following which Governor Ralston and Ex-Vice-President Chas. W. Fairbanks will deliver short talks referring briefly to the purpose of the new building. The governor's party will then visit other attractions on the grounds and return to the city later in the day.

Lumber and veneer manufacturers have already responded so readily to the announcement of the exhibit that space in the new building is even now practically all taken. Among other features will be an exhibit of the woods of Indiana. These woods are to be displayed just as taken from the log, with bark left on one side and one section showing the finish which the wood will take, the other left rough. The entire collection, numbering nearly 200 specimens, have been brought together from all over the state. Another exhibit of unusual interest will be a model house, built of more than twenty-five different woods, showing the different finish and trim that can be secured by the use of Indiana woods.

A complete dendrological exhibit of all Indiana trees is also being prepared. This will show the typical leaf and fruit of the tree.

Book Knowledge in Lumbering

O. T. Swan, secretary of the Northern Hemlock and Hardwood Manufacturers' Association, believes that lumbermen can learn something from books of the right kind. He has brought together at Oshkosh, Wis., headquarters of the association, a collection of a thousand or more volumes on the subject of lumbering, forestry, woodworking, and similar topics, and is indexing the library and making it available for consultation. This is said to be something new for lumber associations. They usually possess few technical works for consultation. There is room for improvement. No matter how much a lumberman knows, there are some things which cannot be carried wholly in memory and it becomes necessary to consult books or other records.

Trade Extension Department

The trade extension department of the National Lumber Manufacturers' Association was fully and formally organized this week. E. A. Sterling, forest timber engineer, Philadelphia, who has been in Chicago since the early part of August, under his appointment as manager of the trade extension department, submitted an outline of plans and policy to the executive committee at meetings on August 17 and 18. The report on the financial status of the work showed that about \$5,000 in excess of the initial guarantee fund of \$50,000 has been pledged. Additional amounts are being subscribed every day, and through correspondence and the personal efforts of individuals throughout the country all branches of the lumber industry will be thoroughly canvassed. The first payments on earlier subscriptions have been made so that funds are available for inaugurating the work.

Mr. Sterling reported the plan for initial action, which covers the preparation and distribution of popular literature to correct the erroneous impression that the forest resources of the country are practically exhausted. Supplementing this, one of the first technical bulletins for distribution among architects and engineers will be on the subject of the availability and physical qualities of structural timbers. Another line of activity recommended and approved is the bringing together of the lumber dealers and architects and engineers in various cities. This will have the dual purpose of enlisting the interest and support of dealers in the trade extension work, and at the same time putting them in closer touch with consuming interests. At the meetings which are proposed, short talks will be given on practical phases of the better use of wood and engineering data furnished to the architects and engineers.

Among the retail trade as a whole, and particularly the country dealers, the first step will be to show what is contemplated in the trade extension work, and to establish a basis of co-operation in the retail field.

The executive committee gave careful consideration to the details of various plans which will be developed later. It was decided to employ a construction engineer of high standing, and an appointment will be made in a few days. An appointment which will meet the general approval throughout the lumber trade was that of Chicago—Crosby as advertising agent. J. J. Rockwell, who is associated with Mr. Crosby, submitted a plan for a publicity campaign, which will be followed out in the near future. The familiarity of these advertising agents with the conditions and problems of the lumber trade, and the excellent service they have rendered in specific fields of lumber advertising, assures service in this connection which will do much to bring success to the trade extension movement.

One Railroad Which Is Endeavoring to Help Lumbermen

A. Fletcher March, chairman of the traffic department of the National Hardwood Lumber Association and the Lumbermen's Association of Chicago, sent to HARDWOOD RECORD the following circular issued by the Chicago & Eastern Illinois Railroad's freight traffic department. The circular needs no explanation. It is published with the idea of demonstrating to lumbermen that all railroads are not entirely indifferent to the necessities of the lumber trade.

LUMBERMEN:

The heavy operating expenditures of the C. & E. I. R. R. for the past few months tell better than words the confidence of the management in the business future of our country.

All these expenditures have been put where they will do the most good, i. e., be available to our patrons for the future—in tract, cars and locomotives—so when the call comes and the pressure of that heavy traffic (of which there are already many encouraging signs in spite of the war) is felt, the C. & E. I. will be prepared to perform well its maximum duty as a competent common carrier.

That which has materially helped to hold up our earnings—i. e., to bring in this money to spend—is the very loyal and much appreciated support of many lumbermen in routing their business via C. & E. I., following out announcement in Lumber Specialization Circular No. 1 in August, 1914, that we had started in giving improved attention and service to the lumber traffic.

This policy has been amply justified by the results, and yet we feel we have made only a start in our co-operative plans. We are prepared to proceed.

Announcement of our lumber specialization plans—i. e., our intention to "speed up" the handling of lumber traffic—was opportune, for since then several lumber manufacturers' associations have made extensive appropriations and plans to advertise and promote the use of lumber—particularly southern lumber—and an important factor in making these plans effective is, of course, service by the railroads. In fact, it is recognized that quicker delivery of lumber from mill to consumer is one of the economic essentials of the future of the lumber industry, and it is a source of no little gratification to C. & E. I. management that we were able not only to properly interpret conditions in the lumber trade but to

anticipate developments by having voluntarily established for lumber shippers and users the kind of service needed and which they have every reasonable right to expect.

We are not disposed, however, to take any credit for doing our duty. Our ambition is to continue to do our duty by this railroad, and our duty to the railroad is so close to our responsibilities to lumbermen that the two are inseparable.

C. & E. I. wants more lumber traffic. We appreciate it and are willing to take care of it—to give to the traffic its just dues.

We want our patrons to route their freight as they ride. We don't want to monopolize your business, but we do want you to monopolize our good service to the limit of your requirements—passenger and freight.

Particularly do we want to impress upon you that our interest in improved handling of forest products is sincere; our methods are real and accomplish results.

Lumber is no longer "dead freight" with the C. & E. I. It is very live traffic and will continue so.

Many encouraging replies to our previous circular were received, for which appreciative acknowledgment is made.

We hope our next issue will find the lumber industry booming. Meantime, suggestions and pointers all help to complete our education and are gratefully received.

Fun Rampant at Grand Rapids Outing

Two interurban cars filled with members of the Grand Rapids Lumbermen's Association, their wives, children and stenographers journeyed to Spring Lake last Saturday, where they enjoyed the seventh annual picnic of that association.

The fun started right on the cars as they left the city, when Herb Schneider, Arthur Wolf and Dave Boland, the committee on arrangements, began making everyone happy. First, all, including ladies and children, were given novel white bakers' hats. From then on the picnic spirit prevailed.

The arrival at Spring Lake was made about 11 o'clock, after which the people enjoyed any kind of recreation until luncheon, which was served at 12:30 at the Spring Lake hotel.

The ball game between the Hooks and the Crooks was easily the feature of the afternoon, the Crooks stealing the game from the Hooks by a score of 9 to 7.

The winning team was composed of Captain Archie Fisher, Herb Schneider, Arthur Wolf, Otis Felger, Jr., Adrian Noorthoek, Don Fisher, Dave Boland, Al Elston, Bill Fassett and Charles Abbott, and the Hooks were composed of Captain Glen Fitzgibbons, Charles Dregge, Fred Elmore, Bill Kettle, Jack Orr, Jim Dent, Arthur Manning, Carl Schneider, Cy Barnhart and George Koukle. Abe Rosenfield umpired the game and although his decisions were continually questioned by the frenzied fans and Dave Wolf, manager of the Hooks, and Walter Winchester, manager of the Crooks, he escaped uninjured. The following other lumbermen took part in the game: Water boy, A. L. Deanis; bat boy, Joe Zoek; score-keeper, Ben Leavenworth; trainer, Horace Foote.

Immediately after the ball game the field sports program began. The first event, the ladies' fifty yard dash, was won by Mrs. Martin Noorthoek, with Miss Anna Sorum second and Mrs. William Kettle third. The next event, the obstacle race for men, was won by Charles Dregge and Fred Elmore, with Otis Felger, Jr., and Adrian Noorthoek second and Henry Langeland and Martin Noorthoek third. The fifty yard dash for boys was won by John Dregge, with Tom Foote a close second and Ed Tillitson third.

The combination race, a real laugh-producer, was won by Mr. and Mrs. Fred Elmore; Mrs. Herbert Schneider and Bill Kettle were second and Miss Nell Grady and Archie Fisher third. Charles Dregge and Fred Elmore also won the three-legged race for men, with Martin Noorthoek and Joe Zoet second and Adrian Noorthoek and Harry Langeland third.

The potato race for ladies was won by Mrs. Martin Noorthoek. Miss Frances Dregge was second and Mrs. Herbert Schneider third. The final event on the field sports program was the fifty yard dash for girls, which was won by Miss Helea Felger, with Miss Anna Sorum second and Miss Kathryn Molenbeck third.

The remainder of the afternoon was left to the disposal of the picnickers, who scattered over the grounds or went for a boat ride on the lake, until the bell rang for the chicken dinner, which was served at the hotel at 6 o'clock. The prizes were awarded the winners of the various events in the hotel parlors after dinner by Arthur Manning, president of the association. The remainder of the evening was spent in dancing, with music furnished by an orchestra brought from Grand Rapids especially for that purpose.

Rules Governing the Hearing of Claims

The following rules concerning the re-submission of claims have been issued by the Interstate Commerce Commission at Washington:

When a claim has been declined by the commission on the special docket it may not be reconsidered on the special docket if it is not again submitted within a period of six months from the date upon which it was denied, nor may it be filed as a formal complaint unless such formal complaint be filed within six months after the parties have been notified by the commission that the claim is of such a nature that it can not be determined informally; provided, however, that this ruling does not apply to formal complaints for reparation filed within two years from the date of the delivery of the shipments. (See Rule III, Rules of Practice.)

Where papers in a claim presented on the special docket have been returned to the carrier or the claimant, the claim shall not again be considered on the special docket unless so presented with request for reconsideration within twelve months from the date of the return of the papers.

With the Trade

Lamb-Fish Lumber Company Makes Another Big Shipment

Two hundred cars of oak lumber, aggregating 2,500,000 feet, the largest shipment of any kind of hardwood ever made in this country, were loaded in the ship *Stikistad* at Gulfport between 1 p. m. Wednesday July 28 and 10 p. m. Saturday, July 31. The lumber came from the plant of the Lamb-Fish Lumber Company, Charleston, Miss., and was shipped via Gulfport to London. George Land, traffic manager of the Lamb-Fish company, superintended the shipment. Mr. Land says that the *Stikistad* reached Gulfport Wednesday morning and work was commenced on one hatch at 1 p. m. Wednesday, but they were not able to start loading all hatches until 2 p. m. Wednesday. This was the shortest length of time a boat was ever held at Gulfport for a shipment of this magnitude. One hundred and forty men were employed in the task, working night and day.

The steamer is of Norwegian registry, is 3,500 tons net register and is said to be one of the largest ships ever coming to Gulfport.

This is the second large cargo of hardwood shipped by the Lamb-Fish Lumber Company through Gulfport during the last few months, the other shipment having been of red gum.

An Eastern Consolidation

The Calhoun-Gordon Company of Philadelphia, Pa., announced it has consolidated with Wm. D. Gill & Son, Inc., with headquarters at 1311 Philpot street, Baltimore, Md. At the same time, Wm. D. Gill & Son, Inc., announce the co-partnership consisting of William D. Gill and Edward P. Gill, co-partners, trading under the trade name of William D. Gill & Son, has been dissolved and that William D. Gill & Son, Inc., a body corporate of the state of Maryland, has purchased all of the property and assets belonging to the former co-partnership and will henceforth continue the business formerly conducted by William D. Gill & Son.

St. Louis Basket & Box Company Will Increase Plant

The St. Louis Basket & Box Company, located at Second and Arsenal streets, St. Louis, has decided to erect an extensive addition to its already large operation. The accompanying illustration speaks for itself as descriptive of what the new plant will be. The new building will have a frontage of 137 feet and a depth of 178 feet, and will consist of four stories. It will be completed October 1. The first floor will be equipped with the most modern machinery for the manufacture of built-up stock.

The second floor, south section, will be used as an office, covering a space of 130 x 24 feet. These offices will be finished with panels of the company's own make. The balance of the second floor will be used as a stock room for veneers and panels. The third and fourth floors will be used for general warerooms.

The building will be of concrete construction, entirely fire-proof, and when completed and fully equipped will mean an outlay of \$125,000.

The St. Louis Basket & Box Company was incorporated in 1880 and for a period of some twenty years has been making built-up stock, gradually getting into high-grade work and has reached a point where it is in position to please the most fastidious with its high-grade veneers and

panels. The company operates two mills at St. Louis, has its own timber holdings insuring a supply for many years in the future and is capitalized at \$200,000 all paid up. This new move is to enable it to take care of increased trade when business is fully revived.

C. S. Powell Purchases Machinery and Buildings

C. S. Powell, 1270 Broadway, New York City, who for years has done an export and domestic hardwood business, announces he has purchased the machinery and buildings and lease of the Dlekson Lumber Company, bankrupt, plant at Burtons Point, Portsmouth, Va. Mr. Powell will continue to ship rough and dressed lumber for the export market as well as the domestic market and hopes to commence operations during the next two weeks or just as soon as he has completed the incorporation of the company under the style the C. S. Powell Lumber Company, Inc.

Mr. Powell also expects to move his general office to the plant at Norfolk and will discontinue the office at New York.

Stearns Company Holds Co-operative Meeting

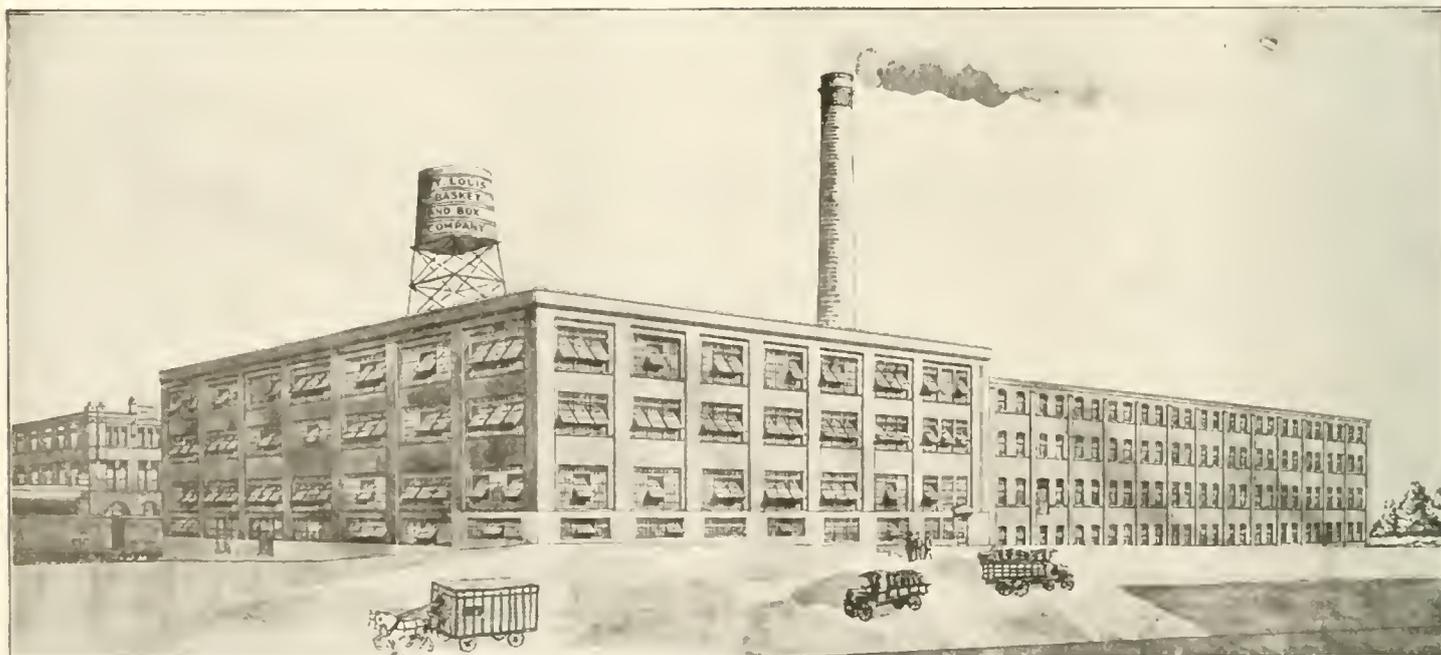
For the last couple of years W. T. Culver, vice-president and general manager of the Stearns Salt & Lumber Company with its many allied interests in Ludington, Mich., has maintained a get-together meeting for the executive heads of the various Stearns departments at Ludington. The dinners have always been informal and have had for their purpose a more sympathetic understanding by the heads of one department of the problems and difficulties of another, with the end that the Stearns interests today offer an unequalled service resulting from an all pervading spirit of co-operation among its executive heads.

During the summer months these meetings have not been regular, but on Saturday, August 14, Mr. Culver arranged for a resumption of these get-together meetings and had all of his factory men in attendance at a comfortable informal dinner at the Hotel Stearns in the evening. There was not much attempt in the way of business discussions with the exception of a talk by Mr. Culver in which he emphasized the purpose of these meetings. Mr. Culver aims to constitute every man, who has any responsibility about the plant, a Stearns salesman. Even if he is not directly in contact with the consuming trade it is up to each man to see that the best quality and service are back of those representatives whose duty it is to establish this personal contact with customers. The salesman knowing that he is so backed can approach a customer with a great deal more assurance than can the salesman who knows that he is simply talking without being able to prove his assertions.

Arrangements were made for the continuance of the sessions on a weekly basis. Dinners will be served every Saturday night and arrangements will be made to have outside speakers talk on interesting topics. Every encouragement will be given to the men in the operation to develop improvement in the Stearns organization.

Furniture Plant in New Hands

The Kitchen Cabinet & Table Company of High Point, N. C., has been sold by referee in bankruptcy G. S. Ferguson to S. F. Wall, and operations were resumed on Monday, August 16. The new owners have not as yet incorporated, but according to a report this move is contemplated later. It is also anticipated that it will be possible to enlarge the operation as business warrants.



HOW NEW PLANT OF THE ST. LOUIS BASKET & BOX COMPANY, ST. LOUIS, MO., WILL LOOK WHEN COMPLETED OCTOBER 1.

Last Log Raft Leaves Stillwater, Minn.

Three million feet of timber on an immense raft passed under the bridge at La Crosse, Wis., two weeks ago, closing the shipment of sawmill material from the upper waters of the Mississippi river to milling points below. The raft was assembled at Stillwater, Minn., in two sections, the first having been floated down about a month before.

The pilot boat was the "Ottumwa Belle," which has been operating on the Mississippi as a raft for a good many years.

The raft was so large it just barely passed between the piers of the bridge, but due to the skillful handling on the part of the captain it was taken from its starting point to destination, Ft. Madison, Iowa, without mishap. Charles Brown, sixty-four years old, is the mate of the "Ottumwa Belle." He has been operating in that section taking care of log shipments for the last forty-nine years. Captain Brown was in charge of the first raft towed down the river by steam. He became first officer under Captain Abe Lucey on the "Mide Will," the first steam rafting vessel on the upper Mississippi.

Will Rebuild Sawmill

E. W. Brown, vice-president, R. A. Moore, secretary, and E. H. Farwell, general manager of the Lutecher & Moore Lumber Company, Orange, Tex., convened in a directors' meeting at Orange on August 2 and announced that the sawmill recently destroyed by fire would be immediately rebuilt. The second mill will be operated day and night until the other structure is completed.

Furniture Company Purchases Factory

The Wallace Furniture Company, recently organized in Grand Rapids, has purchased the factory building and real estate now held by the American Manufacturing Company, 1650 Granville avenue, S. W. On September 1 extensive improvements will be begun, including an addition of two more stories, giving a total floor space of about 60,000 square feet.

The company, although under the management of L. S. Wallace, manager of the Grand Rapids Upholstering Company, is not connected with that institution in any way. It will manufacture an entirely different line of furniture. The company is capitalized at \$100,000 with \$65,000 paid in. The officers are J. A. Rose, president; E. A. Wallace, vice-president; B. S. Warren, secretary, and L. S. Wallace, treasurer.

Will Cut Hardwood Lumber

It has been announced that the Bradley Lumber Company, Warren, Ark., is arranging to enter the hardwood field in the near future. The company owns much valuable hardwood timber on its yellow pine land, and as soon as the pine has been disposed of a hardwood mill will take what is left.

Hitt-Bronaugh

Mr. and Mrs. James Bruce Bronaugh of Madison, Ala., have announced the marriage of their daughter Hattee to Herman Hershey Hitt on Tuesday, August 24, at 9 o'clock in the evening. The ceremony was performed at the Methodist Episcopal Church at Madison. Mr. and Mrs. Hitt will be at home at Decatur, Ala., after September 15.

Mr. Hitt is well known as a successful factor in the southern hardwood trade, being head of the H. H. Hitt Lumber Company which operates three large mills at Decatur, owns a vast quantity of hardwood stumpage of high-grade character, and operates an extensive barge line in that territory. Mr. Hitt has a great many friends in the hardwood manufacturing and consuming trade who will be pleased to learn of his marriage.

Big Bunch of Timber Discovered

The discovery of 1,500,000,000 feet of standing timber which former surveyors had overlooked has been reported from British Columbia. A recent dispatch from Victoria, B. C., says that cruisers lately returned from an examination of the valleys of the Elk, Salmon, White and Gold rivers on Vancouver island came across one hundred thousand acres of unalienated crown timber, with an average stand of fifteen thousand feet to the acre, representing a total of one and a half billion feet. This timber is readily accessible, in fact, the grades which exist in these valleys renders it possible to ship logs across the island from Nootka to Salmon river, crossing the surveys of the Canadian Pacific and Canadian Northern railways.

entire year. Various items on the list last month actually ran ahead of July, 1914, and but for the reduction in the shipments of oak and poplar the showing would have been far more impressive. Gum is attracting increased attention, 310,000 feet having been shipped last month against none at all in July 1914. White pine also loomed up impressively. Altogether, the exhibit is very gratifying, although the recent demoralization in foreign exchange, it is feared, may affect the export lumber trade. The comparative statement is as follows:

	July, 1915.		July, 1914.	
	Quantity.	Value.	Quantity.	Value.
Logs, Hickory	11,000 ft.	\$ 1,090	16,000 ft.	\$ 420
Logs, Walnut	310,000 ft.	9,630	15,000 ft.	900
Lumber, Gum	783,000 ft.	28,472	1,272,000 ft.	46,738
Lumber, Oak	96,000 ft.	4,425		
Lumber, White Pine	72,000 ft.	2,358	91,000 ft.	2,809
Lumber, Short Leaf Pine	255,000 ft.	8,800	361,000 ft.	18,648
Lumber, Poplar	88,000 ft.	2,940	40,000 ft.	1,200
Lumber, Spruce	323,000 ft.	15,200	255,000 ft.	12,340
Lumber, All others				
Shooks, Box			448 ft.	434
Staves	173,146 ft.	10,081	92,812 ft.	4,540
Headings		1,400		
All other kinds of lumber		24,162		11,563
Doors, Sash and Blinds		1,500		
Furniture		101		132
All other manufactures of wood		12,275		16,408
Totals		\$122,434		\$116,132

Ruling on a Walnut Rate

The Interstate Commerce Commission in session at Washington, D. C., has handed down a ruling on the shipping rates on walnut lumber from Iowa eastward. The complaint in the case was filed by the Des Moines Saw Mill Company against the Minneapolis & St. Louis Railway Company and others. The existing rates were attacked as unreasonable. The present proportional commodity rate applied to shipments of walnut lumber from Des Moines to Mississippi river crossings when destined to points east of the Illinois-Indiana State line is twelve and one-half cents, or a differential of three cents over the rate of nine and one-half cents per 100 pounds in common lumber. This is reduced one cent per 100 pounds by the commission's decision, which is a compromise, the complainant having contended that walnut lumber should take the common lumber rate from Des Moines.

Saving an Historic Tree

The city of Tiffin, O., has employed an expert forester to repair and protect a famous sycamore tree near that place. The tree forks at or near the ground and is about seventy feet in height. The two trunks were fastened together with chains to lessen their liability to being thrown by the wind. Other preservative treatment was administered and it is hoped that many more years will be added to the life of the tree. Fort Ball, a frontier stronghold erected during the war of 1812, occupied the ground where the tree stands, but the tree was there when the fort was built. General Harrison, who was afterward president, stood under the branches of the sycamore while overseeing the erection of the fort.

"American Forestry's" New Dress

The magazine *American Forestry*, published monthly at Washington, D. C., with P. S. Ridsdale as editor, came out in new form in the August issue. It is planned along the lines of *HARDWOOD RECORD* and is of similar size, and the front cover is illustrated with a three-color picture which will be changed each month. The practical side of forestry, that is, the lumberman's view of it, is strongly presented, and the articles are made interesting by eliminating most of the technical detail which would appeal to the professional rather than to the practical grower of trees and worker in wood. High-class illustrations are abundantly used; the type, paper, and mechanical execution are of the best, and the prediction is a safe one that the magazine in its new and improved form will grow in popularity and increase its usefulness.

Newfoundland Again Exporting Lumber

A consular report says that after some years during which lumber was not exported from Newfoundland, the island is again sending its products abroad. A great demand has developed in Great Britain, not only for pit props for the collieries, but for lumber for general purposes. Lumbering concerns throughout the island, which have been operating entirely for the local trade, have decided to go into the export business on an extended scale.

The export of pit wood alone for the year is estimated at 200,000 tons. A regular fleet of steamers has been engaged for several months in transporting this material from Newfoundland and eastern Canada. The British collieries having been unable to secure their regular supply from Europe because of the closing of the Baltic Sea and the lumber requirements in France.

During the past ten years most softwood logs cut in the colony and not needed for local construction have been sent to the pulp mills for use in the large paper-making industry, which has grown up during that period.

Losses in the Southern Storm

The reports of lumber losses in the gulf region of the South, due to the tornado which lately visited that region, are fragmentary, but it is known that damage was serious in a number of places. The worst of the storm struck south of the principal hardwood lumber region, and the pine

Pertinent Information

Baltimore Exports for July Favorable

The comparative statement of exports of lumber and logs from Baltimore for July is of special interest for the reason that it shows the value of the shipments for the first time during any month since the beginning of the war to exceed the total for the corresponding month of last year. As will be remembered, the great conflict did not break out until August 1, 1914, so that July is the last month when peace prevailed and when conditions may be supposed to have been normal. That a war month should go ahead of the peace period is highly gratifying to members of the lumber trade and shows to what extent recovery has taken place. To be sure, the aggregate for July falls behind that for June of the present year, but it must be borne in mind that pronounced quiet always prevails in July, which is one of the least active periods of the

and cyprus pine was the worst off in 1914, but the movement of a dried specimen to the coast is constant, and its many uses throughout the world have been noted with it. It is not believed, however, that there are any other very serious losses resulting from Mississippi's forest fire.

The Big Log from Arkansas

Arkansas may be a little late in sending its prize white oak log to the San Francisco Exposition, but if the efforts to place it on view are successful, the exhibit ought to attract attention on the Pacific coast, where all the large logs are soft woods. The Arkansas white oak specimen is thirty feet long, five feet in diameter at the small end and six feet at the large, and is without flaw or blemish. It would take a long search through the records of logmen to find a better white oak than that.

Large Shell Contract

One of the largest shell contracts ever given in this country was recently placed in Maryland. It calls for 100,000 cubic yards of oyster shells for macadamizing highways.

Philippine Forestry Report

The annual report for the Philippine Forestry Bureau for 1914 has been published at Manila and copies have been received in this country. W. F. Sherfesse is director of forestry. The report contains much valuable information on the subject of timber resources and the means by which these resources are developed and protected. The fact is worthy of more than passing notice that the Philippine Forest Service not only pays its own expenses but returns considerable revenue to the government.

Cuts Alaskan National Forest in Half

The area of the Chugach national forest, Alaska, which is to be crossed by the railroad that the government is building from Seward to Fairbanks, is reduced nearly one half by a proclamation, signed by President Wilson, returning approximately 5,802,000 acres to the public domain. This action follows classification of the land by the Forest Service showing that the areas involved are not of high enough timber value to warrant government protection, and means the largest elimination of national forest land ever made by a single presidential proclamation.

The boundaries of the forest, as redrawn by the President's proclamation, now contain approximately 5,818,000 acres, supporting about 8,000,000,000 feet of merchantable timber. On the area thrown out of the forest there is in the aggregate a large amount of timber, but it is so sparse and scattered as to be of little or no commercial value. The land remaining within the forest, however, contains the largest and most accessible supply of timber for the development of the great mineral fields to the north of Bering river, and is the region in which the Alaskan Engineering Commission has been authorized to cut 85,000,000 feet of timber for use in constructing the government's new railroad. On account of the time required for cutting and seasoning construction timber, the commission has had to purchase some lumber from Washington and Oregon, but as cutting has already commenced on the Chugach, it is expected that the Alaskan timber will soon be serving the needs of the railroad builders.

The lands eliminated by the proclamation are in three large tracts; one along the entire southerly slope of the Chugach mountains, the second lying northeast of Seward, between Resurrection bay and Kings bay, and the third, northwest of the Kenai mountains in the region around Tustamena and Skilak lakes. In addition, the towns of Hope, Sumiso, Kenai, and Niulichek are eliminated. According to the Forest Service, the chance of locating homesteads in the excluded lands is extremely small, since they contain few agricultural areas, although in some localities there are said to be small patches suitable for farming.

Red Gum for Coffins

A large order for red gum coffin boards has been placed with manufacturers in Arkansas. The boards are to be twelve inches wide. The lumber is said to be intended for England, there to be made into coffins for soldiers who are killed in battle or die in hospitals.

Lumber Trade with China

Notwithstanding the railroads in China curtailed their purchases of lumber in the second half of 1914, the total imported into China from the United States increased 40,000,000 feet when compared with the figures for 1913. The demand for lumber in the interior of China constantly increases on account of new developments such as cotton mills, and silk factories. The dislocation of business consequent on the war has greatly interfered with demand for lumber. Most of the imports entering China are shipped from the Pacific coast of the United States. American sellers of crossties now meet very keen competition in the Chinn markets. The increase in ocean freight between California and China, which amounts to from eight to twelve dollars a thousand feet, may cause an advance in selling prices.

Building Operations for July

The building operations of the country, as revealed by the permits issued in the larger cities, still show a moderate recession, as compared with the corresponding period of 1914. There is for the month of July a gain both in the totals and the percentage, as compared with June, the shrinkage last month as compared with July, 1914, being 15 per cent, while the comparative loss for June was 23 per cent. The outlook is more favorable than a month ago. The labor troubles in the building trade at

Chicago have been overcome. The industrial activities of the country at large are gradually creeping upward and the agricultural prospects are brightening. The story of the railway earnings has opened a chapter that promises a happier ending than the returns of that nature for some months past. Another circumstance favorable to the purely statistical viewpoint is that the comparisons for the remaining months of the year will be with that period of 1914 that was the more depressed and decided. Thus may therefore reasonably be anticipated.

The official reports of building permits issued in 71 cities during July, as received by the American Contractor, Chicago, total \$59,164,001, as compared with \$54,740,303 for June and with \$70,368,509 for July last year. Nearly one-third of the cities, or 23, show gains, the mere notable of these including Lincoln, Neb., with a 563 per cent gain to its credit; South Bend, 256 per cent; Evansville, Ind., 241 per cent; Akron, O., 183 per cent; Topka, 162; Troy, 141; Scranton, 89; New Haven 85; St. Joseph, 77, and Buffalo, 52.

For the first seven months of the year the total building permits issued in 66 cities reach a total of \$392,383,018, compared with \$413,420,770 for the corresponding period of 1914. In detail the figures are as follows.

	July, 1915.	July, 1914.	Per Cent Gain, Loss.
Akron	\$ 1,148,570	\$ 405,969	183
Albany	416,769	622,005	40
Atlanta	613,146	435,902	26
Baltimore	635,375	847,458	17
Birmingham	223,987	468,385	52
Boston	179,681	528,024	66
Buffalo	1,194,000	983,000	52
Cedar Rapids	167,000	166,000	..
Chattanooga	32,373	116,370	72
Chicago	6,455,639	9,118,760	28
Cincinnati	1,275,100	1,053,339	21
Cleveland	2,319,780	2,532,050	8
Columbus	504,085	503,355	..
Dallas	656,124	941,580	30
Dayton	232,105	680,700	66
Denver	177,090	222,220	20
Des Moines	181,405	140,690	20
Detroit	2,603,080	3,121,750	15
Duluth	201,422	266,259	24
East Orange	144,848	169,522	14
Evansville	347,080	111,555	211
Ft. Wayne	201,580	333,500	39
Harrisburg	144,325	223,375	35
Hartford	441,767	311,985	41
Indianapolis	598,078	1,140,969	47
Kansas City	1,418,060	1,012,055	41
Lincoln	272,335	58,750	363
Little Rock	72,412	99,963	24
Los Angeles	926,873	2,081,396	55
Louisville	548,740	483,740	13
Memphis	245,285	333,006	26
Milwaukee	916,625	943,721	3
Minneapolis	1,474,255	1,326,095	11
Montclair	104,770	145,730	28
Nashville	220,665	454,039	51
Newark	581,133	1,172,043	50
New Haven	788,454	427,215	85
New Orleans	513,510	505,392	2
New York City	13,756,526	13,927,743	1
Manhattan	4,845,303	5,325,984	7
Bronx	1,963,993	2,263,983	13
Brooklyn	4,196,609	3,679,946	14
Queens	2,546,266	2,336,365	9
Richmond	204,355	322,365	37
Oklahoma	81,530	20,880	29
Omaha	556,780	402,605	38
Peterston	146,775	229,546	36
Paterson	119,840	193,100	36
Philadelphia	3,659,940	4,664,850	21
Pittsburgh	1,186,622	1,510,212	21
Portland	373,375	870,745	57
Richmond	328,667	461,949	29
Rochester	762,123	1,067,101	28
Salt Lake City	174,550	238,750	27
San Francisco	1,500,206	2,068,537	27
St. Joseph	143,135	80,967	77
St. Louis	615,148	1,287,859	52
St. Paul	770,918	1,053,220	27
Schenectady	239,148	278,210	14
Scranton	316,370	167,155	80
Seattle	315,010	2,520,590	87
Shreveport	46,884	149,212	68
Sioux City	218,200	320,050	32
South Bend	229,210	64,412	256
Spokane	66,263	229,635	71
Springfield, Ill.	63,500	74,800	15
Syracuse	752,957	854,363	12
Tacoma	31,161	96,551	68
Toledo	534,012	569,579	6
Topeka	168,991	64,490	162
Troy	125,161	51,827	141
Utica, N. Y.	112,205	138,375	19
Washington	1,424,207	1,192,882	19
Wilkes-Barre	45,133	108,413	58
Worcester	703,329	574,749	23
Total	\$59,164,001	\$70,368,509	15

Sycamore Is Honored

It is the fashion for every state to adopt an official tree, which is supposed to be typical of the forests of the state, and West Virginia is the latest to comply with the fashion. It has selected the sycamore, which is not a bad choice in some ways, and in others it is not particularly happy. The sponsors for the name go a long way back to quote history, and refer to the fact that Zaccheus (according to the Scriptures) climbed a sycamore tree at Jericho to get a good view of a procession. The value of the citation may not lose much, but scholars who claim to

know say that the name was wrongly translated in the New Testament account, and that it should be "fig tree."

The sycamore is the largest hardwood tree of this country, but the big trunks are always hollow, and when you want to make a big noise all you need do is pound on one of them and it will sound like thunder and blixen. Perhaps the West Virginians had that in mind when they chose the sycamore as their representative.

The sycamore grows on gravel bars in midstream, thereby catching driftwood in large masses, causing the swift current to gouge out deep holes which become the haunts of fish which the easy-going piscatorial West Virginians like to catch with hook and line while lying in the shade—and then tell stories about their luck that would make Munchausen stare and gasp. But such is the frailty of human nature.

Pencil Slats from Arkansas

A report from Consul General Skinner at London on the lead pencil industry makes the statement that the red cedar pencil wood formerly came largely from Florida but the chief supply now comes from Arkansas. This may be true, but it will be news to many persons who suppose that the pencil slats still come from regions considerably eastward of Arkansas. The commonly accepted opinion is that most of the red cedar found west of the Mississippi river is too hard for lead pencils, and in most instances the trunks are too knotty to yield suitable wood. The grain must be reasonably straight.

Ten Calves Added to U. S. Bison Herd

The government's herd of buffalo on the Wichita national forest, in Oklahoma, which is also a federal game preserve, has been increased by the arrival of ten calves, according to a report received by the Forest Service from the supervisor in charge. The herd, which now comprises sixty-two specimens of the almost extinct bison, is in good condition, says the supervisor, and promises to continue increasing at a rapid rate.

Eight of the calves are females, bringing the number of heifers and cows up to thirty. The bulls number thirty-two and have been placed by themselves in a pasture which has just been fenced in for them.

Three years ago the buffalo herd on the Wichita forest was little more than half as large as it is now. It is said that the other game animals in the preserve, including the elk and antelope, also are increasing, due to the protection afforded, not only against hunters, but against wolves, wild cats, and other predatory animals, which committed serious depredations from the establishment of the preserve in 1905 until measures were taken to stop them. In protecting the game from predatory animals, the wardens and forest officers are also promoting the interests of local stockmen, who graze several thousand head of cattle on certain allotted areas within the preserve.

Hardwood News Notes

← MISCELLANEOUS →

The Tell City Planing Mill has been organized at Tell City, Ind.
The Polkton Lumber Company has been organized at Wadesboro, N. C.
The Mobile Sash & Door Company has been incorporated at Mobile, Ala.
The Rhymes Lumber Company has incorporated at Hazelhurst, Miss.
The L. D. Murrelle Lumber Company has incorporated at Memphis, Tenn.
The Lawson Planing Mill Company has incorporated at Henlawson, W. Va.
At Saginaw, Mich., the Minto Toothpick & Specialty Company has been organized.

At Lenoir, N. C., the Ethel Chair has been incorporated with \$100,000 capital stock.

At Chattanooga, Tenn., the Chattanooga Handle Company is reported to be organizing.

Receivers have been appointed for the Piedmont Hardwood Company of Statesville, N. C.

At Watkins, N. Y., the Fixture & Lumber Company has become a voluntary bankrupt.

The American Timber Products has been incorporated at Houston, Tex., with \$10,000 capital.

The Keystone Table Company has been incorporated at York, Pa., with \$10,000 capital stock.

A receiver has been appointed for the West Palm Beach Novelty Works, West Palm Beach, Fla.

The Rockwell Manufacturing Company of Camden, Ark., has increased its capital stock to \$100,000.

The Green Bay Show Case Works, Green Bay, Wis., has filed an involuntary petition in bankruptcy.

The National Refrigerator & Fixture Company has been incorporated at Texarkana, Ark., with \$10,000 capital.

At West Point, Va., the York Furniture Company has been incorporated with \$50,000 capital to manufacture furniture.

At St. Louis, Mo., the Giesse-Henselmeier Lumber Company has changed its name to the H. W. Giesse Hardwood Company.

The Lloyd Manufacturing Company, Menominee, Mich., will issue \$100,000 in preferred stock and erect a new furniture plant.

← CHICAGO →

HARDWOOD RECORD has received a copy of the report on actual sales of hardwood lumber issued by the Hardwood Manufacturers' Association of the United States, dated August 14. The report shows a constantly growing listing of actual sales.

The official report of the eighteenth annual meeting of the National Hardwood Lumber Association has recently come from the press, as has the official bulletin for August from the same association.

The new Red Book, issued by the Lumbermen's Credit Association, Transportation building, Chicago, has just come out. This is the August edition. The association calls attention to the fact that the book does not show any appreciable increase; there are a few hundred less names in this issue as all dead timber has been eliminated, a good many firms having gone out of business on account of hard times.

E. B. Brown of the Eddy B. Brown Lumber Company, Memphis, Tenn., who operates under his own name at Buffalo, passed through Chicago last week on his way to Memphis where he will remain for about a month.

Bruce Odell and L. C. Harmon of the Consolidated Lumber Company, Manistique, Mich., were in Chicago on business the end of last week.

John W. McClure of the Bellgrade Lumber Company, Memphis, Tenn., was in Chicago last week in connection with traffic matters and in conference with other hardwood manufacturers.

W. H. Hatten, president of the Hatten Lumber Company, New London, Wis., spent several days in Chicago on business a week ago.

Max Sondheimer, president of the E. Sondheimer Company of Memphis, passed through Chicago on the way to Canada for a business trip.

S. B. Anderson of the Anderson-Tully Company, Memphis, was another distinguished southern visitor in Chicago last week.

The Hardwood Mill Company has been incorporated at Chicago with \$2,400 capital stock by Lawrence J. Krouaetter, A. F. Napieralski and M. L. Lockeye.

← BUFFALO →

The building permits for August will run heavy this year, owing to a large amount of railroad terminal construction work. The Lehigh Valley Railroad Company has a permit for a new station which will cost \$385,000. Besides this a number of other large structures are being erected, so that the demand for lumber is on a pretty satisfactory scale.

The New York state forests have been rather fortunate in respect to fire losses during the past year. John J. Farrell, assistant secretary of the Conservation Commission, reports a decrease in fire rebates from the towns where forest fires have occurred, amounting to \$17,834.21. The entire initial expense of fighting fires is paid by the commission, and one-half of this is then rebated by the towns, so that smaller rebates mean less expense on the part of both state and towns and less fire damage in the woods. Fire fines have increased more than \$2,000, due to the persistence with which the rangers run down the origin of forest fires.

The Hugh McLean Lumber Company is running its sawmills at Memphis and Chattanooga, but it has not started up at Birmingham yet this season. There is special activity at the Bathurst mill in New Brunswick on account of work on the new \$1,000,000 pulp and paper mill.

The Buffalo Hardwood Lumber Company is collecting logs at its mill in southern Alabama, but has not begun sawing yet. T. H. Wall has lately been in New York on business.

Blakeslee, Perrin & Darling report having had a good trade in maple during the past few weeks and believe this wood likely to show further improvement. W. L. Blakeslee has returned from a vacation trip.

G. Elias & Bro. are preparing to build docks on the new frontage they have lately acquired on the Buffalo river, so that by next year they can bring cargoes direct to the yard without transfer.

The Yeager Lumber Company looks for better business soon. It is opposed to selling lumber in much quantity at the recent low prices. The theory is that the trade has waited two years for prices and ought to realize them inside of the next year at least.

W. L. Sykes, president of the Emporium Lumber Company, was down from Utica last week. He said that his company was one of the few in the Adirondack district that is actively turning out lumber at present. The new mill building on Cranberry Lake is to be a large one and will be ready for business soon. The company is still actively engaged in manufacturing lumber at Galeton, Pa.

Taylor & Crate have brought down a number of lake hardwood cargoes this season, a good deal of the lumber being basswood and birch. There is a fairly good call for hardwoods at present.

T. Sullivan & Co. report recent brown ash sales better than expected. Arrangements are being made to charter a vessel to bring down 500,000 feet of hemlock, which will give the yard a good assortment. Prices in this wood are a little stronger.

← PHILADELPHIA →

William Whitmer & Sons, for many years with offices in the Franklin bank building, have removed to a fine suite of rooms in the new Finance Company building, S. Penn square.

The local branch of the Smith Lumber Company of Boston, finds business increasing and to accommodate the force has added an additional room to its offices in the Real Estate Trust building.

Howard Keely, president of S. S. Keely & Sons, died at his home in Roxborough on August 5. He was sixty-four years old and had been engaged in the lumber business since his youth.

John J. Rumberger of the sales force of the Babcock Lumber Company, was returned from a business trip to Chicago. Mr. Rumberger was away three weeks, but can now be found daily at headquarters in the Land Title building.

J. M. Richardson and Joseph Hyde have returned from a trip South in the interests of Gebesl & Richardson.

The Nelson & Hall Company, manufacturer of veneer cases and boxes, is building a plant in Camden, N. J., and will start manufacturing within three months.

J. W. Moore, formerly of Hazard & Moore, has purchased a new yard at Twenty-sixth and Susquehanna avenue.

The Codling Lumber Company, Inc., a wholesale concern, has started in business at 251 South Fourth street. Frank B. Codling, former sales manager for the Este Company, and at one time head of the Codling McEwen Lumber Company, is president of the new company.

Owen M. Bruner, Land Title building, has entirely recovered from a recent siege of stomach trouble, and is on the job every day.

R. A. Shepherd has rejoined the sales force of C. M. Betts & Co., Inc., Bailey building.

◀ PITTSBURGH ▶

Frank E. Carter of Lopez, Pa., has bought the interests of his partners, John H. Black and J. C. Hughes, in the Stonybrook Lumber Company of that place and will continue the business under the old firm name. The company has a very good hardwood trade in that section.

All through the Pittsburgh district, including the Mahoning and Shenango valleys, there is great activity in the steel business. Mills are working day and night and are putting in much larger and more frequent orders for repair and construction material.

The Frampton-Foster Lumber Company, which is a reorganization of the Foster Lumber Company, is making excellent shipments on railroad stocks, particularly timbers. The company's hardwood mills are all busy and its outlook for continued good shipments is reported excellent.

H. F. Dombhoff, president of the Acorn Lumber Company, is on a southern trip for two weeks. His company has been doing a very good business among manufacturing plants of the East.

The Allegheny Plate Glass Company at Glassboro, Pa., which is usually a large buyer of hardwood lumber, is reorganizing. If the present plan goes through the company will spend \$135,000 for improvements to its plant.

The Monongahela Lumber Company finds prices stiffening on yellow pine and hardwoods and believes that when fall trade starts in there will be much more activity among buyers of this lumber. Just now all business is pretty quiet.

J. C. Linchan is representing the E. H. Shreiner Lumber Company in eastern territory and is making good sales of hardwood along his way. The Shreiner company has been hitting up the Canadian business to quite an extent this summer.

The Aberdeen Lumber Company reports general business in hardwoods pretty slow the past few weeks so far as new demand is concerned. However, its shipments of gum and cottonwood on contract have been enough to keep the company fairly busy.

The Duquesne Lumber Company believes that business conditions are so much improved as to warrant the belief that in the near future the lumber business will be considerably better also. President A. Rex Flinn of this company is taking a month's vacation at the military camp at Plattsburg, N. Y., where he is learning about war.

◀ BOSTON ▶

Among the lumbering industries recently organized are noted: Cameron Car Company at Orange, Conn.; capital, \$200,000; United States Manufacturing Company, Pawtucket, R. I.; capital, \$1,000,000 (for manufacture of military supplies); Eastern Timberland Company at Ellsworth, Me.; capital, \$150,000 (for manufacturing, construction and timber business); Rendle-Stoddard Company, Boston, Mass.; capital, \$50,000 (bridge and wharf construction and building).

Geo. L. Dow of Lynn, Mass., has filed a petition in bankruptcy, scheduling liabilities of \$13,810.

Walter G. Jenness of Melrose, Mass., died suddenly at Stowe, Vt., on August 13. He was widely known in the lumber trade here, having been engaged in this business in Boston and vicinity for a number of years.

◀ BALTIMORE ▶

Much interest is manifested among lumbermen here in the discussion over the advisability of adopting a classification of lumber and forest products, with varying freight rates according to grade. The matter, as is generally known, came up in the way of a suggestion during the investigation of the general subject of lumber rates by the Interstate Commerce Commission recently, when the railroads maintained that lumber rates were so low as to be unprofitable to the transportation lines, and argued for an advance. This brought out the tentative proposition that lumber be divided into various classifications, the high and expensive grades carrying a higher freight than the lower ones, which were

already paying as much as they could or even more, the rate frequently amounting to 25 per cent of the value. To put up the rates on these low-grade stocks would be a great hardship, while the addition on the costly stocks would be comparatively inconsiderable. The subject has been before the managing committee of the Baltimore Lumber Exchange, but no action has been taken, the committee deeming it expedient to wait for the national organizations to assume the lead.

John Cimplin has leased the old Hayer mill at Hagerstown, Md., and will equip the property for the manufacture of building supplies chemically treated. The machinery has already been ordered.

James Baer of Richard P. Baer & Co., who spent a week or more in Canada, reports that he found the hardwood business decidedly quiet there. Buyers were placing orders with great caution, and the requirements were limited. Factories making munitions of war were busy, but the industries otherwise lagged, and there was general complaint of poor trade.

H. L. Bowman, general sales manager for the R. E. Wood Lumber Company, who has been on the sick list for months and has spent most of his time at his former home in Lynchburg, is back in Baltimore and making such satisfactory progress that there is every expectation of his getting back to his desk in a short time.

H. T. Snyder of Mann & Parker has gone on a trip to North Carolina to take up some stocks there.

Charles A. Miller of the Hutchinson Lumber Company, Huntington, W. Va., called on some of the hardwood men here last week in the course of a business trip. He reported conditions rather quiet.

◀ COLUMBUS ▶

Reuben Kimball, president of the Starr Avenue Lumber Company of Toledo, recently died at Saginaw, Mich., where he and his family were visiting with relatives. He had been failing in health but his death was unexpected. He came to Toledo in 1893 and was connected with the East Side Lumber Company which was later reorganized into the Starr Avenue Lumber Company. He was a veteran of the Civil war.

The Peter Kuntz Lumber Company of Dayton has been incorporated with a capital of \$50,000 to handle all kinds of lumber, by Peter Kuntz, Peter Kuntz Jr., Martin Kuntz, N. J. Kuntz and Anna Kuntz.

The State Barrel Company of Cleveland has been incorporated with a capital of \$5,000 to manufacture barrels, by Joseph Morganstein, J. Horwitz, Myer Horwitz, I. Horwitz and Levl Landsman.

E. B. Stoyer, formerly connected with a Memphis lumber concern, has become associated with Bennett & Witte of Cincinnati. He will cover the Middle West.

At Bradner, O., the planing mill of D. J. Platt & Co., was totally destroyed by fire, entailing a loss of \$7,000.

E. B. Pryor of the W. M. Ritter Lumber Company says trade in hardwoods is holding up remarkably well at this time, considering business conditions. He says prices are fairly well maintained and cutting is not as general as formerly. Buying on the part of factories is increasing since the first of the month. This is especially true of concerns making vehicles, implements and furniture. On the whole the tone of the market is fair and future prospects are brighter.

Concerns manufacturing horse-drawn vehicles have closed down recently for the semi-annual inventories and are preparing to open their plants soon after September 1. While the past season has not been an active one in the vehicle trade, prospects for the future are much brighter.

Manufacturers of doors, sash and millwork have been having a fair demand for their product. Building operations are still active and as a consequence there is a fair demand for such class of lumber.

◀ CINCINNATI ▶

The monthly sales report recently issued by Secretary Weller of the Hardwood Manufacturers' Association of the United States, amply bears out the talk along the street regarding the big boom now being enjoyed in the eastern market and in which the local hardwood men place much confidence in a sympathetic movement being felt here. Many sales running from 20,000 up to 40,000 and 50,000 feet are recorded in the report, all bearing upon eastern mills and dealers, while in reports from the western fields the figures take a most decidedly discouraging drop compared with the business transactions in Buffalo, Baltimore, Philadelphia and New York. Oddly enough in these centers popular is moving at a very brisk rate, while just at this time poplar in the Cincinnati district is reported in some places as being almost a drug on the market. Other lumber shown in the report to be enjoying good trade is walnut, which also is commanding a slightly better price, and gum and oak.

Mr. Weller, secretary of the association, has just returned from a short trip South, where he reports conditions no worse than a month or so back, but not gaining strength in any decidedly encouraging degree.

J. A. Bolser, president of the Globe Lumber Company, finds business improving quite steadily and states that business in the hardwood line may enjoy still more activity in the late summer and early autumn.

Mr. Bonner of the Atlas Lumber and Manufacturing Company, with offices in the Union Trust skyscraper on Fourth street, who has been quite ill for the past few weeks, is now back at his desk, resuming active work. Mr. West of the same concern at present is on a business trip in the East, intending to put in some little time at Philadelphia and New York.

All branches of the lumber business in Cincinnati are exhibiting much

interest in the contemplated opening up of a large subdivision adjoining Hyde Park, one of the finest residential suburbs in this vicinity. A large tract, comprising several hundred acres, has been purchased by a company and grading and building operations will soon be begun. It is said that the purchasing company intends to do most of the building itself instead of selling the lots to individuals. This, of course, will greatly enhance the building operations now in progress inasmuch as it will mean the work will start simultaneously on a large number of buildings. The project undoubtedly will be one of the largest from a building standpoint attempted here for some time and the lumbermen will derive much benefit when actual work is started, and it is said that no time will be lost in getting operations under way.

Reasonably fair business is reported by the Anchor Lumber Company, but this firm is authority for the statement that poplar and oak now are becoming quite slow, this being quite the opposite from the situation in the East. Ash is in better demand and chestnut seems to be improving slowly.

The next meeting of the Lumbermen's Club, and the first under the new administration, will be held the first Monday in September. This will be the first convening of the club members for some weeks, inasmuch as quite a while ago the idea of a weekly meeting at luncheon was given up for the summer. These meetings every week may be resumed in the fall and winter, but nothing definite has as yet been decided.

The Stratmeyer Lumber Company, now occupying offices in the Lincoln Inn Court on Main street, is branching out and has acquired a large yard in the west end at Dalton and Ochler streets. The concern will move its offices to the new location about September 1. It is the intention of the company to carry a large stock on hand in the yards, which are of considerable proportions.

◀ TOLEDO ▶

The Booth Column Company reports a nice line of orders from eastern markets. The concern is working steadily at fair capacity.

Supplementing the \$2,500,000 order placed in July by the Baltimore & Ohio for equipment, additional orders amounting to a million dollars were placed a few days ago. The orders included 1,000 cars for immediate delivery.

A curiosity is being exhibited at Fremont, O. Excavations were being made for a telephone pole recently when the remains of an old log house, remnant of the frontier days, was unearthed and found to be in good condition.

The Skinner Bending Company reports orders fair for this season of the year and prices holding fairly well.

◀ INDIANAPOLIS ▶

The Fuller Lumber Company, Lebanon, recently shipped several cars of black walnut to the Long-Knight Lumber Company of this city.

Lawrence Daugherty, representing the British government, is buying walnut for gunstocks in northern Indiana, shipping the timber to mills at Logansport, East St. Louis and Nashville, Tenn.

The William F. Johnson Lumber Company has the contract for the mahogany, red birch and oak interior finish for a \$200,000 dwelling being erected here for Stoughton A. Fletcher, a banker.

O. A. Miller, E. G. Kemper and C. H. Shumaker, all of Richmond, have organized the Boston Lumber Company at Boston, Ind., with \$15,000 capital to conduct a general lumber business.

◀ EVANSVILLE ▶

Mertice E. Taylor of Maley & Wertz, and secretary of the Evansville Lumbermen's Club, left a few days ago in his automobile for a trip to Chicago and Milwaukee. He expected to be gone about two weeks.

At a recent meeting of the Tell City Planing Mills at Tell City, Ind., the following officers were elected after the company had been duly incorporated: President, John K. Kreisle; vice-president, M. J. Kreisle; secretary and treasurer, Ivan F. Kreisle. Fred Kreisle, who for many years was interested in the company, has retired to engage in other business.

The veneer plants in Evansville and surrounding country have been operated on good time during the past few weeks. Trade with the Evansville Veneer Company is especially good.

Charles VonBehren, secretary and treasurer of the VonBehren Manufacturing Company, maker of spokes and hubs, has returned from a several weeks' trip to San Francisco and coast towns.

Local manufacturers report that they continue to get all the logs they need and they have been buying lately in more liberal quantities than they did a few months ago. Some of the mills have quite a supply of logs on hand.

The Evansville Hotel Building Company has been organized here and will file articles of incorporation with the secretary of state at Indianapolis in a few days. The company will build a new hotel at the corner of First and Locust streets here that will cost in the neighborhood of \$500,000. The new house will be named the Hotel McCurdy in honor of William H. McCurdy, president of the Hercules Buggy Company, and a heavy stockholder in the hotel building company. Mr. McCurdy is a director in the new company, as are B. F. VonBehren of the VonBehren Manufacturing Company, and A. F. Karges of the Karges Furniture Company. Most of the stock for the new hotel has been subscribed and paid

We are back on the job with a fine new mill

If you know lumber you know the Stacks' reputation as experienced lumbermen.

With many years of practical experience behind us we planned our new mill carefully and deliberately. Now, having piled up a fine lot of northern hardwoods, we want to demonstrate what the right timber, experienced personnel and a perfect plant can do.

Ideal Hardwood Sawmill



Try some brand new lumber from a brand new plant run by Modern Old Timers

The Stack Lumber Company
Masonville, Michigan

"ANDREWS" Lumber Driers And Dry Kiln Equipment

THE ONLY

Perfectly Controlled

Moist Air Lumber Driers

WE GUARANTEE

UNIFORM and FAST DRYING combined with

EFFICIENCY, ECONOMY and SIMPLICITY of OPERATION

The Performance of "Andrews" Driers

CANNOT BE

INFLUENCED by WEATHER CHANGES

OUR DRIERS PRODUCE

BETTER QUALITY LUMBER with less SHRINKAGE

The A. H. Andrews Co.
117 S. Wabash Ave., Chicago

Having stood the rigid test of time and been pronounced ideal.

Perkins Vegetable Glue

now gains still further distinction by being pronounced by United States District Court "meritorious and valuable, and a distinct advance in the art."

The Perkins patents were sweepingly sustained in a broad decision by the court — **The Perkins Glue Company** now being the only company that can legally manufacture this type of glue as well as the only company that has made it a perfect product.

Competition Stimulates Quality

A buyer's market invariably results in quality competition in manufactured goods — for obvious reasons. Quality competition without added quality to back it is disastrous — requiring more rigid guarantee of goods it means that the man not able to improve his product here and there to approach perfection is merely betting with himself on whether he will or will not have to make good on stock which, to get the order, he guaranteed.

Perkins Vegetable Veneer Glue

In All Panel Work

allows you to make any reasonable guarantee with impunity. It does away entirely with blistered work, and can be shipped to any climate without fear — thus vastly increasing the sales field.

Perkins Vegetable Glue

is guaranteed to be uniform, requires no hot, obnoxious glue room, will not sour, costs 20 per cent less than hide glue.

Use Perkins Glue and make your guarantee safe for you

PERKINS GLUE COMPANY
SOUTH BEND, IND.

J. M. S. Building

Originators and Patentees

for. Work on wrecking the old St. George hotel will start in a short time.

The new \$300,000 bank building being built at the corner of Main and Fourth streets here is expected to be ready for occupancy about December 1. F. J. Reltz, president of John A. Reltz & Sons, is the president of the Citizens' National bank and is one of the leaders of the local financial world.

It is expected that in a short time the New Cabinet Company of this city, which recently filed a petition in bankruptcy with liabilities of over \$62,000, will resume business with the same officers and directors. The trustee in bankruptcy, Guild C. Foster of the Pioneer Pole and Shaft Company, has recently had several meetings with the creditors and it is believed a compromise soon will be effected with the creditors. There are good business prospects now and the officers are anxious to reopen the plant. The company makes kitchen cabinets.

The Evansville Planing Mill Company, which recently purchased a six-acre tract of land in the Stringtown road, north of the city, has run two switches to the site and will soon build a large warehouse on the ground. Later other buildings will be constructed. It is the intention of the company to eventually move all its equipment from the present location at the corner of Delaware street and Heldbach avenue to the new location. C. W. Johann is the president of the Evansville Planing Mill Company.

The plant of Joseph Weigant & Sons at Carmi, Ill., is now running with an extra force, the company being busy turning out hardwood floors for skating rinks. The company has built up a fine business in this line, and reports that it was necessary to add several extra men in order to keep up with orders.

T. B. Wright, former mayor and well-known lumber dealer at Mt. Carmel, Ill., was a visitor in Evansville a few days ago. He reported trade conditions in his section holding their own, with prospects of trade getting better this fall.

E. S. O'Hara, who recently became manager of the Evansville Sash and Door Company, reports trade is fairly good at this time. He says out-of-town trade is expected to pick up after the first of September.

Mertice E. Taylor, secretary of the Evansville Lumbermen's Club, will issue a call in a few days for a meeting to be held on the second Tuesday night in September at the New Vendome hotel. He is looking for a good attendance as there are several important business matters to come up, among them being the classification of lumber.

Mayor Benjamin Bosse, president of the Globe-Bosse-World Furniture Company, has returned from a business trip to Indianapolis and Chicago. Mayor Bosse is president of the Dixie Bee Line Association that proposes

to build an improved highway from Danville, Ill., to Nashville, Tenn., and has announced that the public highways between here and Nashville will be officially inspected during the week beginning September 13.

The many friends of Charles M. Frisse, secretary of the Globe-Bosse-World Furniture Company here are booming him for the democratic nomination for state representative from this (Vanderburg) county. Mr. Frisse served one term in the legislature four years ago and made a good record.

MEMPHIS

C. Q. Leigh, head of the Leigh Banana Case Company, with headquarters at Chicago, and owner of a big mill at Des Arc, Ark., spent some time in Memphis during the past week. While South he visited the mill at Des Arc in order to inspect it. He stated while here that all of the mills in which he was interested were running and that the demand for their output was quite satisfactory. He also described conditions along the White river in Arkansas as very favorable, saying the crops were good and that the people were more contented than usual. He expressed the belief that those engaged in the manufacturing lines need have no uneasiness regarding the future as long as the agricultural elements throughout the country were in such prosperous condition.

The Bienville Lumber Company, which removed from Louisiana several months ago to Forest, Miss., has about completed the installation of its machinery at the latter point and will soon be in readiness for operation.

Some remarkable experiences are being had by lumbermen throughout this territory with walnut logs. Reports from west Tennessee indicate that as high as \$70 has been paid for a single walnut log and a cut of a tree ten feet long brought approximately \$60. The demand is so aggressive for this particular lumber that every effort is being made to secure what is available. Even fence posts are being taken up and used for the manufacture of gunstocks and fence rails are also being pressed into service where made of walnut. From practically every portion of the Memphis territory advices are received suggesting that walnut is in unusually active demand and that in some instances shade trees are being cut and sold. This material is being gathered for shipment to Europe where it is to be used in the manufacture of gunstocks by the allies. The Penrod Walnut Corporation, with headquarters at Kansas City, is one of the more active buyers as it makes a specialty of this particular material. Local operations for this firm are conducted through Penrod, Jurden & McCowen.

The Coulson Lumber Company, which has been operating a plant at Swifton, Miss., for some time, has suspended indefinitely so far as manu-



We scrapped a plant only seven years old to build this one which increased our efficiency 30% and capacity 50%

Importers and Manufacturers
Mahogany and Cabinet Woods—Sawed and Sliced

Quartered INDIANA White Oak, Red Oak,
 Figured Red Gum, American Walnut, Etc.

Rotary Cut Stock in Poplar and Gum for Cross
 Banding, Back Panels, Drawer Bottoms and Panels

The Evansville Veneer Company

EVANSVILLE, INDIANA

manufacturing operations are concerned. W. M. Coulson, head of the company, has removed to Memphis and, until conditions are such as to justify manufacturing operations again, he will engage in the wholesale handling of southern hardwoods and will at the same time dispose of the stock of lumber which his firm now has on hand at Swifton. Mr. Coulson says that it is possible to about break even in manufacturing operations but that there is no real profit and that, for this reason he did not believe it wise to continue to convert timber into lumber under present conditions. Mr. Coulson was for a number of years in charge of the sales department of Lee & Wilson Co., with headquarters at Memphis. His present offices are in the Tennessee Trust building.

T. M. Cathey, president of the Bellgrade Lumber Company, is on a trip to points of interest in the West. Before returning to Memphis he will visit San Francisco and San Diego and will take in a number of places in the Pacific Northwest. This same territory was recently covered by John W. McClure, secretary of the same company.

S. M. Nickey of the Green River Lumber Company, is also on a western trip and will not return to Memphis for some time. He is accompanied by his family.

There is unusual activity among box manufacturers in Memphis. They have recently booked quite extensive orders connected with the heavy export business which is now being done with the allied governments of Europe. One firm has received an order for 150 cars of poultry cases and also an order for an enormous quantity of packages to be used in the handling of oil shipments. There is also a good demand for packages for the handling of shipments of lard and other provisions which are in excellent export call. A single firm at Memphis has already booked enough business to keep its plant in full operations for the next six months. There is, in addition to this demand for specialties, a good run of orders from regular sources, with the result that the box manufacturers are finding an unusually active season. The time is close at hand when the packers will be in the market for egg cases and when there will also be a good demand from other standard sources. There is only one fly in the ointment of the box manufacturers and that is the comparatively low price at which stock must be sold. It is pointed out that it has been necessary to meet rather keen competition in securing business which is now being done and that the margin of profit is comparatively small. There is also an excellent demand for single ply veneers. One firm here has sold its output for about six months and others say that they are having no difficulty in disposing of their products. The same complaint, however, is made in connection with veneers that has already been noted in regard to box shooks.

A somewhat new departure has been encountered in the fact that about

two million feet of willow will be used in the manufacture of one of the orders to which reference has already been made. This lumber has been designated as the material for certain kinds of packages on account of its lightness as well as its cheapness. Some willow has been used in the manufacture of certain kinds of cases for some time, but there has never been an order booked here previously calling for any such quantity as two million feet. However, the firm which has accepted this order has plenty of willow timber of its own which can be readily converted into lumber fast enough to meet the requirements of this big order. As a general rule for the past few years nearly all of the box shooks manufactured here have been made of either cottonwood or gum or a combination of both. The placing of such a big order for willow is regarded as directly in line with the policy of buyers in every direction, namely, of taking the material which can be bought at the lowest price possible.

— < NASHVILLE > —

The Nashville Lumbermen's Club is making a hard fight against the Louisville & Nashville to secure transit privileges in the handling of lumber in this city. In a brief filed with the Interstate Commerce Commission it is charged that the ownership, by the Louisville & Nashville, of a majority of the stock of the Nashville, Chattanooga & St. Louis Railway is responsible for the refusal to grant Nashville the reshipping privilege accorded to other cities, and which is unjust and discrimination against this market. It is insisted that Nashville is a logical center for hardwood lumber traffic, and that transit privileges granted to other points are a commercial necessity. The Nashville lumbermen declare that they are not asking any more than an equality of rates with competing points, and that the only way that this can be effected is by establishing at Nashville a transit on hardwood lumber on the basis of the through rate applied via Nashville from the point of origin to the point of destination, plus \$5 per car, but in no case to exceed the combination of rates on the Ohio river crossings.

Moore & Nicks is the name of a newly organized firm at Dickson, Tenn., which is having erected a mill to manufacture tight and slack barrel staves and lumber. W. A. Moore of Dickson and R. K. Nicks, formerly of Charlotte, compose the new firm.

The secretary of state has granted a charter to the L. D. Murrell Lumber Company, Memphis, Tenn., with authorized capital stock of \$10,000. L. D. Murrell, John A. Schutz, D. C. Bales, C. V. Runyon and G. Gwinner are incorporators.

The Rock City Spoke & Handle Company, Nashville, has filed a com-

...against the Louisville & Nashville and other lines, all of which are in favor of a route on a route to Chicago, O. to be river route and to operate late in the season. It is believed that Nashville is charged with the route more per 100 pounds to other points in middle Tennessee and the route to be through...

...at Southville Tenn. R. H. Mooten lost about 30,000 dressed pine poles and Homer Scott lost about 5,000 cedar posts, causing a loss of several thousand dollars.

— < BRISTOL > —

The band mill of the Peter McCain Lumber Company which was recently leased to H. A. McCowan & Co. of Salem, Ind., as stated last week, is now running full time. The mill is cutting walnut dimension stock and walnut logs exclusively. The losses of the mill have a large connection with the English government for walnut for gunstocks.

The R. O. Duff Lumber Company has begun work on a new band mill at Kingsport, Tenn., and also on a small railroad to connect with the Carolina, Clinchfield & Ohio. The company has purchased a large area of hardwood timber near Kingsport. It will soon finish cutting its timber near Duffield, Va.

The Bristol Hardwood Company is operating in Scott county, Va.

George F. Davis, head of the company, is spending some time at the mills looking after shipping out stock.

The Kingsport Lumber Company has added seventy-five men to its force at Kingsport and will increase the output of its new mill at this point.

Frank Murphy, superintendent of the Lovelady Lumber Company's plant at Jasper, Va., was here this week. The company's two mills at Jasper are both running and shipments are somewhat heavier than they have been for some time.

J. W. Heudger, a prominent lumberman of Chillhowie, Va., was a visitor in Bristol this week and reports a better outlook for the lumber trade. He has considerable stock on yards ready for shipment as soon as market conditions show improvement.

The Atkins Lumber Company is operating its new band mill at Atkins, Va., and has begun shipping out stock. The company has completed an eighteen-mile line of logging road.

— < LOUISVILLE > —

The Parkland Sawmill Company was recently elected a member of the Louisville Hardwood Club. Charles Talbot is running the mill and Roscoe Willett is in charge of the sales end.

The Edward L. Davis Lumber Company's sawmill is about ready to start up again. Mr. Davis has logged the mill for a good run, and will have some especially fine quartered oak, walnut, and ash to offer his trade.

The Churchill Milton Lumber Company suffered some loss by fire at its New Albany, Ind., yard recently, a few stacks of lumber and some wood working machinery being burned. The loss has been adjusted by the insurance companies, and the equipment will be replaced.

Owing to the fact that a number of sawmills which have been down are starting up again in this territory, more log buyers have been in the field than for some time. This is having the effect of advancing the log market, and in some cases it has been reported that such high prices are being paid for oak that on the basis of present market quotations it will be impossible for the manufacturers to make any money out of the proposition.

A better demand for car oak has been reported lately, and this is something which the sawmill men have been glad to see, as it is the absence of a trade on this class of stock that has made business seem particularly dull. With the railroads and the car builders in the market for bill oak, however, it is believed that the mills will be able to operate on a more profitable basis than for some time.

Fred C. McCracken of the Kentucky Veneer Works has been "going good" on the golf links this summer, and has been making the cracks at the Audubon Country Club twice. Roscoe Willett of the Willett Lumber Company is another golfer who has come to the fore. He is now in the finals for the president's cup at the Louisville Country Club.

D. E. Kilne, head of the Louisville Veneer Mills, has been spending a vacation at French Lick Springs, Ind. Business with the concern has been quiet, but it has shown a considerable improvement during the past few days.

J. B. Burbank, who for the past year has been vice-president and general manager of E. L. Hughes & Co., local millwork jobbers, has resigned, and is now taking a vacation. The company was reorganized when the Paine Lumber Company, which held the controlling interest, went into a receivership, and Mr. Burbank, the Paine representative, gave way to Ernest L. Hughes, the representative of the Hughes estate, which has taken over the business. Mr. Hughes has the title of vice-president.

Emmett Ford, who is manager of the dimension department of the C. C. Mengel & Bro. Company, is managing to keep his mill busy on orders. The sawmill is not running at present. J. C. Wickliffe, secretary of the company, who has been abroad for several months, is expected to return by September 1. He has not only been in England, but has made the dangerous channel trip several times in the interests of the company.

One feature of the situation which makes for a stronger lumber market is that stocks in the hands of producers are undoubtedly smaller than they have been for a long while. The surplus which was developed when the war broke out has been disposed of, for the most part, and many mills which were closed then are still down. Consequently, even conceding that consumption is below normal, there is no reason why lumber values should not expand to the figures which are in line with stumpage and manufacturing costs. With the exception of four-quarter and a few other staple thicknesses, there is a decided scarcity of many hardwood items at present.

The Chess & Wymond Company of Louisiana, a subsidiary of the Chess & Wymond Company of Louisville, is now operating a veneer mill at Holly Ridge, La. Eugene Graham, who is general manager of the Holly Ridge business, is in charge of the operation.

C. E. Davis, manager of the lumber department of the Mengel Box Company, has been away on a selling trip recently. He reports a good demand for the three-ply stock which is now being made in large quantity at the Hickman, Ky., mill.

Lumbermen, as well as those more directly interested, like the stove manufacturers and coopers, were pleased to note that the prohibition advocates received a setback at the recent state primaries, when the candidate who favored state-wide prohibition was overwhelmingly defeated. Aside from the political aspect of the situation, the result was

On the Following Stock We Will Make Special Prices for Prompt Shipment:

CHERRY

- 35,000 ft. 1" No. 1 and 2
- 12,000 ft. 1 1/4" No. 1 and 2
- 32,000 ft. 1 1/2" No. 1 and 2
- 20,000 ft. 2" No. 1 and 2
- 22,000 ft. 1 3/4" No. 1 Common
- 16,000 ft. 1 1/2" No. 1 Common
- 22,000 ft. 1" Gummy
- 6,000 ft. 1 3/4" Gummy
- 41,000 ft. 1 1/4" No. 2 Common
- 6,000 ft. 1 1/2" No. 2 Common

The Atlantic Lumber Co.

70 Kilby Street, Boston, Mass.

Your Guarantee

Can you cut your veneers exactly as you want them?

To be absolutely certain that you can fill your orders for nice, solid and uniform veneers, you must have a Veneer Lathe that you can fully depend upon.

You must have a Veneer Clipper also that will dimension your veneer sheets to exact dimensions—not a quarter or a half inch over or under the size asked for.

Do you redry your veneers before gluing? If not, can you guarantee your product not to check and blister?

You can fully guarantee your product with "Merit" Machines. Your inquiries will receive prompt attention.

Merritt Mfg. Co.

Lockport, N. Y.

regarded as a victory for the business interests, inasmuch as the logical outcome of the state-wide proposition would have meant the destruction of millions of dollars' worth of property, including that devoted to the manufacture of cooperage material.

— < ST. LOUIS > —

The F. G. Hanley Cypress Company was incorporated recently with a capital stock of \$2,500, fully paid. Juliet L. Hanley, widow of Frank G. Hanley, holds twenty-three of the twenty-five shares.

More than half of the lumber yard of the John J. Moran Lumber Company in south St. Louis was swept away and carried down the river during the severe flood of last Friday. An overflow from the River Des Peres entered the yard for the first time in twenty years. It is estimated the value of the lumber swept away at about \$7,000. Mr. Moran expects to find some of it later. The sheds containing the finer grades of lumber withstood the storm.

A conference of the committee of organization of the proposed federation of lumber interests, appointed by E. C. Robinson, consisting of two members each from the retail, hardwood, manufacturers and wholesalers interests, was held recently to discuss the proposed changes in the Lumbermen's Exchange bylaws and charter, so the federation can be organized through that organization. An explanation was made as to how the arbitration committee could be made equal to a circuit court for the hearing of lumber cases. Another meeting was held later and additional matters taken up. It is expected that a meeting to organize will be held early in September.

One of the ten delegates representing the Business Men's League of St. Louis at the meeting of the Kansas City Commercial Club to prepare a protest against a cessation of river improvement work on the Missouri river, as recommended by the United States Engineers, was Charles E. Thomas, president of the Lumbermen's Exchange and also president of the Thomas & Proetz Lumber Company.

— < MILWAUKEE > —

The Lake Shore Lumber Company of Washburn, Wis., has filed articles of incorporation and will engage in the wholesale lumber business. The capital stock is placed at \$250,000 and the incorporators are M. H. Sprague, Hubert O. Wolfe and P. C. Kolinski.

Carl J. Jackson of Superior, Wis., has been granted a patent on a new screen attachment for windows, which will be of interest to sash and door manufacturers. Mr. Jackson is considering the plan of organizing a company to manufacture his invention.

An official of the Chicago, Milwaukee & St. Paul railroad, who was in Milwaukee recently, confirms the report that his road had placed contracts for more than 5,000,000 feet of hemlock and mixed hardwoods to be used in the manufacture of grain doors for the thousands of cars necessary to handle the bumper grain crop in the Northwest. Similar orders will be placed within the near future, he said.

The Interstate Commerce Commission recently suspended from August 15 to December 11 the operation of certain schedules that seek to cancel joint rates applicable to the transportation of lumber and other forest products from stations in Wisconsin on the Chicago & North Western railroad to stations in Iowa, Minnesota and other stations on the Chicago, Milwaukee & St. Paul railroad, thereby establishing the application of combination of local rates on this traffic.

It is reported that a lumber firm of Wausau, Wis., recently received an inquiry for 1,000,000 railroad ties for the Russian government, but as the specifications were for ties, six by eight inches and ten feet long, a length of the tie used in this country only for certain parts of switch track work, very few are on the market and the Wausau concern was forced to turn down the order. The ties would have been manufactured on a special order.

Mrs. Abbey Donaldson, mother of C. H. Donaldson of the Mason-Donaldson Lumber Company of Rhinclander, Wis., died recently of heart failure at the age of seventy-three years.

After thirty-two years of activity in the lumber business, M. H. Hand, well-known lumberman of Plymouth, Wis., has retired. The M. H. Hand Lumber Company has been sold to H. M. Thompson of Milwaukee and Clarence K. Arp and W. B. Lyon of Elkhorn, Wis., who are now conducting the business under the name of the Plymouth Lumber & Fuel Company.

Cresote wood blocks have been used more extensively this season in paving work carried on in Milwaukee. The Dean Construction Company was awarded the contract recently for paving a section of Center street, part with wood blocks and part with sandstone, at the contract price of \$26,814.89.

With the passage of 3,000,000 board feet of lumber in a gigantic raft that passed down the Mississippi river through La Crosse recently it is believed went the last reminder that the upper river is to see of the old lumber days. The raft was the second and last section of a great island of timber which has been building at Stillwater, Minn., for three years. The Ottumwa Belle, a famous old rafter, in charge of Charles Brown, aged sixty-four years, for years a well-known figure on the upper river, towed the raft. It was on its way to Fort Madison, Ia.

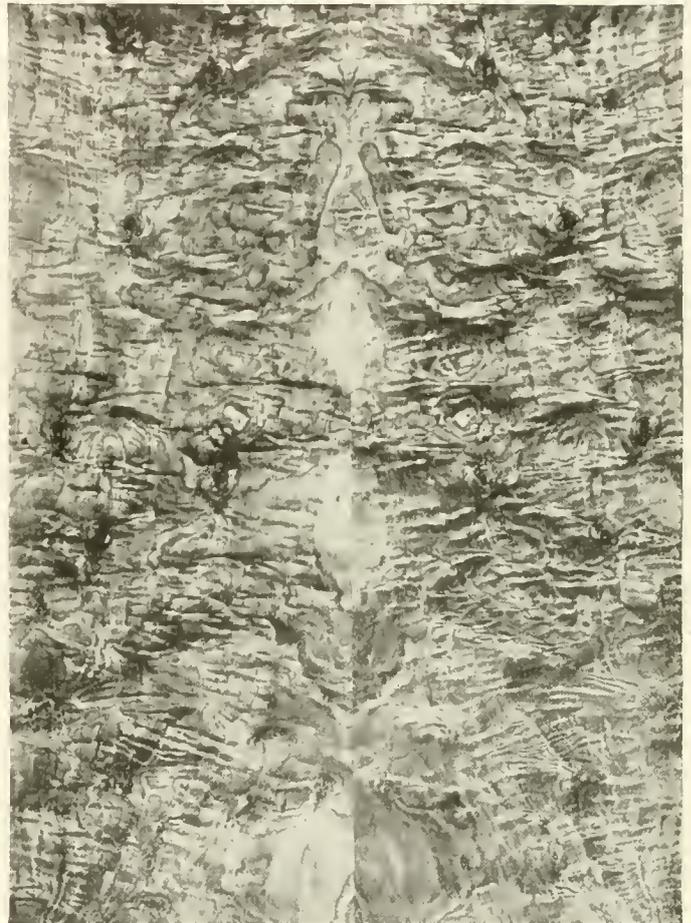
The Wisconsin Railroad Commission has issued an order reducing the transit rates for carload lots of lumber from Neopit to Wausau, Wis., from 7½ cents to 5 cents per 100 pounds. The commission held that joint

rates from similar distances on other lines were less than the rate from Neopit to Wausau on transit shipments and also intimated that the loss sustained under the new rate should be taken from the earnings of the Chicago & North Western railroad, as that company profits solely from the reshipment of the finished product out of Wausau. The Wisconsin & Northern railroad is the original carrier on this route.

The Hardwood Market

— < CHICAGO > —

A slight improved demand and speculation as to whether or not it will continue occupies the attention of the Chicago trade at present. This improved demand comes from various sources including factory trade, furniture, interior finish, etc., railroads, yards, in fact from most of the



Made in St. Louis

Photograph of American Walnut Rotary Cut Panel produced in our Veneer Plant. We also manufacture built-up stock of every description used in furniture and fixtures in any thickness, consisting of nicely figured Quartered Gum and Oak, Mahogany, Plain Oak, Yellow Pine, Red Gum, Birch, Ash, Elm, Sycamore, Soft Maple, Plain Gum and Cottonwood.

For particulars, please write

St. Louis Basket & Box Company

143 Arsenal Street

ST. LOUIS, MO.

READ

The following descriptions need no further arguments:

We Can Ship at Once

WHITE ASH: 22,000 ft. 10' 4" 1s & 2s; average width 10"; 50% 14' & 16' lengths.

PLAIN WHITE OAK: 30,000 ft. 4' 4" 1s & 2s; average width 9 1/2"; 55% 14' & 16' lengths.

COTTONWOOD BOXBOARDS: 23,000 ft. 4' 4" x 13"—17"; 60% 14' & 16' lengths.

Band Sawn Ash, White Oak, Red Oak, Red Gum, Sap Gum, Cypress, Cottonwood, Soft Elm.

Liberty Hardwood Lumber Company
MANUFACTURERS
BIG CREEK, TEXAS
DAILY CAPACITY, 40,000 FEET

consisting factors it having been apparent during the last couple of months that the extreme dullness which ordinarily characterizes the summer months would not be so marked this year as in former years. Chicago lumbermen have in many cases been rather hesitant about taking their usual vacation, being reluctant to leave when there is any chance of adding to their volume of sale. The vacation spirit has claimed a great many local lumbermen, however, in the last month, but in the course of a couple of weeks the vacation season will have been over and the trade prepared to embrace every opportunity for putting on orders.

This improvement does not necessarily mean orders are being placed for future use as they are not, but there seems to be greater freedom in buying. For the first time in quite a while there is evidenced a tendency to maintain at least semblance of definite market values on various grades and kinds of lumber, although the effect has not been as yet to appreciably increase the going prices. However, there is a genuine belief locally of fairly prosperous conditions covering the country as a whole, which will result in a considerable movement of manufactured goods now in warehouses, and in cleaning up those surpluses it is felt that Chicago factories, which have their share of unsold goods on hand, will be in the market for orders of more generous proportions. Fairly good business is looked for in the latter part of September and October.

< BUFFALO >

The hardwood situation is not materially changed, except that there is a call for cherry and walnut that cannot be satisfied, most of it from the European nations at war. As a rule, people are paying very little attention to this new demand because these woods are so scarce. Others are making considerable effort to find them. Buffalo has been scoured from end to end for "war sizes" of these woods and is not supposed to have any now. The demand for walnut is expected to last, as it is becoming a fashionable wood again at the expense of mahogany, which is not selling freely.

Quartered oak is still the standard wood and holds its own in price well. There is now report of a better feeling in plain oak, although the common grades and lower have been offered rather freely. Birch is also hard to get, because it takes the place of cherry so readily. There is a good sale for ash and maple, but gum and poplar are moving slowly, with not much prospect of rallying for the present. Elm and basswood are doing something, but cannot be called active.

< PHILADELPHIA >

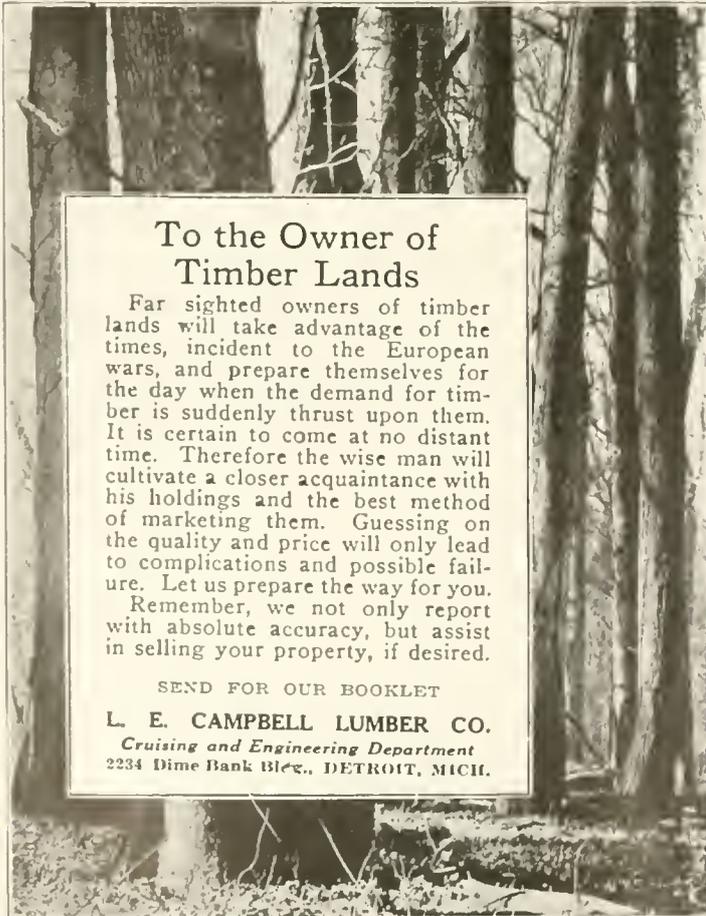
Hardwood lumber trade is better than for some time and during the past fortnight demand and prices have improved. Plain oak, basswood and ash have been the best sellers, with quartered oak and chestnut giving close chase. Maple, beech, and birch are being snapped up at prices offered, and hardwood flooring is moving along nicely. Gum is increasing in sales a trifle and white pine is good in all grades. The fancy woods are also going along steadily, and in fact the entire line of hardwoods is in satisfactory shape. Wholesalers and manufacturers report retail yards buying more than at any time in recent months. Taken as a whole the situation looks very encouraging for a lively fall trade.

< PITTSBURGH >

Hardwood firms are taking a needed vacation and the town is pretty empty, so far as lumbermen are concerned. They will begin to return next week. Everybody looks for quite a decided improvement in hardwood business after September 1. Stocks are low. Manufacturers are busy. Prices are very firm at prevailing quotations and only a little spurt in buying would make business good. Many mills are starting up that were down during the harvest season. The outlook for hardwoods is much better than for hemlock and white pine so far as trade is concerned.

< BOSTON >

The hardwood business in this market is generally quiet, although the seasonal dullness is relatively less than in previous years, there being a better demand and outlook than in the same period of 1914. The conduct of business for a year of the war conditions has lessened the depressing influence of the many disquieting reports and established a general confidence in the ultimate stability of mercantile affairs with the certainty that an upward turn is rapidly approaching if not already here. With both yard and manufacturers' stocks heavily reduced, much buying for immediate consumption is assured. Such an instance as the building by one corporation in Bridgeport of two new factories and sixty two-suite houses is only an example of similar conditions in a number of other cities. The alarming situation as to unemployment in the early part of the year has given way to a scarcity of labor in many lines with numerous cases of concessions to labor. The new England railroad situation has steadily improved, the N. Y., N. H. & H. showing a large net revenue and the B. & M. greatly decreasing its deficit in the face of adverse circumstances. The physical condition of these properties through enforced restriction in buying will necessitate some heavy purchases of material as soon as their financial affairs will permit. The furniture manufacturers are showing much more interest in getting in stock than for



To the Owner of Timber Lands

Far sighted owners of timber lands will take advantage of the times, incident to the European wars, and prepare themselves for the day when the demand for timber is suddenly thrust upon them. It is certain to come at no distant time. Therefore the wise man will cultivate a closer acquaintance with his holdings and the best method of marketing them. Guessing on the quality and price will only lead to complications and possible failure. Let us prepare the way for you. Remember, we not only report with absolute accuracy, but assist in selling your property, if desired.

SEND FOR OUR BOOKLET

L. E. CAMPBELL LUMBER CO.
Cruising and Engineering Department
2234 Dime Bank Bldg., DETROIT, MICH.

some time past. While selling prices have not steadied up at the present moment to a very noticeable degree, all argument is now on the side of strengthening values. The inquiry for thin lumber has taken the attention of the market; this, together with the increased call for good white ash, may be added to the already reported munition supply requirements. While there are some dealers who cannot and some who would not report improved conditions and prospects, an intelligent analysis shows a very favorable situation and future.

◀ **BALTIMORE** ▶

It cannot be said that any positive gains have been made in the hardwood trade, though somewhat more activity seems to prevail. Prices remain about the same, and the buyers still seem disposed to content themselves with providing for the more immediate needs only. Conservatism and caution continue to rule the market, the outlook being considered too uncertain to augment holdings, even though this can be done now at rather attractive prices. Few of the hardwood men have a considerable amount of business ahead, but it is also to be said that new orders come in with sufficient frequency to bring the total volume of business done well up to former figures. Some firms state that they are running ahead of some months and that July has been better than almost any preceding month. Of course, with regard to prices, it is largely a matter of buying right. The returns to the wholesaler may not seem large, and he is obliged to exercise care lest he make a loss, since the ideas of the mills as to values appear to be higher than before. The manufacturers, however, are not pushed, and quite a number can be found to make concessions in order to meet their necessities. The number of these manufacturers, however, is getting smaller, and the trade as a whole has gained in steadiness. The furniture manufacturers, among others, are still holding back. The demand from this source has lagged for several years, although recently a better tone has been noted. Other large consumers also are not uniformly in the market, some having larger requirements to meet, while others are going ahead much as before. The promising feature of the situation, however, lies in the fact that supplies have been drawn upon to such an extent as to make replenishing inevitable before long. No matter how the consumers want to economize, they must place new orders to cover urgent necessities, and this is bound to result in greater activity.

Some concern is now manifested in over the export business, which had of late shown gratifying signs of recovery, with the movement increasing and prices holding at an acceptable level. The situation with respect to foreign exchange, however, has grown so unsettled that this may affect the forwardings to an appreciable extent. Of course, the difficulty can be met by adopting the dollar as the medium of exchange, in which case the fluctuations of the sterling and other foreign exchange will be without effect. Such shippers as have heretofore hesitated to insist upon a more stable standard than sterling will now be forced by the exigencies of the occasion to join the exporters who long ago declined to do business except on the basis of the dollar.

◀ **COLUMBUS** ▶

Hardwood trade in Columbus and central Ohio territory has been fairly active during the past fortnight. Business with the manufacturers is better, which coupled with the steady demand from yardmen makes a fairly good volume of business. The tone of the market is good.

Buying on the part of retailers continues steady. Retailers are still buying only for the immediate future, and dealers also are not inclined to accumulate stocks. Shipments are coming out promptly from every producing section and no trouble over lack of cars is reported. Factories making vehicles and implements have increased their orders. This, coupled with the demand from furniture concerns, makes the manufacturing end more prominent. Factory purchasing agents are buying only for immediate needs. Prices are generally well maintained although some cutting is reported where there is a desire to move stocks. But on the whole the shading is not sufficient to demoralize the market.

Building operations are still fairly active and this is one of the best features at this time. Some new structures are projected although new work is not so large as formerly. Many of the operations started several months ago are still going forward and there is a steady demand for hardwoods. Collections are still slow.

Both quartered and plain oak are in good demand and prices are firm at former levels. There is also a good movement in chestnut, especially the lower grades. Poplar is in fair demand and the same is true of ash. Basswood is stronger and other hardwoods are unchanged.

◀ **CINCINNATI** ▶

While mid-season activity now has reached what probably will be its highest level for the year, and general satisfaction is expressed throughout the trade over the trend of events, and the last two weeks have been decidedly encouraging, still the situation is far from what it should be. Reports from the East are the most encouraging of those received from any quarter and it is in this direction that the more optimistic are looking for a general revival of the old time vim which formerly so characterized the hardwood market.

Kentucky Oak

results in

Satisfied Artisans

meaning

Money Saved

ITS growing conditions ENFORCE an unvarying uniformity of color and grain. Its texture has a silky softness that delights and contents your workers.

ITS beautiful, clean boles make possible unusual widths and lengths in which we specialize.

The following values,

All Kentucky Stock Should Attract You

- | | |
|---|--|
| 1 car 4 4 Clear Saps & Selects Poplar | 10 cars 4/4 No. 2 Common Plain White Oak |
| 3 cars 4/4 No. 1 Common Poplar | 10 cars 4/4 No. 3 Common Plain White Oak |
| 2 cars 4/4 No. 2 A Common Poplar | 6 cars 4/4 Sound Wormy Oak |
| 1 car 4 4 No. 2 B and No. 3 Common Poplar | 3 cars 5/4 No. 3 Common Mixed Oak |
| 1 car 4/4 11" & Up Agricultural Poplar | 2 cars 4/4 1st & 2nds Plain Red Oak, all 10' & 12' |
| 5 cars 4/4 No. 1 Common & Better Chestnut | 25 cars 4/4 No. 1 Common Plain Red Oak |
| 1 car 5/4 Sound Wormy Chestnut | 25 cars 4/4 No. 2 Common Plain Red Oak |
| 2 cars 4/4 1st & 2nds Plain White Oak | 2 cars 6/4 Log Run Beech |
| 10 cars 1/4 No. 1 Common Plain White Oak | 3 cars 8/4 Log Run Maple |
| | 2 cars 4/4 Log Run Walnut |

E. R. SPOTSWOOD AND SON
MANUFACTURERS
LEXINGTON, KENTUCKY

J. K. WILLIAMS

A. T. WILLIAMS

Williams Lumber Co.

(MANUFACTURERS)

WHOLESALE HARDWOOD LUMBER

Band Mill Planing Mill Dry Kiln

Fayetteville, Tenn.

We manufacture PLAIN and QUARTERED OAK, ASH, CHESTNUT and other HARDWOODS

Our Specialty is Quartered White Oak

**We Manufacture Dimension
Stock—Hickory a Specialty**



Loading of Hardwood Logs from sleighs to railroad cars for shipment to Saw Mill to be manufactured into Lumber.

In dry shipping condition, available for immediate shipment:

BIRCH

- 4/4 No. 1 Common and Better Unselected Birch.....800,000'
- 4/4 No. 1 Common and Better Red Birch..... 75,000'
- 4/4 No. 2 Common Birch.....450,000'
- 4/4 No. 3 Common Birch.....500,000'
- 5/4 No. 3 Common Birch.....100,000'

RIB LAKE LUMBER COMPANY
RIB LAKE WISCONSIN

Rotary Cut Veneers

in Gum
in Oak
in Ash

Flat Drawer Bottoms

Band Sawn Hardwood Lumber

All kinds
All grades
All thickness

Made by ourselves
In our own mills

Stimson Veneer & Lumber Co.
Memphis Box 1015 Tennessee

Dealers still are pursuing that conservative line which makes itself felt so distinctly and disastrously with the millmen. There is a general tendency not to take any chances on being overstocked, and retailers and wholesalers alike are buying in lots sufficient to meet only actual demand and local yards show little if any accumulation. This feature has had the direct effect of extensively curtailing the production at the mills, and from the big southern centers come reports of great mills not working up to full time, and many with considerably reduced forces.

Prices only recently have shown a noticeable hardening, and what lumber is being moved is going forward freely, with little evidence of holding back in anticipation of better prices. The policy seems to be to take what is offered within reason, and this policy has tended to bolster up confidence in the market to the extent that lumber on hand is finding a pretty free market, although naturally in considerably reduced quantities. The movement is of an uneven nature, heavy movements one day giving rise to renewed confidence and predictions of a more rosy future, with the next day bringing forth a dearth of orders.

With the market in its present spotty condition, little reliance can be placed in what the next week will bring forth. However, it must not be construed that the market is in the throes of any unusual slump other than a continuance of the lethargy which has embraced so many businesses since the outbreak of European hostilities, and, when everything is taken into consideration, the existing situation is a great relief over what was experienced a while back. The market sums up to be just about all that could be expected; the dullest period last spring being weathered successfully, and the summer bringing out as much of an improvement as could have been hoped for.

Good weather for building has tended to put new life into the local situation and there is a tendency to recuperate in midsummer from the losses sustained in the spring when weeks of bad weather put a damper on building operations in many other centers. While building operations in the Queen City are not going along on the great scale enjoyed last year when conditions were such that active work could be resumed steadily, there was a heavy rush to complete work already started but seriously retarded by the bad weather, thus creating a heavy rush demand which kept the hardwood dealers, especially in flooring and walls, on the move for several weeks and this encouraging feature continues at this writing. Many of the greatest projects of the season in Cincinnati are being pushed fast, thus disproving the theory advanced earlier that the largest operations probably would be postponed this summer to await a general clearing of the haze which has been hanging over business in general.

Happily, the expected and usual slump which manages to make itself felt in nearly all hardwood centers in late July and August, failed to materialize in any marked degree this year. Of course, there hardly was room for a reaction again, but one logical reason advanced for the absence of the expected slump was the low stock carried generally, and the seasonable demand from dealers in interior finishings which used up the low stocks quickly and wanted more. This demand was far less than in normal times, but it had the tendency to keep on the move all available stock.

The building trade, with its resultant heavy demand for flooring and the like, quickly used up the available stock of maple and a rather decided shortage in this is noted, being at the time one of the best sellers. New stocks of birch and some basswood are tending to relieve the pressure.

Reports from wood-consuming factories are of an encouraging nature. The vehicle manufacturers are running smoothly, and their demand warrants the opinion that these people are enjoying good business. Along the same line comes ordering from implement markets, and, as has been the case all through the year, even when the situation was at its darkest, the auto manufacturers constitute probably the heaviest consumers. Furniture manufacturers also are going along smoothly and give promise of having a very successful year. The retailer now is running on a scale which may bring his activities this year close to that of 1914. Planing mills are operating upon a somewhat larger scale, but sash and door men complain that outside of local business the situation is nothing to brag of.

An improvement in the cypress demand is noted in the last two weeks and a good business in lath and shingles is an encouraging feature. Better prices are being realized for quartered oak, and plain oak enjoys a good demand. The better grades of cottonwood are quite active. Poplar has fallen off considerably and the demand is rather discouraging. Ash and chestnut are showing marked improvement and moving freely.

— < **TOLEDO** > —

There has been a noticeably better demand for hardwoods recently. The building trades have been extensive users and there has been a good call from the various wood-working and wood-using factories. Automobile concerns have been heavy users of hardwoods. The furniture factories have sent in a good call and some of the railroads placed orders which have materially helped out the situation for the hardwood dealer. Prices have held fairly well. The dealers are optimistic and believe that better conditions are bound to come within a few weeks.

— < **INDIANAPOLIS** > —

Walnut continues to be the center of interest in Indiana. No other hardwood is especially active, but the demand for walnut is growing daily, with top prices prevailing. The heavy demand is from factories

manufacturing gunstocks. Such concerns from all parts of the country now have buyers in the state or have hardwood concerns buy for them.

Quartered white oak and plain oak are still quiet, although there is a little demand. Ash is in better demand, owing to increased activity among handle factories. Gum is showing a little improvement, as is hickory. The movement of all hardwoods, outside of walnut, however, is far below normal.

The outlook for fall business is not so good as it was, owing to the serious damage that has been done to the grain crops by the excessive rain throughout the state. The wheat crop loss is about fifty cents on the dollar while the loss on oats will amount to half as much. Corn seems to be in fine condition.

◀ **EVANSVILLE** ▶

Trade with the hardwood lumber manufacturers of Evansville and vicinity has shown some signs of improvement during the past week or ten days, and the opinion prevails that after the first of September things will move along all right. Both orders and inquiries have been coming in more freely. For the past several weeks walnut has been in strong demand. The countries at war have been in the market for a great deal of this lumber. Gum is in better demand than it was a month ago and indications point to the furniture factories buying more gum later on. Most of the large furniture plants here are being operated on an average of six days a week, while a few of the plants are running only three days a week. Quartered white oak and plain oak have not improved during the past month, although manufacturers report that they have made some good sales. There has been no change in poplar. Hickory has remained stationary for several weeks, while ash has improved some. Some of the manufacturers report a slight demand for sycamore lumber, although the up-town mills have had but few calls for it. Trade at this time, taken as a whole, is better than it has been for several weeks. Collections have been good and crop conditions continue promising. Hard rains in southern Indiana and southern Illinois during the past two or three weeks have helped the growing corn a great deal. Banks in Evansville report that they have more money on deposit than they have had for many years past.

Building operations in Evansville continue active. The building permits in July were most gratifying to the contractors and architects, who are kept busy. John C. Keller, secretary of the Evansville Business Association, has received reports from one hundred cities in the United States which show that Evansville was second in the percentage gain over the corresponding month last year. There is a good deal of building in sight during the next two or three months. Planing mills in this section continue to operate on full time. Sash and door men report good local business with prospects bright for an increase in the out-of-town business later on.

Furniture, chair, desk and table factories report a fair business at this time, with good reports from the South and Southwest, which indicates a picking up in trade in these sections this fall.

◀ **MEMPHIS** ▶

The domestic market has broadened somewhat within the past two or three weeks and the outlook for southern hardwoods is therefore regarded as somewhat more satisfactory. Inquiries have been coming in more freely and there has been quite a perceptible movement of lumber into domestic channels. Domestic business is still considerably below normal and there is some complaint also on the score of prices. However, the improvement has been appreciable during the past few weeks and for this reason members of the trade are inclined to take a more optimistic view of the situation. Furniture manufacturers are buying considerable quantities of stock and makers of vehicles, including automobiles, are also in the market for their full quota. The box people are doing an unusually active business and they are constantly taking care of practically all offerings of low-grade cottonwood and gum. Building operations are increasing in nearly all portions of the country and this is leading to a better demand for interior finish as well as for hardwood flooring. Oak and gum are being used for interior trim and both of these materials are reflecting the more active operations in building circles. There is also a fairly active miscellaneous demand for southern hardwoods generally, and, as already suggested, the movement is appreciably larger than a short time ago.

The export situation is complicated at the moment by the scarcity of freight room from New Orleans and other southern ports. Advices from New Orleans say that there is almost no room available and that rates demanded are exceptionally high. There has been a large export movement of lumber, particularly ash, cottonwood, gum and oak from this territory to Europe recently. Much regret is expressed in export circles over the scarcity of freight room and other almost impossible obstacles to transportation. The recent large movement of lumber to Europe, while confined to the specialties, has diverted heavy offerings from the domestic markets and has therefore proven a factor of no mean importance in imparting a better tone to the market for southern hardwoods. While the outlook is quite unfavorable for any export movement of importance either to the allies or to South America, members of the trade here feel that the allies must have American hardwoods for certain war purposes and that means will no doubt be found to secure transportation

FARRIS HARDWOOD LUMBER CO.
Manufacturers Band-sawn
SOUTHERN HARDWOODS
NASHVILLE, TENN.

RED GUM
(Leading Manufacturers)

DUGAN LUMBER CO.
Manufacturers and Shippers **Hardwood Lumber**
MEMPHIS TENNESSEE

OUR SPECIALTY
St. Francis Basin Red Gum
WE MANUFACTURE
Southern Hardwoods
Gum, Oak and Ash
J. H. Bonner & Sons
Mills and Office, **QUIGLEY, ARK.** Postoffice and Telegraph Office, **BETH, ARK.**

Baker-Matthews Manufacturing Co.
Sikeston, Mo.
Band Sawn
Southern Hardwoods
SPECIALTIES
RED GUM, PLAIN OAK
SEND US YOUR INQUIRIES

BLISS-GOOK OAK CO.
BLISSVILLE, ARK.
MANUFACTURERS
Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.
As Well As
OAK, ASH and GUM LUMBER
Can furnish anything in Oak, air dried or kiln dried, rough or dressed
MIXED ORDERS OUR SPECIALTY

BEST GRADES

ST. FRANCIS BASIN OAK

CALLOWAY-PHILLIPS CO., Poplar Bluff, Mo.

WE WANT WALNUT

If you have Black Walnut Logs 14" and larger in diameter and 8' or longer in length, write us for prices and particulars. We are in the market now for two million feet.

PICKREL WALNUT CO., 4025 Clara Avenue, ST. LOUIS

CINCINNATI

Hardwood Manufacturers and Jobbers

OHIO VENEER COMPANY
Manufacturers & Importers FOREIGN VENEERS
2624-34 COLERAIN AVENUE

C. CRANE & COMPANY
Manufacturers of Hardwood Lumber, Oak & Poplar especially
Our location makes possible quick delivery of anything in timbers and hardwood lumber

DAY LUMBER & COAL CO.
Manufacturers YELLOW POPLAR and WHITE OAK
GENERAL OFFICE—JACKSON, KY.

BAND SAWED WISCONSIN HARDWOODS

Dry Stock For Prompt Shipment

BASSWOOD		BIRCH	
20M 4/4 No. 3 common	70M 4/4 No. 1 com. & bet. plain	100M 4/4 No. 1 com. & bet. red	
30M 1x4 No. 2 and 3 common	5M 5/4 1st and 2nd red	10M 5/4 No. 1 common red	
15M 5/4 No. 1 com. and better	6M 5/4 No. 1 common plain	3M 6/4 1st and 2nd plain	
25M 5/4 No. 1 common	13M 6/4 1st and 2nd red	4M 8/4 1st and 2nd plain	
10M 5/4 No. 2 common	6M 8/4 1st and 2nd red	50M 8/4 No. 2 com. and better	
20M 5/4 No. 3 common			
13M 6/4 1st and 2nd			
15M 6/4 No. 1 common			
15M 6/4 No. 3 common			
WHITE OAK		ROCK ELM	
10M 8/4 No. 1 and No. 2 com.	40M 8/4 No. 2 common and better		
HARD MAPLE			
40M 8/4 No. 2 common and better			

Our 1914 cut of well assorted HARDWOODS AND HEMLOCK will soon be in shipping condition.

Send us your inquiries

ARPIN HARDWOOD LUMBER COMPANY
Grand Rapids, Wis. ATLANTA, WIS.
Saw mills and planing mill at Atlanta, Wisconsin.

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

for this. In any event, lumbermen are hopeful that the movement of southern hardwoods to Europe will continue. As already suggested, the hardwood situation in domestic circles is improving but export outlets are necessary if there is not to be a recurrence of somewhat excessive offerings in domestic channels.

There has been very little change in manufacturing operations during the past fortnight. Most of the mills heretofore running have been working and, while there are reports of occasional shut downs, there are also reports of other mills being opened, with the result that the net change in daily output is perhaps comparatively small. In some lines, stocks have been appreciably reduced by recent shipments. This applies to red and sap gum, to ash and to walnut. There is a reasonably active demand reported for the higher grades of plain and quartered oak, but just at the moment there is comparatively little call for plain red and white oak in the lower grades. High-grade stock is wanted at about current quotations. The fact that lumber has been moving more rapidly recently is regarded as an almost certain forerunner of higher prices and for this reason there is distinct indisposition on the part of hardwood lumbermen to sell for later shipment at present quotations. There is no doubt that the whole market shows a more healthy tone and also that the trade as a whole is more optimistic than at any time since the war in Europe broke out. Some are predicting an active business this fall and winter and practically all believe that there must necessarily be a substantial increase over the volume of business transacted during the first two or three months after the war in Europe broke out in 1914.

— < NASHVILLE > —

Business continues of moderate volume with hardwood manufacturers and dealers. There is a fair demand for oak, and some poplar, chestnut, ash and other lines are being handled. A feature of the trade in this territory has been the heavy demand for walnut for export to England and France, being purchased for the manufacture of gunstocks by the European allies. All along the railroad lines in middle Tennessee large stocks of walnut logs can be seen, and shipments are being made without delay. Good prices are being paid. The general tone of lumber prices shows little change, large dealers feeling that it would be no material benefit to reduce prices, as buyers are following a policy of taking only for their needs, and not anticipating future requirements.

— < BRISTOL > —

Bristol lumbermen report business still dull but they continue sanguine over the outlook. While no radical improvement is expected during the coming year, it is thought that market conditions will be more favorable during the fall. The majority of the mills have been in operation since spring, but it is not likely that they will long continue busy. Yard stocks are considerably heavier as most of the mills have been shipping out probably less than half of the volume of stock they have cut. All things considered, the hardwood situation is regarded as not unfavorable.

— < LOUISVILLE > —

The improvement in hardwood trade conditions, which has been gradual for several months, has come along a little more rapidly of late, and during the past three or four weeks business has been picking up to such an extent as to create a decidedly optimistic feeling on the part of the lumbermen. They have had to be content with lean pickings for a good many months, and while the volume of business which is now coming in is not up to normal, it is so much better than has been recorded for some time that it has encouraged everybody in the trade. The planing-mills are taking more stock and the railroads are once more in the market. The furniture trade is the only one which does not appear to have been stimulated lately, and that is expected to show increased activity as soon as the money which the farmers have received for their crops begins to circulate in the retail trade. Fall prospects are regarded as good, for business at large seems to be adjusted to a war basis, and some of the millions spent in this country for war supplies has evidently gone into lumber or lumber products, directly or indirectly. Prices are not much better, but the tone of the market is so much stronger that steady advances may be looked for from now on.

— < MILWAUKEE > —

Signs of the coming fall activity are making themselves felt even at this early date and lumbermen are confident that the trade this fall will be entirely satisfactory. A turn for the better seems to have taken place and more inquiries are being made constantly. Lumbermen expect that the opening of September will see a big increase in business.

One of the most hopeful signs for a brisk fall trade is the fact that building operations in Milwaukee are showing an increasing activity. Indications are that the total building investment during 1915 will exceed last year's figures by more than \$1,500,000, according to estimates given out by the building inspector. In 1914 the amount expended in building totaled a little more than \$10,000,000. Although to date the 1915 expenditures are a little less than those of the first eight months of last year, the inspector says that several large apartment structures and various other large buildings will be in the process of construction before the year is closed. There has been a good gain during each week recently and



PANAMA-PACIFIC EXPOSITION

If you visit the Expo-
sition at San Francisco
be sure and see our

Moving Picture Exhibition

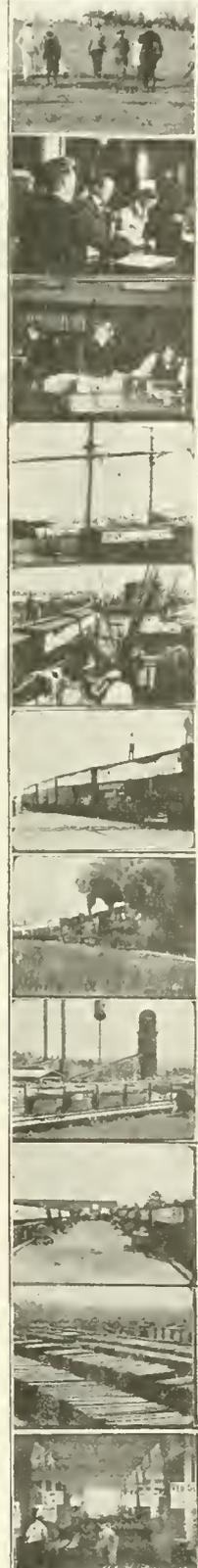
*in the Auditorium of the
Mississippi State Building*

showing every detail
of the manufacture of
hardwood lumber.
3600 feet of film in
4 reels.

Write Us for Illustrated Book

Lamb Fish Lumber Co.

Charleston, Miss.



SOUNDNESS
 Ready Resources \$925,845
 URPLUS
 and Reinsurance Reserve . . . 856,634
 SAVINGS
 Returned to Subscribers 546,757
 SERVICE
 60-day Inspections; Monthly Fire Bulletins.

These are some of the vital features upon which the management of the

Lumbermen's Underwriting Alliance

bases its plea to the LUMBERMEN FOR A SHARE OF THEIR Insurance Lines. These safeguards are the result of TEN YEARS of successful underwriting.

\$155,000.00

in CASH DIVIDENDS went into the treasuries of ALLIANCE Policyholders in 1914. Owners of protected plants, with five or more years' timber supply, are invited to become identified with us.

U. S. EPPERSON & COMPANY
 Attorney and Manager, KANSAS CITY

Over
One Million Dollars
 in savings has been returned its members by the
**Manufacturing
 Lumbermen's Underwriters**
 and there remains to the credit of members over
**Nine Hundred Thousand
 Dollars**

The membership, which is constantly increasing, is now composed of nearly four hundred and fifty of the best saw mill plants in the country. Insurance in force exceeds thirty-five million and nearly three million dollars has been paid in losses. If you have a first-class plant adequately protected and are interested in low cost fire insurance, correct policy forms, an inspection service which may save you from a disastrous fire, with the certainty of a prompt and equitable adjustment in case loss does occur, and wish a list of members and annual statement we will be glad to hear from you.

Rankin-Benedict Underwriting Co.

HARRY B. CLARK
 Western Representative
 Portland, Ore.

Attorney in Fact
 KANSAS CITY, MO.

the indications are that this rate of increase will be more than maintained. Among the big structures which are scheduled to go up within the near future is the \$2,000,000 grain elevators of the Chicago & North Western Railroad, the preliminary work on which has already started. Milwaukee has \$800,000 to expend in school additions this year.

A trip about the state gives one the impression that there is considerable building going on in the smaller cities and towns and in the country districts about Wisconsin. This ought to convince retailers that they should not delay longer the work of replenishing their stocks in order that they may be in readiness for the coming fall rush. Wholesalers are endeavoring to impress dealers with the fact that now is the time to place their orders before all the available cars are tied up by the big grain rush which is expected a little later in the season.

One of the most favorable signs for general improvement in all lines of business is the fine crop outlook all over Wisconsin. A bumper grain crop has been harvested and is now being threshed in this section of the state. The corn crop is now making fine headway and unless something unforeseen occurs, a big yield can be expected. When crops are good in this state it usually means that business in most lines is satisfactory.

There seems to be increasing activity in the local factory trade. The sash and door and general interior woodworking concerns are placing some good orders, while an even better business is expected from this source later in the season. The farm implement and furniture manufacturing plants are making inquiries and buying some stock, but a much better trade is expected later. A large supply of hardwood is reported at some of the northern mills, but it is believed that stocks are not especially large. A slightly firmer undertone is noticed in the price of some lines of hardwood.

< ST. LOUIS >

A satisfactory call for hardwood is reported. The demand is for quick delivery for immediate use. There is expected to be a better call before long for stocking up purposes. The factories have been doing some small buying for their present needs. They are not taking any more than they can help, however. Railroad buying is showing a slight increase but quite a lot of buying is looked for from this source shortly. From the great destruction of railroad property occasioned by the storm of the past few days, the railroads are expected to come into the market soon.

Oak and ash in the higher grades are showing some activity. Prices as a rule show but few changes. The cypress demand is slow and no stocking up is being done on this item. Prices are firm with but few concessions being made to stimulate trade reported.

< GLASGOW >

The timber trade in Glasgow and the West of Scotland has been very slow for some time past and the intervention of the summer holidays did not improve matters. Business has just gotten started again, but very little headway is being made. Conditions prevailing are not nearly what could be called active altho a moderate amount of selling is taking place from recent arrivals. Movement from the quay is brisk, but this is explained by the fact that it is the removal of shipments which came in previous to the holidays. Shipbuilding orders call for very little timber and this is likely to continue for some time as practically all the yards are on government orders. Packing case makers are well employed, quite a number having government orders on hand. This consumes a large quantity of spruce. However, prices are so high just now that this alone is hindering sales which might go through. Buyers do not seem to understand that prices have not reached their high water mark and that delay is fatal. The policy adopted just now is that of supplying only against actual requirements.

During the past fortnight three barques have arrived with spruce cargoes from Canada. With these coming to a rather bare market it was to be expected that big lines from each would be sold ex quay. However, this has not taken place, and while a number of sales are reported the major portion of each has had to be stored.

Three vessels have arrived within the past month from Archangel with deals and boards, but these are against old contracts. The steamship "Newlands" from Quebec arrived about a month ago with a cargo of Quebec timber consisting of birch, fancy pine, ash and walnut logs and a deckload of spruce deals. Birch logs were the prominent feature, there being about 4,000 logs. While a number were on contract the larger part was in consignment, and most of them have had to be stored. The "Yarborough," also from Quebec, is due and brings a large consignment of timber and deals. The demand for Quebec lumber is likely to be small and consignment lots now arriving will have to be held for some time. Birch, as already stated, has been over-consigned, and prices will therefore be much affected. A few shipments of Quebec birch planks which have arrived recently have been sold at high prices, and there being practically no stock on the market further shipments should command good figures. Two consignment lots of lower port birch have also arrived, but so far no progress has been made.

The position as regards freights from United States and Canada to this side have kept remarkably steady all over of late and the tendency is still upward. An unusual feature is the number of sailing vessels now on passage. Chartering, however, is slow and only a few charters for deals and pitch pine have been reported. To almost any port in the United Kingdom it is impossible to get space from the Pacific coast.

Advertisers' Directory

NORTHERN HARDWOODS.

Arpin Hardwood Lumber Co. 46
Barnaby, Charles H. 7
Boyle, Inc., Clarence 4
Buffalo Hardwood Lumber Co. 55
Cobbs & Mitchell, Inc. 3

East Jordan Lumber Co. 54
Elsa, G., & Bro. 55

Hatten Lumber Company. 53
Hoffman Bros. Company. 7-14

Kneeland-Bigelow Co., The. 8

Litchfield, William E. 9

McIlvain, J. Gibson, & Co. 2
McLean, Hugh, Lumber Co. 55
Miller, Anthony 55
Mitchell Bros. Co. 3
Mowbray & Robinson Co. 4-7

Palmer & Parker Co. 9
Powell-Myers Lumber Co. 14

Rib Lake Lumber Company. 44
Rice Lake Lumber Co. 53
Richardson Lumber Company. 8

Stack Lumber Company. 37
Standard Hardwood Lumber Co. 55
Stearns Salt & Lumber Company. 4
Stephenson, I., Co., Trustees. 54
Stimson, J. V. 7-56
Strable Lumber & Salt Company. 54
Sullivan, T., & Co. 55

Tegge Lumber Co. 46

Von Platen Lumber Company. 54

Willson Bros. Lumber Company. 9
Wistar, Underhill & Nixon. 9

Yeager Lumber Company, Inc. 55
Young, W. D., & Co. 8
Wood-Mosaic Company. 5

OAK.

See List of Manufacturers on page 7

POPLAR.

Alton Lumber Company. 7-50
Anderson-Tully Company. 7-11
Atlantic Lumber Company. 7-40

Day Lumber & Coal Company. 7-46

RED GUM.

Anderson-Tully Company. 7-11

Baker-Matthews Mfg. Co. 7-45
Bliss-Cook Oak Company. 7-45
Bonner, J. H., & Sons. 7-45

Brown, Geo. C., & Co. 7-14

Brown, W. P., & Sons Lbr. Co. 5

Evans, G. H., Lumber Company. 11

Himmelberger-Harrison Lbr. Co. 5

Holly Ridge Lumber Co. 5

Lamb-Fish Lumber Company. 7-47

Paepcke Leicht Lumber Co. 7

Penrod-Jurden & McCowen. 7-56

Stimson, J. V. 7-56

Stimson Veneer and Lumber Co. 44

SOUTHERN HARDWOODS.

Alexander Bros. 7-10

Alton Lumber Company. 7-50

Anderson-Tully Company. 7-10

Atlantic Lumber Company. 7-40

Baker-Matthews Mfg. Co. 7-45

Bliss-Cook Oak Company. 7-45

Bonner, J. H., & Sons. 7-45

Boyle, Inc., Clarence. 4

Brown, Geo. C., & Co. 7-14

Brown, W. P., & Sons Lbr. Co. 5

Buffalo Hardwood Lumber Co. 55

Burkholder, S., Lumber Company. 7-50

Buskirk-Rutledge Lumber Co. 7

Crane, C., & Co. 7-46

Cutsinger, F. M. 7

Davis, Edw. L., Lumber Co. 5

Day Lumber & Coal Company. 7-46

Dugan Lumber Co. 45

Elias, G., & Bro. 55

Evans, G. H., Lumber Company. 11

Farris Hardwood Lumber Co. 7-45

Francke, Theodor, Erben Gmb. H. 13

Galloway-Pease Company. 7-46

Goodlander-Robertson Lumber Co. 7

Himmelberger-Harrison Lbr. Co. 7

Hitt, H. H., Lumber Company. 7

Holly Ridge Lumber Co. 5

Huddleston-Marsh Lumber Co. 2

Lamb-Fish Lumber Company. 7-47

Liberty Hardwood Lumber Co. 42

Litchfield, William E. 9

Little Rock Lumber & Mfg. Co. 7-10

Long-Knight Lumber Company. 7-13

McClellan-West Lumber Co. 7

McIlvain, J. Gibson, & Co. 2

McLean, Hugh, Lumber Co. 55

Miller, Anthony 55

Mawbray & Robinson Company. 4-7

Norman Lumber Company. 5

Paepcke Leicht Lumber Co. 7

Penrod-Jurden & McCowen. 7-56

Roddiss Lumber and Veneer Co. 53

Salt Lick Lumber Company. 10

Spatswood, E. R., & Son. 7-43

Standard Hardwood Lumber Co. 55

Stimson Veneer and Lumber Co. 44

Sullivan, T., & Co. 55

Vestal Lumber & Manufacturing Co. 7-10

Whitmer, Wm., & Sons. 9

Williams Lumber Company. 43

Willson Bros. Lumber Company. 9

Wistar, Underhill & Nixon. 9

Yeager Lumber Co., Inc. 55

VENEERS AND PANELS.

Ahnapee Veneer & Seating Co. 52

Bird's Eye Veneer Company. 52

Buckeye Veneer Company. 52

East St. Louis Walnut Co. 13

Evansville Veneer Company. 39

Hoffman Bros. Company. 7-14

Huddleston-Marsh Lumber Co. 2

Kentucky Veneer Works. 52

Knoxville Veneer Company. 52

Long-Knight Lumber Company. 7-13

Louisville Veneer Mills. 3

Mengel, C. C., & Bro. Co. 5

Milwaukee Basket Company. 52

Mississippi Veneer & Lumber Company. 52

Nartzik, J. J. 46

Ohio Veneer Company. 46

Palmer & Parker Company. 9

Penrod Walnut & Veneer Co. 13-56

Pickrel Walnut Company. 13-46

Rayner, J. 5

Roddiss Veneer and Lumber Co. 53

Sanders & Egbert Company. 13

Standard Veneer Company. 52

Stimson Veneer & Lumber Co. 44

St. Louis Basket & Box Co. 41

Tomahawk Box and Veneer Co. 52

Waetjen, Geo. L., & Co. 52

Willey, C. L. 12

Wisconsin Seating Company. 52

Wisconsin Veneer Company. 52

Wood-Mosaic Company. 5

MAHOGANY, WALNUT, ETC.

East St. Louis Walnut Co. 13

Evansville Veneer Company. 39

Davis, Edw. L., Lumber Co. 5

Francke, Theodor, Erben Gmb. H. 13

Hartzell, Geo. W. 13

Huddleston-Marsh Lumber Co. 2

Long-Knight Lumber Company. 7-13

McCowen, H. A., & Co. 13

Mengel, C. C., & Bro. Co. 5

Palmer & Parker Co. 9

Penrod Walnut & Veneer Co. 13-56

Pickrel Walnut Company. 13-46

Purcell, Frank. 13

Rayner, J. 4

Sanders & Egbert Company. 13

Willey, C. L. 12

HARDWOOD FLOORING.

Bliss-Cook Oak Company. 7-45

Cobbs & Mitchell, Inc. 3

Eastman, S. L., Flooring Co. 9

Kerry & Hanson Flooring Co. 54

Mitchell Bros. Company. 3

Salt Lick Lumber Company. 10

Stearns Salt & Lumber Company. 4

Stephenson, I., Co., Trustees. 54

Strable Lumber & Salt Company. 54

Wilce, T., Company, The. 4

Young, W. D., & Co. 8

WOODWORKING MACHINERY.

Alpena Industrial Works. 51

Cadillac Machine Company. 51

Gerlach, The Peter, Company. 50

Mershon, W. B., & Co. 51

Phoenix Manufacturing Co. 53

VENEER MACHINERY

Merritt Manufacturing Company. 40

LOGGING MACHINERY.

Baldwin Locomotive Works. 51

Lidgerwood Mfg. Company. 51

DRY KILNS AND BLOWERS.

Andrews, A. H., Company. 37

Grand Rapids Veneer Works. 53

Phila. Textile Mch. Company. 9

Standard Dry Kiln Company. 51

LUMBER INSURANCE.

Central Manufacturers' Mut. Ina. Company. 48

Epperson, U. S., & Co. 48

Indiana Lumbermen's Mut. Ina. Company. 48

Lumbermen's Underwriting Alliance. 48

Lumber Mutual Fire Insurance Company. 48

Lumbermen's Mut. Ins. Co. 48

Manufacturing Lumbermen's Underwriters. 48

Pennsylvania Lumbermen's Mut. Fire Ins. Company. 48

Rankin-Benedict Underwriting Co. 48

TIMBER LANDS.

Campbell, L. E., Lumber Company. 7-42

Lacey, James D., & Co. 48

TIMBER ESTIMATORS.

Lauderburn, D. E. 48

MISCELLANEOUS.

American Rule & Mfg. Company. 50

Childs, S. D., & Co. 50

Gerlach, The Peter, Company. 50

Lumbermen's Credit Assn. 9

Perkins Glue Company. 38

CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

- For one insertion.....20c a line
- For two insertions.....35c a line
- For three insertions.....50c a line
- For four insertions.....60c 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 charges for copies of paper containing the advertisement.

LUMBER FOR SALE

OAK FOR SALE

- 5 cars 4 4 No. 1 Common Plain White Oak.
 - 1 car 5/4 No. 1 Common Plain White Oak.
 - 2 cars 4 4 No. 1 Common Plain Red Oak.
 - 1 car 5/4 No. 1 Common Plain Red Oak.
- S. BURKHOLDER LUMBER CO.,
Crawfordsville, Indiana.

FOR SALE.

About 80,000,000 feet of Virgin Hardwood timber, in Texas on Arkansas line, on railroad. Address F. M. GREENE, Atlanta, Texas.

WEST VIRGINIA POPLAR AND OAK

- 14,000' 4 4 1s & 2s Poplar.
- 60,000' 4 4 No. 1 Common, Saps & Selects Poplar.
- 20,000' 4 4 No. 2 B Common Poplar.
- 60,000' 4 4 No. 1 Common Red & White Oak.
- 15,000' 5/4 1s & 2s No. 1 Common Red Oak.
- 40,000' 6/4 1s & 2s No. 1 Common Red Oak.
- 25,000' 8/4 1s & 2s No. 1 Common White Oak.
- 50,000' 8/4 No. 2 Common White Oak.
- 25,000' 8/4 Stock Widths White Oak.
- 25,000' 8/4 No. 3 Common White Oak.

ALTON LUMBER COMPANY,

Lock Box 86, Buckhannon, W. Va.

LOGS WANTED

WANTED—BLACK WALNUT LOGS

We pay cash for Black Walnut Logs 10" and up in diameter. Inspection at shipping point.

MALEY & WERTZ,
Evansville, Ind.

WANTED—BLACK WALNUT LOGS.

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

DIMENSION STOCK WANTED

WANTED.

25 cars 1 1/4" full x 1 3/4" full—7' long clear second-growth red and white oak for bending purposes. Write quoting best f. o. b. price, stating quantity you can furnish. Address "BOX 80," care HARDWOOD RECORD.

TIMBER LANDS FOR SALE

10 TO 20 MILLION

If desired Homlock and Hardwood, Price county, Wisconsin. Address LAND COMMISSIONER, Soo Line, Minneapolis, Minn.

EMPLOYES WANTED

WANTED

A trifle man, must be a good accountant, thoroughly familiar with I. C. C. requirements, capable of keeping accounts and managing tap line railroad.

Address, giving references and salary required, "BOX 81," care HARDWOOD RECORD.

BUSINESS OPPORTUNITIES

EXCEPTIONAL SOUTHERN HARDWOOD

An opportunity is offered to acquire an interest in one of the best Hardwood lumber propositions in the U. S. Company owns 40,000 acres Hardwood timberland in fee simple, running about two-thirds Oak; balance Ash, Cypress, Gum and other woods. Fully equipped manufacturing plant, very latest machinery, logging railroad, etc. Will bear fullest investigation by one with spare capital. Address "BOX 70," care HARDWOOD RECORD.

FOR SALE AT A BARGAIN.

25,000 ft. capacity Sawmill, fully equipped and in excellent condition. Easy terms, or will accept payment in lumber. Address,

O'NEIL LUMBER COMPANY, St. Louis, Mo.

WANTS WOOD WORKERS

Camden, Ouachita County, offers best location in Arkansas for a veneer mill, shoox mill, handle, furniture or woodworking plant of any kind.

50,000,000 feet hardwood not owned by operators within 15 miles of Camden; 250,000,000 feet hardwood open to purchase within 25 miles.

With a high, healthy location on Ouachita River, navigable seven months in year, with Government locks and dams now under construction, assuring rail-and-water rates and year-round navigation to New Orleans in near future; with Iron Mountain, Rock Island and Cotton Belt railroads, with splendid factory sites and shipping facilities, abundance of cheap labor and a modern, industrious city of 5,000, Camden welcomes woodworkers and invites investigation. Write to CAMDEN PUBLIC SERVICE BUREAU, Camden, Arkansas.

MISCELLANEOUS

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you.

SWEDISH STEEL

BAND MILL AND RESAWS ARE BEST

Likewise our

Circular, Gang, Drag and Cylinder Saws, Saw Tools and Cooperage Machinery

WRITE FOR PRICES.

The Peter Gerlach Company,
CLEVELAND, SIXTH CITY

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO.,
Chicago

We also make Time Checks, Stencils and Log Hammers.



LUMBER RULES

Our own process of black enamel ink insures perfect, permanent lettering with no injury to the rule, as with burnt lettering. Double riveted head, the rivets moulded into the brass.

Tool Steel Blade
Oil Tempered

Riveted Handle

The best of selected hickory used exclusively.

AMERICAN RULE & MFG. CO.
Nashville, Tenn.



YOU SHOULD USE THE GIBSON TALLY BOOK



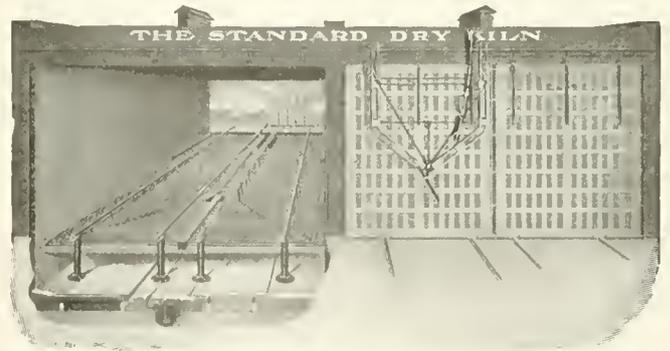
If you are not a subscriber to HARDWOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.

LIDGERWOOD HOISTS



Steam and Electric Hoists for Use in Lumber Yards
OVERHEAD AND GROUND SKIDDERS

Lidgerwood Mfg. Co., 96 Liberty St., New York
Woodward, Wight & Co., Ltd., New Orleans. Lidgerwood Mfg. Co., Seattle, Wash.



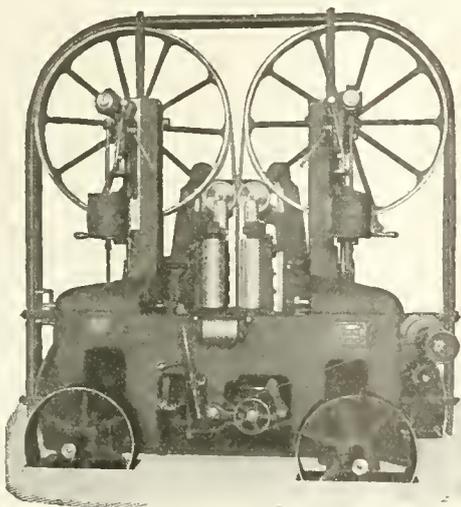
Read the Letters

that users write, saying: "The Standard Dry Kiln is doing MORE than you claim." Then you'll begin to see why we can afford to make our guaranty as strong as we do.

Write for the catalog. In it you'll find letters like that from furniture factories and veneer mills where The Standard Moist Air Drying System has been "making good" year after year. Address Standard Dry Kiln Co., 1559 McCarty St., Indianapolis, Ind.

A Fränk Statement

From a Successful Box Manufacturer
Operating a Model Plant



Heavy 54-in. Twin Band Resaw

Marinette, Wis.,
May 19th, 1915.

Gentlemen: After a somewhat extensive investigation of horizontal and vertical, single and twin band resaws of various makes, we decided on a Mershon vertical twin.

We have not had the slightest trouble with it, and in both quantity and quality of work, it fully meets our expectations. This makes three Mershons; two Standard Perfected singles and the new twin.

Yours very truly,
M. & M. BOX CO.,
J. A. Cook, Pres.

WM. B. MERSHON & Co.
SAGINAW MICHIGAN

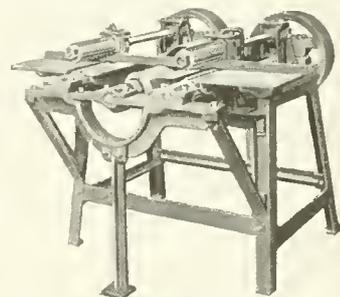
BROOM HANDLE MACHINERY

Another one of our Broom Handle Specialties—Standard four-saw Splitter, for ripping bolts of any width into broom handle squares. Will rip forty thousand squares per day, and is substantially built throughout.

We manufacture a complete line of Broom Handle Machinery, and are in position to furnish your requirements, even to the design of your plant.

Write us for information about our Lathes, Tumblers, Bolters, Chucking and Boring Machines and in fact anything you require in this line.

Standard
Handle



Broom
Bolter

Cadillac Machine Co.
Cadillac, Michigan

VENEERS AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

*Every Man is Partial
To His Own Goods*

*But the progress of his business
tells the truth*

The last few years have seen a remarkable expansion in our plant and organization - building after building has been added until now we have double the capacity of a few years ago.

Here's a reason

Every one of our products

*Rotary cut clear basswood oak & birch
Laps & panels - Backs & seats
Coat hangers and trunk panels
enjoy the most exacting care and supervision in making*

You can easily prove that claim

*The Wisconsin Seating Co
New London Wisconsin
- Makers of Time-Proof Panels*

THE STANDARD VENEER CO.

Manufacturers

Rotary Cut Birch Veneers

HOULTON, ME.

MILL AND STORE AT STOCKHOLM, ME.

OUR

BIRCH VENEERS

ARE THE PRODUCT OF
HIGH GRADE LOGS, FIRST-CLASS EQUIPMENT AND
OVER TEN YEARS' EXPERIENCE

MILWAUKEE BASKET COMPANY, South Milwaukee, Wis.

TOMAHAWK VENEER & BOX CO.

Manufacturers of Draw Bottoms in Birch and Basswood, Pin Blocks, Back Panels, also Heading and American Cheese Boxes our Specialties

TOMAHAWK

WRITE FOR PRICES.

WISCONSIN

MORE THAN 2,000 LUMBERMEN

are using the new Gibson Tally Book with its duplicate or triplicate tally tickets. If you haven't seen it, let us send you one with specimen tickets on approval. They solve your shortage and inspection troubles.

HARDWOOD RECORD

CHICAGO

Sliced Quartered Oak Figured Gum American Walnut

Cut to Dimension, Jointed and Taped,
Ready to Lay ROTARY CUT

CHESTNUT ASH POPLAR
PINE OAK WALNUT

Knoxville Veneer Co.

P. B. RAYMOND, General Manager, Knoxville, Tenn.

Door Panels

Three and Five Ply

All Woods

For One, Two, Five and Six Panel Doors
All Carried in Stock Ready for
Immediate Shipment

Geo. L. Waetjen & Co.

Milwaukee

Wisconsin



Phoenix 6 ft. Pony Band Mill

Will cut 30,000 feet of 1" lumber in 10 hours and cut it good.

Nearly 200 of these mills sawing wood in the U. S. A.

PRETTY GOOD RECOMMENDATION, ISN'T IT?

MODERATE PRICE

PHOENIX MFG. CO.
EAU CLAIRE WISCONSIN



Cupping and Warping



If you "crack the heat to it" you make a crust on the outside of the lumber and shrivel it up, rather than keep the cells open by the softening action of vapor. You must avoid this crust or shell that seals the moisture in and distorts your stock.

Grand Rapids Vapor Kilns dry everything, even gum, straight and true, under a guarantee.



Roddis Lumber & Veneer Co.

Marshfield, Wis.

- VENEERED PANELS
- DESK TOPS TABLE TOPS
- FLUSH VENEERED DOORS
- WAINSCOTING BENT WORK

SAW MILLS AT PARK FALLS, WIS

BIRCH

4-4 and thicker, No. 1 Common and Better also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

Rice Lake Lumber Co., Rice Lake, Wis.



Big Values count more these days to buyers of lumber than ever before because competition is stronger. We have an advantage in giving our customers values on account of the superiority of our timber.

Right Now we want to move:

BASSWOOD		Feet	BIRCH		Feet
4/4 No. 1 Com. & Bet.	300,000		4/4 No. 3 Common	75,000	
4/4 No. 2 & 3 Com.	200,000		5/4 do	85,000	
4/4 No. 3 Com. & Bet., 4 to 8 ft.	100,000		6/4 do	200,000	
BIRCH			SOFT ELM		
4/4 No. 2 Com. & Bet.	500,000		4/4 No. 2 Com. & Bet.	400,000	
5/4 do	300,000		5/4 do	50,000	
6/4 do	90,000		6/4 do	80,000	
HARD MAPLE					
4/4 No. 2 Com. & Bet.	550,000		6/4 do	450,000	
5/4 do	20,000		8/4 do	50,000	

Write for delivered prices

HATTEN LUMBER CO., New London, Wis.

M I C H I G A N
FAMOUS FOR HARD MAPLE AND GREY ELM

“Ideal” Steel Burn-ished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—“IDEAL.”

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

I. Stephenson Co., Trustees - WELLS, MICHIGAN

“Chief Brand” Maple and Beech Flooring

in 3, 3 1/2 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

High Grade Maple

- 35M 12/4 No. 1 Common and Better
- 25M 8/4 No. 1 Common and Better
- 35M 6/4 No. 1 Common and Better
- 60M 4/4 No. 1 Common and Better
- 50M 5/4 Quarter Sawed Hard Maple

Strictly Lower Peninsula stock.
Write for prices.

FULL THICKNESS BAND SAWN QUICK SHIPMENT

VON PLATEN LUMBER COMPANY

Iron Mountain, Mich.

Have following stock at Boyne City, car or cargo shipments:

- | | |
|---|--|
| 160 M ft. 4 4 No. 2 Com. & Better Red Oak | 500 M ft. 12 4 No. 3 Com. Maple |
| 250 M ft. 4 4 No. 2 Com. & Better Beech | 500 M ft. 4 4 No. 3 Com. Maple |
| 77 M ft. 5 4 No. 2 and No. 3 Beech | 67 M ft. 5 1 Log Run Basswood |
| 11 M ft. 1 1 No. 2 Com. & Better Maple | 31 M ft. 5 4 No. 2, 3" and 4" strips, Basswood |
| 12 M ft. 10 4 No. 2 Com. & Better Maple | 12 M ft. 5 1 5" and wider No. 2 Com. Basswood |
| | 24 M ft. 5/4 No. 3 Com. Basswood |
| | 12 M ft. 4 1 No. 3 Com. Basswood |

Strable Lumber & Salt Co.

Manufacturers of

Hardwood Lumber

AND

Maple Flooring

SAGINAW, MICHIGAN

WE WANT TO MOVE:

- 50,000 ft. 8 4 No. 2 and better Soft Maple.
- 150,000 ft. 4/4 No. 2 and better Soft Maple.
- 75,000 ft. 6/4 No. 2 Common Soft Elm.
- 75,000 ft. 6/4 No. 3 Common Soft Elm.
- 30,000 ft. 4/4 No. 2 Common Soft Elm.
- 100,000 ft. 4/4 No. 1 Common Basswood.
- 37,000 ft. 4/4 No. 2 Common Basswood.

IF YOU HAVEN'T SEEN THE GIBSON TALLY BOOK

Let us send you one on approval, with samples of Tally Tickets for triplicate, duplicate or single tallies—a score of forms to choose from. They are the latest and best. Endorsed by hundreds of lumber manufacturers and buyers.

B U F F A L O

The Foremost Hardwood Market of the East

Yeager Lumber Company, Inc.

Specialties:

Oak, Ash and Poplar

932 ELK STREET

T. SULLIVAN & CO.

HARDWOODS

Specialty - Brown Ash

No. 2 ARTHUR STREET

Standard Hardwood Lumber Co.

**OAK, ASH and
CHESTNUT**

1075 Clinton Street

**ANTHONY MILLER
HARDWOODS
OF ALL KINDS**

893 Eagle Street

**G. Elias & Bro.
HARDWOODS**

White Pine, Yellow Pine, Spruce,
Hemlock, Fir, Lumber, Timber, Mill-
work, Boxes, Maple and Oak Flooring

955 - 1015 ELK STREET

Hugh McLean Lumber Co.

OUR SPECIALTY:

**QUARTERED
WHITE OAK**

940 Elk Street

**BUFFALO HARDWOOD
LUMBER CO.**

Dry band sawed stock

Piled at our Mill in Alabama ready for shipment
100000' 4/4 1s & 2s Plain Red Oak.
50000' 4/4 No. 1 common Red Oak.
50000' 4/4 1s & 2s Sap Gum.
30000' 4/4 No. 1 common Sap Gum.

940 Seneca Street

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

BOTH NORTHERN and
SOUTHERN OAK

HARDWOOD LUMBER and
ROTARY VENEERS

STIMSON'S MILLS

J. V. STIMSON
HUNTINGBURG, IND.

J. V. STIMSON HARDWOOD CO.
MEMPHIS, TENN.

STIMSON VENEER & LUMBER CO.
MEMPHIS, TENN.

Entire Line of Well Manufactured
HARDWOOD LUMBER

from $\frac{3}{8}$ " thick up

IN DRY STOCK

including

OAK AND RED GUM

PLAIN AND QUARTER SAWN

WALNUT POPLAR
HICKORY ASH
ELM MAPLE

ABC AND WESTERN UNION CODE

Tells all there is to know about every
commercial forest tree of America.

AMERICAN FOREST TREES

(WRITTEN IN THE LUMBERMAN'S LANGUAGE)

*Completely illustrated with
original photographs and draw-
ings and handsomely bound.*

(Price \$8 Prepaid)

HARDWOOD RECORD, 537 S. DEARBORN ST.
CHICAGO, ILL.

PENROD Walnut & Veneer Co.

Manufacturers

EXCLUSIVELY
WALNUT LUMBER AND VENEERS

KANSAS CITY, MO.

PENROD-JURDEN & McCOWEN

Manufacturers and Exporters
HARDWOOD LUMBER & VENEERS

We Are in the Market for
an Unlimited Amount of
WALNUT LOGS

12" and up in diameter, 8' to 16' long

GENERAL OFFICES
Memphis, Tenn.

Mills at Helena, Ark. and Brasfield, Ark.

Aardwood Record

Twentieth Year,
Semi-Monthly.

CHICAGO, SEPTEMBER 10, 1915

Subscription \$2.
Single Copies, 10 Cents.



ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

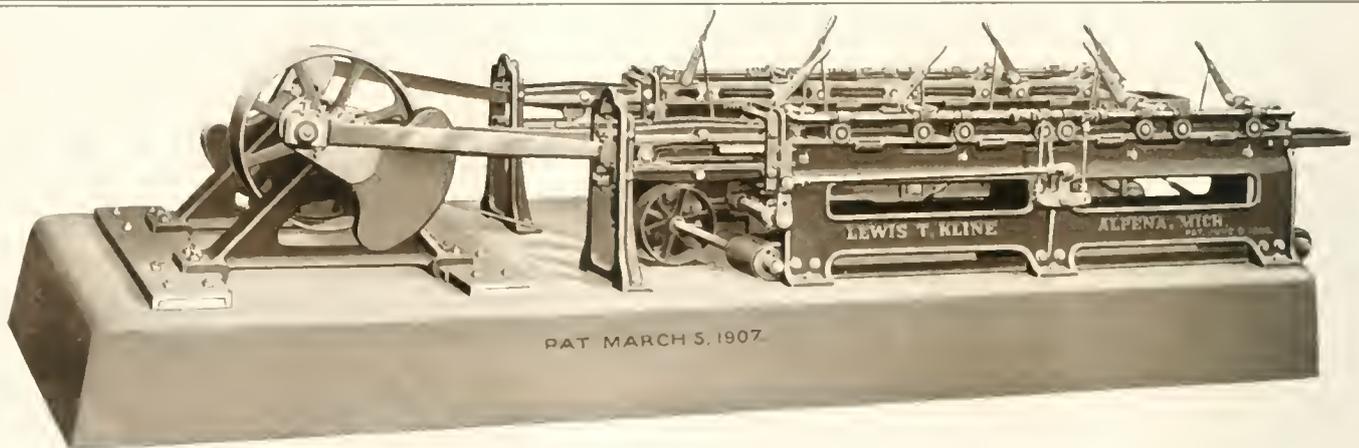
J. GIBSON McILVAIN & COMPANY

CROZER BUILDING, PHILADELPHIA, PENNSYLVANIA

Manufacturers of Lumber

OVER 100 YEARS
OF
SUCCESSFUL BUSINESS

Small and Large Inquiries Solicited



One Man on the Klines Horizontal Beat Two Men on 10 to 12 Uprights

Write for our book that backs the above assertion with mechanical facts, and letters from users.

LUMBER MANUFACTURERS:
Utilize your waste material
WOODWORKERS AND MATTRESS MAKERS:
Make your own excelsior

Let the Kline Booklet tell you how

Kline's Eight Block Excelsior Machines

ALPENA INDUSTRIAL WORKS, ALPENA, MICH.

MICHIGAN
FAMOUS FOR HARD MAPLE AND GREY ELM

Michigan Hardwoods
Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

Cobbs & Mitchell
INCORPORATED
Sales Department, Cadillac, Michigan

**DRY 5-4 CADILLAC
GRAY ELM**

WE HAVE THREE CARLOADS OF CHOICE 5/4 CADILLAC GRAY ELM WHICH RUNS FROM 80 TO 90 PER CENT TWELVE INCHES AND WIDER AND LARGELY 14 INCHES AND WIDER. IF YOU CAN USE IT, MAY WE QUOTE PRICES FOR PROMPT SHIPMENT?

MITCHELL BROTHERS CO.
CADILLAC, MICH.
SALES DEPARTMENT



PLAIN RED OAK

PANELS

Guaranteed Stock in

PLAIN RED and WHITE OAK
BIRCH
SELECTED and UNSELECTED
RED GUM
WHITE ASH
QUARTERED OAK
and MAHOGANY

PROMPT DELIVERIES



SELECTED RED GUM

MISSISSIPPI VENEER & LUMBER CO.

Neenah, Wisconsin

"STEARNS" LUDINGTON

Hardwood Specialists

5,000,000 feet
4-4 to 8-4
BEECH

A complete stock of thoroughly
dry Beech in all grades

We specialize in Kiln Dried Stock

The **STEARNS**
SALT & LUMBER CO.
LUDINGTON, MICH.

Alexander Brothers

STOCK AND PRICE LIST

July 1, 1915		F. O. B. Belzoni			BELZONI, MISS.		
	Fas.	No. 1 Com.	No. 2 Com.	No. 3 Com.			
3/4	1,500	\$55.00	1,500	\$25.00			
1	13,000	67.00	25,000	30.00	11,000	\$20.00	
1 1/4	12,340	68.00	31,630	37.00	13,000	20.00	
1 1/2	10,000	68.00	18,930	37.00	10,000	21.00	
1 3/4			12,000	38.00	1,000	22.00	
2	28,000	70.00	14,345	38.00	4,345	22.00	
3	8,000	75.00	3,000	45.00			
Strips—							
1	40,000	40.00	12,000	20.00	Bright Sap, no defect, 2 to 4 in.		
1 1/4	8,000	40.00	2,000	20.00	Bright Sap, no defect, 2 to 4 in.		
Qrtd. Red Oak—							
3/4	4,000	40.00	2,000	25.00	1,500	\$15.00	
1			28,484	30.00	10,285	20.00	3,000 \$10.00
1 1/4	62,585	52.00			10,000	20.00	6,000 10.00
1 1/2	12,033	52.00	30,872	32.00	10,568	20.00	3,000 10.00
P & Q R & W Oak—							
1	13,000	42.00	10,000	24.00	40,000	12.00	20,000 8.00
Qtd. Red Oak Strips—							
1	10,410	36.00	24,105	10.00	Bright Sap, no defect, 2 to 4 in.		
1 1/4	9,100	30.00	4,325	18.00			
Fas.							
1 1/4	L. R. Elm	33,000	\$18.00				
1	L. R. Cottonw'd.	02,000	will quote				
3/4	Tupelo	31,000	10.00	15,575	\$7.00		
1	Tupelo	10,000	14.00	7,000	10.00		
1	Tupelo			63,575	14.00		
1	Tupelo, 20 up	14,000	23.00				
1	Tupelo, 18 up panel	7,000	21.00				
1 1/2	Tupelo	30,000	19.00	13,392	10.00		
2	Tupelo	50,000	21.00	27,300	16.00		
1	Qrtd. Red Gum	20,000	32.00	30,000	22.00		
1	Qrtd. Red Gum	20,000	45.00	15,000	22.00		Mottled figure
1 1/4	Qrtd. Red Gum	23,800	33.00	6,380	22.00		
1 1/2	Qrtd. Red Gum	35,000	34.00	31,000	22.00		
2	Qrtd. Red Gum	90,000	34.00	32,500	22.00		
3	Qrtd. Red Gum			1,000	24.00		
1	Plain Red Gum	60,000	23.00	15,000	13.00	14,000	10.00
1 1/4	Plain Red Gum	8,000	24.00	15,000	14.00	7,000	10.00
1 1/2	Plain Red Gum	35,000	25.00	71,000	15.00	12,000	10.00
2 1/2	P & Q Gum	2,675	28.00	3,500	20.00		
1	Sap Gum	15,000	10.00	14,000	12.00		
1	Sap G. fas 12-18	15,000	19.00				
1 1/2	Sap Gum			8,000	14.50		
2	Sap Gum			5,000	14.50		
Fas. Select.							
1	Cypress		10,400	\$32.00	15,075	\$28.00	
2 1/2	Cypress		33,200	42.00	25,000	39.00	
3	Cypress		55,000	42.00	35,000	39.00	

Weights Guaranteed to Be as Standard

BIRCH

4-4 and thicker, No. 1 Common and Better
also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn)
Red, Plain and Unselected Birch, Basswood, Soft
and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

Rice Lake Lumber Co., Rice Lake, Wis.

WISTAR, UNDERHILL & NIXON

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

QUARTERED WHITE OAK

NICE FLAKY STUFF

WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.

Specialist in Hardwoods

Manufacturers are requested to supply lists of stock for sale

WM. WHITMER & SONS INCORPORATED

Manufacturers and Wholesale
sellers of All Kinds of

"If Anybody Can,
We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing
Franklin Bank Bldg. PHILADELPHIA

THE POWELL MYERS LBR. CO. of SOUTH BEND, IND.

Solicit your inquiries for Oak,
Ash, Hickory, Maple and Gum

DIMENSION

OUR SPECIALTIES

Chair Posts and Rockers Band Sawed to Pattern.
Furniture, Wagon, and Implement Stock.

THE SOUTH

COTTONWOOD

OAK

PLAIN AND QUARTERED RED AND WHITE

RED AND SAP GUM

High Grades Band Sawn Lumber

We Make a Specialty of Thin Stock

COTTONWOOD
AND GUM VENEERS

THREE-PLY GUM PANELS
BOX SHOOKS—EGG CASES

Write Us for Prices

Anderson-Tully Company
MEMPHIS, TENN.

Salt Lick Lumber Co.

SALT LICK KENTUCKY

MANUFACTURERS OF

Eureka OAK FLOORING
MAK AND BELEN

Complete stock of 3/8" and 13/16" in all standard widths

Willson Bros. Lumber Co.

Manufacturers

West Virginia Hardwoods
and North Carolina Pine

Mills at } PORTERWOOD, WEST VA.
JACKSONVILLE, N. C.
CONWAY, S. C.

Main Office: PITTSBURGH, PA.

Little Rock., Ark., Has the Pick of Arkansas Hardwoods

ITS geographical location is such that it is virtually in the center of the best hardwood timber in the Southland. Its railroad facilities give it the call on any of this timber at any time. We have planned our band mill operations to make the most of this natural advantage, so you have not only the finest selection of logs for your exact wants, but have in our mill the opportunity of getting just that kind of lumber that you can work best.

LITTLE ROCK LUMBER & MANUFACTURING COMPANY, Little Rock, Arkansas
D. S. WATROUS, Sec'y-Treas., Mgr.

Vestal Lumber & Manufacturing Company

Knoxville, Tennessee

MANUFACTURERS

PLAIN OAK

FINE QUARTERED WHITE OAK

Special to Move 100M ft. 8-4 1 Com. Poplar Selects In } 6 In. & Up
Very Dry 100M ft. 8-4 2 Com. Poplar Selects In } 50% 14-16

BLACK WALNUT

TENNESSEE RED CEDAR

POPLAR

BAND MILLS ON L. & N. AND SOUTHERN RAILROADS AT VESTAL, A SUBURB OF KNOXVILLE



Oak as Usual the Whole Show

CAN any furniture manufacturer need further argument to prove that oak is the popular wood with all classes of buyers because of the range of prices in which oak goods can be found and because of the air of beauty and dignity of all well finished oak furniture, than the predominant part which oak goods played at the recent furniture shows and the high percentage of oak furniture shown in retailers' orders?

Can any interior finish manufacturer need any further evidence that he should push oak than the fact it is going into so many present and prospective homes and that the natural tendency is to match up furniture to finish as closely as possible?

Is there any wood which shows so much finished value in the finished article at so low a cost for raw material?

Undoubtedly the tendency in these serious times is toward conservatism and in the purchase of furniture this is shown in the high and moderate priced lines. Period furniture in oak was welcomed by the buyers because of the dignified beauty which tends more to appeal at present than does the more spectacular woods.

The time to push a novelty in furniture or any other house furnishing is when the home builders' pocketbook is full and his mind more inclined toward the frivolous novelty or innovation. In these days he buys because he must and not because he is attracted by novelties, hence he wants what he is familiar with, and surely oak answers this description better than any other wood.

It is up to the manufacturer of and dealer in furniture to avoid dictating to the buyer. He must give him what he wants in these sober times and make sales easier.

The wise furniture manufacturer will make oak the main part of his stock this year.

For any information on this subject address

Any Manufacturer on the Succeeding Page

or

Oak Information Bureau, 707 Ellsworth Building, Chicago





The following manufacturers have made a study of oak production. In sending them your requirements you will be insuring yourself the best in stock and service.

ALABAMA

H. H. Hitt Lumber Company, Decatur. (See page 31.)
 * Cromwell Hardwood Lumber Company, Montgomery.

ARKANSAS

* Carnahan-Allport Lumber Company, Allport.
 Thane Lumber Company, Arkansas City.
 Bliss-Cook Oak Company, Blissville. (See page 42.)
 Paepcke Leicht Lbr. Co., Blytheville and Helena. (See page 41.)
 Penrod-Jurden & McCowen, Brasfield and Helena. (See page 52.)
 Crittenden Lumber Company, Crittenden.
 Dermott Land & Lumber Company, Dermott.
 * Fee-Crayton Hardwood Lumber Co., Dermott.
 J. H. Bonner & Sons, Heth. (See page 42.)
 Little Rock Lumber & Manufacturing Company, Little Rock. (See page 5.)
 * Miller Lumber Company, Marianna.
 * Saline River Hardwood Company, Pine Bluff.
 Muirhead Lumber Company, Weldon.

ILLINOIS

H. B. Blanks Lumber Company, Cairo.
 Thomas McFarland Lumber Company, Cairo.
 * Utley-Holloway Lumber Company, Great Northern Bldg., Chicago.

INDIANA

S. Burkholder Lumber Co., Crawfordsville. (See page 46.)
 P. M. Cutsinger, Evansville. (See page 34.)
 * Maley & Wertz, Evansville.
 John A. Reitz & Sons, Evansville.
 * Bedna Young Lumber Company, Greensburg.
 Chas. H. Barnaby, Greencastle. (See page 35.)
 J. V. Stimson, Huntington. (See page 52.)
 Long-Knight Lumber Company, Indianapolis. (See page —.)
 Coppes Bros. & Zook, Nappanee.
 Wood-Mosaic Company, New Albany.
 North Vernon Lumber Company, North Vernon.
 C. & W. Kramer Company, Richmond.
 * Swain-Roach Lumber Company, Seymour.
 * Fullerton-Powell Hardwood Lumber Company, South Bend.
Fort Wayne.
 * Hoffman Brothers Company. (See page 10.)
 Perrine-Armstrong Company.

KENTUCKY

* Arlington Lumber Company, Arlington.
 Wright-Kitchen Lumber Company, Ashland.
 Clearfield Lumber Company, Inc., Clearfield.
 Day Lumber & Coal Company, Jackson. (See page 36.)
Louisville.
 W. P. Brown & Sons Lumber Company.
 Churchill-Milton Lumber Company.
 Kentucky-Indiana Hardwood Company.
 Norman Lumber Company.

Lexington

* Kentucky Lumber Company.
 E. R. Spotswood & Sons. (See page 34.)
 Turkey Foot Lumber Company, Inc.

LOUISIANA

* The Ferd Brenner Lumber Company, Alexandria.
 Boeuf River Ld. & Lbr. Company, Logtown.
 The Hyde Lumber Company, Lake Providence.
 Thistlethwaite Lumber Company, Ltd., Washington.

MASSACHUSETTS

The Atlantic Lumber Company, Boston. (See page —.)

MICHIGAN

Thomas Forman Company, Detroit.

MISSISSIPPI

Alexander Bros., Belzoni. (See page 4.)
 Lamb-Fish Lumber Company, Charleston. (See page 43.)

* Manufacturers of Oak Dimension Stock.

* D. H. Hall Lumber Company, New Albany.
 Paepcke Leicht Lumber Company, Greenville. (See page 41.)
 * Tallabatchle Lumber Company, Phillip.
 Carrier Lumber & Manufacturing Company, Sardis.

MISSOURI

Tachudy Lumber Company, Kansas City.
 Galloway-Pease Company, Poplar Bluff. (See page 28.)
 Baker-Matthews Manufacturing Co., Sikeston. (See page 42.)
 * Garetson-Greason Lumber Company, St. Louis.
 Thos. E. Powe Lumber Company, St. Louis.

NORTH CAROLINA

A Asheville Lumber Company, Asheville.
 * Carr Lumber Company, Pisgah Forest.

OHIO

Yellow Poplar Lumber Company, Coal Grove.
 W. M. Ritter Lumber Company, Columbus.
 Barr-Holaday Lumber Company, Greenfield.

Cincinnati

Bayou Land & Lumber Company.
 C. Crane & Co. (See page 36.)
 The John Dulweber Company.
 Hay Lumber Company.
 Mowbray & Robinson Company. (See page 10.)
 The New River Lumber Company.

PENNSYLVANIA

J. M. Murdock & Co., Johnstown.
 Aberdeen Lumber Company, Pittsburg.
 Babcock Lumber Company, Pittsburg.

TENNESSEE

* J. M. Card Lumber Company, Chattanooga.
 * Bedna Young Lumber Company, Jackson.
 Kimball & Kopeke, Knoxville.
 J. M. Logan Lumber Company, Knoxville.
 Vestal Lumber & Manufacturing Co., Knoxville. (See page 5.)
 Little River Lumber Company, Townsend.

Memphis

Anderson-Tully Company. (See page 5.)
 Geo. C. Brown & Co. (See page 10.)
 R. J. Daruell, Inc.
 May Bros.
 Memphis Band Mill Company.
 * Nickey & Sons Company, Inc.
 Paepcke Leicht Lumber Company. (See page 41.)
 Penrod-Jurden & McCowen. (See page 52.)
 Russe & Burgess, Inc.
 E. Soudheimer Company.
 Vanderboom-Stimson Lumber Company.
 * Welsh Lumber Company.
 J. W. Wheeler & Co.

Nashville

Davidson Hicks & Greene Company.
 Farris Hardwood Lumber Company. (See page 44.)
 * Love, Boyd & Co.
 * John B. Ransom & Co.

VIRGINIA

* U. S. Spruce Lumber Company, Marion.
 Boice Lumber Company, Inc., Richmond.

WEST VIRGINIA

* Lewis Lumber Company, Albright.
 The McClellan-West Lumber Company, Bluefield. (See page 37.)
 The Alton Lumber Company, Buckhannon. (See page 36.)

* West Virginia Timber Company, Charleston.
 * Pardee & Curtin Lumber Company, Clarksburg.
 Maryland Lumber Company, Denmar.
 C. L. Ritter Lumber Company, Huntington.
 Rockcastle Lumber Company, Huntington.
 Clay Lumber Company, Middle Fork.
 The Parkersburg Mill Company, Parkersburg.
 * The Meadow River Lumber Company, Rainelle.
 * Warn Lumber Corporation, Raywood.
 * American Column & Lumber Co., St. Albans.

WISCONSIN

G. W. Jones Lumber Company, Appleton.

The durability, strength, standing ability and beauty of oak are proof against all comers for all time. It is more firmly entrenched today than ever before.



BAY CITY MICH.

THE LARGEST PRODUCING CENTER OF MICHIGAN HARDWOOD
LOWER PENINSULA HARD MAPLE
When You Think This, Think Bay City

500M 4/4 No. 2 Common & Better Hard Maple
500M 4/4 No. 3 Common Hard Maple
100M 4/4 No. 2 Common & Better Soft Maple
100M 4/4 Birch, Mill Run
200M 4/4 Basswood, L. R.
110M 4/4 1st & 2nd Basswood
75M 4/4 No. 1 Common Basswood
90M 4/4 No. 2 Common Basswood
40M 5/4 1st & 2nd Basswood
90M 5/4 No. 1 Common Basswood
60M 5/4 No. 3 Common Basswood
125M 5/4 No. 2 Common & Better Beech
180M 6/4 No. 3 Common Beech

Richardson Lumber Company

100,000 ft. 4/4 No. 1 Common and No. 2 Common Birch.
100,000 ft. 4/4 No. 3 Common Birch.
20,000 ft. 1x0 to 1x7 1st and 2nds Hard Maple.
150,000 ft. 4/4 No. 3 Common Hard Maple.
750,000 ft. 5/4 No. 3 Common Hard Maple.
50,000 ft. 6/4 No. 3 Common Hard Maple.
75,000 ft. 8/4 No. 2 Common and Better Beech.
500,000 ft. 0/4 No. 2 Common and Better Beech.
250,000 ft. 5/4 No. 2 Common and Better Beech.
400,000 ft. 5/4 No. 3 Common Beech.
100,000 ft. 6/4 No. 3 Common Beech.
20,000 ft. 6/4 No. 1 Common Elm.
20,000 ft. 6/4 No. 2 Common Elm.
60,000 ft. 5/4 No. 2 Common Basswood.
100,000 ft. 5/4 No. 3 Common Basswood.
15,000 ft. 6/4 No. 1 Common Basswood.

The Kneeland-Bigelow Company

HARD MAPLE		BEECH	
16/4 1s & 2s, 8" end up.....	124,800 ft.	6/4 No. 2 C. & B.....	55,000 ft.
16/4 No. 1 Cem.....	34,700 ft.	6/4 No. 3 Com.....	64,600 ft.
10/4 No. 2 C. & B., 4 to 7" wide.....	9,000 ft.	5/4 No. 2 C. & B.....	409,600 ft.
12/4 1s & 2s, 5" end up.....	203,800 ft.	5/4 No. 3 Com.....	31,000 ft.
12/4 No. 1 Com.....	26,000 ft.	4/4 No. 1 C. & B.....	53,000 ft.
10/4 1s & 2s, 8" end up.....	163,200 ft.	4/4 No. 2 & 3 Com.....	89,000 ft.
8/4 1s & 2s, 8" end up.....	180,200 ft.	4/4 No. 3 Com.....	57,000 ft.
6/4 No. 1 Cem., 8" end up.....	8,200 ft.		
8/4 heart culls.....	72,000 ft.		
6/4 1s & 2s, 5" end up.....	286,000 ft.		
8/4 1s & 2s, 8" end up.....	168,800 ft.		
8/4 Bird's Eye.....	920 ft.		
4/4 Bird's Eye.....	480 ft.		
4/4 White.....	97,500 ft.		
4/4 1s & 2s, 8" end up.....	459,600 ft.		
4/4 Heart culls.....	41,200 ft.		
4/4 Plank trim.....	87,000 ft.		
BIRCH		BASSWOOD	
3/4 No. 3 C. & B.....	4,200 ft.	4/4 No. 2 C. & B.....	444,000 ft.
5/4 No. 3 Com.....	3,900 ft.	4/4 No. 3 Com.....	30,000 ft.
4/4 No. 1 Com.....	52,000 ft.		
4/4 No. 2 C. & B.....	180,200 ft.		
4/4 No. 3 Com.....	28,000 ft.		
4/4 No. 3 Com.....	93,500 ft.		
		ELM	
		4/4 Full cut.....	24,600 ft.
		ASH	
		4/4 Full cut.....	18,600 ft.
		CHERRY	
		4/4 Full cut.....	1,600 ft.
		OAK	
		4/4 Full cut.....	4,000 ft.

W. D. Young & Company

Let the following manufacturers know your needs:

KNEELAND-BIGELOW CO.

W. D. YOUNG & CO.

RICHARDSON LUMBER CO.

J. RAYNER
VENEERED PANELS
 ALL WOODS
 SEND FOR STOCK LIST
MAHOGANY LUMBER
 CARROLL AVE. AND SHELDON ST.
 CHICAGO

A floor to adore



For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company
 22nd and Throop Sts. CHICAGO, ILL.

SAVE YOUR MONEY BY USING THE
RED BOOK Published Semi-annually
 in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers. The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

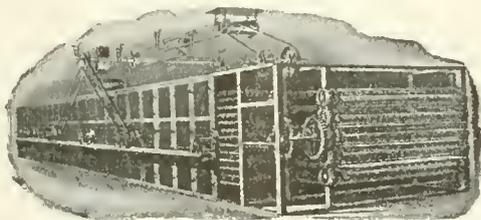
Lumbermen's Credit Assn., Established 1878
 408 So. Dearborn St. CHICAGO
 Mention This Paper
 55 John St. NEW YORK CITY

Clarence Boyle, Inc., Lumber Exchange Bldg. Chicago
WHOLESALE LUMBER
Always in the market for OAK, GUM and POPLAR

S. L. EASTMAN FLOORING CO.
 SAGINAW BRAND
MAPLE FLOORING
 SAGINAW, MICH.

PROCTOR VENEER DRYER FIREPROOF
 —AN—
UNPARALLELED SUCCESS

No Splitting
 Nor Checking
 No Clogging
 Nor Adjusting



Recommended by all those who have tried it

THE PHILADELPHIA TEXTILE MACHINERY COMPANY
 DEPT. L, HANCOCK & SOMERSET STS. PHILADELPHIA, PA.

OUR
BIRCH VENEERS
 ARE THE PRODUCT OF
 HIGH GRADE LOGS, FIRST-CLASS EQUIPMENT AND
 OVER TEN YEARS' EXPERIENCE
MILWAUKEE BASKET COMPANY, South Milwaukee, Wis.

TOMAHAWK VENEER & BOX CO.
 Manufacturers of Draw Bottoms in Birch and Basswood, Pin Blocks, Back Panels, also Heading and American Cheese Boxes our Specialties

TOMAHAWK WRITE FOR PRICES. **WISCONSIN**

LIDGERWOOD
 INTERLOCKING DRUMS
 ENGINE PULLS SLACK
 ANY LENGTH
 REQUIRED
Lidgerwood Mfg. Co.
 96 Liberty St. New York, N. Y.

LOGS
AT MILL
AT LOWEST
COST

CABLEWAY '1913' KIDDER
 HIGH SPEED RETURN
 SKIDS DOWNHILL as WELL as UPHILL

Branch Offices
 Chicago - Seattle

Agencies:
 Canada: Canadian Allis Chalmers Ltd.
 New Orleans: Woodward Light & Co. Ltd.



The veneer sawmills that have enabled us to maintain our reputation for



Honest Inspection
Intelligent Selection



Pat. Off. Specialty Quartered White Oak Veneers Reg. U. S. Pat. Off.

ESTABLISHED 1877 INCORPORATED 1901
Hoffman Bros. Company, Fort Wayne, Ind.

The Mowbray & Robinson Company
MANUFACTURERS OF Hardwood Lumber
and
MADE (MR) RIGHT
Oak Flooring
Purveyors of Floors for Fastidious People
Main office, yards and warehouse
QUICKSAND, KY. CINCINNATI, O.
Factory

Table of Contents

COVER PICTURE:
Freak Sitka Spruce Near Timber, Ore.

REVIEW AND OUTLOOK:

General Market Conditions.....	11
The Cover Picture.....	11
A Shameful Showing.....	12
A Successful Advertisement.....	12
A Lesson in Forest Waste.....	12
Revival of Shipbuilding.....	13
Between Two Fires.....	13
Reclassification Conference.....	13

SPECIAL ARTICLES:

Will Oak Be Next in Favor?.....	14
Traffic Developments.....	14
Indiana Wood-Using Industries.....	15-18
Hardwood Yard Sizes.....	18
Pertinent Legal Findings.....	19
The Lumbermen's Round Table.....	20
Begging for Business Is Bad.....	21
The Summer Log Stock.....	21
An Interesting Log Problem.....	22
Experience Talks on Woodworking.....	22

CLUBS AND ASSOCIATIONS..... 23-24

WITH THE TRADE..... 24-25

PERTINENT INFORMATION..... 25-29

HARDWOOD NEWS..... 30-39

HARDWOOD MARKET..... 39-44

CLASSIFIED ADVERTISEMENTS..... 46

SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, \$2.00 the year; in foreign countries, \$1.00 extra postage.
In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.
Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given.
Both display and classified advertising rates furnished upon application. Advertising copy must be received five days in advance of publication dates.
Entered as second-class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.

"WE ARE GETTING RESULTS"

WRITES ONE ADVERTISER

This Means That He Is Getting

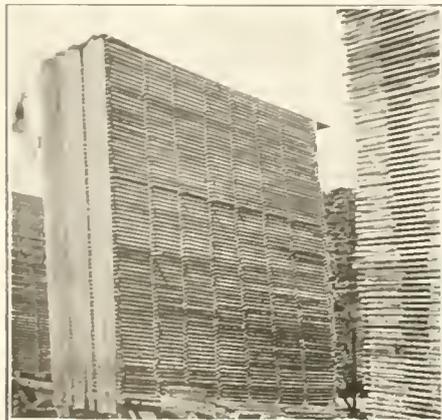
NEW BUSINESS

Through His Ad

If we can do it for him is there any logical reason why we can't for you?

MAKE US PROVE IT

HARDWOOD RECORD, CHICAGO



Verdict of A Well Pleased Customer

"We have used perhaps two million feet of Sap and Red Gum the past three years. We find by long experience that the Red Gum (which is Kraetzer Cured, furnished by Geo. C. Brown & Co., will work the same as poplar. We make interior house trim, and have to make a great many kitchen dressers, wardrobes, medicine cabinets, etc."

We have used this space the last few months to tell you of experiences of others who have used our Kraetzer Cured Gum. We are in position to demonstrate to you that we can save you money by lessening the cost of the finished article without additional expense. You cannot afford to overlook this fact.

If you have not already asked us to give you further details we will be glad to have you do so now.

GEO. C. BROWN & COMPANY

Band Mill, Proctor, Ark. Main Offices, Memphis, Tenn. *Manufacturers St. Francis Basin Hardwoods*

It will be a pleasure to quote on your inquiries.

Note number of pling sticks and method of stacking



Hardwood Record

COPYRIGHT, THE HARDWOOD COMPANY, 1915

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Edgar H. Defebaugh, President
Edwin W. Meeker, Managing Editor
Hu Maxwell, Technical Editor

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO
Telephones: Harrison 8086-8087-8088



Vol. XL

CHICAGO, SEPTEMBER 10, 1915

No. 10



Review and Outlook



General Market Conditions

IN SPITE OF a rather dark outlook for the export business, the lumber trade has been showing a better front the last couple of weeks than it has shown for some time. The improvement seems to be almost entirely in the domestic trade and does not show any connection with unnatural inflation from war orders. Of course the war orders are indirectly and in some cases directly affecting lumbermen in certain ends of the business, but the state of affairs as surrounding trade in general is showing an out-and-out improvement in business in this country and not abroad.

Exporters are rather worried over the situation which they are compelled to face because of plentiful shipments on consignment to foreign ports and because of further increases in ocean transportation charges. As far as the southern manufacturers are concerned, the latter is possibly the greater cause for worry, although the stocking up in foreign ports to the point of overcrowding is causing no little anxiety. The eastern export points are mostly concerned with the possibility of absorption of the markets abroad. It being the popular belief that the warring countries are in position to absorb stocks with the point of saturation in the unapproachable distance, the consignment shipment—the old bugbear of the export trade—has come into prominence. The result has been that importers are showing a tendency to endeavor to obtain concessions on certain lines of stock and it is possible that they may be able to do so in England.—

The ocean freight proposition has become an even more serious menace than before. Some of the southern agencies are declining to offer figures on lumber cargoes and available bottoms are to be had only at exorbitant figures.

The improvement in the domestic situation seems to have come about through the fact that the healthier state of trade as continuing in the last couple of months has held on so tenaciously that it has become an accepted condition. The opinions expressed not only by the distributors of lumber but by the consumers are that business is better, and these opinions are backed up in many cases by orders of more substantial size than heretofore. In fact, many distributors of lumber, particularly of hardwoods and veneers, are insisting upon the buyers considering the lumbermen's convenience to a slight degree at least, and placing orders of proportions that will not necessitate the heavy selling, carrying and service charges which have necessarily been incurred since trade has been in the condition that has existed in the last year. Of course these appeals must go mainly to customers who are personal friends of the distributors, but they have had their effect in many cases.

There is also a noticeable continued steadying in market values,

though anything but the most modest increases is still to be experienced.

With a fair volume of orders coming in from the road men working in the interest of manufacturers of various lines of hardwood products, and with their lumber stocks absolutely shot to pieces, there is every prospect of consistent purchases for the remainder of 1915. The month of August in many cases showed up practically as well as, and in some cases even better than, August, 1914. September so far in many cases has turned out to be remarkably good. In fact, one large manufacturer of hardwoods who is rather typical in his line of stocks, markets and selling methods, states that so far September has been almost as good as the entire month of August, and that August was very good in itself, considering all circumstances.

On the whole the signs that have been taken with a grain of salt for the past few months are proving themselves to be genuine as presaging better conditions in the lumber business. These signs continue to point to fair purchases for at least several months to come.

The Cover Picture

SITKA SPRUCE IS NOT FAMOUS for freaks. It is one of the stately, most symmetrical trees of the American forests, and is the largest of the spruces. The cover picture represents an exception to the rule. It is a deformed spruce which grew among its faultless fellows in Tillamook county, Oregon, in the Coast Range mountains. It is a prank of nature, and nobody knows what caused the abnormal growth.

The tree is a namesake of the town of Sitka, Alaska, where it was an early source of lumber for use in the mines and camps. It is a lover of the seashore and is never found far from the influence of salt water. On that account it has been called tideland spruce. It follows the coast southward from Alaska to northern California, running inland as much as fifty miles in some places. It does not prosper where it is sheltered from the influence of the wet sea winds. It likes a soil deeply buried under moss, and in that respect its habit is similar to the habit of other spruces; but it does not do well in regions cold and dry. The range where it grows is a mere ribbon extending north and south two thousand miles, but east and west it is seldom more than fifty miles wide, and usually less.

The tree grows slowly as most spruces do, and large trees are several hundred years old. Among its companions are Douglas fir, the western gigantic cedar, and several other firs which attain great heights. It is associated likewise with the western hemlock and the spruce's southern territory overlaps on the northward extension of the range of redwood.

The western larch prospered in the lumber market. It rates with the best of the pine for most purposes and is sold not only on the Pacific coast and in other regions west of the Mississippi river, but likewise in eastern states, in Europe and in oriental countries.

A Shameful Showing

THE MEMBERSHIP of the National Veneer & Panel Manufacturers' Association did not earn for itself the reputation of seeing much beyond its own nose through the showing in attendance at the special meeting called for September 7, which convened at Chicago.

The purpose of this meeting was to discuss and determine a plan of action regarding the biggest question which has yet confronted the veneer and lumbering industries, that is, the question of reclassification of freight rates. The final settlement of this proposed reclassification will mean either hundreds of thousands of dollars loss or hundreds of thousands of dollars gain, and it is difficult to conceive of a more narrow-minded attitude than that exhibited by innumerable members of various associations which will be directly affected when the Interstate Commerce Commission has turned in its final decision.

This special meeting resulted in an attendance of only fifteen out of a membership of about five times that number. Those who stayed away did so either because they are willing to let somebody else do the work for them, or because they have not enough breadth of vision to appreciate the vast importance of handling this question intelligently and successfully. In either case their absences are to be deplored and should be censured by those wideawake members who went to the trouble and expense of making the trip to Chicago.

Incidentally, it was shown conclusively that those who were wideawake enough to appreciate the significance of the meeting are also broad enough to pass up the local consideration for the benefit of the whole question. It is mighty difficult to handle a meeting of this character, where factions from four or five different sections of the country are pulling in different directions for their local interests. It is difficult to convince them that they should forget their personal desires and interests for the sake of bringing to a successful conclusion the efforts of the body as a whole. In handling the situation, President Lord did remarkably well in getting united, unanimous action out of those members who were present. The least that the absentees can do now is to heartily endorse the action taken by those members who had the ambition to take upon themselves the necessary work. The plan of procedure as adopted gives about the only means of arriving at any tangible results, and the efforts of the committee appointed by the president should be made as light as possible through hearty co-operation in their efforts to dig up the necessary information. If the absentees will devote themselves industriously to getting together the information when they are requested to do so, and to see that it is in such complete and usable shape that it can be worked up without further effort by the committee, they will have in a measure mitigated the offense of their absence from the meeting. If they do not show themselves willing to do even this, they thoroughly deserve the further burden which will be placed upon their shoulders by reclassification as at present contemplated by the railroads whose word will carry if it is not disputed by intelligent effort on the part of the shippers directly affected.

A Successful Advertisement

OUT OF DEBT and four months more to run is the announcement of the exposition which has been sent proudly forth from San Francisco concerning the exposition. Twelve million people had passed through the turnstiles by the end of August, and a bonfire had been made of the redeemed mortgages and notes, thus clearing the books and affirming the success of the exposition from the financial standpoint.

That does not mean that the whole of the money expended in assembling, placing, and operating the great show at the Golden Gate has come back in the form of gate receipts. Nobody expected such a thing. Considerably more than fifty million dollars would have to come back to square the cost; but most of that is expected to come back in form other than gate money. Most of it was invested as

an advertisement by the Pacific coast states, principally by California. The idea was to place the resources and industries of that progressive region before the world. Returns will not all materialize in the form of cash at once. They will continue to come as trade for years. Every real estate dealer on the coast will increase his business and get some of the benefit; the fruit growers, the grape shippers, the wine makers, the producers of all the varied articles which the people of the Pacific coast send to market, will increase their business because of the exposition which drew visitors from all parts of the world.

The lumbermen of the far West saw their opportunity and made the most of it. The western woods were shown in variety and profusion, and they made an impression on visitors, if one may judge by the testimony of those returning. The people have become better acquainted than ever before with the forest resources of that enormous country. The opinion has been quite general, though erroneous, that the principal resource of the western forests was certain trees of enormous size. In reality such trees are little more than interesting freaks, and have no more relation to the real forest wealth of the West than the freak fossil *sigillaria* of the coal measures have to the mineral wealth of Pennsylvania. The exposition has successfully emphasized that fact by introducing western lumber to the people of the East and of the world.

The campaign based on the slogan "See America First" received an impetus from the exposition which will lead to great and permanent results. Many persons went to San Francisco who were never there before, and they planned their routes in a way to present to them many scenes surpassing the worn-out show places of Europe. This has been merely an introduction. They will go again to see more. On their recommendations others will go. The tide of tourist travel has set in that direction and it will continue to flow.

Here again the exposition has served as an advertisement whose returns will continue to come in during many years. The people of the Pacific coast who went deeply into their pockets to finance the exposition and assure its success, have made one of the best business investments of their lives. They promised value and they have made good. No visitor who invested the price of a railroad ticket and other expenses in the exposition has been heard to complain that he did not get his money's worth. The enterprise can be set down as the largest and one of the most successful advertisements the world has ever seen.

A Lesson in Forest Waste

FREAKS OCCUR IN FOREST WASTE as well as elsewhere. In this country much of the waste consists of branches and tops where logging operations are carried on, while the tree trunks are taken to the mills for conversion into lumber. Seldom can limbs and branches be used for any purpose, and it is customary to regard them as absolute waste.

Conditions are reversed in southeastern Russia, according to a recent trade report. The problem there is to find use for the tree trunks, while the branches have an immediate market. That is particularly true of the extensive beech forests which abound in that region. Charcoal and potash are in demand, and lumber is not, because of high transportation cost. The best charcoal and potash are made from branches rather than from body wood. Consequently, forests are cut down, only the limbs and tops are taken, and the trunks are left to rot in the woods. Frequently the trees are not even cut down, but climbers lop off the limbs and the pollarded trunks are left standing until decay weakens them and they fall.

The lesson to be learned from this is that the matter of saving waste is usually a local question. No universal rules can be laid down. What may be turned to account in one place is useless in another. Because a certain class of material can be profitably marketed in one locality is no proof that the same thing may be done at another place. Local conditions govern; and what is a good policy in one region may be folly in another. This is a view of the question often overlooked by enthusiastic but not well informed conservationists. They cite examples of economy in forest work in Switzerland, France or in some other thickly populated region, and because

it has proved successful there, they take for granted that it will be successful here where conditions are wholly different.

It should be borne in mind at all times that no business man will work up forest waste, or any other material, unless there is some profit in it. Only those who preach an unworkable theory advocate anything else. If there is a great deal of material wasted in our lumbering, milling, and factory operations, it is because there is no pay in working it up. Wherever and whenever such material can be turned into profit, it will be done, and not till then will it be utilized.

Revival of Shipbuilding

NEW LIFE IS ENTERING the shipbuilding industry in the United States. It is yet too early to venture a prediction whether it will be permanent or only temporary; but for the time it is an important feature of business. The growth is taking place in spite of adverse legislation and in spite of neglect on the part of law makers. No one can claim that any statutes recently placed on the books offer encouragement to ship builders.

The increased activity in the yards is due to the great advance in freight rates on ocean-borne traffic, and the chief cause of the freight advance is the war. The visible cause, therefore, of the phenomenal increase in shipbuilding is the war. In some instances sea rates have advanced more than two hundred per cent, and the carrying trade is extremely profitable. The warring nations have withdrawn many of their ships from commerce to employ them in military transportation. Many ships have been sunk, many have been captured, many are interned in neutral harbors where they will remain until the end of the war. There is more carrying to be done than there are ships to do it, and the owners of vessels are growing wealthy. Old ships are selling for more than the cost of new ones. That is due to the desire of the purchasers to enter the carrying trade at once and share in the large profits.

There is difference of opinion as to the time of the end of the war. When it comes to its end, a drop in freight rates on ocean traffic will follow, but probably not suddenly. Some time must elapse before old conditions can come back, and meantime the ships at sea will earn large dividends for their owners.

The lumber interests are sharing in the prosperity of the ship yards. The opinion that iron has displaced much wood in ship building is erroneous. There are few statistics on which to base comparisons between the present and the past, concerning the amounts of wood used in boat yards, but there is little doubt that more wood is being used today in shipbuilding than was used before the invention of the iron ship. The only thorough study by the government of the use of wood in boat and shipbuilding in this country was recently completed and it was found that the annual demand for wood in boat yards is approximately two hundred million feet.

These figures were collected before the beginning of the present war and consequently before the present increase in shipbuilding. The demand for wood in this industry may be expected to increase. The demand is not for a few kinds only, but for practically all of the commercial woods, with oak and yellow pine probably predominating.

Between Two Fires

WESTERN LUMBERMEN and certain congressional committees are disposed to place the Forest Service in the uncomfortable position proverbially expressed as "between the devil and the deep sea." This is speaking figuratively, of course. The western lumbermen have started a campaign for the purpose of putting a stop to the government's practice of selling timber from the national forests in competition with lumber cut from privately-owned land. The first gun was fired in the open when some of the western timber owners attending the conference in Chicago between the lumbermen and the Federal Trade Commission, advocated the suspension of sales from government land. It was declared unfair to the owners of private timber tracts to permit the government, whose land cost it nothing in purchase money, and is untaxed, to sell timber in competition with private owners. An official of the Forest Service was present at the meeting and spoke in favor of the government's policy of selling timber, but prefaced his defense with the statement that

the sales made by the government are so small that they have no appreciable effect on lumber prices. The fight against the government's policy of selling timber has not yet waxed hot, but straws tell which way the winds are blowing in the West.

It is well known that a formidable attack has been more than once made on the Forest Service from an opposite quarter. It has taken place in the halls of Congress, or rather in the committee rooms where appropriations for the Forest Service are under discussion. Some of the congressmen want to know why funds for running the Forest Service are not provided by selling government timber; thereby making frequent and large appropriations by Congress unnecessary. It is pointed out that the government owns something like seven hundred billion feet of merchantable timber, much of which is over-mature and is burning or rotting, and congressmen insist on asking why more of it is not sold to meet the running expenses of the Forest Service.

A similar cry comes up from farther back, among that class of citizens who have come to believe that lumber is too high and that the way to cheapen it is to saw and sell large quantities of government timber.

The task of the Forest Service is not an easy one if it has to satisfy all of these demands. It is caught in as perfect a dilemma as was ever formulated by an Athenian logician. If government timber is cut, the western lumbermen gird up their loins for a scrap, and if no timber is cut, the congressmen who hold the key to the treasury come out flat-footed and want to know the reason why.

Strict neutrality is the easy dodge these days to keep out of trouble; but situations may come about where it requires a high-grade diplomat to satisfy both sides if their demands are exactly opposite.

Some of the admitted facts in the situation are the following: The government owns a great deal of timber that is ready to cut, but comparatively little of it is within reach of present markets. It is in regions unaccessible until railroads have been built, consequently, the timber is not now salable under the stipulation that it must be cut in the near future. It might be sold to speculators who would hold it for many years, but it is not now the government's policy to do that.

The sales of government timber are not large enough to have much effect on prices. The values of such sales are said to total less than \$1,200,000 a year, while lumber cut from private lands has a millyard value of approximately \$685,000,000, or more than five hundred and fifty times as much. Besides, the government timber is not thrown on the market at a low price, but is sold to the highest bidder after being widely advertised. The charge does not appear to have been substantiated that lumber cut from government land has been sold at a lower price than that from private land, in the same region and when grades are the same.

The Reclassification Conference

IT IS NOT STRETCHING the point one jot to say that the question of the proposed reclassification of lumber and lumber products will have a more far-reaching effect than anything else which the lumber and allied industries have ever been called upon to help decide.

The efforts of the shippers of lumber and lumber products to prepare their case in such shape that it will influence the Interstate Commerce Commission in its decision are rapidly being shaped into definite form. Undoubtedly tangible arrangements of some character tending to best take care of the lumbermen's interests will be formulated at the meeting to be held in Chicago on September 15.

It will be a financial impossibility to fight a winning fight without necessary funds. No lumberman has the right to feel that the money that he subscribes or pays out on any basis for this purpose is money wasted. The results will mean a great deal in actual dollars and cents to practically every class of lumberman in the country. The privates in the ranks must do their part through moral and financial re-enforcement of those who have the work actively in hand.

It is never good policy to follow closely the footsteps of a business competitor. Keep posted, always, but do your own business in your own way.



Will Oak Be Next In Favor?



The furniture trade in its present state of mind in the matter of favors to different woods may be likened a little unto a barber who is at the stage where he is putting the finishing touches on one's head and is about ready to look up and say "next." In other words, the furniture world seems ripe for a change, not a complete and an entire change, but a turning to add a taking up of some individual wood to make a special feature of until the novelty wears off. The interesting question to the hardwood industry, especially to the oak division of it is, "Will oak be next?"

The indications are that oak has a good chance to be next to the extent that it will run higher in favor in the furniture trade than for some years past. Oak has always held an important place in the cabinet and furniture world; in fact, it is easily the most important of our native cabinet woods and has been important in the furniture industry back practically as far as the history of industry goes. Not only is this true in this country, but abroad also, where we have gone to revive many of the old periods in furniture and where lately some of our own furniture manufacturers are reported to have secured oak beams several hundred years old from English buildings to be reworked into fine period furniture. The main trouble with oak during the past few years has been that it has suffered from neglect. It has been neglected not only by the furniture trade which has been showering favors on mahogany, Circassian walnut, gum and our own native black walnut, to say nothing of maple and birch, but the oak people themselves have neglected to keep it in the limelight by persistent boosting as has been done by those interested in pushing other cabinet woods.

The effect of wide and persistent exploitation has been pretty well demonstrated by the advocates of other cabinet woods, the latest example being in connection with black walnut, which has been brought back into high favor after years of apparent retirement from any active part as a strong feature in furniture making.

That the oak people can do much to secure favors for oak and to extend its use in the furniture world by a broad, persistent campaign of exploitation, there is no question. Moreover, from the general appearance of things in the lumber and furniture world, the present time offers better opportunities for effective work of this kind than have been presented for many years.

The furniture trade itself, as indicated in the beginning of this article, is in a receptive attitude. It likes to change its favors, likes to get newness and novelty to arouse interest and have some fresh talking points. The changes in furniture, both as to design and to the woods that run high in favor for certain periods, are a little suggestive of changes of fashion in dress and in millinery. The changes are not so radical nor do they come so rapidly, but it is evident to those who observe the shifting scenes in the furniture world that changes come and that furniture manufacturers get restless after pursuing one line of work with some particular wood.

Another factor that enters is the availability of raw material. The threatened scarcity, for example, in Circassian walnut sets furniture manufacturers to looking around for something else to feature lest they suddenly find themselves short of raw material. To an extent, the same idea holds with regard to black walnut and this is one of the factors that is causing furniture manufacturers to look around a little now and speculate on the matter of what next.

Another contributing factor is in the strong favors shown period styles, toward the reproduction in modified form, especially of certain of the old English patterns. Many of the best of these were done in oak, so the tendency to reproduce them in modified form naturally turns the thoughts of manufacturers toward this wood.

Another thing worthy of passing notice in this connection is the incident of what might be termed the closing act in the practice of exploiting the printed imitation of quartered oak as "American quartered oak." It is a pity that anything of this kind was ever started because, as was predicted some time ago when the practice was at its height, its tendency was to debase the real quality of quartered oak and cause it to lose favor. Besides all that, it was advertised

falsely under the name of American quartered oak, and was not oak at all, while the real American quartered oak is one of the finest woods in the world. This practice has been brought to an end. The matter has been brought to the attention of the Associated Advertisers' Clubs as furnishing a chance to make an example of truthfulness in advertising by eliminating this practice. At this writing the practice has been almost entirely eliminated and there will probably not be any more of it except in a few isolated cases and these will likely soon be brought to light.

As one important manufacturer of quartered oak with whom this subject was discussed said that now is the right time, following on the heels of this incident which has brought the subject of oak in the limelight, to start and maintain a broad and comprehensive campaign of advertising the real American oak.

Supply is always a factor, and today the situation in the oak trade, because of curtailment in the foreign demand, is such that there is available for the domestic furniture manufacturers a better supply of both plain and quartered oak at better prices than will likely obtain again soon. When the war in Europe is ended and trade there resumes its natural course, the demand for oak from abroad will enter again and domestic consumers will likely have to pay more and will have less opportunity to select just what they want. This makes the present time the great opportunity for the furniture manufacturing world to make a strong feature of oak, in new and different designs, if they will put oak, both plain and quartered, as a conspicuous wood in the furniture world, with beneficial results to themselves, to the oak lumber fraternity and to the general public which buys furniture, because from a strict measure of beauty and utility there is really nothing much superior to oak.

Traffic Developments

In all probability, an extension of time will be granted by the Interstate Commerce Commission in which replies may be filed to the questions asked in the matter of rates on and classification of lumber and lumber products. The series of questions asked in the commission's docket, number 8131, dated August 2, call for extensive research. A large number of the lumber associations throughout the country have advised the commission that it will be impossible to make response before October 15, which was the limit set.

It is understood that the commission regards these protests favorably and it is expected that a longer time will be allowed. Most of the protests specify January 1 as a proper date for limitation.

No protest has been made by a carrier. It is understood the carriers are willing to submit answers to the questions directed at them within the original limit.

The Byrd-Matthews Company, operating at Helen, Ga., is determined to spare no effort to obtain a readjustment of rates affecting its shipments of hardwood lumber. Helen is situated on the head waters of the Chattahoochee river. Helen falls in the territory in which the rates were adjusted with those applying on Georgia pine. The company claims that they should be classed with the hardwood rates which apply in the district in which they operate. Under present conditions it is stated that the company is not able to compete with operators on the other side of the river.

Incidentally, this section of the Chattahoochee river is celebrated for having inspired Sidney Lanier to write his "Song of the Chattahoochee."

In the matter of lumber rates to Wisconsin points, which was assigned for hearing in St. Louis, September 8, a change of date has been made by the commission. The hearing will be held Sept. 13.

Oral argument in the matter of lumber rates to eastern cities will be held in Washington October 14.

The Lamb-Fish Lumber Company has filed an amendment to its complaint, number 5212, against the Yazoo & Mississippi Valley Railroad. The charges in the complaint are mostly technical.



Indiana's Wood Using Industries



Editor's Note

By special arrangement with the United States Forest Service HARDWOOD RECORD has secured the right to publish in full, and in advance of other publications, the complete study of the wood-using industries of Indiana made by agents of the Forest Service. This investigation was one of the most complete ever undertaken in America, and it enters fully into all details of the subject. The manufacturing of woods in that state is highly developed, and Indiana has long been one of the foremost hardwood regions of the country. The report will prove of great value. Owing to its length it will be published in serial form, continuing regularly in each issue of this paper until completed.

NOTE

The study upon which this report is based was conducted by the Office of Industrial Investigations, Forest Service, U. S. Department of Agriculture, Washington, D. C., during the year 1912, and the statistics cover the period of twelve months from January 1 to December 31, 1911, inclusive. The report was compiled by J. C. Nellis of the Office of Industrial Investigations.

INTRODUCTION

The territory now embraced in the state of Indiana was generally well timbered at the time white men first became acquainted with it. The prairies constituted the principal exceptions, particularly in the northern half of the state. The original forests of Indiana were almost exclusively hardwoods, that is, broad-leaf trees. A little scrub pine, white pine, tamarack, hemlock and cedar were found in certain places, but such trees were always scarce and usually of inferior size. Practically all of the softwood lumber, lath, and shingles used have been brought from other states.

The sawing of lumber and its further manufacture into numerous commodities constitute an important part of Indiana's industries. In 1909, the latest year for which the most complete data are available, there were 1,604 active sawmills reporting to the census and there were 12,840 persons engaged in the manufacture of lumber and timber products. Other wood-using industries in the state that year had the following number of persons engaged:

Automobiles, 7,753; carriages and wagons, 10,100; furniture and refrigerators, 12,352; steam cars, 18,194 and agricultural implements, 6,061.

The cut of lumber in Indiana reached its highest figure years ago. There is not much decrease in the number of mills; they are nearly as numerous and as widely disposed as ever, but they are not sawing as much lumber. The average output per mill fifteen years ago was 952,000 feet a year. In 1912 it had fallen to 403,000 feet. The following table shows the lumber cut in the state in different years:

YEAR	LUMBER CUT, BOARD FEET
1899	1,036,999,000
1909	556,418,000
1910	422,963,000
1911	360,613,000
1912	401,017,000
1913	352,993,000

Statistics of lumber cut were not compiled until comparatively recent years, and it is not possible to say when the maximum output was reached in the state; nor is it possible to predict when the cut will reach its minimum. There is no doubt concerning the cause of the decline. It is due to partial depletion of the supply of standing timber. The state still contains considerable quantities, but the amount has been steadily declining for a long time. In fact, the total has been growing smaller ever since the clearing of farms began; but for several decades after that time there was plenty to meet all demands. Formerly timber was secured wholly from the growth of the wild forest, but now much of the supply comes from farm woodlots.

The farm woodlot should be a more important source of timber than it is. Fire and stock should be kept out and the trees given every chance to grow. The less valuable and inferior species ought to be used for fuel, posts, etc., in place of the valuable kinds. Species which grow rapidly, develop shapely trunks, and produce high-class wood should be selected for stocking the woodlot, either by sprouts from stumps or by planting seedlings.

Considerable forest tree culture has been undertaken in the state, but not enough as yet to have any effect upon the lumber supply. The earliest appreciable result from planted lots may be expected

to show itself in the output of fence posts and ties. Saw timber may come later.

PURPOSE OF REPORT

This bulletin will show the Indiana woodlot owner who has timber to sell, where to find markets within the state. The statistical tables (Nos. 2 to 33) and discussions for each kind of wood show what industries use each kind, while the industry tables (Nos. 35 to 65) and the accompanying discussions show what woods each industry uses. From these the timber owner can ascertain what industries use the kind of wood he has for sale or what woods are used by the class of industries located in his neighborhood, and then can turn to the directory of manufacturers at the end of the report and get the names and addresses of manufacturers in nearby towns who are engaged in lines of manufacture which use the kinds of wood he has for sale.

The manufacturer can learn from this report what woods are being used by others in his line and what articles other plants make from the same kinds of wood he uses. Such information may result in the use of untried woods or the manufacture of profitable side lines. Makers of small articles can often use cuttings too small to work further in furniture, vehicle and other factories and should make such connections whenever possible; the directory of Indiana manufacturers at the end of this report will aid in this. Further information along these lines can be secured by writing the Forest Service, Washington, D. C.

The use of lumber, rough or merely dressed, without further manufacture, is not considered in this report, but only that which passes through some woodworking plant. For this reason no mention is made of the large quantity of lumber sold by lumber yards and wholesalers for construction and building purposes. However, data on all lumber purchased by manufacturers of interior finish, flooring, and other finished house material in the state are included, because such lumber is further manufactured within the state into finished products. All other wooden products made in the state are included, with the exception of lath, shingles, veneer and cooperage stock, which have been excluded from Forest Service studies of wood-using industries, because annual statistics were formerly maintained for these products by the Bureau of the Census. The latest available statistics on these items are shown in the appendix of this report.

The material for this report was collected by the Forest Service through correspondence and personal visits by agents to factories and mills. Lists of manufacturers were compiled from commercial directories and the list for each town in the state was checked for the Forest Service by the postmaster, who made such eliminations and additions as were necessary. Blank schedules requesting advice as to products manufactured, kinds of woods used, and amount, use, cost, and source of each kind were mailed to the manufacturers to be filled in and returned. Those who failed to respond to the first request were sent a second blank and those who still neglected to reply were visited by a member of the Forest Service and the desired information secured by personal interviews.

KINDS OF WOOD USED BY INDIANA MANUFACTURERS

Table I brings together all the woods reported by manufacturers in the state, gives the average cost of each delivered at the factories, the total cost, and the quantity supplied from home forests and woodlots, and the quantity brought from outside regions. The yearly demand totals 652,217,593 feet, board measure, the total sum paid is \$20,568,576. The amount of state-grown lumber was 146,873,289 feet, and outside regions supplied 505,344,304 feet. Less than 23 per cent of the demand by wood-consuming factories is met by tim-

the State. The largest home supply comes from white oak, red oak second, beech third, and white ash fourth. Of the fifty three woods reported, twenty four come wholly from the outside, and only two, applewood and mulberry, are supplied entirely by the state.

There are two general classes of woods listed in Table 1, but they are not shown separately. These two classes are hardwoods and softwoods.

Commercially speaking, the softwoods are trees with needlelike leaves, but not necessarily evergreen. Hardwoods bear broad leaves, which are usually deciduous but evergreen in some cases. The softwoods included in Table 1 are the following: Pines, Douglas fir, cypress, hemlock, spruces, and cedars. The softwoods are much more important than the hardwoods, both in quantity of timber available and in usefulness. The softwoods contribute about eighty per cent of the annual lumber production, and are used largely in general construction and building.

All of the other kinds of wood listed in Table 1 are known as hardwoods, some of them, such as mahogany and Circassian walnut, being imported. Although they form but twenty per cent of the lumber cut, hardwoods are of much importance in the manufacture of interior finish, furniture, vehicles, and implements.

Of the fifty three woods listed in Table 1, six are foreign—mahogany, Circassian walnut, Spanish cedar, prima vera (sometimes called jenisero), padouk, and rosewood. Seventeen are softwoods and thirty-six hardwoods. Several of the woods listed probably in-

clude more than one species, since manufacturers report commercial names which often cover several species, and usually do not know the botanical names of all the woods they use. Thus only white oak and red oak are named, yet doubtless more than a dozen species of oak are used in the state. Several species of hickory such as shellbark, shagbark and pignut are listed together under the generic term "hickory." Two maples and two ashes are named, but probably more than two of each go to factories in the state.

Further, as pointed out later, commercial shortleaf pine includes both shortleaf and loblolly pine. Birch undoubtedly includes both yellow and sweet birch; spruce is probably mostly red spruce from West Virginia, but may be partly white or black spruce from the Lake states. The different species of these woods are distinct when the trees are seen standing in the forest, but when they have been sawed into lumber and the lumber reaches the factory, it is not always easy to distinguish one wood from another of the same kind, as red maple from silver maple, red spruce from white, red oak from shingle oak, etc. Consequently it has been found more satisfactory not to attempt in this report an exact separation of the woods into species, but to make the commercial names the basis for classification in most cases.

Other woods listed in Table 1 are single species definitely recognized by the trade. Thus red gum, yellow poplar, beech, chestnut, walnut, etc., undoubtedly include only the botanical species referred to.

Each kind of wood used by Indiana manufacturers is discussed in table 2 which shows the amounts used by each industry, costs, etc., for each of the more important woods.

TABLE 1.—SUMMARY OF KINDS OF WOOD USED IN INDIANA

Common name—	Kind of wood Botanical name—	Quantity used annually Feet b. m.	Per cent	Average cost per 1,000 ft.	Total cost f. o. b. factory	Grown in Indiana Feet b. m.	Grown out of Indiana Feet b. m.
White oak.....	<i>Quercus alba</i>	109,167,631	16.78	\$41.18	\$4,508,350	47,185,346	61,982,285
Red oak.....	<i>Liquidambar styraciflua</i>	74,827,530	11.47	21.61	1,617,215	3,872,080	70,955,450
Longleaf pine.....	<i>Pinus palustris</i>	67,538,755	10.35	24.16	1,647,075	.....	67,538,755
Shortleaf pine.....	<i>Pinus</i> sp.....	52,673,031	8.08	24.67	1,299,527	.....	52,673,031
Red oak.....	<i>Quercus rubra</i>	19,412,227	7.58	33.21	1,641,114	21,012,818	28,399,409
Hickory.....	<i>Hicoria</i> sp.....	36,828,147	5.65	43.27	1,593,544	9,572,947	27,255,500
Yellow poplar.....	<i>Liriodendron tulipifera</i>	33,262,409	5.10	38.35	1,275,599	8,017,119	25,245,290
Sugar maple.....	<i>Acer saccharum</i>	29,938,393	3.52	32.71	750,202	8,797,741	14,140,652
Beech.....	<i>Fagus atropurpurea</i>	22,594,361	3.46	18.79	424,529	11,658,601	7,935,760
White pine.....	<i>Pinus strobus</i>	21,799,249	3.34	28.40	618,995	93,209	21,706,049
Cottonwood.....	<i>Populus deltoides</i>	19,273,112	2.95	30.54	588,675	2,069,100	17,204,012
Chestnut.....	<i>Castanea dentata</i>	19,129,282	2.93	19.84	379,617	143,000	18,986,282
Douglas fir.....	<i>Pseudotsuga taxifolia</i>	16,997,500	2.61	34.74	590,472	.....	16,997,500
Cypress.....	<i>Taxodium</i> sp.....	15,517,859	2.38	35.91	557,190	11,000	15,506,859
White ash.....	<i>Fraxinus</i> sp.....	14,859,505	2.28	33.10	491,820	10,836,305	4,023,200
Basswood.....	<i>Tilia americana</i>	12,852,003	1.97	24.75	318,127	3,756,718	9,095,285
Birch.....	<i>Betula</i> sp.....	9,724,631	1.49	26.64	259,072	176,500	9,548,131
White elm.....	<i>Ulmus americana</i>	9,194,986	1.41	29.37	187,343	5,408,122	3,786,864
Hemlock.....	<i>Tsuga canadensis</i>	8,810,209	1.35	19.58	172,566	.....	8,810,209
Silver maple.....	<i>Acer saccharinum</i>	7,108,260	1.09	24.44	173,751	3,898,620	3,209,630
Black walnut.....	<i>Juglans nigra</i>	5,538,115	.85	75.02	415,475	1,243,615	4,294,500
Western yellow pine.....	<i>Pinus ponderosa</i>	2,950,000	.45	39.90	117,705	.....	2,950,000
Black ash.....	<i>Fraxinus nigra</i>	2,867,732	.44	33.79	96,880	1,767,626	1,100,100
Mahogany.....	<i>.....</i>	2,583,521	.40	131.66	340,115	.....	2,583,521
Slippery elm.....	<i>Ulmus pubescens</i>	2,213,747	.34	16.43	36,363	1,752,300	461,437
Cotton gum.....	<i>Nyssa aquatica</i>	1,780,000	.27	19.50	34,716	.....	1,780,000
Cork elm.....	<i>Ulmus racemosa</i>	1,533,000	.23	36.60	56,104	493,000	1,040,000
Sycamore.....	<i>Platanus occidentalis</i>	1,439,287	.22	19.70	28,358	669,443	469,844
Spruce.....	<i>Picea</i> sp.....	1,153,793	.18	36.01	41,851	.....	1,153,793
Norway pine.....	<i>Pinus resinosa</i>	971,970	.15	27.36	26,397	.....	971,970
Red cedar.....	<i>Juniperus virginiana</i>	681,400	.10	56.99	38,831	100	681,300
Black gum.....	<i>Nyssa sylvatica</i>	675,000	.10	14.66	9,894	625,000	50,000
Western white pine.....	<i>Pinus monticola</i>	574,133	.09	18.49	27,955	.....	574,133
Cherry.....	<i>Prunus serotina</i>	494,932	.08	39.70	19,651	162,932	332,000
Loiblolly pine.....	<i>Pinus taeda</i>	400,000	.06	15.00	6,000	.....	400,000
Willow (black).....	<i>Salix nigra</i>	400,000	.06	10.00	4,000	.....	400,000
Sugar pine.....	<i>Pinus lambertiana</i>	250,000	.04	70.40	17,600	.....	250,000
Western red cedar.....	<i>Thuja plicata</i>	245,000	.04	27.86	6,825	.....	245,000
Redwood.....	<i>Sequoia</i> sp.....	187,000	.03	32.86	6,145	.....	187,000
Buckeye.....	<i>Aesculus</i> sp.....	127,338	.02	22.25	2,833	500	126,838
Sitka spruce.....	<i>Picea sitchensis</i>	105,000	.02	40.57	4,260	.....	105,000
Hackberry.....	<i>Celtis occidentalis</i>	51,000	.01	16.24	828	26,000	25,000
Locust (black).....	<i>Rubinia pseudacacia</i>	50,000	.01	20.00	1,000	.....	50,000
Circassian walnut.....	<i>Juglans regia</i>	33,000	.01	193.18	6,375	.....	33,000
Spanish cedar.....	<i>Cedrela odorata</i>	33,000	.01	106.85	3,526	.....	33,000
Butternut.....	<i>Juglans cinerea</i>	28,546	•	65.61	1,873	8,546	20,000
Tamarack.....	<i>Larix laricina</i>	23,000	•	25.00	575	.....	23,000
Applewood.....	<i>Malus</i>	10,000	•	100.00	1,000	10,000	.....
Mulberry.....	<i>Morus rubra</i>	5,000	•	30.00	150	5,000	.....
Prima vera.....	<i>Tabebuia donnell-smithii</i>	2,000	•	150.00	300	.....	2,000
Sassafras.....	<i>Sassafras sassafras</i>	718	•	20.89	15	.....	718
Padouk.....	<i>Pterocarpus indicus</i>	500	•	400.00	200	.....	500
Rosewood.....	<i>Dalbergia</i> sp.....	500	•	200.00	100	.....	500
		652,217,593	100.00	\$31.51	\$20,568,576	146,873,289	505,344,304

* Less than 1/100 of one per cent.

WHITE OAK

All users of oak recognize two kinds, white and red; but the lists compiled by botanists contain more than fifty. These are divided nearly half and half between the white oak group and the red and black oaks. The red and black oaks, as a commercial group, are so designated because the wood has a reddish tinge, which white oaks, as a rule, do not show. A good magnifying glass will assist in distinguishing the groups by noting the shape, size, and number of pores in the end of a smoothly cut cross-section showing a ring of annual growth. The outer or dense part of the ring, called "summerwood," should be examined. If the pores in that portion, when seen under the glass, are very small and quite numerous, the wood is one of the white oaks; but if large, few and open, the species is one of the red or black oak. The forests of the United States contain more than twenty white oaks and a number of them are found in Indiana, all botanically distinguished by separate names in the forest, but all going to the mill yard as white oak lumber. Included in the white oak group are post oak, cow oak, swamp white oak, bur oak, overcup oak, and chestnut oak. The most abundant tree of the group is what is commonly called simply white oak (*Quercus alba*). It probably still furnishes as much lumber as all other members of the white oak group combined. Statistics which give the country's cut of lumber do not separate the oaks, even in general groups, but all is listed as oak. Not until the lumber reaches the user is it separated into classes for statistical purposes, though saw-mills generally pile white and red oak lumber separately. The production of oak lumber in Indiana in 1913 amounted to 151,047,000 feet, but the proportion of white oak is not known. The total annual shop and factory use in the state is placed at 158,879,858 feet, of which 109,467,631 feet are white oak and 49,412,227 red. The following table shows the apportionment of white oak among the various industries of Indiana. Its largest use is for those products requiring finishing qualities and attractive figure—furniture, planing mill products or finish, flooring, casing, etc., sewing machines, and chairs, while the second largest use is one requiring strength—vehicles and cars.

USES OF WHITE OAK

Alarm till drawers	Beams, launch
Automobile seat frames	Beams, row boat
Axle caps, manure spreaders	Beams, plow
Axles, portable derrick	Beater bars, manure spreader
Baby jumpers	Bed posts
Back posts, chair	Beds, folding
Backs, chair	Beds, light delivery wagon
Backs, church pew	Bedsteads
Balusters, stair	Benches
Bodies, juvenile automobiles	Benches, piano
Band wheels, foundry	Blackboards, children's
Basket parts	Bob sleds
Bases, trolley pole	Bodies, truck
Beams, dining room ceiling	Bodies, wagon

Bolsters, freight car	Desks, flat top
Bolsters, heavy wagon	Desks, ladies
Bolsters, manure spreader	Desks, roll top
Bottoms, boy's express wagon	Desks, school
Bottoms, motor car	Door frames, china closet
Bottoms, motor truck	Doors
Bottoms, wagon	Doors, china closet
Bookcases, sectional	Doors, kitchen cabinet
Book racks, revolving	Dowels
Booths, telephone	Draw bars, car
Bows, buggy top	Drawer fronts, office fixtures
Bows, carriage top	Drawer sides
Bows, wagon top	Drays
Boxes, dump wagon	Dressers
Boxes, wagon	Drop gates, light vehicle wagon
Braces, portable derrick	body
Buffets	Elevators
Buffets, exterior work	End panels, dresser
Buggy bottoms	Ends, church pew
Bumpers, car	Ends, davenport
Bumpers, locomotive	Eveners, harrow
Bureaus, exterior work	Eveners, manure spreader
Bureaus	Felloes
Cab repairs, locomotive	Felloes, automobile
Cabs, locomotive	Felloes, heavy vehicle
Cabinets, medicine	Filing cases, sectional
Cabinets, music	Finish, interior house
Cabinets, telephone	Finish, launch
Cabinet work	Fishnet hoops
Cabinet work, boat cabins	Fire doors
Canvas slats (reapers)	Fixtures, bank
Canvas slats (mowers)	Fixtures, bar
Cars, freight	Fixtures, barber shop
Cars, passenger	Fixtures, lighting
Car repairs	Fixtures, office
Car repairs, electric	Fixtures, saloon
Carved ornaments, furniture	Fixtures, store
Carving, launch	Flooring
Cases, carpet sweeper	Flooring, automobile
Cases, medicine	Flooring, light delivery wagons
Cases, piano	Foundry band wheels
Cases, wall	Frames, agricultural implement
Casing, door	Frames, automobile bodies
Casing, kitchen cabinet	Frames, automobile seat
Casing, window	Frames, bobsled
Casings	Frames, buffet
Caskets	Frames, chiffonier
Caskets, varnished	Frames, chiffonier
Ceiling, house	Frames, cold storage door
Chair frames	Frames, china closet
Chairs	Frames, couch
Chairs, dining	Frames, davenport
Chairs, kitchen	Frames, dump car
Chairs, morris	Frames, engine cab
Chairs, office	Frames, freight car
Chairs, rocking	Frames, grain separator
Chests, tool	Frames, harrow
Cheval mirrors	Frames, lounge
Chiffoniers, exterior work	Frames, mirror
China closets	Frames, picture
Clothes trees	Frames, seeding machine
Columns, library table	Frames, ship
Columns, parlor table	Frames, surrey body
Commodore	Frames, surrey canopy
Coolers	Frames, threshing machine
Cooling rooms	Frames, upholstered furniture
Corner posts, light delivery wagons	Frames, wagon body
Costumers	Freight cars
Counters, store	Fronts, china closet
Cultivator parts	Fronts, cupboard
Cultivator double trees	Fronts, drawer
Cultivator single trees	Fronts, dresser
Davenport beds	Fronts, wardrobe
Desk chairs	Furniture, bank
Desks, electric switchboard	Furniture, dentist's

TABLE 2.—CONSUMPTION OF WHITE OAK

Industry—	Quantity used annually		Average cost per 1,000 ft. factory	Total cost f. o. b. factory	Grown in Indiana Feet b. m.	Grown out of Indiant. Feet b. m.
	Feet b. m.	Per cent				
Furniture	30,773,140	28.11	834.35	\$1,957,111	14,460,041	16,213,093
Vehicle and vehicle parts	20,373,022	18.61	55.93	1,121,035	7,742,036	12,630,988
Planing mill products	12,952,369	12.75	46.06	612,703	6,294,369	7,718,000
Sewing machines	10,251,250	9.36	52.99	543,216	2,853,750	7,397,500
Chairs and chair stock	6,477,000	5.92	34.71	224,843	5,551,000	926,000
Car construction	5,957,605	5.44	27.30	162,614	2,407,605	3,550,000
Refrigerators and kitchen cabinets	5,721,786	5.23	35.67	204,072	1,004,986	4,716,800
Boxes and crates	3,480,500	3.18	15.31	53,301	1,730,500	1,750,000
Sash, doors, blinds, and general millwork	3,085,600	2.82	39.78	122,756	1,084,600	2,001,000
Agricultural implements	2,797,650	2.56	39.15	109,530	1,565,650	1,232,000
Plumbers' woodwork	1,094,000	1.00	39.59	43,308	50,000	1,044,000
Woodenware and novelties	1,081,000	.99	32.91	35,580	431,000	650,000
Handles	1,065,000	.97	42.22	44,959	440,000	625,000
Fixtures	868,900	.79	43.27	37,593	472,500	396,400
Ship and boat building	752,000	.69	31.31	23,545	167,000	585,000
Caskets and coffins	494,000	.45	69.75	34,455	324,000	170,000
Frames and molding, picture	235,000	.21	41.82	9,850	60,000	175,000
Musical instruments	214,100	.19	65.95	14,115	179,100	35,000
Saddles and harness	121,500	.11	14.95	1,817	55,000	66,500
Laundry appliances	50,000	.05	28.00	1,400	50,000	.....
Machine construction	45,000	.04	22.22	1,000	45,000	.....
Playground equipment	35,000	.03	25.00	1,225	35,000	.....
Elevators	30,000	.03	39.17	1,175	.....	30,000
Dairyman's, poulterers', and apiarists' supplies	25,209	.02	24.82	626	25,209	.....
Pulleys and conveyors	20,000	.02	50.00	1,000	10,000	10,000
Dowels	7,000	.01	35.00	245	7,000	.....
Miscellaneous	460,000	.42	33.28	15,310	400,000	60,000
Total	109,467,631	100.00	\$41.18	\$4,508,360	47,485,346	61,982,285



Pertinent Legal Findings



Queries on questions arising on any points involving the law as it is applied to lumbering and allied industries will be given proper expert attention through this department if submitted to HARDWOOD RECORD. There will be no charge for such service, but HARDWOOD RECORD reserves the right to publish questions and answers without designating names or location of inquiries unless specifically requested not do so.

Damages for Breaking Logging Contracts

The damages recoverable for breach of a contract to sell and deliver logs at a sawmill are to be measured by the difference between the contract price and the greater price which the aggrieved party was required to pay for logs at the place where the mill was located, or, if no logs were obtainable there, the price at the nearest market, plus the cost of transportation, even though that price would have been too high for profitable manufacture of lumber. (Oregon supreme court, Williams vs. Pacific Surety Company, 149 Pacific Reporter, 524.)

Injury to Loading Employee

Defendant lumber company sold manufactured timbers and was engaged in loading them on cars, the work being done by plaintiff and other employes. The foreman being temporarily absent induced the timber inspector of the purchaser to act as foreman, and plaintiff was injured by being struck by a timber which had caught on a skidway while he was attempting to loosen it under negligent orders given by the inspector. Held, that the lumber company is liable for the accident on the theory that the inspector became temporarily its employe whose orders plaintiff was bound to obey. (Springfield, Mo., court of appeals, Allen vs. Quereus Lumber Company, 177 Southwestern Reporter, 753.)

Damages for Seller's Default

The mere fact that the buyer under contract for a sale of lumber requests delivery after expiration of the contract time for delivery does not preclude him from recovering damages sustained on account of the delay. But where a seller failed to deliver within a time specified, and thereafter stated when shipment would be commenced and completed, and offered the buyer the option of canceling the contract, and the buyer canceled it in part, there was, in effect, a new contract fixing a new time for delivery, and the buyer waived all claim up to that time for damages for delay. (New York supreme court, appellate division; Bailey vs. Elm City Lumber Company; 154 New York Supplement, 281.)

Duty to Drivers of Horses

When a lumber company uses horses in the transportation of lumber on trucks, the company is under legal duty to its drivers to use a reasonable degree of care to provide safe animals, in order to minimize the risk of injury to the drivers. As to the docility of an animal, the employer is bound by what he knows, or in the exercise of reasonable diligence, might know. So, where it appears that the foreman of a lumber yard has had ample opportunity to learn of vicious tendencies of a particular horse, the employer will be held liable for injury to an employe arising from continued use of the animal. (Oregon supreme court, Marks vs. Columbia County Lumber Company, 149 Pacific Reporter, 1041.)

Care Required of Sawmill Employes

Although all employes must exercise a reasonable degree of care in their work to avoid injury to themselves, the law does not exact such great care of an inexperienced and youthful worker as from a mature and experienced man, and in determining whether the former has been guilty of negligence contributing to his own injury this difference must be observed. (United States circuit court of appeals, ninth circuit; McCann vs. Benson Lumber Company, 223 Federal Reporter, 1.)

Duty to Inspect Logging Chains

The fact that a lumber company engaged in logging operations has purchased chains from a reputable manufacturer does not exonerate it from the duty of having them inspected by a competent person, to ascertain their fitness for use, and the company is liable for injury to an employe caused by negligent failure of the employer to discover and remedy a defect in a chain. (Oregon

supreme court, Evansen vs. Grande Ronde Lumber Company, 149 Pacific Reporter, 1035.)

Liability for Fall of Lumber Pile

Persons who are permitted to use a path through a lumber yard, without being connected in any way with the owner's business, are known in law as licensees on the premises. The nature of a lumber company's duty to safeguard such persons against injury is thus summed up in a late case where a company was sued for injury caused by fall of a lumber pile: "The evidence wholly fails to show that the lumber company negligently piled the lumber there after it knew that the plaintiff was going near the dolly way, after the path had been obstructed by the pile of cross-ties. And, unless they did so pile it there after such known use, there would be no liability whatsoever, because, being under the burden of accepting the premises as she found them, plaintiff could not complain if that condition was not a safe one and resulted in her injuries. The owner was only under the duty of using ordinary care not to cause willful injury to her, but was under no duty to guard her against the consequences of negligence done before she began using this passageway." (Texas court of civil appeals, Polk vs. Wm. Cameron & Co., 177 Southwestern Reporter, 1178.)

Points Affecting Lumber Sales

An order transmitted from Pennsylvania to Vermont for lumber to be shipped "at once" was sufficiently complied with on the seller's part by shipment within two days, according to the holding of the appellate term of the New York supreme court in the case of Levy vs. John C. Dettra & Company, 154 New York Supplement, 176. Speaking on other phases of the case, the court says:

The case turns on whether or not the contract was entire or severable. The undisputed facts are that the lumber lay in two piles at West Rupert, Vt.; that defendant bought them on the same day for one price, to be delivered together "shipped at once." The sale was a single transaction, and the lumber sold in its entirety. It is clear that the intention of the parties did not contemplate that the contract was in any way severable. Since the contract is entire, the defendant cannot be permitted to accept part and reject the remainder, unless there was an agreement to this effect. * * * Even if the defendant's story be accepted as true, it shows at most only a warranty that the goods delivered shall not contain any unfit or unmerchantable lumber. Since the defendant has accepted a part of the lumber, the breach of warranty can give rise to no right of partial rescission, but such acceptance does not bar a counterclaim for damages.

Overlooking Time in Contracts

A Mobile manufacturing company agreed in writing to furnish all mill work required for a certain dwelling house, as per plans and specifications, for a lump sum of \$2,718, but the contract was silent as to when the work was to be furnished and as to when it should be paid for. As affecting the right of the company to enforce a lien on the other party becoming bankrupt, it became important to determine when the debt became due, and the United States district court for the southern district of Alabama decided:

By the failure to specify a time for furnishing the material the performance of the contract within a reasonable time was implied, and what was a "reasonable time" depends upon the circumstances of the particular case. * * * Neither does the contract specify when the amount agreed to be paid for the material to be furnished was to be paid. No specific time for such payment being fixed, and the contract being an entire contract, the sum to be paid as therein provided was not due and payable until a completion of the contract by the delivery and acceptance of the material. * * * The entire fulfillment of the promise to furnish the material was a condition precedent to the implied promise to pay the sum of \$2,718 named in the contract. Whenever there is a contract to pay a gross sum for a certain and definite consideration, the contract is entire.

The court concludes that the time when the price became due was when the manufacturing company had completed its contract. (In re Hellams, 223 Federal Reporter, 460.)



The Lumbermen's Round Table



Resaw vs. Veneer Saw

A good many factories and other users of heavy veneer, such as concrete mill, are now buying lumber and resawing it, instead of purchasing the material in the dimension desired, as produced by means of a veneer saw.

Resawed lumber is unquestionably cheaper than the true veneer, because the production on the latter is much smaller than is obtained by using the sawmill and the resaw. In fact, some careful estimators figure a difference in favor of the resawed stock of at least \$5 a thousand on the manufacturing cost.

The question at issue, however, is not which is the cheaper, but which is better for the purpose. It is contended by veneer men that resawed stock will warp, for the reason that the board is drier on the outside than it is on the inside, and that the inner side will consequently shrink more than the outer, causing the material to cup. Specific examples are given of cases of this sort resulting in the rejection of the finished millwork.

The concern which buys lumber on the open market and then resaws it would be very likely to have to contend with this condition, inasmuch as the lumber would undoubtedly be in a partially dry condition. The best plan would seem to be to treat the lumber to be used for resawing purposes exactly as ditches are treated, buying it green and resawing it before it has time to dry out to any extent. That would probably get away from the cupping difficulty. The sawmill man might also provide a stock of satisfactory quarter-inch lumber, or veneers, by resawing the boards as they come off the mill.

In this connection, resaws are now made which produce such a fine kerf that it is possible to resaw with practically no loss of measurement. The material is of course a trifle seant, but the difference is so slight that the board is accepted as full measure.

Educating the Dimension Buyer

The buyer of dimension stock seems to be about the most difficult person in the field to educate.

Lumber manufacturers have been working on him for a good many years, trying to show him why he ought to be willing to pay a price for dimension that will give a chance to absorb manufacturing expense; but apparently their efforts have not availed much.

Perhaps the explanation is that some of the lumber manufacturers themselves need educating before they begin to quote prices on dimension stock. The buyer who has been told that he must pay better than ordinary lumber prices for dimension, and then is offered just such material for less, can hardly be blamed for taking advantage of the situation.

Nevertheless, it is rather irritating to find supposedly intelligent and experienced manufacturers of wood products refusing to buy dimension because it costs as much as good lumber. If it cost a good deal more, it would be worth it, because the consumer has gotten away from the cutting up expense.

A salesman for a mahogany dimension concern recently approached a manufacturer of beds and offered rail stock for sixteen cents a foot.

"Why," returned the manufacturer, "I can get firsts and seconds lumber for that."

And with this in his mind, he could not see the advantages which would accrue from having the material delivered to him ready for dressing and finishing. He had not grasped the fact that it is semi-finished material, carried several steps along the road toward its final form. Until he appreciates the fact that there is an opportunity here for him to save money, he will not be willing to pay reasonable prices for dimension lumber.

The Value of Good Will

A grain dealer was recently commenting on the fact that in his business good-will seems to be worth very little.

"The grain buyer is almost invariably a price buyer," he said. "The concern which can quote the lowest price gets the business. The buyer is protected as to the grade, and hence all he looks at is

the price. The grain house has little or no opportunity to build up good will, and names are worth comparatively little."

Without attempting to analyze the situation in the grain field nor determine whether or not this belief is really correct, lumbermen have something to congratulate themselves upon in that good will is worth a great deal to them.

The salesman who goes out against cut-throat competition, and finds that the buyers of consuming factories are sharpshooters of high degree, picking off the low priced bargains whenever they have a chance, is likely to be discouraged, and to come to the conclusion that the only way to get an order is by making a rock-bottom price.

But while there is a lot of business which must be secured by means of low prices only, there is a great deal more which can be and is held because the lumber concern has earned the good will of its customers. There are some buyers of lumber who are never in the market, except for a few particular concerns. These consumers have learned what lumber satisfaction is, and they prefer to insure it by dealing with those who have demonstrated their ability to provide the right stock at the right price, rather than to be constantly on the look-out for bargains which may be real and which may be only apparent.

Service to the customer is the right basis on which to build good-will; and while the price buyer and the price seller will always continue in the field, the lumberman who sells his product at a price carrying a profit can find a market for it among those who appreciate this sort of thing.

Buying Logs for Profit

Bricks cannot be made without straw, and a sawmill can't run without logs. That is a self-evident proposition; but it is not a corollary of this that the log buyer is therefore justified in paying any prices whatever for timber, in order that the mill may have something to run on.

Inasmuch as the purchase of the logs is the first step in the operation of a lumber manufacturing business, it is evident that if the logs are not bought right—right in quality and right in price—all of the efforts of the manufacturer thereafter will not be worth anything.

In spite of all this, however, sawmill men, especially in those sections of the country where the standing timber is more or less limited, seem to lose their heads when they go out to buy logs. The wise timber-owner is able to pit one against another, and to work the price up to the highest point, in spite of the fact that since the sawmills are the only possible outlet for the timber, the buyers would seem to be in control of the market.

Down in Indiana arrangements have recently been made by the farmers whereby the county agent in charge of farm demonstration work is going to keep a list of market prices for logs, so that the owner of the timber will always get the highest price. This is all right, from the standpoint of the farmer; but really, judging from some of the wild-eyed log competition which has been seen recently, such a precaution is quite unnecessary.

Wise Buyers Stocking Up

A shrewd hardwood man said not long ago that he had noticed a disposition recently on the part of consumers who have been following the market closely to put lumber in stock, whenever they saw a chance to pick up a car or two at an attractive price. In other words, these buyers have realized that the market has changed, and that the general tendency of values is upward.

"All the hardwood men have to do now," he said, "is to hold out for prices that will allow a reasonable margin of profit. Buyers are ready to pay such prices, but of course they won't do so as long as they can get the stock for less. The manufacturers are complaining of high timber prices, and yet they go right on buying logs; if they would adopt the same attitude toward their lumber that the timber owners do toward the logs, they would be getting just as good prices, in proportion, for the lumber as the log man does. It's merely a question of having the nerve and the patience to ask the price which the cost of the lumber requires."



Begging for Business is Bad



It was an evil day, from a business standpoint, when some genius, strong on alliteration, coined the phrase "buy a bale," and sent it broadcast to encourage the sale of cotton. That was just after the beginning of the war last year, and the outlook indicated that much of the southern cotton crop would remain at home in warehouses for the want of a foreign market. The movement had for its purpose the disposal of the crop at home by selling a bale here and there to Tom, Dick, and Harry throughout the country. The effect on the cotton business has been pronounced practically negligible, as might well have been foreseen. Some cotton bales were sold, but not enough to do much good to the sellers, and at best the result was only temporary.

The craze seemed to be catching. The idea struck in many quarters. In all parts of the country campaigns sprang up with appeals to buy this and buy that. It was buy a barrel of apples, buy a sack of salt, buy a box of biscuits, buy a barrel of flour, buy a box of oranges, and so on down the whole line of begging for business. It was not advertising, but was pleading for patronage. It often sounds like a plea for charity, and reminded one of the pitiful song of the orphan, "Buy my Flowers."

NOT GOOD BUSINESS

Such a method is not good business, except in the precincts of the pencil and chewing gum sellers who make direct appeals to the buyer on the basis of sympathy with distress.

That method is not in accord with American business principles. No business man is going to buy much of anything in order to help the sellers. If he wants to give to charity, he gives it out and out, but does not mix his purchases with charity. He buys for his own benefit, not for the benefit of the seller. The real appeal should be made to the prospective purchaser to buy for his own profit. That is sensible, legitimate advertising, but to ask him to buy to help the seller along will elicit a very feeble response.

The way to increase sales of manufactured articles is to increase the demand for them, the desire on the part of the prospective purchaser to possess them. Department stores advertise what they have to offer and endeavor to point out how desirable the things are. The California raisin growers send out beautifully printed recipe books, telling how to prepare raisins for food and how good they are. The person who looks over such an appetizing array of good things experiences an increase of desire to eat them, and he is apt to become a buyer. The appeal is much stronger than it would be if it came to him as a mendicant plea "buy my raisins." The cranberry growers are doing the same thing. They try to increase the desire for their product on the part of would-be buyers.

A FIELD FOR BUSINESS

At this time all departments of the lumber business are greatly concerned in the problem of increasing their sales. The supply of lumber is generally greater than the demand, and that situation is calculated to make the seller anxious. A concerted and systematic campaign is about to begin for the purpose of selling more forest products of all kinds. It is safe to say that the men who have this campaign in charge will not send out any begging pleas to buyers to purchase more lumber or articles made of lumber; but the work will proceed along the line of showing how desirable wood is for innumerable purposes. If the prospective buyer can be convinced that wood is the most suitable material for his purpose, he will buy it and use it; otherwise he will use something else. It is a cold business proposition; nothing more and nothing less, and appeals to charity and sympathy will amount to very little.

It is a large field, and there is no doubt that returns will be satisfactory if the field is properly worked. Those who contemplate building houses should be convinced that wood is better for many kinds of buildings, and for some parts of all buildings, than any other material. The decorative value of shingles for roofs, and their other desirable qualities, ought to be shown in a way to convince the architect or builder that it will be to his advantage to use shingles. Sim-

ilar argument will apply to street paving. The fitness of wood for parts of vehicles may be the basis of an argument that will win a market for this material in the vehicle factory. The cheapness, sufficiency, and desirability of the wooden box will impress all users who ought to make shipments in this dependable container. The same argument will hold for the barrel as a shipping container.

FALSE PRETENSES DETECTED

Nothing will be gained by claiming too much for wood. The modern business man is quick to see through false pretenses. Give this material its due, and claim no more for it. There is no need of overstating the case or of asking any one to take wood on faith. No permanent good will result from attempts to push wood into uses where it will not give satisfaction. There are too many places which it can fill without question to make it necessary to claim more for it than it will do.

It cannot be denied, and no one should deny, that change is taking place in the use of wood along many lines. It held places once which it has now lost; and it holds places now which it did not fill some years ago. It comes and goes, but the field for its usefulness is constantly widening. It has its rivals, which sellers of wood call "substitutes;" but the competition, in the main, is fair. If wood loses ground which it should hold, it is because the rival material is more intelligently advertised. The remedy does not consist in humbly pleading with purchasers to buy articles of wood, but rather to show them, in a manly, face to face way, how it will be to their advantage to buy and use wood.

The Summer Log Stock

Some hardwood millmen carry heavy stocks of logs on their yards all the time, this being necessary to provide against interruptions to logging operations and to have at all times plenty of timber available to meet special calls. Logs are a splendid asset for the sawmill, but they constitute an asset that depreciates some in the summer, therefore the true conservatives among the millmen seek to clean up their log supply pretty close in midsummer.

Logs cut in the winter and piled on the yard will, when the summer rains and sun come, begin to show signs of souring and decay, usually in the latter part of June or the first of July. With some timber the main damage is to the outside sap wood, but there are some species of timber that will sour, lose strength and discolor more or less all the way through if kept piled on the yards through the summer months. So it is always best where possible to make a clean up along in June or July. Then during the summer months keep the log stock comparatively low, supplying just the needs of the mill until the height of the sap-staining season is past and it is time for the fall cutting.

It is in the summer that we are often reminded of the advantages of winter cutting of logs, because those cut in the summer while the sap is high will sour and show signs of decay much quicker than winter cut logs and they also attract insects more. Of course, where there is provision to store the logs in water all this can be guarded against but the heavier hardwoods are not easily handled in water storage, consequently the better plan is to reduce the log stock to the lowest practical minimum during the summer months by turning it into lumber, and even the lumber should be carefully piled with plenty of air spaces that it may season clean and remain free from sap stain and decay.

Heretofore the ship and boat building industry has called for about 200,000,000 feet of lumber a year. We ought to be about doubling that rate of consumption now, and on the way to make it an even half billion feet in 1916.

While that \$3,000,000 fire was something of a joke on Edison and concrete, the fact remains that all the talk about it will not result in the use of a greater percentage of lumber in the rebuilding. The way to exploit lumber is not through poking fun at other materials but through finding its best use and advocating it consistently.

An Interesting Logging Problem

At the Arrowrock dam in the basin of the Boise river, Idaho, it is estimated that there are 3,000,000,000 feet of merchantable timber sawed into lumber worth, say \$12 a thousand, this would represent a value of \$36,000,000. It is owned by the United States government, the Boise Lumber Company and a number of others with smaller holdings. This timber is to be cut in the immediate future, driven down the Boise river and converted into lumber at the mills fourteen miles below the Arrowrock dam and just outside the city of Boise.

Here at the big dam, then, is presented a knotty little problem, to lift these logs from the reservoir, carry them over the crest 260 feet above the bed of the river, and deliver them in good condition in the stream below. Nothing would be permitted, of course, to interfere with the main object of the dam,—the impounding of the 244,000 acre feet of water demanded for the irrigation of 240,000 acres of rich soil in the Boise valley. But as the dam backs the water for a distance of eighteen miles, converting the river channel into a reservoir, and including both branches of the stream, it provides ideal means for the driving of logs. It was early agreed that some scheme must be devised for lifting them over the dam.

Under the direct supervision of Engineer Charles H. Paul his assistant, Walter R. Young, designed an equipment based on principles used where scientific logging is done. This has a maximum capacity of 60,000,000 feet for the period of sixty days in summer when the water in the reservoir is within forty-five feet or less of the top of

the dam. At this rate it is estimated that it will take fifty years to lift over the entire 3,000,000,000 feet.

By this equipment, located at the extreme southern end of the dam, logs of any size or length will be taken out of the reservoir by means of a cable lift and deposited on the concrete deck on the top of the dam. From this deck they will be fed by a stop and loader to power driven spiked rolls one at a time, the speed under the control of the operator. These rolls will carry the logs across the dam and turn them over to a bull chain with spurs or teeth to prevent sliding. The chain will take them down a 62½ per cent slope at a speed of eighty five feet a minute and discharge them into a gravity chute through which they will slide into the river below.

As this structure must withstand the elements for many years it is built of the best of concrete and steel. It is unique in government construction. Power for its operation is now developed by the government at the diversion dam twelve miles below. Later a power plant is to be established at Arrowrock immediately under the dam.

This dam, the highest in the world, 348.5 feet from the bottom of the foundation to the crest, is to be dedicated with a barbecue and harvest home in Boise, October 4. It is finished more than a year in advance of the time specified at the beginning and at a cost of \$2,000,000 less than the estimates. By storing water this season, the driest in history, it saved the crops on 100,000 acres and practically paid for itself.

Experience Talks on Woodworking

In the operation of matchers, as in all other machines, the operator should try to learn all he can about the machine he is operating. Many times he can correct some minor trouble, saving time and repairs.

The machine man is responsible only for neglected things. He has to divide his time in different parts of the mill. Necessarily he must be a thorough mechanic and one who can run over a machine quickly. Nuts, bolts, screws, springs and keys are just as important in their places as knives on the heads. If neglected, trouble is the result.

One should never be stingy with oil. Use the best quality and before it is really needed. If a bearing burns out it not only ruins the metal but it hardens the surface of the journal so that it will never run so well again. Watch the belts. The best time to look over belts and other things, so that every defect may be found is before shutting down every evening. A little inspection saves belts, shafts and pulleys.

Be careful of the use of jointer and grinder. Don't assume that the grinder will stand everything. Touch up the knives lightly, and save metal. Get all the good you can out of the steel knives by the care you use on them. Set the heads before starting the work. Very often the operator starts the stock in before the setting is complete, putting so much strain on sideheads or cylinders that something is liable to break. Once this happens the heads will never do as good work as before. Keep the rolls down just enough and start it up.

Hot metal should never be poured directly on a machine arbor. Have a duplicate shaft or turn a mandrel of wood; if you can't have either, then at least warm the arbor. Pouring directly on it will do the arbor no good, especially if it is heavy and of high speed; for instance, a 30 or 36-inch planer head. This will spring very easily and may be so slight as to not be noticeable. Once the damage is done it cannot be balanced up in the first machine shop you come to, neither does every machinist understand it.

There may be some who will say they never use either a duplicate shaft or wood mandrel. Just walk through a machine room and look

at the planers and other heavy machines. When you find oil running down from the boxes, the sides of the machine covered with it and perhaps the floor soaked with it, and the boxes far from running cool, invariably the cause is a sprung arbor.

You may use the best metal obtainable and do almost a perfect job of casting the boxes, yet it is not a difficult problem to understand what the arbor will do when sprung, especially if it is running in an 8 or 10-inch journal. Screwing the cap down where it belongs will make it too tight, neither can you have it loose. The result is you keep your cap down about as tight as you dare and by using oil abundantly manage to get along. The most perfect box cannot be scraped to fit an arbor that has been sprung.

The man who refuses to install safeguards for machines, or safeguarded machinery, is a criminal, and the man who neglects to use them whenever possible is worse. All admit there is too much money spent in lawsuits over accidents, and then too many go right ahead and spend more at it.

It is no longer a question of the electric motor being a good thing; it is simply a question of how far this good thing can be carried in the way of individual units.

Be fair with your employes. They are human and enjoy a few words of praise when it is earned. When blame is to be given, do not do it in public, for that means a needless humiliation that will cause resentment and bad feeling.

The advantage of a glass oil cup over a solid metal one is that you can see at a glance whether or not the glass cup has enough oil in it.

Climbing over a pile of sawdust and shavings may not be much of a job, but it is not a much greater one to clean it up. Climbing over, however, is exertion doubly wasted, while cleaning up is a good job well done.

Clubs and Associations

Big Rate Meeting in Chicago on September 15

Regarding the general conference of lumber organizations on the question of reclassification of freight rates, R. S. Kellogg, secretary of the National Lumber Manufacturers' Association, which organization is taking general charge of the work, has the following to say:

As a result of conferences and correspondence with organizations and representatives of various branches of the lumber industry, upon the question of lumber rates and classification, President Downman of the National Lumber Manufacturers' Association has issued a call for a general meeting in Chicago on Wednesday, September 15, beginning at 10 a. m. in the east room of the La Salle hotel.

Every association affiliated with the National Lumber Manufacturers' Association has endorsed the action of the executive committee of the latter organization in the plan proposed for appearing before the Interstate Commerce Commission. Each of the affiliated associations has been asked to send to the meeting in Chicago, September 15, a committee of three members, with full power to act for its association, which will later become a part of the general committee of the National Lumber Manufacturers' Association, to handle the case before the commission.

Representatives of the National Hardwood Lumber Association, the National Association of Box Manufacturers, the National Slack CoVERAGE Manufacturers' Association, the retail associations and others will participate in the conference, and it is expected that the result of the meeting will be the adoption of a common platform, upon which all branches of the lumber industry can get together in the presentation of the case to the Interstate Commerce Commission. The lumbermen have complained for many years that lumber traffic is bearing more than its share of carrying costs, and also that the classifications of lumber and lumber products have not been worked out on any scientific basis. They welcome, therefore, the opportunity to place all the facts before the commission, and will take the necessary steps to this end.

Chicago Association Credit Bureau Successfully Launched

On September 7 the office of the credit bureau of the Lumbermen's Association of Chicago was opened formally in the association rooms, 404 Lumber Exchange building, this city, and is now in active operation with the promise that it will work out successfully for all members of the organization. The purpose of the bureau will be to interchange information among members with regard to bad accounts, and to stimulate collections. All members of the association are entitled to the service, and all of the information in the possession of the bureau will be at the disposal of members. Of course, the usual confidence will be maintained in handling the various cases.

No charge will be made directly for the information service, the bureau to be maintained by a commission of five per cent chargeable on all accounts paid while in the hands of the bureau for its attention. The bureau is not a collection agency and does not receive accounts expressly for collection, or retain them indefinitely. An account is subject to the attention of the bureau only until it is bulletined or otherwise disposed of, an interval of two or three weeks at the outside, and the commission is accordingly payable only on prompt settlements.

The association has through the credit bureau issued a book of rules under which the bureau will operate.

George C. King is manager.

Veneer and Panel Men Adopt Reclassification Policy

The National Veneer and Panel Manufacturers' Association convened in a special meeting at the Congress hotel on Tuesday, September 7, to decide on the best policy to be pursued in connection with the proposed reclassification of freight rates. The results were harmonious and supported by the organization unanimously. It was decided to appoint a committee to work out the necessary data and to secure such additional expert help as is needed.

President E. W. Lord was in the chair.

Association Employs Traffic Manager

One of the most important advances made in some time by the Northern Hemlock and Hardwood Manufacturers' Association is the addition of a traffic department to be run in connection with the association work. Traffic matters as affecting the lumber business have become so complicated recently that the proposition of employing a traffic manager to look after the interests of the association has been under consideration for some time, and at a meeting of the bureau of transportation and legislation of the association two weeks ago, F. M. Ducker of Cairo, Ill., was selected to act in the above capacity.

Mr. Ducker has for the past three years acted as traffic manager for the Cairo Association of Commerce, Cairo, Ill. Altogether he has had thirteen years' experience in the traffic line, his first work being with the railroads in various rate capacities, and later with a number of the larger sawmill operations in the South. Mr. Ducker was highly recommended by the Cairo association, and by others from whom the association sought references, and his ability, efficiency and knowledge of traffic work and rate conditions generally were very favorably spoken of. His experience covers the handling of claims and rate litigation before the Interstate Commerce Commission, being able to file such complaints and following same up to the filing of the briefs. He is thoroughly familiar with the legal end of the transportation of lumber, as has been promulgated from time to time by the Interstate Commerce Commission, and will bring with him for the new work a fair traffic library consisting of the bound reports of the Interstate Commerce Commission, and

many other important books on traffic matters; in fact, a library that will assist him in giving authentic information to the members upon nearly all subjects as affecting the transportation of their products.

The first work the new traffic department will undertake is a study of the investigation of the Interstate Commerce Commission regarding the reclassification of lumber products, as well as other proposed investigations by this body. The association has also secured suspensions of different tariffs affecting its members, and much data will have to be collected for the forthcoming hearings on these matters. After some of these questions have been disposed with, the traffic bureau will also audit freight bills for the members.

The main purposes of the new department will be to handle all questions relating to lumber rates from all initial territory to receiving points as a whole, and to see that these rates are fair as compared with rates from other producing points. It will be prepared at all times to resist advances and secure reductions on rates on lumber and forest products that would help the members of the association, and will keep a complete set of lumber tariffs so that all members can be advised promptly of up-to-date rates on all kinds of forest products from any point where the members are located.

Commissary Managers to Come to Chicago

The St. Louis delegation to the sixth annual convention of the National Commissary Managers' Association, held last week in Cincinnati, at the Hotel Gibson, lost a hard fight for the 1916 convention to the Chicago managers. The choice of Chicago was reached only after a spirited campaign, but inasmuch as St. Louis already has had the pleasure of entertaining the commissary people and Chicago has not, the Windy City delegation soon had things going their own way and won out. Over five hundred out-of-town delegates were on hand for the big convention, thus making it one of the largest held in Cincinnati this summer.

Prof. J. E. Swanson of Chicago, at the closing session advocated the formation of a permanent committee, with sufficient funds, for a thorough investigation of the steady increase in the cost of merchandise. Prof. Swanson also strongly urged that bitter battle be waged against this unnatural increase. His suggestion will be acted upon at a future meeting of the advisory board.

J. Milton Bailey of Penland, N. C., was elected president of the organization and the following were chosen for the various other offices: G. A. Mussen, Weed, Cal., Pacific coast vice-president; A. M. Philips, Altoona, Ala., southern vice-president; John I. Bellaire, Blaney, Mich., northern vice-president; E. L. Harley, Warren, Ark., central vice-president; F. S. Meyer, Hopkins, Fla., southeastern vice-president; J. W. Walters, Franklin, N. J., eastern vice-president, and Tracey D. Luccock, Chicago, was elected secretary-treasurer. All elections were unanimous.

Southern Committees Appointed to Answer Traffic Questions

Below is given a list of the committees which have been appointed by John W. McClure, president of the Southern Hardwood Traffic Association, to deal with the seventeen questions propounded by the Interstate Commerce Commission in connection with the reclassification of lumber:

LUMBER—J. D. Allen, Jr., chairman; Geo. Land and H. B. Weiss.

BOX MATERIAL—S. B. Anderson, chairman; R. L. McClelland and P. F. Wilnau.

COOPERAGE—Walker L. Wellford, chairman; Chas. Hudson and A. J. Harris, Jr.

VENEERS—James E. Stark, chairman; S. M. Nickey and Elliott Lang.

ROTARY GUM VENEERS—R. L. Jurden, chairman; R. V. Stimson and G. W. Sparks.

FLOORING—G. M. Lee, chairman; R. J. Lockwood and F. L. Gregory.

The board of managers of the association has had several meetings in connection with these questions and it was decided that the best manner in which to proceed was to name committees covering not only lumber but all of the analogous commodities, including box material, veneers, rotary gum veneers, cooperage products and flooring. It is recognized that the answers to these questions will involve a vast amount of work and it is the sense of the board that this can be done only through co-operation on the part of those who are entirely familiar with every line represented. These committees will, together with the board of managers, proceed as soon as possible with the compilation of the data necessary to intelligent and accurate answers to these questions. This is regarded as one of the most important matters affecting the welfare of the hardwood lumber industry in all of its branches and for this reason it will be handled as vigorously as possible.

The Southern Hardwood Traffic Association will have representatives at the conference which has been called by the president of the National Lumber Manufacturers' Association at an early date. J. W. McClure, president of the association, attended the preliminary conference which was held at Chicago about ten days ago. The officials of the Southern Hardwood Traffic Association realize quite forcibly that there are a number of matters which can be handled much more successfully through a traffic association of national scope than by one of local or territorial character and they are, therefore, heartily in sympathy with this movement. A case in point is the issue raised by the seventeen questions asked by the Interstate Commerce Commission. It is felt that this can not be handled by local organizations successfully but that all of the various organizations must get together and deal with this in the light of the experience of all.

Evansville Lumbermen's Club to Meet

The regular meeting of the Evansville Lumbermen's Club will be held on Tuesday evening, September 11, at the new present Club, corner of Taylor and Second streets. A large attendance is anticipated. The main business of the meeting is to come up before the meeting of the club on the question of the extension of the time on the lot owned by the Louisville & Nashville. This question has been hanging over the club for some time and Secretary Payer is anxious to have it decided. The meeting will start promptly at 7 o'clock and will not adjourn until 10 o'clock. Meetings will be held on the second Tuesday in each month during the winter season.

With the Trade

Mobile Company Makes Big Shipment of Poplar Logs

The L. F. Complete Lumber Company of Mobile, Ala., recently shipped to Great Britain a cargo of more than a million feet of hardwood logs valued at \$11,882. These logs were all of high-grade yellow poplar and were piled on the docks of the Turner Terminal Company. There were 11,102 logs ranging 1.0 to 2.2 feet.

All of the logs are contracted for by the British government, which is in need of all it can get during the European war. When the war began the contract terminates with the exception of the logs then in port awaiting shipment.

At the time the report reached Hardwood Record one vessel, the Norwegian barge Buland, was in port taking on part of the logs, and it seemed probable at that time that another vessel then in port would be chartered to take an additional cargo. It was estimated three others will be needed to take away all the logs from the dock at that time.

To Build Five Hundred Houses

It is reported that five hundred workmen's houses will be erected in the immediate future at Alton, Ill., by the Western Cartridge Company to accommodate its employees. The rapidly growing business of this company has made necessary the employment of many more workmen, and the town has not houses available for sheltering them, hence the company has decided to build houses.

A Genuine Printer's Error

Publishers have from time immemorial heaped upon the head of the printer who is the silent third party, the blame for errors occurring in publications. The errors are distributed as to the responsibility between the printer and the publisher, although of course the publisher has the ultimate responsibility on his shoulders. However, it does occasionally happen that the printers will, through some oversight or mistake, turn out a printed sheet to the public which shows an error that was finally corrected when the proofs left the hands of the publishers in the final forms. This happened in the last issue of Hardwood Record in connection with the half page advertisement of the Huddleston-Marsh Lumber Company, Chicago, on inside front cover. The error occurred in the inscriptions under the two outside cuts, namely, J. G. Marsh, secretary and treasurer, was designated as D. W. Walker, sales manager, while Mr. Walker adopted Mr. Marsh's name for the time being.

Hardwood Record is pleased to present cuts of the three principals of this organization again in this issue with their correct designation.

Amendment to Charter of Southern Company

The stockholders of the Issaquinn Lumber Company, Issaquinn, Miss., were called together the latter part of August. The owners of all of the stock of the corporation were present and participated in the meeting which was called for the purpose of adopting an amendment to the charter of the company which is incorporated under the laws of Mississippi. The purpose of the amendment was to increase the capital stock from \$100,000 to \$275,000.

At this meeting Weaver Hays presided as chairman. James Pearson was specially authorized by W. E. Hays to act for him at the meeting and vote his stock. Mr. Pearson was elected secretary of the meeting.

Buys Yellow Poplar Stumpage

It is reported that the Richmond Cedar Works, Richmond, Va., recently purchased for \$160,000 at trustee's sale, the standing yellow poplar timber on 6,500 acres of land in the Dismal Swamp region, Virginia. The timber was originally sold by the Richmond Cedar Works to Turner W. Isaacs & Co., and was transferred by that company to the Poplar Lumber Corporation, which is now in the bankrupt court, hence its inability to fulfill the terms of the contract conferred to it by Turner W. Isaacs & Co. The land containing the timber consists of three tracts, the Big Entry tract containing 3,014.1 acres, the Cook tract containing 2,300.1, and the tract adjoining these two containing 1,270.5 acres. Besides the Richmond Cedar Works there were no bidders.

Building Hardwood Mill

A new hardwood mill with a capacity of 75,000 feet a day is being installed at Broken Bow, Okla., by the Choctaw Lumber Company, a subsidiary of the Dierks Lumber & Coal Company. The new mill represents an investment of \$100,000, and will use the same logging equipment as the yellow pine mill of the Choctaw Lumber Company and will be under the same management.

Will Buy Two Thousand Freight Cars

The receiver of the Wheeling & Lake Erie Railroad is making arrangements to scrap 2,000 old freight cars which are no longer serviceable and buy an equal number of new to take their place. The company owns 6,932 freight cars. The purchase is to be financed by the sale of \$2,000,000 worth of receiver's certificates, provided the federal court at Cleveland, O., will grant permission.

New Hardwood Mill in Arkansas

The erection of a new hardwood mill at Daleville, Ark., has been commenced by J. G. Clark & Son. It is planned that the mill shall have a capacity of 50,000 feet daily. It is one mile from Arkadelphia and will occupy the site of an old mill which operated there for a number of years.

Hardwood Mill in Louisiana

Garyville, La., is to have a hardwood mill with a daily capacity of 50,000 feet if the plans announced by the Lyon Cypress Lumber Company are carried out. The work of clearing the ground for the mill and the kilns which will constitute part of the plant has commenced. Both yellow pine and hardwood timber are found in large quantities in that vicinity.

Another Crook Brought to a Halt

Lumbermen in Baltimore are interested in reports from Boston about the arrest there on August 24 of Charles E. Corkran on the charge of having obtained some \$9,000 from the American Woods Corporation of Malone, N. Y., in a fraudulent manner. The sum named, however, it was stated, did not by any means cover the supposed peculations of



J. G. MARSH, VICE-PRESIDENT HUDDLESTON-MARSH LUMBER COMPANY



R. S. HUDDLESTON, PRESIDENT HUDDLESTON-MARSH LUMBER COMPANY



D. W. WALKER, SALES MANAGER HUDDLESTON-MARSH LUMBER COMPANY

Corkran, which are estimated at \$35,000 to \$52,000. Even this figure may fall short of the actual, if Corkran, as the circumstances indicate, managed to carry on for any length of time his peculiar system of financing, with which the lumber trade of Baltimore became tolerably familiar about fifteen years ago. Corkran, it appears, was the agent at Boston for the American Woods Corporation, and had an office in the Old South building there. After going to Boston last winter he occupied an expensive suite in a Back Bay hotel until he took a summer residence at Lynn, Mass. He drove costly automobiles and otherwise lived like a man of wealth. Suspicions against him were not aroused until recently, it appears, when the American corporation called in the guaranty company, which had bonded him. The security company put detectives on his trail, and they shadowed him for a week or more, not less than eleven operatives being engaged in the work. He was followed day and night, and the activities of the sleuths became so persistent as to alarm Corkran's neighbors at Lynn, which brought out a report to the regular police and disclosed the object of the detectives. On the night of August 23 Corkran was trailed to Keene, N. H., where he went in his automobile. While he was there the detectives installed a dictagraph in his office, and waited in an office nearby for him to return. He got back at noon the following day, and was arrested after a conversation with a Providence man, which conversation had been recorded by the dictagraph. After a preliminary hearing Corkran was sent to jail for a further hearing on the next day.

It was stated in the charge that he controlled or operated some fifteen corporations which are believed to be nothing more than paper companies, and through these, it is alleged, he issued bills of lading, orders and checks, which were forwarded to the lumber company in Malone. His methods, apparently, did not differ essentially from those he pursued in Baltimore fifteen years ago, when he failed here with liabilities of upwards of \$900,000, and assets some \$400,000 less. He appeared at that time to have gotten away with about \$400,000 in a very short time, and what became of this money has never been cleared up. He maintained a fine country home at Lutherville and lived in style. This home, on which he held an option to purchase, was listed as one of the assets. His various companies, among which an extensive system of exchanging checks and swapping paper was carried on, included the Chequasset Lumber Company, Baltimore Lumber Company, Suburban Lumber Company, Towson Lumber Company, West Falls Storage Company, Parkton Lumber Company, Chesapeake Lumber Company, Sable Lumber Company, Sylvania Lumber Company, Muskoka Lumber Company, and Poca-hontas Lumber Company, with two or three others. Some of them were capitalized for large amounts, and all were shown to have a great amount of paper out. Corkran held control of all of the companies and virtually managed matters. His affairs were found to be inextricably mixed when the crash came, and all of the companies were carried down, although some had been doing an excellent business.

After his Baltimore exploits Corkran disappeared and the lumber trade here heard nothing of him for a long time. It is said that he is under indictment at Memphis, Tenn., and was arrested in New York on this indictment, but escaped prosecution through a technicality. The indictment, however, stands, and the Memphis authorities have been waiting for a chance to get him, it is stated.

Corkran handled all kinds of lumber, including yellow pine and hardwoods. He is described in the Boston papers as a man of impressive, business-like appearance, about fifty-three years old.

Incendiary Lumber Yard Fires

Owners of the large lumber yards which abound in Cincinnati have been on the anxious seats throughout the summer. Extra precaution has been necessary and an endless trail of worry has been their portion, owing to the cunning activity of a fire bug with an extremely annoying and destructive habit of setting fire to piles of lumber in the great yards. Perhaps twenty or more lumber yard fires since early spring have been directly attributed to an incendiary, the finding of burning candles in stacks of lumber, piles of fine hardwood soaked with oil, with cotton waste neatly packed beneath the lumber all ready for lighting being prima facie evidence that mere chance or sparks from passing engines have had little or nothing to do with the unending series of lumber yard fires.

Sometimes there will be as high as three and four fires discovered in one evening in one large yard, such as Crane's, which extends along the river front for several miles in the east end, the extensive Dulweber plant in the west end and Duhlmeier's, also in the western part of the city. It has happened that while the firemen were busy at work on a blaze in one end of the Crane yard, another alarm would be sent in from a box as much as a mile away from the scene of the first blaze, and a few minutes later while the firemen were transferring apparatus, a third blaze would be discovered in the center of the yard.

All efforts on the part of the fire marshal to trace the incendiary have been in vain. The fire bug evidently is as cunning and clever in covering up his tracks as he is insistent in setting fire to lumber yards. All sorts of plans have been tried out by the fire marshals and owners of the yards, guards have been doubled and even tripled throughout the night, yet fires spring up in the same mysterious manner. The yard owners have been put to no inconsiderable extra expense in guarding their property, but the fires have been so frequent, even with heavy guards watching, that yardmen now are spending many a restless night wondering whether it would be safe to go to sleep or just stay up an hour or

so longer and await the customary and now expected ring of the phone, when some friend informs them the fire bug again is on the job. The fire marshal believes the incendiary is not acting under any revenge motive, but merely likes to see the horses run.

Large Lumber Shed in Michigan

A large lumber shed to be used for storing sash, doors and other factory products has been constructed at Saginaw, Mich., by the Booth & Boyd Lumber Company. It will be 70x360 feet and will be equipped with all modern facilities for loading, unloading and handling products. The foundation rests on 363 white oak piles.

Will Handle Railroad Ties

A new company that will handle railroad ties has been organized at Indianapolis, Ind., with \$80,000 capital stock. The incorporators are L. T. Thorn, I. M. and J. M. Williams of Lynnville, Tenn. The official name is the Thorn Railroad Tie Company. It will manufacture and sell railroad ties.

Pertinent Information

Southern Rate Advance Effective September 13

J. H. Towashend, secretary and general manager of the Southern Hardwood Traffic Association, is authority for the statement that information has been received here that the advance on rates from southern points to Ohio river crossings will become effective September 13. This is in accordance with the decision in I. & S. 520, involving a decided increase in rates on oak and gum from Memphis and points in Mississippi and Louisiana to Ohio river crossings. This decision of the commission is regarded by hardwood lumber interests in Memphis as a distinct blow, particularly to those who are engaged in the manufacture and distribution of gum, but it would seem that the advance is about to become effective to Ohio river crossings. However, there is no doubt that an effort will be made by individual lumbermen to defeat the through rate into Central Freight Association territory and other territory lying north of the Ohio and Missouri rivers.

Shipbuilding Active

Shipbuilding has become very active in the United States during the past year, particularly in the eastern part. Philadelphia is now the most important shipbuilding city in America, and the fourth in the world. It is exceeded only by Glasgow, Newcastle and Belfast. On July 30 there were thirty-three large ships under construction in Philadelphia. Four thousand shipbuilders are employed in that city. The great stimulus at this time is the high freight rates on ocean traffic. There is great activity at shipyards in New York and elsewhere.

Changes in Toy Making

English manufacturers are taking active steps to appropriate the business of making toys which Germany has lost on account of the war. If the toy industry is to change hands there is no reason why it should not come to the United States. The higher wages paid in this country would stand in the way to some extent, but that disadvantage should be offset by cheaper wood than the European toymakers use. The United States already works about 29,000,000 feet of wood into toys yearly, and that amount would probably be doubled if toys heretofore bought abroad should be manufactured in this country. The great difference between wooden toys made in America and those imported is that the American article is much more serviceable and substantial than those brought across the sea. Children's sleds and wagons constitute a large proportion of toys made in the United States.

North Carolina Furniture Business

High Point, N. C., is the center of the furniture industry of that region and the output is very large. Recent reports by manufacturers there state that sales have largely increased in recent months, and that a shifting of the field of trade has taken place. Formerly a large part of the sales were made in the South, but now the heaviest business comes from the eastern states. Larger orders and more of them come in than formerly.

Panama Canal Earnings

During the first year of actual operations there passed through the Panama canal 471 American and 464 British ships. The average cargo is about 5,000 tons. The total number of ocean going vessels using the canal was 1,317, and the total toll collected was \$7,162,063. A comparison of the tolls paid the canal at Panama with those of the Suez canal shows that the latter was nearly five times as large as the former.

Red Gum in a Fine Residence

In building the residence of Charles W. Kotcher, Detroit, Mich., which was recently completed at a cost of \$150,000, a large quantity of red gum was used as finish material. Some of the finest rooms are ceiled and paneled with this wood, and one of the stairways is railed with gum on which \$2,000 was expended in carvings alone. That is a high tribute to the qualities of this wood. In that particular case it was selected instead of French walnut for certain choice parts. It is said that the red gum exhibit at the Forest Products Exposition in Chicago two years ago led to the use of this wood in the fine Detroit residence. The real merits of red gum are being slowly discovered.

Ask for Hardwood Rate Reduction

Some of the largest lumber concerns operating in the state of Missouri have secured a petition with the Interstate Commerce Commission asking for a reduction in rates from points in the state of Missouri to points in the Central Freight Association territory, Buffalo, Pittsburg, Kansas, Western Park, La. territory, and to Missouri river crossings. The petition is in favor of certain points are claimed, and it is asked that these rates be taken away with. The following companies signed the petition: The Ward Lumber Company, with a mill at Sunflower, the Krueger Lumber Company, with a sawmill at Moorhead; the Bohrer Lumber Company, with a mill at Isola, the Bayou Land & Lumber Company, with a mill at Lindsay; the Barr Holiday Lumber Co., with a sawmill at Leola; Albert N. Thompson & Co., with a mill at Courtland, S. C. Miller & Co., with a mill at Yazoo City; Deagan Lumber Company, with a mill at Roundaway; Russe & Burgess, with a mill at Isola; Houston Bros., with a mill at Vicksburg, and Alexander Bros., with a mill at Helena.

Prohibition Increases Smoking

If the testimony of cigar box makers is a reliable guide in the matter, cigar smoking is on the increase in prohibition territory. At any rate, there is a noticeable increase in the sales of cigar boxes in such territory. Most cigar boxes are made of Spanish cedar, yellow poplar and tupelo. So far as the cigar store has replaced the saloon, the changes in the uses of wood have resulted in lessening the demand for white oak tobacco barrels, and increasing the call for the other woods named for cigar boxes.

Clothespins Hard Hit

The trouble across the sea has hit the export of clothespins hard. Even the Australians are not buying as many as formerly. It might be supposed that Germany would be one of the last places for trade in American clothespins; yet, before the war, large quantities were shipped there. That trade has been wholly lost. The chief supply of clothespins comes from the hardwood districts of eastern states. Beech is the favorite material, but birch, maple and others are much used. The small article is made by machinery in large numbers, and it is a mystery what becomes of all of them. Attempts to manufacture them from sawmill waste have not been altogether successful. The odd sizes of waste cannot be handled by machinery, and it has been found more profitable to use good lumber than to work up waste. Certain Michigan firms have, however, recently inaugurated the manufacture of clothespins from certain types of mill waste on what promises to be a successful basis.

Persimmon and Dogwood

Shuttle-makers demand persimmon and dogwood and no satisfactory substitutes have been found at reasonable prices. Both trees are usually too small for sawlogs, though persimmon is larger than dogwood. The sapwood only is suitable, but fortunately both trees are nearly all sapwood. Regular timber operations do not often report these woods, and they do not pass through sawmills. They go to shuttle factories as round or split billets. Dogwood is preferred and is sold in twice the quantity of persimmon, though the latter is more easily procured. The shuttles are used in weaving cloth, and a single shuttle is expected to give 2,000 hours of actual service. The shuttle-makers of the United States demand 7,500,000 feet of dogwood yearly and 3,500,000 feet of persimmon.

Size of the Handle Industry

A suit for breach of contract in New York involving the delivery of 1,250,000 handles of a particular pattern to a single manufacturer, calls attention to the enormous size of the handle industry which covers the whole country. The sizes and patterns of handles are so many that no list including all kinds has ever been compiled. They range in dimension from the button hook handle to the handle for the lumberman's cant hook. Some are of the hardest, toughest woods procurable, as ax and hammer handles, while some are of the softest woods to be had, such as handles for brackets and packages. The annual bill of wood for handles in the United States exceeds 280,000,000 feet.

Applewood Lumber

It is said that the thrifty German and Swede settlers in Pennsylvania and New Jersey nearly two hundred years ago trimmed their apple trees to grow long trunks with the idea that when done bearing fruit they would be suitable for lumber. However, the abundance of other timber which grew naturally in the forests, spoiled the anticipated market for apple wood in the early times, and about the only use for it at that period was in making spigots for elder barrels and occasionally a rude carving to ornament the mantel over the hearth. In recent years the list of uses has been greatly extended, but the largest demand comes from manufacturers of hand-saw handles. The wood is thoroughly steamed to give it a uniform color, and when that is done both the heartwood and sap may be used. The annual output of applewood in the United States is about 320,000 feet.

A Long Run Backward

A forty-five horsepower steam engine was made in 1866 by the Washington Iron Works, Newburgh, N. Y., and was sold to a man who set it up in such a position that it had to run backward. Fifty years, lacking one year, have passed since then, and the engine is still running, and it continues to run backward. The only new part added in that time has been a new governor, and from all appearance the engine is good for many years of work yet. Question, if an engine can run backward fifty years, how long would it have run by this time if it had been started forward in the first place?

Wood for Building Purposes

The National Fire Protection Association is giving wide circulation to a report on the inflammability of wood, made by Robert E. Prince, assistant engineer at the Forest Service laboratory, Madison, Wis. This is the second edition, or a reprint of the report as originally issued. It is a part of the general campaign to increase the use of wood for structural purposes. The tests made and here recorded show what can be done to lessen the liability of wood to take fire and burn. Anything that can be done to render wooden buildings safer will increase the use of wood for structural purposes. The pamphlet contains fifty-five pages and it may be had of Franklin H. Wentworth, 87 Milk street, Boston, Mass.

A Peculiar Claim

The New Orleans *Lumber Trade Journal's* German correspondent makes an interesting statement in a recent letter when he says that the British government has seized all German cedar found in English harbors and sold it for half of its value. It was prompted to do this through fear that the cedar would reach Germany and be used in the manufacture of gunpowder.

A Handy Sawmill Rig

On this page is shown an illustration of a remarkably handy and very effective sawmill rig, which is being used on domestic timber in Connecticut. The machine was designed for cutting small material and is equipped with a six-horsepower gasoline motor with a speed of 350 revolutions per minute. The arbor has a speed of 1,800 revolutions per minute and gives a daily capacity in oak 1 1/4" to 2" in thickness, and common chair stock sizes of about 35,000 pieces per day of ten hours.

A New Use for Hazel

The war is bringing out the latent resources of the European countries. The hazel is usually a small shrub in England. Some of the largest may be usable as barrel hoops, ladder rungs, and crating; but that has been about the limit of usefulness heretofore. This is the bush that bears the filberts or hazel nuts of commerce. The British navy has found a use for this wood. The stems are tied in bundles as thick as an oil barrel, and about six feet in length, and the bundles are used as fenders for battleships, to break the force of the impact when the vessel goes alongside a wharf. Seven hundred rods are required for one fender, and the largest rod must not exceed an inch and a quarter in diameter. Inspectors are being sent out to look up the available supply of hazel in England.



A HANDY SAWMILL RIG

Wagon Bows of Oak

It formerly was the almost universal custom in the country to make wagon bows of ash. The bows were found on various sorts of vehicles from the old "prairie schooner" with its enormous white tent, to the smaller one-horse buggy with its leather top, but the bows were nearly always of ash. Custom has undergone a change in the use of wood for this purpose. Ash is as good as it ever was, but other woods have been found satisfactory. Oak is in common use for wagon bows, and hickory gives excellent service. A large manufacturer recently stated that last year he made 500,000 sets of bows, or 2,000,000 pieces, and these were divided in the proportion of one-fourth ash and three-fourths oak.

Circassian Walnut Prices

It has been the commonly accepted opinion in this country that the recent high prices of Circassian walnut are due to the difficulty of bringing the logs out through countries engaged in the war; and there is no question that the price is greatly influenced by that fact. A recent report from the British consul at Poti, in the region where the walnut grows, makes it appear probable that the wood's price would have advanced if there had been no war, because of the actual scarcity of merchantable trees and the increased cost of bringing the logs out of remote districts, where they must now be sought. The price of logs at the shipping ports has increased nearly one hundred per cent in the last two years.

American Emigrants in Canada

The treeless plains of western Canada continue to allure American farmers, and in the last ten months 30,000 of them have settled in that country where land is cheap. They have taken with them about \$25,000,000 in cash. Canada encourages the immigration of Americans. Since the war began, the number of settlers entering that country from the United States has been nearly twice the number from all the rest of the world.

Indiana Forestry Building Dedicated

Gov. Ralston, ex-Vice-President Fairbanks and Warren T. McCray, president of the state board of agriculture of Indiana, dedicated the new bungalow erected by the state board of forestry at Indianapolis on Tuesday, September 7. The bungalow is in an architectural way one of the most attractive at the state fair grounds where it was erected. It contains an educational exhibit of native woods, veneer products, photographs of forestry conservation and the development of the farm wood lots.

W. A. Guthrie, president of the state board of forestry, introduced the speakers. He addressed a large audience of men and women. Mr. Fairbanks spoke on forestry conservation in Indiana, and complimented Mr. Guthrie and his board and Governor Ralston for the encouragement they are giving the movement. Mr. Fairbanks said the state has not done as much yet as it is going to do; that in the beginning Indiana gave no attention to forestry as there were literally forests to burn. Mr. Fairbanks said:

"The plan of this world is that we should conserve our natural resources. In traveling over the world I have found that a low order of intellect and activity prevails in those countries that have used up their forests and are now barren of trees. This is true in Korea, but in Japan trees are being planted in every available space. Japan is taking thought of the future."

Governor Ralston said that the state board of forestry is dealing with one of the greatest subjects that is before the commonwealth. He said:

"We have had so many natural advantages that we have not appreciated them as we should. Our marvelous wealth has led into unconscious waste. It behooves every citizen to contribute even in a small way to the conservation of our natural resources."

Mr. McCray spoke briefly and congratulated the board on the successful culmination of its efforts.

Wooden Water Pipes Give No Sign of Decay

The water department of the city of Ludington, Mich., is removing the wooden water mains which have been in continuous operation without any trouble for the last thirty-three years. The reproduction shown herewith gives an idea of the size of the pipes which were made from white pine and were put in the ground thirty-three years ago.

The pipes proper are about twelve inches in diameter and two inches thick. They are joined with a wooden thimble an inch thick, one of which is shown resting on top of two pipes in the middle, another being shown inserted in one end of the pipes in the middle of

the pile. The mains have withstood all tests they have been put to, having resisted the pressure of a size of 125 pounds. They are being removed now not because they are in disrepair and showing any signs of deterioration, but because the pressure is going to be increased to such an extent that it would hardly be practicable or a fair test to leave the old pipes in on account of the fact that they are not thick enough to withstand the increase.

Coat Hangers in England

An English trade paper says that the wooden coat hanger business has been greatly affected by the war. These have been sent to England in large quantities in the past from Germany. They should be made of hardwood and they are chiefly sold in two or three designs. For the usual circular-shaped hanger, which can be bought by the public at as cheap as two cents each, German manufacturers have quoted a c. i. f. price to the importer of \$1.12 per gross.

Postal Savings System

The popularity of the Postal Savings Bank among Chicago's foreign-born is forcefully brought out in statistics dealing with the nationality of postal savings depositors just compiled by the Post Office Department at Washington. On July 1, the total deposits at Chicago amounted to \$3,267,532—a net gain during the fiscal year ended June 30 of \$961,600 or 42 percent. The foreign-born own nearly three-fourths of the total deposits with \$2,348,160 standing to their credit. The accounts of American-born depositors total \$919,372. The Russians lead all other foreign-born depositors with \$518,502 to their credit; then follow the Austrians with \$357,737, the Germans with \$298,246 and the Italians with \$258,083. Representatives of every nation of Europe are among the depositors. There are 1,593 depositors who have reached the \$500 limit, and can deposit no more, despite their appeals to do so. Of this number 1,150 are foreign-born.

The postal savings service at Chicago has been seriously handicapped from the start by unfortunate restrictions in the original Postal Savings Act, which forbid the acceptance of more than \$100 a month from a depositor and fix \$500 as the maximum amount that may be accepted from him. The restrictions have proved particularly disappointing to the foreign-born, who often insist on depositing their entire savings at one time and can not understand why the United States government, in which they have implicit confidence, is willing to safeguard a part of their savings and not all of them. Vast sums of money, earned by honest labor in Chicago, have thus been driven back into hiding and lost to local channels of trade.

In a recent report to the Post Office Department, Postmaster Campbell said:

"We have had numerous inquiries from intended patrons who desired to deposit more than \$100 each month and a great many who desired to deposit more than \$500 in all. These inquiries come principally from people who have sold real estate and are receiving more cash than can be deposited with us. Frequently patrons desire to deposit \$300 or \$400 or more at one time, and when they learn that they can not do so, they are very apt not to start any account with us. They do not desire to deposit \$100 each month and keep the remainder at home."



UNDER GROUND THIRTY-THREE YEARS

Takes Exception to Article on Port Orford Cedar

THE HARDWOOD RECORD has published a short story describing the odor from Port Orford cedar in a way which is entirely untrue. The odor from Port Orford cedar is not a new thing, but a well known fact.

The following letter has been received from E. C. Wheelock, manager of the A. Smith Lumber Company at Oakland, Cal. The letter explains the odor from Port Orford cedar.

Our attention was called to an article published in the *Carpenter* which stated that you had published an article on the effects of the odors of different woods on the human system.

Our people are interested in the statement that the odor from Port Orford cedar is an effect of the mill, that they are only able to work in the cedar for two or three days at a time. We have been cutting Port Orford cedar steadily for over a year in one of our mills on the coast. The same men are cutting, handling, grading and loading this cedar that started it with it a year ago, and no one of these men has left any time, what ever where, has been occasioned by any effect the odor of cedar may have had upon them.

At some time the story was started in regard to men working with the cedar being afflicted with odors, but no one has even been interested enough to deny the truth of it.

We thought that we would put these facts before you for your information and hope that you can see your way to correct the impression that has been created.

Hardwood Record has advised Mr. Wheelock that information as to these effects came from a man who not only is competent in his judgment of woods but is entirely reliable and who prepared a report on this wood in his observation of what actually had transpired, giving symptoms which were uniform and various other interesting data.

Basket Willow Culture

A bulletin just issued by the Forest Service on basket willow culture is opportune in view of the demand likely to be made upon American growers because of the greatly reduced imports from Europe. The author of the bulletin is George N. Lamb. The growing of basket willow in this country has already reached fairly large proportions, and it may be expected to increase in view of the stimulated demand. The willow is used by furniture makers, basket manufacturers, and for numerous other purposes. No large capital is required for a moderate beginning in willow culture, and it is not necessary to wait a long term of years for returns as in most branches of forestry. Wet and overflowed land can be utilized.

Philippine Wood in California

That wood products of the Philippine Islands find a ready sale in the United States is demonstrated very forcibly by the recent purchase and cash payment for 520,000 feet of Philippine lauan lumber in one day at Los Angeles, Cal. This is described as a record sale of this kind of wood. Those engaged in marketing the lauans state that they are rapidly establishing a place with the manufacturers of this country, and that thoroughly satisfactory results are being obtained by the use of the red and white lauans. Pinholes in the lauan are no longer considered a defect, since the manufacturers have learned how to fill these pinholes and finish the lumber to the complete satisfaction of the trade.

Gunstock Materials

Black walnut still retains its high rank as a gunstock wood in spite of the large demands being made upon the supply. It is reported that a big New England arms factory with large foreign orders is combing the country for walnut and paying fancy prices for it. The search for a substitute for walnut gunstocks has been only partially successful and is not likely to cut much of a figure in present war contracts as there is little desire and less time to experiment.

Red gum has proved entirely satisfactory for .22 rifles and other small arms, but it is claimed to be unsuitable for larger guns and particularly for automatics. In fact, the automatic gun has presented a very difficult problem and wood experts were kept busy for a long time trying to solve it. Birch, elm and other woods were tried out, but they failed to stand

the test of long service on the proving range. Black walnut would also split from the repeated shocks. Finally an experiment was tried of boring two small converging holes into the butt of the stock and forcing into the interior a specially prepared wax and afterward plugging the holes with wood. This treatment is said to have been a success and even after the most thorough and exhaustive trials in the range the stocks show no signs of splitting or working loose.

R. S. Kellogg Gets Some Live Figures on Building Cost

R. S. Kellogg, formerly secretary of the Northern Hemlock and Hardwood Manufacturers' Association, and now secretary and manager of the National Lumber Manufacturers' Association, Chicago, has always taken a keen interest in the cost of the ordinary type of construction as compared to the cost of ready built and ready cut construction. When in Wausau in charge of the Northern Hemlock and Hardwood Manufacturers' Association, he issued a series of stories purporting to be written by one John Smith regarding cost of erecting a house. He got actual figures for building a dwelling which he was contemplating erecting himself, and on another structure which he actually did complete before he left Wausau. These figures are a very interesting illustration of the cost of the usual type of construction when intelligently handled as compared with the ready cut structure. Mr. Kellogg after coming to Chicago purchased an automobile and he wanted a garage. He thought off-hand he would purchase a portable garage or at least a ready built structure, but found it was possible for him to build his own structure for less cost.

The figures for the maintenance of the car, exclusive of gasoline, oil and tires would be about \$180 for the first year. Therefore, he felt he would rather invest this much money in a garage and save money in the end. He figured on a 12x18 foot garage, 8 feet high to the eaves, double doors at least 8 feet wide at one end, a small window on each side and a small entrance door in the other end. He found that a 12x16-foot all steel garage would cost \$113.50 delivered at the freight station, but without cost of drayage and setting up which could not be calculated in advance. This price further included nothing for foundation or floor.

He further found that a 12x16 foot wooden garage with composition roofing would cost \$110.50 delivered at the freight station, and an unknown drayage and erection cost, and an expressed charge of \$22 for wooden floors. This would make a total cost of \$132.50, with the cost of erection and drayage still unknown.

Another steel garage shown to be 12x18 feet in size was listed at \$180, plus \$7.67 freight charges to his station. This was without the floor and it appeared that the ultimate cost would be considerably over \$200 completed.

A wooden frame garage was quoted by the same manufacturer at \$135.23 delivered at the freight station. This carried metal sides and roof.

Having secured this definite information as to the cost of the ready-made types he called in a carpenter and a lumberman and got rough estimates as to the ultimate cost of material and labor. He found that by setting two studs instead of one at each of the four corners of the garage, and holding them together with lag screws, it would be very easy to take the garage apart in sections and move it to any other site desired.

He then decided to go ahead with the structure with No. 1, 2x4's for framing and rafters, 2x4's spiked together for the sills, 2x6's for the floor, No. 1 8-inch shiplap on the outside, 1x6 No. 2 boards on the roof covered with the best grade of shingles. The following was the ultimate cost: Lumber and shingles, \$55.30; doors and windows, \$3.80; hardware, \$4.90; carpenter, \$33, making a total of \$97 complete on the job.



A WOODEN GARAGE WHICH COST NINETY SEVEN DOLLARS TO BUILD. THE MAIL ORDER STEEL GARAGE WOULD COST TWICE THAT



THE STEAMER STIKELSTAD LOADING 2,500,000 FEET OF OAK FROM LAMB FISH LUMBER COMPANY, EXPORTED VIA MOBILE

Reclaiming a Million Logs

The work of reclaiming logs from the bottoms of rivers in the vicinity of Muskegon, Mich., is nearly done. It is claimed that a million logs have been taken from the bottoms of streams where some of them had lain for forty or fifty years without undergoing any deterioration. Most of the logs are white and Norway pine. They were lost during drives.

Philippine Furniture in America

Efforts are being made to find a market in this country for furniture made by native workmen in the Philippines, and it is said the effort is backed, by sanction at least, by the government. The furniture is of hardwoods, most of which are hard, heavy, and strong, and their general color is dark, though there are a number of light-colored woods in the Philippines. The so-called Philippine mahogany has obtained a fairly firm foothold in America, and there are other woods in large numbers which are attractive in appearance and serviceable.

Standardizing California Walnuts

Announcement is made by the California Walnut Growers' Association that a by-product plant will be opened in Los Angeles shortly to work all inferior nuts into by-products. This will raise the standard and consequently increase the demand for California walnuts all over the country by keeping from the market the culls, cracked and otherwise inferior walnuts.

Several hundred tons of walnuts will probably be cracked up each season and the association intends to make standard grades, putting the goods up in the most approved way, believing that it will thus develop a fine business on walnut halves and pieces shelled. The association also intends to introduce this year 25 and 50 cent consumer packages of shelled walnuts.

A million or more cartons, containing 1 and 2 pounds of walnuts in the shell, are also to be put out this season. All cartons will have a diamond-shaped gelatine opening, so the consumer can see the contents.

From the wood-user's standpoint the importance of the California walnut industry lies in the fact that a large supply of walnut timber is being grown for the future while furnishing nuts for the present. These trees are the same in species as the Circassian walnut of commerce. It is not yet known whether the wood grown in California will develop the figure and color which have given the great value to Circassian walnut. The trees are all young and cannot be expected to enter the lumber market for many years.

The World's Supply of Cork

Three-fourths of the world's supply of cork is grown in Spain and Portugal. It is the bark of an oak tree. The bark is peeled from the living trunk, and in a few years a new bark takes the place of the one removed, and the process of peeling may go on during the natural life of the tree. The United States is one of the largest markets for cork. It is used as bottle stoppers, for life preservers, net floats, and for numerous other purposes. In 1914 the United States bought cork from Spain to the value of \$3,232,938. Cork oak trees planted in California are growing well, but are not yet old enough to be peeled with profit.

Forestry School Camps in Adirondacks

The August camp conducted by the New York State College of Forestry proved to be a great success. In addition to the sophomore class of the forest school, which is spending the entire summer in the district, a number of business men and others interested in forestry took advantage of the offer to spend August in study of silviculture, forest mensuration and survey. The work was conducted on the property of the Emporium Forestry Company on Cranberry Lake in the Adirondacks. This company owns 80,000 acres of timberland in this vicinity and is operating two mills. Birch, maple, ash, elm, oak, white pine, spruce and fir are being manufactured. The region is wild and interesting and proved to be an ideal location for the forestry classes. In addition all the pleasures of an outing in the mountains were enjoyed. Plenty of time was allowed for hunting and fishing. Long tramps were made through the woods. The classes were in charge of Dr. Hugh P. Baker, who is the dean of the faculty at Syracuse. Dr. Charles C. Adams and Prof. Brown of the same institution had charge of portions of the instruction.

Increased Wood for Shoes

The scarcity of leather in Germany and Austria has led to the use of shoes without leather. They are called "Carpathian sandals." Some have a leather strap across the instep, but others are wholly of canvas and wood. The uppers are cloth, and there is a cloth sole; but affixed to this sole is a wooden sole, with a hinge to make the sandal flexible. These sandals are classed as "the new war shoes," and they are said to be popular. It is not stated that soldiers wear them, but it is said that the civilians regard it a patriotic duty to wear the sandals in order to save leather for the army's footwear.

Forty Thousand Perfect Wheels

The London *Timber and Woodworking Machinery* of a recent date makes record of a remarkable piece of manufacturing. A contractor made and delivered to the war department an order for 40,000 wheels, made chiefly of oak and ash, for guns and wagons, and not a single wheel was rejected. One of the most remarkable parts of the transaction was that within ten weeks after the trees were felled in the forest, the wheels were delivered to the war department. If all parts of the British army's supply force is moving with that speed and accuracy, the demand for equipment must be met before a great while.

Germans Gathering Acorns

Last fall school boys in Wurttemberg, Germany, collected 1,600 tons of acorns in that district. They were collected in the government forests, and the peasants were permitted to collect them for hog feed. By so doing a large quantity of grain was saved for other purposes. In the hardwood regions of the United States acorns constitute an important item of swine food, but the hogs are always required to do their own gathering. The acorns from the class of white oaks are best because they are less bitter than those from the class called red or black oaks. Some acorns are so rank with tannin that swine will feed on them only when driven by starvation.

Timber Destroyed by Mt. Lassen

Mt. Lassen, California's solitary volcano, has rounded out an even one hundred eruptions, and for some weeks past has been quiet. The quantity of timber destroyed is estimated at 10,000,000 feet. Most of the damage was done by deluges of mud which carried boulders weighing many tons. Timber was broken down in the paths of the mud rivers. Some of the boulders, after having cooled for two weeks, were still sufficiently hot to burn the hand when touched.

Wood Exports in June

The exports of wood and the manufactures of wood from the United States in June of this year amounted to little more than half of the exports during the corresponding month last year.

This year the June exports of round and square timber totaled a value of \$320,416, and for June last year the value was \$972,655.

For the same months the exports of lumber were worth \$2,654,119 in 1915, and \$4,731,141 in 1914.

Furniture exports last June were valued at \$228,735, and for June, 1914, they were worth \$410,404.

The countries whose purchases of these articles in June this year were fairly well up to purchases during the corresponding month last year were the United Kingdom, Cuba and Argentina. Purchases by Belgium and Germany totally disappeared.

HIGH GRADE
ST. FRANCIS BASIN OAK
GALLOWAY-PEASE CO. Poplar Bluff, Mo.

We are back on the job with a fine new mill

With over 80,000 acres of the best Hardwood and Hemlock timber in the North

and Saw Mill capacity of 40,000,000 feet of lumber a year, we are in a position to furnish you with Lumber, Lath, Shingles, Posts and Poles in small and large quantities for many years to come. Send us your inquiries.

Ideal Hardwood
Sawmill



Try some brand new lumber
from a brand new plant
run by Modern Old Timers

Stack Lumber Company
Masonville, Michigan

Hardwood News Notes

< MISCELLANEOUS >

At Lake Mills, W. B. Merrill & Bro. have discontinued business. The Sash & Impregnant Factory has been incorporated at Buffalo, N. Y. The Barkers Mill Lumber Company, Louisville, Ky., is reported to be liquidated.

At Burlington, Ia., the Iowa Chair Company has been incorporated with a capital stock of \$25,000.

The H. M. Lord's Sons Company has incorporated at Oscoda, Mich., with a capital of \$300,000.

The West Lumber Company has bought out the Philip A. Ryan Lumber Company at Onataska, Tex.

The Coulson Lumber Company, formerly of Swifton, Miss., has moved its general offices to Memphis, Tenn.

A new incorporation at St. Louis, Mo., with a capital of \$6,000, is the Missouri Forests Products Company.

The Needham Basket Company has succeeded the H. B. Needham Basket Company at Peterboro, N. H.

The Cameron Car Company has been incorporated at Orange, Conn., for the manufacture of railroad cars.

An involuntary petition in bankruptcy has been filed by the Brainerd Sash & Door Company, Brainerd, Minn.

At Montpelier, Vt., the Montpelier Turning Works has been incorporated with a capitalization of \$5,000.

The sawmill of Mark Tymon, Sault Ste. Marie, Mich., was burned recently, the loss being estimated at \$20,000.

The West Point Furniture Company has been incorporated at West Point, Va., with a capital stock of \$50,000.

The Florida Saw Mill Company, Paxton, Fla., recently suffered a loss by fire, which was fully covered by insurance.

It is reported that the Taylor Chair Company, Bedford, O., is considering moving its business to Grand Rapids, Mich.

The Business Equipment Corporation has incorporated with a capital stock of \$15,000 at Norfolk, Va., to manufacture office furniture.

A fire loss amounting to \$250,000 is reported to have been sustained at the flooring plant of the Wm. H. White Company, Boyne City, Mich.

The Lake Shore Lumber Company has been incorporated at Washburn, Wis., with a capital stock of \$250,000, by M. H. Sprague, H. O. Wolke and P. C. Kolinski.

The sawmill of Bush Bros., Brookhaven, Miss., was recently destroyed by fire, and the Ashby Lumber Company, Jackson, Tenn., also suffered a damage by fire within the last fortnight.

At Jasper, Ind., the Jasper Manufacturing Company, to manufacture furniture, has been incorporated by Joseph John, A. M. Bohnert and L. J. Eckstein. The capitalization is \$10,000.

The business and plant of the Ramsey-Alton Furniture Company, Portland, Mich., has been sold at receiver's sale to William B. Heath of Ionia for \$75,000, and the company will soon reorganize.

The Vocational Supply Company, to manufacture supplies for the domestic science and manual training departments of schools and colleges, has been organized by G. W. Griffith & Sons of Muncie, Ind.

Michigan lumber concerns which have recently gone out of business are: J. H. McDonald Lumber Company and Michigan Land & Lumber Company at Bay City, and the Central States Lumber Company at Detroit.

Arthur A. Birum, Margaret J. Nelson and Nellie O. Birum are the incorporators of the Birum-Nelson Company, Saco, Mont., with a capital stock of \$5,000. The company will manufacture lumber and implements.

It is reported that C. B. Colborn has severed his connection with Dugger & Gosborn Company, Memphis, Tenn., and has engaged in the manufacture and wholesale of hardwood lumber under his own name in that city.

The following have recently organized the Farm Tools Manufacturing Company, Waterloo, Iowa, with a capital stock of \$20,000; George E. Lichty, president; Frank J. Fowler, vice-president, and Benjamin J. Howrey, secretary-treasurer.

The Binghamton Lounge Company, Binghamton, N. Y., the Naperville Lounge Company, Naperville, Ill. and the D. T. Owen Company, Cleveland, O., have been succeeded by the Kroehler Manufacturing Company with headquarters at Cleveland.

Other incorporations are: Chester Lumber Company, Norfolk, Va. incorporators: A. F. Cathey, Norfolk, Va., president; Alphonso Newton, vice-president, and Alexander Newton, secretary and treasurer, both of Petersburg, Va.; The Standard Box & Lumber Company, Inc., Lynchburg, Va., with a maximum capital of \$15,000, and minimum of \$5,000, M. Eichelbaum is president, W. K. Williams and Frank C. Dickerson, secretary and treasurer, all of Lynchburg. The company will do a general woodworking and manufacturing business.

< CHICAGO >

A. T. Williams of the Williams Lumber Company, Fayetteville, Tenn., was in the city for a few days the latter part of the week, cutting on the local trade.

The Gayoso Lumber Company with headquarters at Memphis, Tenn., has opened up a Chicago office at 497 Fisher building.

The Columbia Parlor Frame Company has increased its capital stock to \$65,000, the incorporators being: Henry C. Hansen, Walter R. Hansen and E. C. Gibbs.

Edward M. Vestal, vice president and secretary of the Vestal Lumber & Manufacturing Company, Knoxville, Tenn., was in Chicago a few days ago. Mr. Vestal had been on a two weeks' selling trip, and was en route home.

Charles Ransom of the Gayoso Lumber Company, Memphis, Tenn., stopped off in Chicago recently on his way north.

H. B. Sale, sales manager of the Hoffman Brothers Company, Fort Wayne, Ind., was among one prominent lumbermen visiting the city this week.

B. W. Lord, Chicago Veneer Company, Danville, Ky., and president of the National Veneer and Panel Manufacturers' Association, was in the city the early part of the week in attendance at the meeting of that organization.

D. E. Kline of the well-known Louisville Veneer Mills, Louisville, Ky., spent a few days in the city this week, and attended the veneer manufacturers' meeting at the Congress hotel.

G. O. Worland of the Evansville Veneer Company, Evansville, Ind., stopped off in Chicago for a short stay a few days ago.

George Staples, Northwestern Cooperage & Lumber Company, Gladstone, Mich., was among the welcome visitors locally within the week.

A. E. Gorham of the northern veneer manufacturing concern, Gorham Brothers Company, Mt. Pleasant, Mich., was in the city this week in attendance at the meeting of the National Veneer and Panel Manufacturers' Association.

C. B. Allen of Anderson-Tully Company, Memphis, Tenn., visited the local trade within the last few days.

H. M. McCracken of the Kentucky Veneer Works, Louisville, Ky., was a welcome visitor to the city recently.

< NEW YORK >

George D. Burgess of Russe & Burgess, Inc., Memphis, Tenn., manufacturers and wholesalers of hardwood lumber, was a recent visitor to New York in the interest of business. Mr. Burgess reported a good inquiry from over-sea markets, but difficulty was being experienced in the matter of transportation. Ash, he said, was in unusual demand and there are other items showing some real activity.

S. C. Major was another Memphian in the Metropolitan district during the last two weeks.

Peter H. Moore of Moore Brothers has returned to the city after a long stay in the Adirondacks.

Henry M. McDowell, local representative for Davenport, Peters & Co., hardwoods, is now operating from 780 Riverside Drive.

< BUFFALO >

The constitutional convention at Albany on September 2 passed the measure for conservation by a vote of 121 to 11. This would provide for a nine-headed unpaid commission. The state will have a chance to vote on the question at the next election. Some objection has been raised to the plan of a commission of nine members and a protest was made to the convention by the New York State Fish, Game and Forest League, through a personal letter from its president, George A. Lawyer.

Lumbermen are rather pleased over the new demand for walnut, which has taken place lately after so long neglect of the wood. They will make what use they can of it, which may not be very much on account of the scarcity. A Buffalo hardwood dealer said the other day that he thought the demand was a mere matter of fashion, and for this reason it might be possible that it would not last a great while. Mahogany dealers say that the demand is largely for low ends and remnants. The furniture people will take what there is of it, but are not bidding very high for it. The trade is, however, buying rather more than it did early in the season.

The Buffalo Hardwood Lumber Company is finding business more active this month than last, selling principally birch and oak. The mill in Alabama is getting in a good stock of logs for next season.

The Atlantic Lumber Company has been fairly busy lately moving a number of different hardwoods, among them chestnut, oak, ash and basswood. Manager H. L. Abbott looks for an early improvement in trade.

The H. T. Kerr Lumber Company lately had a cargo of several hundred thousand feet of maple on the steamer Edward Buckley. Mr. Kerr has been spending some time looking after shipments from Pennsylvania.

T. Sullivan & Co. lately received several hundred thousand feet of hemlock on the steamer Gettysburg. The yard is now doing a general retail business in building woods, as well as its usual wholesale hardwood trade.

The Yeager Lumber Company finds an improved demand for cypress tank stock, with firmer prices ruling. There is a better call for a number of woods, including long ash and oak.

THINK

Of Us, When in Need of Better Hardwoods!

TENNESSEE VALLEY

Hardwood Lumber and Hardwood Flooring

When you get



Are the Best

Our Motto—"Dry Stock. Straight National Grade. Prompt Shipment"

Our four band mills have a capacity of 150,000 feet per day, and our

Hardwood Flooring Plant

will manufacture 50,000 feet per day.

We want your business, and you will want our Lumber, if you will give us a trial order. Get our prices, give us an order, and be convinced.

We have at present a well assorted stock of

**15,000,000 Feet of Fine Quartered White Oak
Plain White and Red Oak, Poplar, Ash,
Tupelo and Sap Gum**

Send Us Your Inquires

H. H. HITT LUMBER COMPANY
DECATUR Eastern Representative **ALABAMA**
W. F. BIXBY, Jamestown, N. Y.

Having stood the rigid test of time and been pronounced ideal.

Perkins Vegetable Glue

now gains still further distinction by being pronounced by United States District Court "meritorious and valuable, and a distinct advance in the art."

The Perkins patents were sweepingly sustained in a broad decision by the court — The Perkins Glue Company now being the only company that can legally manufacture this type of glue as well as the only company that has made it a perfect product.

Competition Stimulates Quality

A buyer's market invariably results in quality competition in manufactured goods—for obvious reasons. Quality competition without added quality to back it is disastrous—requiring more rigid guarantee of goods it means that the man not able to improve his product here and there to approach perfection is merely betting with himself on whether he will or will not have to make good on stock which, to get the order, he guaranteed.

Perkins Vegetable Veneer Glue *In All Panel Work*

allows you to make any reasonable guarantee with impunity. It does away entirely with blistered work, and can be shipped to any climate without fear—thus vastly increasing the sales field.

Perkins Vegetable Glue

is guaranteed to be uniform, requires no hot, obnoxious glue room, will not sour, costs 20 per cent less than hide glue.

Use Perkins Glue and make your guarantee safe for you

PERKINS GLUE COMPANY
SOUTH BEND, IND.

Originators and Patentees

J. M. S. Building

The Standard Hardwood Lumber Company has had in some large stocks of hardwoods from the South this summer, mostly oak and chestnut. Trade is fair and seems improving slowly.

G. Elias & Bro. have had in a number of lake cargoes this summer, most of them in white pine and hemlock. A good demand for millwork is reported, but hardwoods are only fairly active.

The Hugh McLean Lumber Company reports trade in hardwoods holding about steady, with little change in prices. Mr. McLean has returned from a fishing trip to upper Ontario, Canada.

Jackson & Tindb are running their sawmill at Jackson Borough, Ont., on full tim, and cutting poplar and spruce. The Pellston, Mich., mill is now running on hemlock.

◀ PHILADELPHIA ▶

New building work started in this city during the month of August reached the total of \$3,929,915. This is \$1,287,105 greater than August last year, and \$269,975 better than July, 1915. The total for the first eight months of the year is \$2,000,000 less than during the same period in 1914, when the operations reached \$28,642,650.

The Smith Lumber Company, of Boston, has added another room to its suite in the Red Estate Trust building, this city.

Frank B. Coaling, who recently started in business at 251 South Fourth street, under the name Coaling Lumber Company, reports trade encouraging.

J. Howard Keely, president of S. S. Keely & Sons, who died August 4, left an estate of \$97,000. According to the terms of his will, which was admitted to probate last week, his sons inherit the business. His wife and daughters are provided for by the personal property.

F. R. Whiting of the Whiting Lumber Company has removed from this city to Port Huron where he will superintend manufacturing. His father will look after the Philadelphia and eastern end of the business.

At the annual midsummer outing of the Philadelphia Wholesale Lumber Dealers' Association, held at the Huntingdon Valley Country Club, Frank Buck carried off the golf sweepstakes and J. B. McFarland, Jr., won the honors for low net score.

John M. Dennison and Beverly E. Barksdale have formed the Dennison Lumber Company and opened offices at 1414 S. Penn square. Mr. Barksdale was formerly a manufacturer at Hartsville, N. C.

The McFarland Lumber Company has removed from the Crozer building to the new Widener building, Juniper and Chestnut streets.

The Sawoast Club, an organization of lumbermen who belong to the

Union League, recently had a three-days' trip to the Egypt Mills Fishing Club. Twelve were in the party which made the run in motor cars. Howard Ketcham caught the largest fish and Horace A. Reeves, Jr., won the golf championship which was played over the Shawnee links.

◀ PITTSBURGH ▶

The Frampton Foster Company, large wholesaler of hardwood timbers, piling, posts, poles and ties, is looking for a pretty busy fall. Its summer shipments, although not up to last year, have been fairly satisfactory considering the general situation.

J. N. Woollett, president of the Aberdeen Lumber Company, has been in the South two weeks looking up hardwood stocks and the condition of the gum and cottonwood market especially. Inquiries are slightly better with this company than a few weeks ago.

W. D. Johnston, president of the American Lumber & Manufacturing Company, returned recently from a trip among the southern mills. He believes that if the price of cotton is fixed right there will be a big boom in the South this fall.

A. Rex Flinn, president of the Duquesne Lumber Company, has been in military training at Plattsburg, N. Y., the past two weeks with hundreds of other business and professional men. The company's orders are coming in fairly well, although there is no boom at present.

The Southwestern Lumber Company, which deals in hardwood timbers and railroad stocks largely, reports good improvement in conditions and especially in inquiries. Its August trade was the best of this year to date.

The Acorn Lumber Company report general inquiry about the same as last month. Manufacturers in some lines, especially in the glass trade, seem disposed to put off buying as long as possible.

The Federal Lumber Company is liquidating owing to the death of Charles A. Jamason of New York City one month ago. Mr. Jamason owned practically all the stock in the company and it is now liquidating in order to settle his estate. E. E. Gregg was president of the company and James K. Fawcett sales manager.

The Sattler Munsell Lumber Company does not look for any big gain in business in the Pittsburgh district for at least another month. Mr. Sattler is of the opinion that next year is going to be a banner year in this district, especially if the steel business keeps up its present pace.

The Adelman Lumber Company has been doing a good business this summer in hardwoods with the yards both in the East and in Ohio territory. President A. Adelman reports that the market at present is not so brisk and many seem disposed to wait for fall developments.



This is an unusual proposition, but we have the material, the facilities, and the "KNOW HOW" to meet such emergencies

Importers and Manufacturers

Mahogany and Cabinet Woods—Sawed and Sliced

Quartered INDIANA White Oak, Red Oak, Figured Red Gum, American Walnut, Etc.

Rotary Cut Stock in Poplar and Gum for Cross
Banding, Back Panels, Drawer Bottoms and Panels

The Evansville Veneer Company

EVANSVILLE, INDIANA

◀ BALTIMORE ▶

The acquisition by John A. Calhoun of a large interest in Wm. D. Gill & Son, Inc., which corporation succeeded the firm of Wm. D. Gill & Son, on Phipps street, this city, has resulted in an important change affecting the Philadelphia lumber trade. Mr. Calhoun was for years the southern representative of the Philadelphia firm of George Craig & Sons, and afterward formed the firm of Calhoun & Gordon. This latter firm is now winding up its affairs, and its wholesale business will be taken over by the Baltimore corporation, Mr. Gordon coming with Mr. Calhoun and joining the forces of Wm. D. Gill & Son, Inc. Mr. Calhoun will look after the buying end for the company here, spending much of his time down South, as he did before, and Edward P. Gill, the president, attending to office matters. The activities of Wm. D. Gill & Son, Inc., will be largely expanded as a result of the Mr. Calhoun's change of base, the company being incorporated with a capital stock of \$460,000.

John J. Launon, on Canton avenue, states that while the inquiry for hardwoods continues rather quiet, the feeling in the trade has shown some improvement, and a greater degree of interest is being manifested in the offerings. The furniture manufacturers, who for a time bought little lumber, are in the market to a greater extent, and the railroads also are placing orders more freely.

Edward Healy, who represents the hardwood exporting firm of John L. Alcock & Co., Baltimore and Gay streets, at Charleston, W. Va., was in the city for a brief vacation and also to confer with Mr. Alcock regarding various matters.

S. L. Richards of the Penwick Lumber Company, Fewick, W. Va., was a visitor here last week, taking in Baltimore on one of his regular business trips.

◀ COLUMBUS ▶

Building operations in Columbus continue rather active despite the continued business depression. The report of the city building inspector for August shows that 270 permits were issued during the month for structures estimated to cost \$544,895 as compared with 229 permits and a valuation of \$647,325 in August, 1914. The decrease is explained by the fact that in August, 1914, several permits for college buildings were issued.

J. W. Maybew, general sales manager of the W. M. Ritter Lumber Company, has returned from his annual vacation spent near Asheville, N. C. He and F. B. Pryor left early in August on a special business trip in New York. Mr. Pryor reports a gradual improvement in market

conditions with the tendency of quotations upwards. Buying on the part of the retail trade is the best feature at this time, although some buying is done by factories making furniture and vehicles. Retail stocks are not large and the policy is to buy only for the present.

J. A. Ford of the Imperial Lumber Company reports an increasing number of inquiries for hardwoods.

At Pleasant Hill, O., the Daniel Moul Lumber Company has been succeeded by E. C. Rogers of Cincinnati.

Peter Kuntz, Sr., a millionaire lumberman of Dayton, O., announces the carrying out of his project of building and equipping a tuberculosis hospital for Dayton and vicinity. The project was started six years ago but was held up because of effort being made to levy taxes on property used by charitable institutions. A decision of the supreme court held that such property can not be taxed, and he will go ahead. A 40-acre site has been secured and it is planned to erect a \$500,000 building. When completed it will be managed by the Sisters of the Poor of St. Francis. It will be undenominational.

Suit has been filed in the courts at Columbus, O., by the Hamburg-American Line against the Oaken Lumber Company, a partnership composed of W. R. Stantley and his wife, to collect the sum of \$1,058 for losses caused by the reservation of space on one of the liners of the plaintiff for a large lumber shipment. It is claimed that in March and April, 1914, the Oaken Lumber Company contracted for the space for fifteen cars of lumber and furnished only one car.

The W. M. Ritter Lumber Company has adjusted insurance matters on the mill at Blackey, Va., which was totally destroyed by fire several weeks ago. Steps will be taken at once to rebuild the operation, which is one of the most important of the concern. No lumber was burned at the time of the fire. The mill is located in Virginia, and shipments are made over the company's railroad through Kentucky to West Virginia, where the Norfolk & Western railroad is used.

Fire caused damage aggregating approximately \$25,000 in the plant of Couderd & Lienesch, Dayton, O. The flames were first discovered in a kitchen in the home of Hal Hanson, in the rear of the company's office. The wind quickly carried them to the office building, and from there to the factory. The fire spread rapidly in the factory, and before it could be extinguished it had damaged both the equipment and building materially.

The Hyde Park Lumber Company, Cincinnati, plans to spend \$10,000 in improvements to its new plant this fall. New additions will be built to the mill and to the warehouse used for the storing of hardwood trim. Expanding business of the company has made the improvements necessary.

Kentucky Oak

results in

Satisfied Artisans

meaning

Money Saved

ITS growing conditions ENFORCE an unvarying uniformity of color and grain. Its texture has a silky softness that delights and contents your workers.

ITS beautiful, clean boles make possible unusual widths and lengths in which we specialize.

The following values.

All Kentucky Stock Should Attract You

1 car 5 4 No. 3 Com. & Better Poplar	1 car 8 4 Sound Wormy Chestnut
3 cars 4 4 No. 1 Com. Poplar	3 cars 5 4 Sound Wormy Oak
1 car 4 4 Clear S. ps & Selects Poplar	6 cars 4 4 Sound Wormy Oak
1 car 4 4 Agricultural Poplar, 17" and up	10 cars 4 4 No. 3 Com. Oak
1 car 5 4 Sound Wormy Chestnut	5 cars 5 4 No. 3 Com. Oak
6 cars 4 4 Sound Wormy Chestnut	3 cars 4 4 No. 1 Com. Plain White Oak
8 cars 4 4 No. 1 Com. Chestnut	10 cars 4 4 No. 1 Com. Plain Red Oak
3 cars 4 4 No. 1 Com. & Better Chestnut	10 cars 4 4 No. 2 Com. Plain Red Oak
1 car 6 4 Common & Better Chestnut	10 cars 4 4 No. 2 Com. Plain White Oak
1 car 8 4 Common & Better Chestnut	1 car 4 4 1sts & 2nds Plain Red Oak, all 10 ft.
	3 cars 6 4 Log Run Beach
	3 cars 8 4 Log Run Hard Maple

E. R. SPOTSWOOD AND SON
MANUFACTURERS
LEXINGTON, KENTUCKY

F. M. CUTSINGER

SUCCESSOR TO
YOUNG & CUTSINGER

Manufacturers of
All Kinds of Band Sawn
Hardwood Lumber

We Have Specialized in
High Grade
Quartered Oak
For the Last 12 Years

Would Be Pleased to Have
Your Inquiries

EVANSVILLE, INDIANA

The Forest City Wrecking & Lumber Company, Cleveland, Ohio, has been incorporated with a capital of \$10,000 to do a general lumber business, by Arthur E. Lorke, Hermann Kohn, Eugene Baker, Mathias Berk and Joseph E. Klein.

At Lancaster, Ohio, J. B. Ornum & Bro. filed suit for dissolution of partnership and for appointment of receiver.

< CINCINNATI >

The first meeting of the Building Owners and Managers, following the usual summer vacation, was called for September 7, at the Palace hotel. Dinner was served at 6:30, after which the regular business routine was taken up. The general building situation was taken up in detail and several new members were added to the organization.

W. H. Weller, secretary of the Hardwood Manufacturers' Association of the U. S., with headquarters in Cincinnati, recently made a business trip through Indiana. He was agreeably surprised with the manner in which business is picking up throughout the state, but from reports he gathered the situation closely resembles that of the Cincinnati district, a gradual recovery but the market still being considerably back of what it should be. Mr. Weller also announced that the annual sales report of the association would be sent out about the fifteenth of the present month.

John Powers, who for some time has been connected with the Dulweber Lumber Company, recently severed his connection with that concern to engage in the hardwood business for himself. Mr. Powers has leased the spacious Scott yards in the west end, in the vicinity of York and Dalton streets. Mr. Powers has made a wide acquaintance in the lumber world and the entire Cincinnati colony wishes him success in his new venture.

Good news was brought into the lumber market the latter part of the week, when it was announced that at last the building commissioners in charge of the erection of the new East Walnut Hills high school were practically ready to serve notice to vacate to property owners now on the site of the new school. This means that actual work on the large new structure will soon be under way. This project has been hanging fire for many months. Concrete and brick of course will be used more extensively than any other material in the construction of the school, but many hundreds of feet of higher grade lumber will be employed in the interior finishings.

B. F. Dulweber of the Dulweber Lumber Company will constitute the Cincinnati representative of the committee of four, which is to take up the cudgel for the Hardwood Manufacturers' Association, when the National Lumber Manufacturers' Association meets in Chicago, in committee work, to take up the reclassification of forest products. The object of the committee meeting is to delve into the subject most thoroughly, and if the present classification is found to be unjust to the lumber interests, the matter will be brought before the Interstate Commerce Commission for a possible readjustment. The committee of which Mr. Dulweber is a member, will look out for the hardwood interests during the discussion. Other members of the hardwood committee are W. E. Weakley, Columbus, Ohio; W. B. Burke, Charleston, Miss., and F. R. Gadd, Chicago.

The William Homan Manufacturing Company, on Hubert avenue, announces an addition to its large factory in the near future, entailing a cost well into five figures and of a nature which will necessitate considerable lumber construction.

A two-story addition to the new seven-story building at the southwest corner of Seventh and Race streets, at a cost of \$70,000, soon will be under construction. The building is of fireproof construction, but there is considerable inside wood finishing. The announcement of the addition was received with considerable satisfaction by the local hardwood dealers.

< INDIANAPOLIS >

Kitchen cabinets will be manufactured at Salem by the newly-organized Salem Cabinet Company, incorporated with \$25,000 capital by W. H. Paynter, J. W. Benham and F. P. Houk.

The Greer-Wilkinson Lumber Company is equipping the superintendents of its thirty-three retail yards with motorcycles, to be used in developing their respective districts.

Building permits issued by the city in August aggregated \$463,972 as compared with \$572,436 in August, 1914. From January 1 to September 1 permits aggregated \$4,425,004 as compared with \$6,698,619 for the first eight months of 1914.

Two changes are reported at Elkhart, where the Newman-Monger Lumber Company has taken over the J. B. Martin Lumber Company and J. B. Martin and R. W. Monger have taken over the Monger Lumber & Coal Company.

The Nappanee Lumber & Manufacturing Company, Nappanee, has filed a complaint with the Interstate Commerce Commission against thirty-one railroad companies, alleging unreasonable freight rates on silo material to points in Illinois, Indiana, Kentucky, Michigan, West Virginia, Pennsylvania, Wisconsin, Minnesota and New York.

An illness of several months terminated September 3 in the death of Major Lereno Dwight Fraser of this city, a member of the firm of Fraser Brothers & Colborn, organized in 1880. He was seventy-eight years old and is survived by his widow and one daughter.

◀ EVANSVILLE ▶

Claude Maley and Daniel Wertz of Maley & Wertz, hardwood manufacturers, with their families, returned home a few days ago from Bay View, Mich., where they had been spending the heated season. Frank Cutsinger, the local hardwood manufacturer, and Mrs. Cutsinger also returned from Bay View.

Local lumber manufacturers report they are now getting all the logs they want for milling purposes and that the prices are satisfactory, in fact, better than they were a year ago this time.

The building permits in Evansville for August of this year show a gain of \$24,960 over the corresponding month of last year. The permits for last month totaled \$101,455, representing 141 permits, while in August, 1914, with 125 permits the total expended was \$76,495.

William Swanson, local lumber dealer, has been getting his share of the business this season. He is looking for trade to pick up soon.

George O. Worland, secretary and treasurer of the Evansville Veneer Company, is the owner of a new automobile. Mr. Worland says the veneer business is coming along all right; in fact, his plant has been running on very good time all summer and he is looking for a good fall and winter trade. Since Mr. Worland assumed the management of the Evansville Veneer Company, several months ago, he reports he has had a very good trade.

Bert Tisserand, for several years connected with the J. C. Greer Lumber Company but now associated with the Brooks-Scanlon Company of Kentwood, La., was here on business a few days ago. He has charge of the state of Indiana and reports good trade during the past month.

Thomas Christian of Maley & Wertz has returned from a trip on the road and reported a gradual picking up in business.

In the Evansville notes in the last issue of the HARDWOOD RECORD, it was stated that P. J. Reitz is president of the Citizens' National Bank here. The item was in error as Mr. Reitz is president of the City National Bank here and is one of the financial leaders of this city. Mr. Reitz is also head of John A. Reitz & Sons, lumber manufacturers, and one of the oldest concerns in the United States.

Robert Schmalbaek, formerly connected with the Peerless Seat & Tank Company here, has severed his connection with the company, and is now employed at Lawrenceville, Ill.

J. C. Greer of the J. C. Greer Lumber Company has returned from a business trip through central and western Kentucky. He reports the company's stave mills in Tennessee and Mississippi being operated on time, and the demand for staves is better now than for some time past.

Owing to the fact that the railroad companies are buying few if any ties at this time, the large towboats here that have been operating in the tie trade in Green, Barren, Cumberland and Tennessee rivers have tied up and a large number of men have been thrown out of employment. The boats cleaned up all the ties that had been cut and carried them to the various markets along the rivers, most of the ties being brought here and sold to the Indiana Tie Company.

Fred Bockstege of the Bockstege Furniture Company and Charles M. Frisse of the Globe-Bosse-World Furniture Company have returned from a ten days' trip through New York and states in the East.

A. R. Messick of the Vulcan Plow Company has returned from a several months' trip on the Pacific coast.

Local furniture, carriage and plow manufacturers say that indications are good that trade in the South and Southwest will improve this fall, and they are looking for a nice volume of business from those sections. Most of the factories in Evansville are now running on good time and many inquiries are coming in.

◀ MEMPHIS ▶

The Gayoso Lumber Company has recently opened offices in the Fisher building, Chicago, in charge of L. R. Gale. This will be used exclusively for selling purposes. Mr. Gale has been associated with the Gayoso Lumber Company at Memphis for several years and is thoroughly familiar with the class of stock manufactured by it. The Gayoso Lumber Company operates a large band mill at Memphis and has recently purchased the stumpage on about 2,000 acres of land in north Mississippi. This timber will be brought to Memphis and converted into lumber. The company has been operating on full time for quite a while but it is planning to go on double time in the near future. Its shipments for August were well in excess of 1,500,000 feet.

The Florence Pump & Lumber Company is enlarging its plant here with a view to the manufacture of kitchen cabinets, dining room tables, interior moulding and other light material used in the finishing and furnishing of homes. It is installing new machinery in order to take care of this new department. Geo. G. Roberts, who recently became associated with the Florence Pump & Lumber Company, is largely responsible for this new department and he will have personal supervision thereof.

Building operations in Memphis during August show an increase of nearly \$100,000 compared with the same month last year. This is considered an exceptionally good showing as the building done last year during August was that which had been projected some time before the war in Europe broke out. There has been a slow but steady expansion in building operations during the past three or four months

My books are open to prove that every one of the below logs with similar pile immediately behind is

Real Indiana White Oak

The two piles contain 100,000 feet and not a log is under 24 inches. No other oak ever went through my mill.



Of course it is to my interest to get the highest quality of lumber and veneer (hence greatest return) out of such raw material.

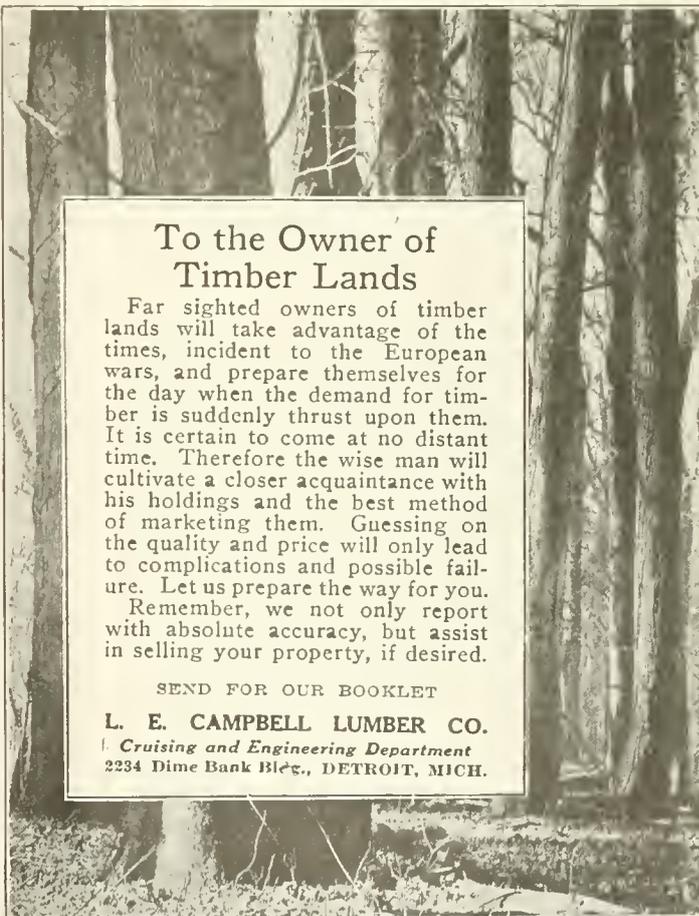
Experienced buyers will need no further reason why they should at least get in touch with me.

CHAS. H. BARNABY

Manufacturer

Greencastle, Indiana

BAND SAWED LUMBER AND VENEERS



To the Owner of Timber Lands

Far sighted owners of timber lands will take advantage of the times, incident to the European wars, and prepare themselves for the day when the demand for timber is suddenly thrust upon them. It is certain to come at no distant time. Therefore the wise man will cultivate a closer acquaintance with his holdings and the best method of marketing them. Guessing on the quality and price will only lead to complications and possible failure. Let us prepare the way for you. Remember, we not only report with absolute accuracy, but assist in selling your property, if desired.

SEND FOR OUR BOOKLET

L. E. CAMPBELL LUMBER CO.

Cruising and Engineering Department
2234 Dime Bank Bldg., DETROIT, MICH.

TIMBER ESTIMATES

Northern, Southern & West Indian Hardwoods

Estimates Maps Reports

D. E. LAUDERBURN, Forest Engineer 6030 Metropolitan Life Bldg. NEW YORK, N. Y.

WE WANT WALNUT

If you have Black Walnut Logs 14" and larger in diameter and 8' or longer in length, write us for prices and particulars. We are in the market now for two million feet.

PICKREL WALNUT CO., 4025 Clara Avenue, ST. LOUIS

CINCINNATI

Hardwood Manufacturers and Jobbers

C. CRANE & COMPANY

Manufacturers of Hardwood Lumber, Oak & Poplar especially
Our location makes possible quick delivery of anything in timbers and hardwood lumber

DAY LUMBER & COAL CO.

Manufacturers YELLOW POPLAR and WHITE OAK
GENERAL OFFICE—JACKSON, KY.

OHIO VENEER COMPANY

Manufacturers & Importers FOREIGN VENEERS
2624-24 COLERAIN AVENUE

West Virginia Hardwoods

We have ready for prompt shipment

25,000' 4 4 Log Run Ash
45,000' 4/4 1s and 2s Chestnut
50,000' 4/4 No. 1 Common Chestnut
240,000' 4/4 Wormy Chestnut
120,000' 4/4 No. 3 Common Chestnut
28,000' 5/4 1s and 2s and No. 1 Common Chestnut
75,000' 5/4 Wormy Chestnut
25,000' 6/4 Wormy Chestnut
15,000' 5 4 Log run Maple
48,000' 10 4 Log run Maple
2,500' 12/4 1s and 2s and No. 1 Common Maple
50,000' 4/4 No. 1 Common Poplar
60,000' 4/4 No. 1 Common and Better Red Oak
24,000' 5/4 No. 1 Common Red Oak
68,000' 6/4 1s and 2s and No. 1 Common Red Oak
15,000' 6 4 Log run White Oak
15,000' 8/4 1s and 2s and No. 1 Com. White Oak
15,000' 8/4 No. 3 Common White Oak
50,000' 8/4 Sound Square Edged White Oak
36,000' 8/4 Stock Widths White Oak
13,500' 1s and 2s Poplar
75,000' 7x9 Hardwood Switch Ties
75,000' 7x9 White Oak Switch Ties
100,000' 3x4 and 3x5 Oak and Hardwood Mine Rails
3 cars 1 1/2" Slack Barrel Staves, 40 and 42" long
9 cars Chestnut Telephone Poles

Alton Lumber Company

Lock Box No. 86

BUCKHANNON, WEST VIRGINIA

Band Mill Circular Mill
Mill Creek, W. Va. Todd, West Va.
MENTION HARDWOOD RECORD WHEN WRITING

and it is expected that the gain during the next three or four months will be quite marked as compared with the corresponding month last season.

Geo. A. Booker, a manufacturer of cooperage stock at Corning, Ark., is doubling the capacity of his plant through the installation of additional machinery. This is accepted here as an indication of an improving tendency in the cooperage situation.

W. W. Logan, who recently severed his connection with the Griffin-Logan Lumber Company at Meridian, Miss., to accept the position of manager for the Merl Lumber Company, in authority for the statement that the latter will establish a mill at Yellow Pine, Ala. He further says that the company is negotiating for a large tract of timber in the latter locality. This plant will engage in the manufacture of yellow pine. The company will also handle hardwood lumber at wholesale, with headquarters at Meridian.

The Bently-Emery Lumber Company at Richton, Miss., has purchased a large tract of timber near Blodgett, Ark., and will establish a mill at that point for the development thereof. No details have been given out as to the size of this mill.

J. A. Pearce and W. J. Hayes have purchased the retail lumber business of the Jarrell Lumber Company at Humboldt and will operate this in the future. In addition, these new owners will also engage in general contracting business. Mr. Pearce has been connected with the Jarrell Lumber Company for a long while. Mr. Hayes has been doing business as a general contractor.

J. G. Clarke & Son, it is announced, have established a hardwood mill at Daleville, Ark., just across the river from Arkadelphia. It is understood that this plant will have a daily capacity of about 50,000 feet.

The Mobile & Ohio Railroad Company has begun operating its shops at Whistler, Ala., with a full force of men. There are now about 800 employes and the monthly payroll is approximately \$35,000, about double what it has been for the past few months. The order to place the shops on full time has resulted in the employment of men who have been off the payroll since last October when a general policy of retrenchment was adopted by the company.

← NASHVILLE →

The Interstate Commerce Commission has modified an original order as to rates on lumber from southern points to Ohio river crossings. Through this modified order the Louisville & Nashville is allowed to increase not more than one cent per 100 pounds its rates to St. Louis from stations on its lines. This action is taken in order to permit the Louisville & Nashville to equalize its rates with other lines serving the same territory.

Lumber buyers along the Tennessee river have undertaken an educational campaign among the millmen in that territory. The millmen have been cutting boards 10 and 12 feet long, while it is claimed that floor managers require forty per cent of the same 14 to 16 feet in length. Through this campaign buyers hope to enable millmen to get better prices for their product.

The Doyle Manufacturing Company of Doyle, Tenn., has been granted charter by secretary of state, with capital stock of \$2,000. M. E. Brown, A. E. Brown, B. J. Lyles and others are incorporators. The company will manufacture lumber.

John B. Ransom & Co. have received a large contract for walnut for export to England and other countries. Members of the company declined to discuss the contract, but it was said to amount to close to \$1,000,000. War supplies is the purpose of the contract. On account of this big business the company has increased its operating force, and now has more men at work than at any time in its history. As a result of the foreign demand walnut is being moved from all parts of middle Tennessee. There were reports that the supply was short, but the recent demand has brought out offerings that contradict this opinion.

← LOUISVILLE →

P. G. Booker, former president of the Booker-Ceell Lumber Company, and now the owner of a fine farm on the Brownsboro road, near Louisville, entertained the members of the club royally August 31. Several years ago Mr. Booker, while a member of the club, had the hardwood men at the family home at Nitta Yuma, at Harrod's Creek; and the memory of that gathering was largely responsible for the enthusiastic response to the present invitation. The dinner was one of the most lavish and enjoyable that the club has ever had, and Mr. Booker was a most acceptable host. There was no business session in connection with the affair, the members looking over the big farm before the repast, and sitting in front of a wood fire after it and talking about things in general. The dinner was undoubtedly a red letter event in the calendar of the Hardwood Club.

Collections are reported by lumbermen to be considerably improved. This is one of the best indications of better business that could be found, as money has been hard to get until recently. Buyers are now discounting their bills more regularly, and the general feeling is one of confidence.

Eddie Steimmelen, who has been a member of the local hardwood trade for some time, is doing business at present under the name of the Steimmelen Lumber Company. Mr. Steimmelen reports that he has

been getting a fair amount of business lately, and is doing better than expected.

The construction of the Louisville Automobile Speedway is said by the promoters to be an assured fact. If it goes through, it will mean a big sale of oak for the work, as the track is to be made of that material. George L. Martin of Mueller & Martin, who is looking after the organization of the company, said that the stock has been taken in such amounts as to insure the track being built. It is likely, however, that no contracts will be let before November 1. The track will be built of two-inch oak, set on edge. The material will be creosoted.

State Forester J. E. Barton is planning to attract the attention of visitors at the state fair in Louisville the week of September 13. The nursery, which has been conducted adjoining the fair-grounds, has now developed sufficiently to be worth seeing, and the forestry department is emphasizing the commercial character of the work in the salability of the seedlings which have been produced. Mr. Barton also has access to exhibits of the Forest Service, which are to be made use of in connection with the state fair.

Sawmill men in Louisville, who have not found the purchase of logs an especially easy task, were interested to note that at Seymour, Ind., a short distance north, arrangements have been made to keep log prices posted as a matter of public information, so that the down-trodden farmer will always get what is coming to him. A news item from Seymour stated the proposition as follows: "Owners of timberland in Jackson county have perfected an arrangement through the county agent's office by which they hope to secure the full market value of all timber sold. It has been discovered that owners have in the past sold valuable trees for many times less than their value. By the new arrangement a marketing schedule has been placed on file, and a seller may know in advance the market price for various kinds of timber. The schedule is to be kept up to date by the county agent."

The Eastern Kentucky-Virginia Forest Protective Association, which includes in its membership a number of counties on the border, met recently at Jenkins, Ky., for the purpose of completing plans for the construction of look-out stations in the mountains. These are to be built at once, and are expected to be of great help in anticipating conflagrations by noting small fires as soon as they start. The look-outs will be connected by telephone with Jenkins, and in case of trouble an organization for fighting the fires can be easily put in the field. Eight counties in eastern Kentucky now have separate forest protection associations, the main object of which is to prevent the destruction of timber by fire.

The American Box & Crate Company of Louisville has filed amended articles of incorporation, fixing its capital stock at \$30,000 and its limit of indebtedness at \$15,000.

Workmen's compensation for Kentucky seems to be a foregone conclusion, as all interests appear to be committed to the enactment of a law on this subject at the next session of the state legislature, which begins in January. A commission representing the Kentucky Manufacturers' and Shippers' Association, the Kentucky Mine Owners' Association, the State Federation of Labor and the attorney-general's office has been working on a measure which it is thought will be acceptable to everybody, and this will probably be put through the legislature without difficulty.

◀ ST. LOUIS ▶

August receipts of lumber in St. Louis as reported by the Merchants' Exchange were 15,945 cars of lumber as against 17,270 cars received during August last year, a loss of 1,325 cars. Shipments were 10,970 cars compared with 11,905 cars last August, a loss of 935 cars.

Frank J. Liebke of the Liebke Hardwood Lumber Company recently purchased a handsome country home out in St. Louis county, near the Log Cabin Club. There is an eight-room residence on the tract. There is a lake of about one and a half acres on the place, stocked with bass and crappie, a beautiful grove, shrubbery, flower gardens and other attractions.

The Retail Lumber Dealers' Association moved on September 1 into suite 1208-9 Syndicate Trust building, Tenth and Olive streets, from its old quarters, which have been occupied since the Wright building was built, several years ago. The association wanted more room and also desired to be in a building where there was a restaurant, which will be needed when the federation is organized, which will probably be within the next thirty days. There are two restaurants in the Syndicate Trust building and members of the association not only can have luncheons served in its headquarters, when they desire, but committee meetings, which are held several times during each week, can adjourn to private dining rooms in the restaurants and have meals served to them while they are transacting business. An arrangement has also been made with the management of the building for an additional adjoining room, when the federation is in working order.

There was a slight increase in local building operations during the month of August compared with those of August a year ago. While it was not much, nevertheless it was a gain. There was also a slight gain in the number of permits issued. Last month's estimated value of new buildings and alterations was \$932,441, while a year ago the estimated value was \$797,165, showing a gain this August of \$135,281. The number of permits issued during August this year was 808, compared with 797 a year ago, a gain of 11.

"Made in Bluefield"

*We are Manufacturers
of*

Oak Flooring
Interior Finish Poplar Siding
Ceiling and Dimension
Boards

CAN SHIP MIXED CARS OF ROUGH
AND DRESSED MATERIAL, ALL FROM
STRICTLY WEST VIRGINIA TIMBER

*Planing Mill and
Dry Kiln Facilities*

The McClellan-West Lumber Co.
Bluefield, W. Va.

"ANDREWS" Lumber Driers And Dry Kiln Equipment

THE ONLY

Perfectly Controlled

Moist Air Lumber Driers

WE GUARANTEE

UNIFORM and FAST DRYING combined with

EFFICIENCY, ECONOMY and

SIMPLICITY of OPERATION

The Performance of "Andrews" Driers

CANNOT BE

INFLUENCED by WEATHER CHANGES

OUR DRIERS PRODUCE

BETTER QUALITY LUMBER with less SHRINKAGE

The A. H. Andrews Co.
15-17 S. Wabash Ave., Chicago

Kentucky Veneer Works

HIGH-GRADE—WELL-MANUFACTURED

Veneers

IN SAWED AND SLICED QUARTERED
WHITE OAK AND QUARTERED RED GUM.
OUR ROTARY CUT GUM AND POPLAR
CROSSBANDING VENEERS ARE EXCEP-
TIONALLY GOOD.

Louisville

Kentucky



Made in St. Louis

Photograph of American Walnut Rotary Cut Panel produced in our Veneer Plant. We also manufacture built-up stock of every description used in furniture and fixtures in any thickness, consisting of nicely figured Quartered Gum and Oak, Mahogany, Plain Oak, Yellow Pine, Red Gum, Birch, Ash, Elm, Sycamore, Soft Maple, Plain Gum and Cottonwood.

For particulars, please write

St. Louis Basket & Box Company
143 Arsenal Street ST. LOUIS, MO.

< MILWAUKEE >

The Knickerbocker Mill & Lumber Company of Milwaukee has been incorporated with a capital stock of \$10,000 by P. C. Kollinski, Hubert O. Wolfe and Fred A. Landeck.

Because of the difficulty of securing cars to transport logs from its Taylor Rapids cutups, the Peshtigo Lumber Company of Peshtigo, Wis., is now operating its sawmill on only a day shift. The mill had been operating on both a day and night shift for several months.

J. H. Younkers of Ashland, Wis., has perfected a new endless chain loading rig, which has been installed and placed in operation at the landing of the Sprague Lumber Company's slip, where it is being used for loading logs and shingle timber from the water to cars, ready to be hauled to the mills of the Kenfield-Lamoureux Company and the Sprague Lumber Company. The new loader is operated by a twenty-horsepower electric motor.

Steps are being taken at Tigerton, Wis., for the erection of a plant for the manufacture of a new adjustable farm wagon box, invented by Louis Boldig & Sons. H. R. Swanke has become interested in the proposition and in company with Mr. Boldig and his son, Waldemar Boldig, will erect a factory. Much of the equipment has been purchased. The new wagon box can be placed in eight different positions without the use of a single tool and can be used for a variety of purposes.

The annual meeting of the Northwestern Manufacturing Company of Fort Atkinson, Wis., resulted in the election of the following officers and directors: President, G. W. Caswell; vice-president, C. P. Goodrich; secretary and treasurer, N. B. Remmel; general manager, C. W. Reynolds; directors, H. H. Curtis, W. D. James, A. R. Hoard, C. P. Goodrich, L. B. Caswell, G. W. Caswell and C. W. Reynolds.

The Nyborg Manufacturing Company, headed by J. C. Nyborg of Minneapolis, has completed plans for the erection of a plant at Withee, Wis., where a new type of washing machine will be manufactured. The machine will be equipped with an oblong wooden tank of hardwood construction.

The Hatten Lumber Company of New London, Wis., is now operating its sawmill only on a day shift. The company has kept its mill running nights for the past three years. Most of the men employed on the night shift will be retained in various departments of the plant.

The Milwaukee county board is considering plans for the erection of a new chair factory at the new house of correction. The plant will cost about \$75,000.

That one out of ten Wisconsin workmen earns his living either in the midst of the lumber industry in northern Wisconsin or in one of the woodworking trades connected with the lumber industry, is shown in an investigation conducted under the auspices of the Wisconsin State Historical Society. The importance of this industry has caused the society to arrange an interesting display at the State Historical Museum, which shows the various stages from the cutting of the trees to the finished wooden product.

The new Shawano Hub Company at Shawano, Wis., has installed a plug machine with a capacity of 18,000 to 20,000 plugs a day, and now has its equipment about complete.

The veneer mill at Breinwood, Wis., employing most of the workmen in the town, has closed down. It is not known when operations will be resumed.

The Faust Lumber Company of Antigo, Wis., recently completed the sawing of its 1915 cut of logs, after having been in continuous operation since last February. About 8,000,000 feet of lumber was sawed during that period.

A record lumber arrival at the Milwaukee port was made last week when the steamer Cream City and the schooner Harold brought in a total of 1,570,000 feet, cut on John's Island in Georgian bay, for the August C. Beck Company, box and lumber manufacturer of Milwaukee. The Cream City carried 570,000 feet and the Harold an even 1,000,000 feet.

Walter S. Paddock, well-known manufacturer, banker and clubman of Milwaukee, president of the Cream City Sash & Door Company of Milwaukee and the Iroquois Sash & Door Company of Buffalo, died at his home in Milwaukee on August 29 at the age of fifty-two years. Mr. Paddock was born in Ripon, Wis., in 1863 and passed his early life at Markesan and entered his business career at Neenah. Later he moved to Wood county, where he took over the management of the Sherry Lumber Company, controlled by his uncle, Henry Sherry. In 1890 Mr. Paddock came to Milwaukee, where, in company with J. W. Cameron and Henry Sherry, he organized the Cream City Sash & Door Company. Mr. Paddock was a member of the Town and Blue Mound clubs and of LaFayette lodge, F. & A. M., and Ivanhoe commandery. He is survived by his widow, one daughter and three sons, one of whom, Donald M. Paddock, is connected with the Iroquois Sash & Door Company of Buffalo.

Wisconsin's new building code, as revised and adopted by the Wisconsin Industrial Commission and published on August 21, becomes effective in its revised form on September 20. The code will be published in pamphlet form for distribution by the commission. It covers nearly every imaginable kind of building construction and applies throughout the state of Wisconsin. Its administration and enforcement is to be carried out largely through local officials, such as the fire chiefs and building inspectors, so the cost of inspection will be kept at a minimum.

Six thousand people watched the world's championship log rolling tour-

nement, held at Eau Claire, Wis., on September 6. Eddie Olsen of Marinette, Wis., won first honors, while Terrence Maudrie, also of Marinette, was a close competitor and won second place. Third place was secured by John Walker, a Chippewa Indian of the Oneida reservation. John Murray and "Toots" Johnson, both of Eau Claire, won the first two prizes in the trick log rolling contest.

In a pamphlet just issued by the Wisconsin Industrial Commission to the building contractors of the state, the contractors are told that they pay too much for accidents to their workmen and that they can bring about a reduction in insurance rates in preventing accidents. Attention is called to the fact that many fatal accidents have been caused by the use of faulty lumber in the construction of scaffolds.

The Hardwood Market

< CHICAGO >

Chicago lumbermen are finding it difficult these days to occupy their hands writing orders, and at the same time keep their fingers crossed for fear that the improvement in business will not last. That is precisely the situation locally. The trade is considerably better in most consuming lines, the furniture trade showing an almost good volume of inquiries. A good many of these inquiries are culminating in orders and the trade in general is showing a disposition to put in larger quantities and kinds. The unlooked for necessity for purchasing to meet live calls for orders from much depleted stocks seems to have come about at last. Whether or not it is permanent time only will show, but with the same condition being reported from members of the lumber fraternity in different parts of the country, and with everywhere a tone of genuine belief in the immediate future of the market, it does not seem at all out of the way or at divergence with facts to anticipate a continuance of present good demand.

The building situation in Chicago shows continued activity, in fact, most lines are looking up. There have been several good car orders placed of late, and railroads are continuing to take fairly good quantities of lumber of all kinds.

< NEW YORK >

The local hardwood market is dull and presents no striking feature at this time. Ash is in big demand, but other stocks are not moving in large volume and prices are still so low as to make trading unattractive. There is still a large amount of lumber available for ready shipment judging by offerings in the market, and it is hard to say what the low price is on some things. Stocks on hand are not large and so far the yards and factories have had the best of it when in the market for new supplies. Hardwood flooring is showing some small reductions, but this is a favorite lumber product and will quickly recuperate.

< BUFFALO >

The hardwood trade has made a little gain during the past two or three weeks, though not up to normal for this season. Business is more or less spotty and confined to a few woods. Where a steady demand exists and stocks are light the prices are quite firm, but in other woods the situation is not much changed. Everybody is hopeful that this month will witness a further improvement and the yards are well prepared for it, having good assortments of the woods that are likely to be most in demand. Not much stock is coming in by either lake or rail at present.

Ash continues to be in good demand and prices are about as high as have ever been recorded. Two-inch walnut is being called for by gunstock manufacturers, and prices are very high. Birch could be sold for the same purpose, if it were to be had here in the size wanted. Oak and maple are about holding their own in price and business in these woods continues on a relatively large scale. Cypress is showing some improvement in volume and in price. Some yards report increased demand for chestnut. Poplar and basswood remain rather quiet and little is doing in gum.

< PHILADELPHIA >

Hardwood lumber business still continues to improve, although during the past fortnight trade did not pick up quite as much as was expected. Prices have held steady and in some instances increased. Chestnut, quartered oak, poplar, and hardwood flooring have all improved in demand. Dry stock in plain oak, white and red oak, basswood, and ash are all becoming scarce. Gum, beech, birch and maple are all reported as holding their own. White pine prices in the middle and lower grades have advanced, spruce is quoted higher, cypress is selling very well. Hemlock is still rather uncertain as to price, but as the supply is diminishing, schedules will no doubt show an advance before long. From general business conditions in this city leading lumbermen feel that trade will be good throughout the fall as shipyards, railroads, furniture factories, corporations, machinery manufacturers and textile mills are all busy and this rush of business will no doubt be reflected with pleasing results in the lumber business later on. Building work still continues active, although 1915 will not break any records in regard to the total volume of new construction work started during the year.

V E N E E R

BIRDS EYE

That Will Not Turn Yellow

Are you using our

Bleached Birds Eye Maple Veneer

If not, don't fail to make up your fall line of samples from same and be up to date. The demand will be for Birds Eye furniture that will not turn yellow.

BIRDS EYE VENEER COMPANY
ESCANABA MICHIGAN

Rotary Cut Veneers

in Gum
in Oak
in Ash

Flat Drawer Bottoms

Band Sawn Hardwood Lumber

All kinds
All grades
All thickness

Made by ourselves
In our own mills

Stimson Veneer & Lumber Co.
Memphis Box 1015 Tennessee

READ

The following descriptions need no further arguments:

We Can Ship at Once

WHITE ASH: 22,000 ft. 10' 4" 1s & 2s; average width 10"; 50% 14' & 16' lengths.

PLAIN WHITE OAK: 30,000 ft. 4' 4" 1s & 2s; average width 9 1/2"; 55% 14' & 16' lengths.

COTTONWOOD BOXBOARDS: 23,000 ft. 4' 4" x 13"—17"; 60% 14' & 16' lengths.

Band Sawn Ash, White Oak, Red Oak, Red Gum, Sap Gum, Cypress, Cottonwood, Soft Elm.

Liberty Hardwood Lumber Company

MANUFACTURERS

BIG CREEK, TEXAS

DAILY CAPACITY, 40,000 FEET

J. K. WILLIAMS

A. T. WILLIAMS

Williams Lumber Co.

(MANUFACTURERS)

WHOLESALE HARDWOOD LUMBER

Band Mill Planing Mill Dry Kiln

Fayetteville, Tenn.

We manufacture PLAIN and QUARTERED OAK, ASH, CHESTNUT and other HARDWOODS

Our Specialty is Quartered White Oak

**We Manufacture Dimension
Stock—Hickory a Specialty**

< PITTSBURGH >

In most cases a distinct improvement is noted in the Pittsburgh district. Industrial operations are particularly encouraging. Steel mills are working at almost capacity and those which have war orders are very careful about taking on more new business. Some improvement is seen in coal operations. General manufacturing, while it does not show the same gain that is seen in the steel business, is nevertheless on the upturn. Prospects are fair for a good season in glass making, although stocks are pretty heavy at present. These signs of industrial prosperity are bound to be reflected soon in larger orders for hardwood lumber in the opinion of all Pittsburgh lumber wholesalers. The tendency in prices is slightly upward. Mills are not overstocked and there is a disposition to hold on to good lumber until prices advance. Yard trade shows very little change.

< BALTIMORE >

The hardwood trade situation is practically unchanged, inquiry being by no means active and the range of prices comparatively low. The domestic consumers have not yet begun to manifest such confidence in the situation as would cause them to place orders with any freedom. The railroads are reported to be buying more liberally, though not in what might be called normal volume, and in various other directions a slight improvement is evident. On the whole, however, the complicated international situation and other factors still operate against an active movement, practically all woods being affected, and the range of returns is so low as to make margins of profit rather scant. It must not be supposed, however, that the situation is entirely devoid of encouraging features. Some evidences of recovery are to be noted here and there, and the feeling in the trade is distinctly better. The more buoyant sentiment is not dependent merely upon prospects, but finds a basis in existing conditions, which are in the main encouraging. Aside from the railroads, the furniture manufacturers are more frequently in the market. Many are discovering deficiencies and shortages in their assortments of stocks which must be made up, and it looks as if the season for the furniture trade would be better. Throughout Pennsylvania the woodworking establishments are manifesting a greater interest in the offerings, and some of the Baltimore hardwood men have returned from selling trips very much encouraged by the results of their efforts.

Of course, the business so far lacks that freedom of movement which renders the more remote future secure, none of the mills and dealers having much business ahead, but some progress in this direction is being made, and prices are somewhat firmer, though perhaps not any higher. One of the troublesome features of the trade is the export situation, the forwardings having been so heavy for some time past as to cause congestion in a number of the foreign markets. The buyers on the other side naturally take advantage of this state of affairs to hold out for concessions, and prices have become more or less unsettled, with consignments thrown upon the open market being devoid of support, and the shippers run the risk of incurring serious losses. Naturally, the unfavorable turn of the export trade is reflected here, the check upon the foreign movement increasing the pressure at home. But with peace prospects growing almost definite, the outlook is more distinctly hopeful, and the hardwood men feel that the future is to be regarded with confidence, the recent developments in the United Kingdom being viewed as merely temporary.

< CINCINNATI >

The consuming factories are exhibiting more liveliness, and the strong impetus which has been given the lumber market in Cincinnati within the last few weeks is directly attributed to the large volume of inquiry from consumers. Much of this already has materialized into good orders and it is predicted that during the early fall there will be a boom in the lumber business. Of course, the market will have to pick up immensely before it can be termed normal.

While the conditions are all that could be expected in view of general business stagnation, the volume of buying and selling is much below previous seasons, yet in the Cincinnati district it is a gain over the past few months. The strength of the market here is a decided improvement over a month ago, with every promise of gaining from now on until the probable maximum will be reached by the first snow fall. There has been little under selling recently and those who have held off in anticipation of still lower figures have been badly misled, for the direct opposite is true. Instead of any drop in quotations, there is a marked tendency toward a rising market, especially in gum. This wood at present is the most active lumber on the market, but its sudden popularity and increased demand for immediate shipment must not be construed as any great boom. The heavy gum demand is attributed directly to the recent interstate commerce decision which allows an increase in the freight rates on gum. This ruling soon will go into effect. Naturally there is a general rush from all sections to load up with all gum needed for immediate business, and business hoped for. It is taken for granted that there will be a distinct rise in the price of gum instantaneous with the rise in freight rates.

Yard men still are playing what appears to be an over cautious game and are refusing to take any risks on being caught with an over stock. This disappointing feature is not infrequently the cause of slow ship-

ments and deliveries on rush orders. In some instances it is said large orders have been lost by concerns here owing to their inability to supply upon demand, because, playing the conservative game, stocks on hand were allowed to run so low that a big rush order could not be handled. Stocks carried in some of the large yards here show the rather depressing fact that stocks on hand are probably sufficient to supply the day to day call, but that is all.

Early in the spring and well on into the summer the weather put a damper on nearly all building projects. The situation now is much better and all building jobs are being rushed to completion.

The lumber world in general received considerable of a shock the last couple weeks when the furniture manufacturers began to slacken up in their activities. Depressing news from the furniture people, and the propensity of yard men to under-stock, constitute the only real bad features of the entire market at this writing. The furniture manufacturer is finding himself a trifle overstocked, especially in the lower grades. The furniture call for walnut is up to normal, probably owing to the fact that output of the exceptionally fine furniture, for which the walnut is used, is finding its usual market.

There has been a marked increase in business done by the interior finishers, good business being reported by the hardwood floor dealers especially. Almost equally favorable are reports from the sash and door people, this allied industry naturally following right in line with the flooring concerns.

The market, during the past couple weeks, has been featured by a run on poplar and cottonwood, these two woods easily carrying off the honors as best seller, but running so close in the demand that it is quite impossible to choose between the two for the first position.

The foreign demand is still making itself felt in the local market. Walnut goes across the water, and ash and oak are showing up well and moving with considerable vim.

← COLUMBUS →

The hardwood trade in Columbus and central Ohio territory is showing more activity during the past fortnight. Inquiries are more numerous and orders are coming in better. There is a marked improvement in the tone of the market and future prospects appear brighter. Lumbermen generally believe that the volume of business during the fall season will be larger than during the past few months.

The best feature of the trade is the buying on the part of the retail trade. Dealers' stocks are generally light, and in order to take care of demand they are compelled to replenish their supplies. Most of the buying is for immediate shipment, although a few orders are placed for shipment early in October. Dealers are still following the policy of buying from hand to mouth.

Prices generally are more steady. This was especially true during the past week when extreme low quotations were not heard of. The policy of cutting prices in order to move accumulated stocks is apparently passing away. Stocks in the hands of mill owners are not very large. Shipments are coming out promptly from every section. In a few instances distinct advances have been recorded on the local market.

Some buying is reported on the part of manufacturing establishments making vehicles and furniture. They are buying only for the present, however. Automobile factories are buying some stocks.

Quartered and plain oak is in good demand and prices remain firm in most places. Chestnut is one of the strongest points in the market and prices are firm, especially for sound wormy. Poplar is in fair demand at unchanged quotations. Ash is firmer and the same is true of basswood. There is considerable demand for basswood from automobile factories. Other hardwoods are unchanged.

← INDIANAPOLIS →

There are several bright spots in the hardwood lumber trade, although, taken as a whole, the demand is far below normal and there appears to be no sign of general improvement in the situation.

Gum is a little more in demand on account of some increased activity among furniture factories. Black walnut is still in good demand, with prices high. Various grades of oak are moving slowly. There is hope that fall building projects will bring out a better demand for hardwoods for interior trim.

← EVANSVILLE →

While the hardwood lumber manufacturers of southwestern Indiana say business is far from booming, things look some better than they did a month or so ago and indications are for a good fall trade. More inquiries are coming in, especially regarding ash and quartered white oak. Walnut continues in strong demand and it is expected there will be a brisk call for this kind of lumber until after the close of the war in Europe. Hickory is moving better than it has for some time past. Poplar has not picked up to any great extent. Gum is in some better demand, due to the fact that furniture manufacturers see increased business in store for them. Some of the river mills have been shipping out sycamore. Collections are better than they have been for some time. Most of the manufacturers have returned from their summer vacations and are ready for the new business which they hope will come in. There is no denying the fact that there is a better feeling in the trade world than there has been for some time past and both orders and inquiries

Paepcke Leicht Lumber Co.

Conway Building 111 W. Washington Street

CHICAGO

RED GUM

AMERICA'S FINEST CABINET WOOD

Consider its good qualities.

It has strength.

Can be brought to a very smooth surface and consequently will take high polish in finishing.

Will not split easily.

Runs strong to wide widths and long lengths.

Is not easily marred or dented.

It can be supplied flat and straight—free of warp and twist.

Has beauty, color, life and character.

Considering its numerous good qualities, it is the lowest priced good hardwood on the market today.

We are the largest producers of Gum in the world.

Have a large and well assorted stock on hand at all times.

Can manufacture special thicknesses on short notice.

We guarantee

QUICK SHIPMENTS

GOOD GRADES

DRY STOCK

GOOD WIDTHS

GOOD LENGTHS

SATISFACTION

Band mills at

HELENA, ARK. BLYTHEVILLE, ARK.
GREENVILLE, MISS.

Write, phone or wire for prices

Paepcke Leicht Lumber Co.

Conway Building 111 W. Washington St.

CHICAGO

RED GUM

(Leading Manufacturers)

Our Corps of Inspectors

Intelligent! Highly Trained!
Conscientious!

is assurance that you will get
what your order calls for
when you buy Gum from us

Himmelberger-Harrison Lumber Company
Cape Girardeau, Missouri

BLISS-GOOK OAK CO.

BLISSVILLE, ARK.

MANUFACTURERS

Oak Mouldings, Casing, Base and Interior
Trim. Also Dixie Brand Oak Flooring.

As Well As

OAK, ASH and GUM LUMBER

Can furnish anything in Oak, air dried
or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

Baker-Matthews Manufacturing Co.

Sikeston, Mo.

Band Sawn Southern Hardwoods

SPECIALTIES

RED GUM, PLAIN OAK

SEND US YOUR INQUIRIES

OUR SPECIALTY

St. Francis Basin Red Gum

WE MANUFACTURE

Southern Hardwoods

Gum, Oak and Ash

J. H. Bonner & Sons

Mills and Office,
QUIGLEY, ARK.

Postoffice and Telegraph Office,
METH, ARK.

are more numerous. Manufacturers say that August of this year was as good as the corresponding month of last year. Crop conditions in this section are not so promising as they were a few weeks ago. Many of the farmers have been unable to thresh their wheat owing to the excessive rain that have fallen and much corn has been either damaged or destroyed. In White and Wabash river bottoms the damage to both corn and wheat has been heavy. Farmers have abandoned some of their corn and turned the hogs into their fields. It is feared that the yield of corn will fall short of the early anticipations. The banks in Evansville are said to have heavier deposits of this month on hand now than for many years past and find it hard to make loans, as compared to former years. They look, however, for this condition to change when business picks up later in the fall. Stave and handle factories are being operated on pretty good time, although the tie business is at a standstill. Most of the wood consuming factories here are running on full time, saw mills on an average of eight hours a day.

Furniture manufacturers say that the trade clouds are clearing, and wagon, carriage, plow, disk and table manufacturers report a better outlook for trade. Veneer mills are fairly busy and box manufacturers say they have had a very good season.

Building operations in Evansville remain active and contractors and architects say there is enough work in sight to keep them busy for the balance of the season and they believe the building permits for this year will total more than for last year. Planing mills are still running on full time and sash and door men report a good local trade with an indication of a picking up in the out-of-town trade that has been inclined to drag most of the summer.

MEMPHIS

The most striking change in the hardwood situation here has been the falling off in exports. This has not been due so much to the let up in foreign demand as to inability to secure transportation facilities at anything like satisfactory rates. Some of the steamship companies have recently refused to quote export rates on lumber at all, which indicates, according to lumbermen here, that they prefer other forms of tonnage. There is possibly a little freight room available from Gulfport and some of the other cities on the Gulf coast, but there is almost nothing obtainable at New Orleans. The time has come when the movement of cotton abroad is expected to be very heavy and when renewal of the export movement of grain is anticipated. Meantime, a vast number of merchant steamers have been removed from regular freight service to be used as transports by the English government, so that the amount of ocean freight room has been very perceptibly reduced. One lumberman a short time ago booked five cars of freight room to London at about 70 cents per hundred and since that time it has been necessary for him to pay as high as \$1.01 per hundred. This gives some idea of the advance which has taken place, although it conveys practically no idea of the limited amount of freight room available. Another firm here has just shipped a cargo of red gum to Greece valued at \$600 on which the freight alone was approximately \$1,000. This excessive freight was regarded as prohibitive by the dealer in question but, on taking the subject up with the purchaser in Greece, the former was advised that he should pay anything necessary to secure the transportation of the lumber as it was absolutely necessary that it be had.

It is doubtful whether foreign prices are quite so good as they have been recently. This is due in part to the fact that a great deal of lumber, particularly oak and gum, has been consigned to England during the past few weeks. It is difficult to say just what amount of this sort of business there has been but one of the leading exporters here is authority for the statement that it has been sufficiently heavy to seriously interfere with the stability of the foreign markets. In fact, one exporter has gone so far as to declare that the presence of consigned stock in English ports is proving about as serious a disturbing influence as the scarcity of ocean freight room and the high prices asked there for. It is not anticipated that any large amount of export business in lumber will be done in the near future, though lumbermen who sell their output abroad are hoping that there will be a change for the better in the near future, particularly as there is more talk of peace than there has been for some time.

The domestic situation has undergone no material change aside from a somewhat more active inquiry and a slightly broader business. Domestic sales are still sharply below the average for this time of year, though they are showing much increase compared with the corresponding time last year, when almost everything was at a practical standstill. Domestic consumers and distributors are still taking lumber only as they need it, with the result that no big orders are being placed. The feeling with respect to the domestic situation, however, is rather more favorable on account of the expanding business in almost every direction. Lumbermen have been somewhat encouraged, too, by the fact that the market has displayed a healthier tone during the past two or three weeks, with advances noted in some items. Sap gum is selling at better rates and there is also a more satisfactory feeling in red gum. The lower grades of cottonwood and gum are selling readily and prices are in some instances a shade better than a short time ago. Some members of the trade are asking somewhat higher prices for quartered red and white oak and some sales of plain oak in the higher grades have been made at somewhat better quotations than a short time ago. How-



LOADING THAT FAMOUS ORDER FOR EXPORT—50 SOLID CARS OF RED GUM.

LAMB-FISH LUMBER COMPANY

Band Mill and General Offices: Charleston, Miss., U. S. A.

THE LARGEST HARDWOOD MILL IN THE WORLD, ANNUAL CAPACITY, 40,000,000

If you go to the Panama-Pacific Exposition do not fail to see our moving picture exhibit in the Mississippi State Building, 3,200 ft. of film in three reels.

CABLE ADDRESS—"LAMB."

Codes Used—Universal, Hardwood, Western Union, A. B. C. 5th Edition, Okay

STOCK LIST No. 8, Sept. 1st, 1915

	3 8"	1 2"	5 8"	3 4"	1 1"	5 4"	6 1"	8 4"	10 1"	12 1"
1st & 2nd Qtd. White Oak, 6" & Up	118,000	82,000	83,000	109,000	372,900	33,000	13,000	20,000		
1st & 2nd Qtd. White Oak, 10" & Up		58,000	21,000	22,000	90,000	9,000				
1st & 2nd Qtd. White Oak, 12" & Up						6,000				
No. 1 Com. Qtd. White Oak, 6" & Up	26,000	91,000	61,000	67,000	150,000	32,000	2,000	3,000		
No. 2 Com. Qtd. White Oak, 6" & Up	8,000	1,000	11,000	12,000	75,000	3,000				
Clr. Q. W. Oak Strips, 2 to 3 1/2"					57,000					
Clr. Q. W. Oak Strips, 1 to 1 1/2"					29,000					
Clr. Q. W. Oak Strips, 5 to 5 1/2"					27,000					
No. 1 Com. Q. W. Oak Strips, 2 1/2 to 5 1/2"					131,000					
No. 1 Com. Q. W. Oak Strips, 1 to 5 1/2"					32,000					
1st & 2nd Pl. White Oak, 6" & Up	265,000		83,000	3,000	71,000	33,000	36,000	7,000		
No. 1 Com. Pl. White Oak, 4" & Up			5,000		20,000			8,000		
No. 2 Com. Pl. White Oak, 3" & Up			3,000	2,200	3,000		1,000			
No. 3 Com. Pl. White Oak, 3" & Up	16,000	12,000	27,000	20,000						
1st & 2nd Pl. Red Oak, 6" & Up		1,000	26,000	25,000	77,000	37,000	29,000	17,000		
1st & 2nd Pl. Red Oak, 12-14" & Up						13,000				
No. 1 Com. Pl. Red Oak, 4" & Up					252,000					
No. 2 Com. Pl. Red Oak, 3" & Up			6,000	14,000	381,000	26,000	9,000			
No. 3 Com. Pl. Red Oak, 3" & Up				12,000	219,000					
Oak Core Stock					351,000					
1st & 2nd Red Gum, 6" & Up	352,000	551,000	89,000	381,000	97,000	89,000	109,000	49,000	8,000	
No. 1 Com. Red Gum, 4" & Up	129,000	83,000		443,000	9,000	254,000	52,000	12,000		3,000
1st & 2nd Qtd. Red Gum, 5" & Up					5,000		5,000	27,000		
1st & 2nd Sap Gum, 6" & Up	25,000	3,000		71,000	10,000	6,000	23,000	17,000	10,000	8,000
1st & 2nd Sap Gum Stain, 13" & Up					13,000					
1st & 2nd Sap Gum, 18" & Up					7,000					
No. 1 Com. Sap Gum, 4" & Up			123,000	113,000	75,000	208,000	60,000	140,000		
No. 2 Com. Sap Gum, 3" & Up	249,000	5,000	326,000		285,000		137,000	12,000		
No. 3 Com. Sap Gum, 3" & Up					820,000	16,000	31,000			
Clr. Sap Gum Strips, 2 1/2 to 5 1/2"					16,000					
Clr. Sap Gum Strips Stain, 2 1/2 to 5 1/2"					19,000					
No. 2 Com. Ash					27,000					
No. 3 & No. 1 Com. Ash					34,000					
No. 1 Shop Cypress					35,000					
Pecky Cypress					149,000					
No. 2 & No. 3 Com.					8,000		18,000	8,000		
Log Run Elm, 30-50-20%					46,000		3,000			
No. 1 Com. Elm					12,000					
No. 2 Com. Elm					31,000					
1st & 2nd Cottonwood					8,000					

Especial attention is directed to ITEM of OAK CORE STOCK, a grade put up for Core in built-up stock. We have the very best facilities for kiln-drying and surfacing. Bridge plank, crossing plank, car stock, switch and cross ties specialized in. All orders given most careful attention. Write us if you see any items of interest.



SHOWING OUR KRAETZER-CURED PILES ON THE YARD

FARRIS HARDWOOD LUMBER CO.
Manufacturers Band-saws
SOUTHERN HARDWOODS
NASHVILLE, TENN.

DUGAN LUMBER CO.
Manufacturers and Shippers **Hardwood Lumber**
MEMPHIS TENNESSEE

Mutual Fire Insurance

Best Indemnity at Lowest Net Cost
Can Be Obtained From

- The Lumber Mutual Fire Insurance Company, Boston, Mass.
The Lumbermen's Mutual Insurance Company, Mansfield, Ohio.
The Pennsylvania Lumbermen's Mutual Fire Insurance Company, Philadelphia, Pa.
The Indiana Lumbermen's Mutual Insurance Company, Indianapolis, Ind.
The Central Manufacturers' Mutual Insurance Company, Van Wert, Ohio

BAND SAWED WISCONSIN HARDWOODS
Dry Stock For Prompt Shipment

BASSWOOD		BITCH	
20M 4/4 No. 3 common	70M 4/4 No. 1 com. & bet. plain	100M 4/4 No. 1 com. & bet. red	
80M 1x4 No. 2 and 3 common	5M 5/4 1st and 2nd red	10M 5/4 No. 1 common red	
15M 5/4 No. 1 com. and better	6M 5/4 No. 1 common plain	3M 6/4 1st and 2nd plain	
25M 5/4 No. 1 common	13M 6/4 1st and 2nd red	4M 8/4 1st and 2nd plain	
10M 5/4 No. 2 common	15M 6/4 No. 1 common	6M 8/4 1st and 2nd red	
20M 5/4 No. 3 common			
13M 8/4 1st and 2nd			
15M 6/4 No. 1 common			
15M 6/4 No. 3 common			

WHITE OAK
10M 8/4 No. 1 and No. 2 com. 50M 8/4 No. 2 com. and better
HARD MAPLE
40M 8/4 No. 2 common and better

Our 1914 cut of well assorted **HARDWOODS AND HEMLOCK** will soon be in shipping condition.

Send us your inquiries

ARPIN HARDWOOD LUMBER COMPANY
Grand Rapids, Wis. ATLANTA, WIS.
Saw mills and planing mill at Atlanta, Wisconsin.

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties

OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

ever, with the exception of number 1 common plain red, the lower grades of plain oak are rather slow as to movement and somewhat heavy as to price. The box manufacturers are doing a good business and they are taking the greater portion of the low grade cottonwood and gum offered in this territory.

< NASHVILLE >

Cheerful reports are made by Nashville hardwood lumber firms as to general conditions of trade. Business is said to be showing some improvement, and is up to expectations, with prices being maintained in a satisfactory manner. There is a fair demand for oak, hickory and ash. The demand has continued strong for walnut, with large movement reported at various points in Tennessee. Walnut is being purchased for representatives of the British government, and is being taken in the log. The prices are reported good. It has been said that walnut was scarce, but the recent demand has brought out large supplies. Chestnut and poplar are slow, though there is demand for some grades.

< LOUISVILLE >

One indication of improved business conditions is that leading consumers are now taking advantage of bargain offerings to stock in their yards what they consider to be cheap lumber. In other words, they believe that the turning of the ways has been reached, and from now on higher prices will be paid for lumber. Consequently they are not overlooking any bets when it comes to picking up attractive lots of stock that are being put on the market. The general tone of the situation is stronger. Prices are continuing to strengthen, and some sharp advances are reported. Common oak, which has been selling at very low prices, is strengthening considerably, sales f. o. b. the Ohio river at better than \$30 having been reported lately. The whole list of plain oak items is picking up, and it seems that the surplus stock of this material, which depressed prices for a time, has been disposed of, and that quotations from now on are more likely to represent intrinsic value.

< ST. LOUIS >

The hardwood situation has not changed materially during the past few weeks. It is holding its own remarkably well under the circumstances. There seems to be a slightly better demand, but there is much room for improvement. While orders continue to come in regularly, they are invariably accompanied with the request to ship immediately. This is an indication that stocking up has not yet commenced. There is every prospect that there will be considerable buying before long. The items most in demand seem to be oak and ash in the higher grades. Poplar is selling fairly well. Gum is also in fair request. While the factory trade is fairly satisfactory there is not the demand from this source that there should be. Orders now coming in are mostly for immediate use. Quite a business from the railroads is reported and there seems every prospect that there will be an increase from this source shortly. Prices have not changed much, although there is a little stiffening reported on those items most in demand. Indications of a better business are very encouraging.

< MILWAUKEE >

The increased activity in the Milwaukee building field is one of the brightest features in the local situation. During the month of August there were 327 permits granted for structures to cost \$1,073,079, as compared with 304 permits and an investment of \$673,729 during the corresponding period a year ago. This meant a gain of nearly \$400,000, a rate of increase which Building Inspector W. D. Harper is hopeful will be maintained during the next two months. The first eight months of the year made a good record and the building inspector is confident that the total investment for the year will show a good increase over 1914.

Gradual improvement in the local hardwood trade is reported, while the outlook is bright for even better things during the remainder of September and the month of October. The sash and door factories are buying fairly well and are busy getting out special work. Stocks carried by the sash and door and general interior woodwork concerns have been light for so long that even a slight improvement in business received by these concerns means the placing of better orders for hardwood. The demand from the other factory trade seems to be a little stronger. The furniture manufacturing concerns are ordering a little more freely. The farm implement plants in Milwaukee and about the state are coming into the market although a better business from this source is looked for a little later in the season.

Jobbers say that dealers about the state are taking considerable interest in the market and are placing some fair sized orders, although the buying from this source is not quite as brisk as might be wished for. Jobbers have been urging upon dealers the necessity of placing their orders early while shipping facilities are unhampered and before the big grain movement has taken all the available cars. Considerable building seems to be going on in the smaller cities and towns and in the country districts of Wisconsin.

Hardwood flooring is in brisk demand. Birch and oak for interior finish are also wanted. Low-grade birch and cull grades in other lines seem to be in better demand.

Advertisers' Directory

NORTHERN HARDWOODS.

Arpln Hardwood Lumber Co..... 44

Barnaby, Charles H...... 35

Boyle, Inc., Clarence..... 9

Buffalo Hardwood Lumber Co... 50

Cobbs & Mitchell, Inc...... 3

East Jordan Lumber Co..... 49

Ellis, G., & Bro..... 50

Hatten Lumber Company.....

Hoffman Bros. Company..... 7-10

Kneeland-Blgelow Co., The..... 8

Litchfield, William E.....

McIlvain, J. Gibson, & Co..... 2

McLean, Hugh, Lumber Co..... 50

Miller, Anthony 50

Mitchell Bros. Co..... 3

Mowbray & Robinson Co..... 7-10

Palmer & Parker Co.....

Powell-Myers Lumber Co..... 4

Rice Lake Lumber Co..... 4

Richardson Lumber Company... 8

Stack Lumber Company..... 28

Standard Hardwood Lumber Co.. 50

Stearns Salt & Lumber Company. 4

Stephenson, I., Co., Trustee... 49

Stimson, J. V..... 7-52

Strable Lumber & Salt Company. 49

Sullivan, T., & Co..... 50

Tegge Lumber Co..... 44

Von Platen Lumber Company.... 49

Willson Bros. Lumber Company.. 5

Wistar, Underhill & Nixon..... 4

Wood-Mosaic Company.....

Yeager Lumber Company, Inc.... 50

Young, W. D., & Co..... 8

OAK.

See List of Manufacturers on page 7

POPLAR.

Alton Lumber Company..... 7-36

Anderson-Tully Company 5-7

Atlantic Lumber Company..... 7

Day Lumber & Coal Company... 7-36

RED GUM.

Anderson-Tully Company 5-7

Baker-Matthews Mfg. Co..... 7-42

Bliss-Cook Oak Company..... 7-42

Bonner, J. H., & Sons..... 7-42

Brown, Geo. C., & Co..... 7-10

Brown, W. P., & Sons Lbr. Co...

Evans, G. H., Lumber Company...

Himmelberger-Harrison Lbr. Co.. 42

Holly Ridge Lumber Co.....

Kraetzer-Cured Lumber Co.....

Lamb-Fish Lumber Company... 7-43

Paepcke Leicht Lumber Co.... 7-41

Penrod-Jurden & McCowen.... 7-52

Stimson, J. V..... 7-52

Stimson Veneer and Lumber Co.. 39

SOUTHERN HARDWOODS.

Alexander Bros. 4-7

Alton Lumber Company..... 7-36

Anderson-Tully Company 5-7

Atlantic Lumber Company..... 7

Baker-Matthews Mfg. Co..... 7-42

Bliss-Cook Oak Company..... 7-42

Bonner, J. H., & Sons..... 7-42

Boyle, Inc., Clarence..... 9

Brown, Geo. C., & Co..... 7-10

Brown, W. P., & Sons Lbr. Co....

Buffalo Hardwood Lumber Co.... 50

Burkholder, S., Lumber Company. 7-46

Buskirk-Rutledge Lumber Co...

Crane, C., & Co..... 7-36

Cutsinger, F. M..... 7-34

Davis, Edw. L., Lumber Co.....

Day Lumber & Coal Company.. 7-36

Dugan Lumber Co..... 44

Ellis, G., & Bro..... 50

Evans, G. H., Lumber Company...

Farris Hardwood Lumber Co.... 7-44

Francke, Theodor, Erben Gmb. II.

Galloway-Pease Company..... 7-28

Himmelberger-Harrison Lbr. Co.. 42

Hitt, H. H., Lumber Company... 7-31

Holly Ridge Lumber Co.....

Huddleston-Marsh Lumber Co....

Kraetzer-Cured Lumber Co.....

Lamb-Fish Lumber Company... 7-43

Liberty Hardwood Lumber Co.... 40

Litchfield, William E..... 4

Little Rock Lumber & Mfg. Co... 5-7

Long-Knight Lumber Company. 7

McClellan-West Lumber Co..... 37

McIlvain, J. Gibson, & Co..... 2

McLean, Hugh, Lumber Co..... 50

Miller, Anthony 50

Mowbray & Robinson Company.. 7-10

Norman Lumber Company.....

Paepcke Leicht Lumber Co..... 7-41

Penrod-Jurden & McCowen.... 7-52

Roddis Lumber and Veneer Co..

Salt Lick Lumber Company..... 5

Spotswood, E. R., & Son..... 7-34

Standard Hardwood Lumber Co.. 50

Stimson Veneer and Lumber Co.. 39

Sullivan, T., & Co..... 50

Vestal Lumber & Manufacturing Co. 5-7

Whitmer, Wm., & Sons..... 4

Williams Lumber Company..... 40

Willson Bros. Lumber Company...

Wistar, Underhill & Nixon..... 4

Yeager Lumber Co., Inc..... 50

VENEERS AND PANELS.

Abnapee Veneer & Seating Co.... 48

Bird's Eye Veneer Company..... 39

Buckeye Veneer Company..... 48

East St. Louis Walnut Co.....

Evansville Veneer Company.... 33

Hoffman Bros. Company..... 7-10

Huddleston-Marsh Lumber Co....

Kentucky Veneer Works..... 38

Knoxville Veneer Company..... 4

Long-Knight Lumber Company. 7

Louisville Veneer Mills.....

Mengel, C. C., & Bro. Co.....

Milwaukee Basket Company.... 9

Mississippi Veneer & Lumber Company

Ohio Veneer Company..... 36

Palmer & Parker Company.....

Penrod Walnut & Veneer Co.... 52

Pickrel Walnut Company..... 36

Rayner, J. 9

Roddis Veneer and Lumber Co...

Sanders & Egbert Company.....

Standard Veneer Company.....

Stimson Veneer & Lumber Co.... 39

St. Louis Basket & Box Co..... 38

Tomhawk Box and Veneer Co.. 9

Waetjen, Geo. L., & Co..... 48

Wiley, C. L..... 48

Wisconsin Seating Company.... 48

Wisconsin Veneer Company..... 48

Wood-Mosaic Company.....

Hoffman Bros. Company..... 7-10

Huddleston-Marsh Lumber Co....

Kentucky Veneer Works..... 38

Knoxville Veneer Company..... 4

Long-Knight Lumber Company. 7

Louisville Veneer Mills.....

Mengel, C. C., & Bro. Co.....

Milwaukee Basket Company.... 9

Mississippi Veneer & Lumber Company

Ohio Veneer Company..... 36

Palmer & Parker Company.....

Penrod Walnut & Veneer Co.... 52

Pickrel Walnut Company..... 36

Rayner, J. 9

Roddis Veneer and Lumber Co...

Sanders & Egbert Company.....

Standard Veneer Company.....

Stimson Veneer & Lumber Co.... 39

St. Louis Basket & Box Co..... 38

Tomhawk Box and Veneer Co.. 9

Waetjen, Geo. L., & Co..... 48

Wiley, C. L..... 48

Wisconsin Seating Company.... 48

Wisconsin Veneer Company..... 48

Wood-Mosaic Company.....

Palmer & Parker Company.....

Penrod Walnut & Veneer Co.... 52

Pickrel Walnut Company..... 36

Rayner, J. 9

Roddis Veneer and Lumber Co...

Sanders & Egbert Company.....

Standard Veneer Company.....

Stimson Veneer & Lumber Co.... 39

St. Louis Basket & Box Co..... 38

Tomhawk Box and Veneer Co.. 9

Waetjen, Geo. L., & Co..... 48

Wiley, C. L..... 48

Wisconsin Seating Company.... 48

Wisconsin Veneer Company..... 48

Wood-Mosaic Company.....

Rayner, J. 9

Roddis Veneer and Lumber Co...

Sanders & Egbert Company.....

Standard Veneer Company.....

Stimson Veneer & Lumber Co.... 39

St. Louis Basket & Box Co..... 38

Tomhawk Box and Veneer Co.. 9

Waetjen, Geo. L., & Co..... 48

Wiley, C. L..... 48

Wisconsin Seating Company.... 48

Wisconsin Veneer Company..... 48

Wood-Mosaic Company.....

MAHOGANY, WALNUT, ETC.

Davis, Edw. L., Lumber Co.....

East St. Louis Walnut Co.....

Evansville Veneer Company.... 33

Francke, Theodor, Erben Gmb. H.

Hartzell, Geo. W..... 46

Huddleston-Marsh Lumber Co....

Long-Knight Lumber Company... 7

McCowen, H. A., & Co.....

Mengel, C. C., & Bro. Co.....

Palmer & Parker Co.....

Penrod Walnut & Veneer Co.... 52

Pickrel Walnut Company..... 36

Purcell, Frank 36

Rayner, J. 9

Sanders & Egbert Company.....

Wiley, C. L.....

Mengel, C. C., & Bro. Co.....

Palmer & Parker Co.....

Penrod Walnut & Veneer Co.... 52

Pickrel Walnut Company..... 36

Purcell, Frank 36

Rayner, J. 9

Sanders & Egbert Company.....

Wiley, C. L.....

Palmer & Parker Co.....

Penrod Walnut & Veneer Co.... 52

Pickrel Walnut Company..... 36

Purcell, Frank 36

Rayner, J. 9

Sanders & Egbert Company.....

Wiley, C. L.....

HARDWOOD FLOORING.

Bliss-Cook Oak Company..... 7-42

Cobbs & Mitchell, Inc..... 3

Eastman, S. L., Flooring Co.... 9

Kerry & Hanson Flooring Co.... 49

Mitchell Bros. Company..... 3

Salt Lick Lumber Company.....

Stearns Salt & Lumber Company 4

Stephenson, I., Co., Trustees... 49

Strable Lumber & Salt Company. 49

Wilce, T., Company, The..... 2 9

Young, W. D., & Co..... 8

WOODWORKING MACHINERY.

Alpena Industrial Works..... 2

Cadillac Machine Company..... 47

Gerlach, The Peter, Company... 46

Mershon, W. B., & Co.....

Phoenix Manufacturing Co.....

VENEER MACHINERY

Merritt Manufacturing Company... 51

LOGGING MACHINERY.

Baldwin Locomotive Works..... 47

Lidgerwood Mfg. Company..... 9

DRY KILNS AND BLOWERS.

Andrews, A. H., Company..... 37

Grand Rapids Veneer Works.... 47

Phila. Textile Mchy. Company... 9

Standard Dry Kiln Company... 47

LUMBER INSURANCE.

Central Manufacturers' Mut. Ins. Company 44

Epperson, U. S., & Co.....

Indiana Lumbermen's Mut. Ins. Company 44

Lumbermen's Underwriting Alliance 44

Lumber Mutual Fire Insurance Company 44

Lumbermen's Mut. Ins. Co..... 44

Manufacturing Lumbermen's Underwriters 44

Pennsylvania Lumbermen's Mut. Fire Ins. Company..... 44

Rankin-Benedict Underwriting Co.

TIMBER LANDS.

Campbell, L. E., Lumber Company 7-35

Lacey, James D., & Co.....

TIMBER ESTIMATORS.

Lauderburn, D. E..... 36

MISCELLANEOUS.

American Rule & Mfg. Company..

Childs, S. D., & Co..... 46

Gerlach, The Peter, Company... 46

Lumbermen's Credit Assn..... 9

Perkins Glue Company..... 32

CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion.....20c a line
For two insertions.....35c a line
For three insertions.....50c a line
For four insertions.....60c 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 charges for copies of paper containing the advertisement.

EMPLOYES WANTED

WANTED

A traffic man, must be a good accountant, thoroughly familiar with I. C. C. requirements, capable of keeping accounts and managing tap line railroad.

Address, giving references and salary required, "BOX 81," care HARDWOOD RECORD.

LUMBER FOR SALE

OAK FOR SALE

5 cars 4 4 No. 1 Common Plain White Oak.
1 car 5 4 No. 1 Common Plain White Oak.
2 cars 4 4 No. 1 Common Plain Red Oak.
1 car 5 4 No. 1 Common Plain Red Oak.
S. BURKHOLDER LUMBER CO.,
Crawfordsville, Indiana.

FOR SALE.

About 80,000,000 feet of Virgin Hardwood timber, in Texas on Arkansas line, on railroad. Address F. M. GREENE, Atlanta, Texas.

LOGS WANTED

WANTED—BLACK WALNUT LOGS

We pay cash for Black Walnut Logs 10" and up in diameter. Inspection at shipping point.

MALEY & WERTZ,
Evansville, Ind.

WANTED—BLACK WALNUT LOGS.

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

BUSINESS OPPORTUNITIES

EXCEPTIONAL SOUTHERN HARDWOOD

An opportunity is offered to acquire an interest in one of the best Hardwood lumber propositions in the U. S. Company owns 40,000 acres Hardwood timberland in fee simple, running about two-thirds Oak; balance Ash, Cypress, Gum and other woods. Fully equipped manufacturing plant, very latest machinery, logging railroad, etc. Will bear fullest investigation by one with spare capital. Address "BOX 70," care HARDWOOD RECORD.

FOR SALE AT A BARGAIN.

25,000 ft. capacity Sawmill, fully equipped and in excellent condition. Easy terms, or will accept payment in lumber. Address,

O'NEIL LUMBER COMPANY, St. Louis, Mo.

WANTS WOOD WORKERS

Camden, Ouachita County, offers best location in Arkansas for a veneer mill, shoox mill, handle, furniture or woodworking plant of any kind.

10,000,000 feet hardwood not owned by operators with in 15 miles of Camden; 250,000,000 feet hardwood open to purchase within 25 miles.

With a high, healthy location on Ouachita River, navigable seven months in year, with Government locks and dams now under construction, assuring rail and water rates and year-round navigation to New Orleans in near future; with Iron Mountain, Rock Island and Cotton Belt railroads, with splendid factory sites and shipping facilities, abundance of cheap labor and a modern, industrious city of 5,000, Camden welcomes woodworkers and invites investigation. Write to CAMDEN PUBLIC SERVICE BUREAU, Camden, Arkansas.

MISCELLANEOUS

A CITY
in a
Great Hardwood Belt
offers
Special Inducements
and
Good Sites
to Hardwood Manufacturers.
Address "HARDWOOD," care
Hardwood Record.

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you.

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Berber Coin is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO.
Chicago

We also make Time Checks, Stencils and Log Hammers.



Swage your CHISEL and SOLID TOOTH CIRCULAR, your BAND, GANG and CYLINDER SAWS with the

"SIMPLEX"

The only 8 in 1 Roller Die Swage made. WRITE FOR PRICES.

The Peter Gerlach Company,
CLEVELAND, SIXTH CITY

GIBSON TALLY BOOK



This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets—4x8 1/2 inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

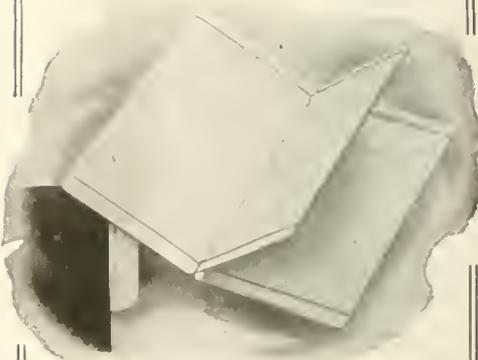
Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

Special, patented, triplicate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability, convenience, accuracy, and for systematizing the inspection and measurement of lumber.

Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented.



PRICE LIST

Aluminum Tally Covers, each - - - \$ 1.00
Aluminum Tally Covers, per dozen - - - 10.00
Patented triplicate Tally Tickets (stock form)
per 1,000 10.00
Single sheet manila (stock form) Tally Tickets,
per 1,000 4.00

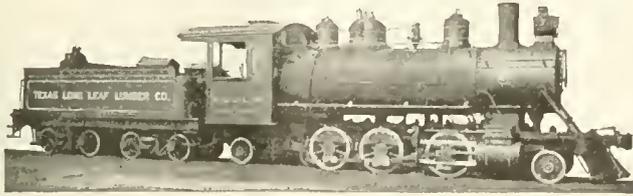
Specimen forms of Tally Tickets mailed on application. Covers sold on approval to responsible concerns.

Manufactured by

Hardwood Record
537 S. Dearborn St., CHICAGO

Baldwin Loggers

are built for **SERVICE**, and they will **SERVE YOU WELL**



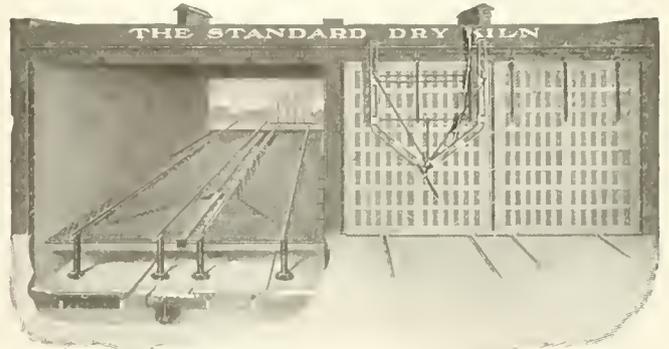
The 2-6-2 type, illustrated above, can be used in either switching or main line work. It is a safe engine on sharp curves and uneven tracks, and steams freely in the heaviest service.

THE BALDWIN LOCOMOTIVE WORKS
PHILADELPHIA, PA., U. S. A.

Cable Address:—"Baldwin, Philadelphia"

REPRESENTED BY

- F. W. WESTON.....50 Church Street, New York, N. Y.
- CHARLES RIDDELL.....625 Railway Exchange, Chicago, Ill.
- C. M. PETERSON.....1610 Wright Building, St. Louis, Mo.
- GEORGE F. JONES.....407 Travelers' Building, Richmond, Va.
- A. WM. HINGER.....722 Spalding Building, Portland, Oregon



Read the Letters

that users write, saying: "The Standard Dry Kiln is doing MORE than you claim." Then you'll begin to see why we can afford to make our guaranty as strong as we do.

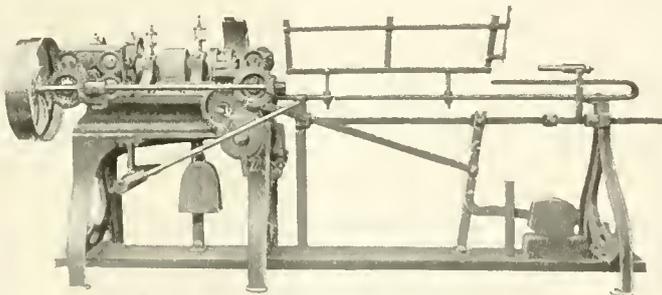
Write for the catalog. In it you'll find letters like that from furniture factories and veneer mills where The Standard Moist Air Drying System has been "making good" year after year. Address Standard Dry Kiln Co., 1559 McCarty St., Indianapolis, Ind.

Broom Handle Machinery

The latest addition to our line of Broom Handle Machinery—the well known "WEST-COTT" Automatic Broom Handle Lathe. This Lathe has, for many years, stood at the front for the turning of broom handles. The quality and excellency of its product is unquestionably the best.

We are now in position to furnish an absolutely complete broom handle equipment, and, if required, design your plant.

Ask us for information about our Tumblers, Bolters, Splitters, Chucking and Boring Machines, and in fact anything you require in this line.



"Westcott" Automatic Broom Handle Lathe

Cadillac Machine Company
Cadillac, Mich.

GRAND RAPIDS VAPOR KILN

Gum

The *coming* wood. Better and cheaper than the higher priced woods you are using. The only problem in its use is to kiln dry it so it will "stay put." You don't believe that it can be done without warping, winding or checking.

The *Grand Rapids Vapor Kiln* will dry gum straight.

Write for "dope" on gum drying.

GRAND RAPIDS MICHIGAN

veneers AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

*Every Man is Partial
To His Own Goods*

*But the progress of his business
tells the truth*

The last few years have seen a remarkable expansion in our plant and organization - building after building has been added until now we have double the capacity of a few years ago.

There's a reason

Every one of our products

*Rotary cut elm basswood ash & birch
Tops & panels - Backs & seats
Coach fenders and trunk panels
enjoy the most exacting care and supervision in making*

You can easily prove that claim

*The Wisconsin Seating Co.
New London Wisconsin
- Makers of Time-Proof Panels*

WISCONSIN VENEER CO.

Rhineland, Wisconsin

Birch Ash Elm Basswood

*Rotary-Cut Veneer
Built Up Panels*

BASSWOOD DRAWER BOTTOMS

Sliced Quartered Oak Figured Gum American Walnut

Cut to Dimension, Jointed and Taped,
Ready to Lay **ROTARY CUT**

CHESTNUT ASH POPLAR
PINE OAK WALNUT

Knoxville Veneer Co.

P. B. RAYMOND, General Manager, Knoxville, Tenn.

veneers

Sliced Quartered White Oak
and American Walnut

Let Us Quote You

The Buckeye Veneer Co.
Dayton, Ohio

Door Panels

Three and Five Ply

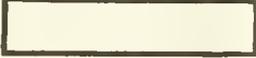
All Woods

For One, Two, Five and Six Panel Doors
All Carried in Stock Ready for
Immediate Shipment

Geo. L. Waetjen & Co.

Milwaukee

Wisconsin



M I C H I G A N

F A M O U S F O R H A R D M A P L E A N D G R E Y E L M



“Ideal” Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—“IDEAL.”

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

I. Stephenson Co., Trustees - **WELLS, MICHIGAN**

Strable Lumber & Salt Co.

Manufacturers of
Hardwood Lumber
AND
Maple Flooring

SAGINAW, MICHIGAN

WE WANT TO MOVE:
50,000 ft. 8/4 No. 2 and better Soft Maple.
150,000 ft. 4/4 No. 2 and better Soft Maple.
75,000 ft. 6/4 No. 2 Common Soft Elm.
75,000 ft. 6/4 No. 3 Common Soft Elm.
30,000 ft. 4/4 No. 2 Common Soft Elm.
100,000 ft. 4/4 No. 1 Common Basswood.
37,000 ft. 4/4 No. 2 Common Basswood.

“Chief Brand” Maple and Beech Flooring

in 3/4 and 13-16 and 1 1-16 inch Maple' in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

We are members of the Maple Flooring Manufacturers' Association

VON PLATEN LUMBER COMPANY

Iron Mountain, Mich.

Have following stock at Boyne City, car or cargo shipments:

160 M ft. 4/4 No. 2 Com. & Better Red Oak 250 M ft. 4/4 No. 2 Com. & Better Beech 75 M ft. 5/4 No. 2 and No. 3 Beech 14 M ft. 4/4 No. 2 Com. & Better Maple 12 M ft. 10/4 No. 2 Com. & Better Maple	500 M ft. 12/4 No. 3 Com. Maple 500 M ft. 4/4 No. 3 Com. Maple 67 M ft. 5/4 Log Run Basswood 34 M ft. 5/4 No. 2, 3" and 4" strips, Basswood 12 M ft. 5/4 5" and wider No. 2 Com. Basswood 24 M ft. 5/4 No. 3 Com. Basswood 12 M ft. 4/4 No. 3 Com. Basswood.
---	--

EAST JORDAN LUMBER Co.

EAST JORDAN, MICHIGAN

High Grade Maple

35M 12/4 No. 1 Common and Better	25M 8/4 No. 1 Common and Better
35M 6/4 No. 1 Common and Better	60M 4/4 No. 1 Common and Better
50M 5/4 Quarter Sawed Hard Maple	

**Strictly Lower Peninsula stock.
Write for prices.**

FULL THICKNESS BAND SAWN QUICK SHIPMENT

IF YOU HAVEN'T SEEN THE GIBSON TALLY BOOK

Let us send you one on approval, with samples of Tally Tickets for triplicate, duplicate or single tallies—a score of forms to choose from. They are the latest and best. Endorsed by hundreds of lumber manufacturers and buyers.

HARDWOOD RECORD **CHICAGO**

B U F F A L O

The Foremost Hardwood Market of the East

BUFFALO HARDWOOD LUMBER CO.

Dry band sawed stock

Piled at our Mill in Alabama ready for shipment

100000' 4/4 1s & 2s Plain Red Oak.

50000' 4/4 No. 1 common Red Oak.

50000' 4/4 1s & 2s Sap Gum.

30000' 4/4 No. 1 common Sap Gum.

940 Seneca Street

Yeager Lumber Company, Inc.

Specialties:

Oak, Ash and Poplar

932 ELK STREET

T. SULLIVAN & CO.

HARDWOODS

Specialty - Brown Ash

No. 2 ARTHUR STREET

Standard Hardwood Lumber Co.

OAK, ASH and CHESTNUT

1075 Clinton Street

ANTHONY MILLER HARDWOODS OF ALL KINDS

893 Eagle Street

G. Elias & Bro.

HARDWOODS

White Pine, Yellow Pine, Spruce,
Hemlock, Fir, Lumber, Timber, Mill-
work, Boxes, Maple and Oak Flooring

955 - 1015 ELK STREET

Hugh McLean Lumber Co.

OUR SPECIALTY:

QUARTERED WHITE OAK

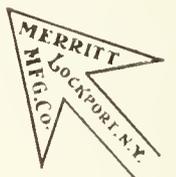
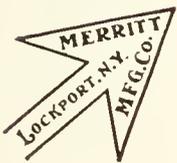
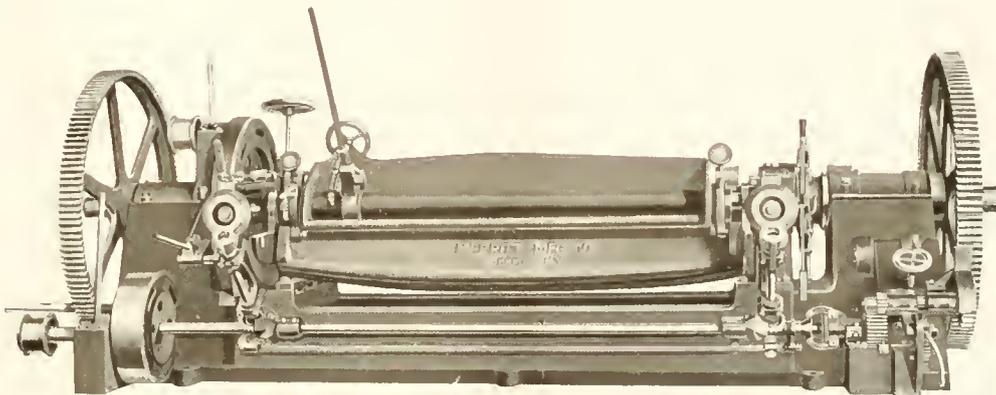
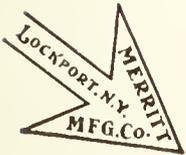
940 Elk Street

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

VENEER LATHES-

The "Merit" Veneer Lathe is guaranteed to give the very best results possible on such a machine. It is guaranteed to be made of the best possible material and by the very best mechanics.

We can safely do this because we know that the "Merit" Veneer Lathe with its one piece solid cast iron base, its extra "third bearing" for doubly strengthening the spindles, the "straight line action" of the knife carriage, and many other important features will carry out our statements.



Are you just now considering the installation of a veneer plant in connection with your lumber business? If so, send for our catalogue, giving us the average diameter of your logs, and the approximate lengths of veneer you wish to cut; we will, by return mail, send you a complete quotation on the required machinery.

Have you a veneer plant already, but are looking for new machinery?—a Lathe, a clipper, or both perhaps? You doubtless then have heard of the "Merit" Veneer Lathe before and know that it is always spoken of as the best. Why? Because of the features embodied in our machines to produce the best material on the market at the lowest cost of operation.

MERRITT MFG. CO.-LOCKPORT, N.Y.

BOTH NORTHERN and
SOUTHERN OAK

HARDWOOD LUMBER and
ROTARY VENEERS

STIMSON'S MILLS

J. V. STIMSON
HUNTINGBURG, IND.

J. V. STIMSON HARDWOOD CO.
MEMPHIS, TENN.

STIMSON VENEER & LUMBER CO.
MEMPHIS, TENN.

Entire Line of Well Manufactured
HARDWOOD LUMBER

from $\frac{3}{8}$ " thick up

IN DRY STOCK

including

OAK AND RED GUM

PLAIN AND QUARTER SAWN

WALNUT POPLAR
HICKORY ASH
ELM MAPLE

ABC AND WESTERN UNION CODE

Tells all there is to know about every
commercial forest tree of America.

AMERICAN FOREST TREES

(WRITTEN IN THE LUMBERMAN'S LANGUAGE)

*Completely illustrated with
original photographs and draw-
ings and handsomely bound.*

(Price \$6 Prepaid)

HARDWOOD RECORD, 537 S. DEARBORN ST.
CHICAGO, ILL.

PENROD Walnut & Veneer Co.

Manufacturers

EXCLUSIVELY
WALNUT LUMBER AND VENEERS

KANSAS CITY, MO.

PENROD-JURDEN & McCOWEN

Manufacturers and Exporters
HARDWOOD LUMBER & VENEERS

We Are in the Market for
an Unlimited Amount of
WALNUT LOGS

12" and up in diameter, 8' to 16' long

GENERAL OFFICES
Memphis, Tenn.

Mills at Helena, Ark. and Brasfield, Ark.

Aardwood Record

Twentieth Year,
Semi-Monthly.

CHICAGO, SEPTEMBER 25, 1915

Subscription \$2.
Single Copies, 10 Cents.



ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

J. GIBSON McILVAIN & COMPANY

CROZER BUILDING, PHILADELPHIA, PENNSYLVANIA

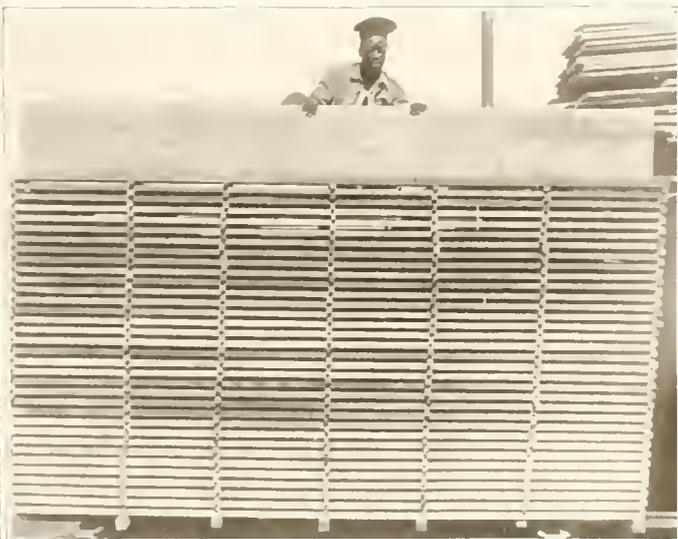
Manufacturers of Lumber

OVER 100 YEARS
OF
SUCCESSFUL BUSINESS

Small and Large Inquiries Solicited

The Ford Joke Is Possible Only Because the Ford Car Is Cheap

The same is true of gum lumber—it has been kicked and cussed at only because its producers allowed it to be called a cheap wood. They refused to put enough money in it to bring out its true merit—have let it be known as a "necessary evil"—a side issue to the end that it has never commanded respect.



Handling Gum "With Gloves On"

A New Era in Gum

is being developed by us. We have adopted GUM as our MAIN PRODUCT. We have studied it and know it. Knowing it we have had the faith to put a good deal of money into its correct manufacturing and handling.

Today our stock represents more real beauty, more adaptability, more genuine merit than any other American hardwood.

If you have any prejudice against gum, see some of ours. It really has a distinct character

THE
Kraetzer-Cured Lumber Co.
MOORHEAD, MISS.

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

Michigan Hardwoods *Cadillac Quality*

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

Cobbs & Mitchell
INCORPORATED
Sales Department, Cadillac, Michigan

DRY 5-4 CADILLAC GRAY ELM

WE HAVE THREE CARLOADS OF CHOICE 5/4 CADILLAC GRAY ELM WHICH RUNS FROM 80 TO 90 PER CENT TWELVE INCHES AND WIDER AND LARGELY 14 INCHES AND WIDER. IF YOU CAN USE IT, MAY WE QUOTE PRICES FOR PROMPT SHIPMENT?

MITCHELL BROTHERS CO.
CADILLAC, MICH.
SALES DEPARTMENT

Why You Should Send Us Your Orders for QUARTERED FIGURED GUM

Because we had the confidence that Quartered Figured Gum could be utilized as a high grade cabinet wood, which time and severe tests have proven.

Because we have advertised Quartered Figured Gum very extensively, pointing out its superior working and finishing qualities, and its thorough adaptability.

Because we have, through this advertising, been very largely responsible for the prominent position that Figured Gum now occupies in the manufacture of furniture, interior trim, etc.

Because we have a most complete organization for the procuring of figured logs, and we know how to manufacture, so that the best figure is developed, and only cut or saw the best figured wood into veneers.

Because we are by far the largest cutters of Figured Gum Veneers—it's our specialty—and always carry immense stocks, and are, therefore, in best

position to send you samples of variety of wood, from which to make selection.

Because this is the logical place to buy your Quartered Figured Gum—being headquarters, we can certainly supply better figured wood and better value than you can possibly obtain elsewhere.

Because we can guarantee you against any possible shortage. The immense forests of our native South will supply Figured Gum logs for many years. Figured Gum is, however, a product that requires careful and discriminating selection.

Because we can supply anything that might be wanted in Quartered Figured Gum: Veneer sawed Qtd. Gum—1/20 to 1/4" thick; Sliced Qtd. Figd. Gum—1/30 to 1/16" thick; Veneered Tops and Panels, any thickness, three and five ply, highest quality; Quartered Red Gum Lumber.

See our line before buying. Full sized samples on request. By express prepaid.

THE LOUISVILLE VENEER MILLS

Makers of Good Veneers and Panels
for more than a quarter of a century

LOUISVILLE, KENTUCKY

J. RAYNER
VENEERED PANELS
 ALL WOODS
 SEND FOR STOCK LIST
MAHOGANY LUMBER
 CARROLL AVE. AND SHELDON ST.
 CHICAGO



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

"STEARNS" QUALITY LUDINGTON

Hardwood Specialists

5,000,000 feet

4-4 to 8-4

BEECH

A complete stock of thoroughly dry Beech in all grades

We specialize in Kiln Dried Stock

The **STEARNS**
 SALT & LUMBER CO.
 LUDINGTON, MICH.

Birch and Maple is our hobby

But we carry at all times a complete stock of

ASH—4/4, 5/4 and 8/4.

BASSWOOD—4/4, Winter Sawn.

BIRCH—4/4, 5/4, 8/4, 10/4 & 12/4.

ROCK ELM—5/4 & 8/4.

SOFT ELM—4/4, 5/4, 6/4 & 8/4.

HARD MAPLE—4/4, 6/4, 8/4, 10/4 & 12/4.

SOFT MAPLE—4/4 only.

WIS. OAK—4/4, 5/4, 6/4 & 8/4.

ALL GRADES, THOROUGHLY SEASONED AND

All Band Sawn

Write us for delivered prices on your requirements.

We Manufacture the Goods Here at New London.

Hatten Lumber Company

NEW LONDON, WISCONSIN

Clarence Boyle, Inc., Lumber Exchange Bldg.
 Chicago

WHOLESALE LUMBER

Always in the market for OAK, GUM and POPLAR

HARDWOOD RECORD'S

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East.

IT'S the BEST SALES MEDIUM for HARDWOOD LUMBER

Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF

Eureka
 OAK AND BIRCH
Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths

LOUISVILLE

THE HARDWOOD GATEWAY OF THE SOUTH

W. P. Brown & Sons Lumber Company

Let Us Quote You Special Prices for Immediate Delivery on the Following Stock:
 100,000 ft. 6-4 1s and 2s Sap Gum
 90,000 ft. 6-4 No. 2 Common Sap Gum
 50,000 ft. 5-4 1s and 2s Quartered Red Gum
 50,000 ft. 6-4 1s and 2s Quartered Red Gum
 10 cars 4-4 B and Better Shortleaf Yellow Pine, K.D.
 80,000 ft. 5-4 Common and Better Qtd. White Oak
 100,000 ft. 4-4 No. 1 Com. Quartered White Oak
 30,000 ft. 4-4 No. 1 Com. Quartered Red Oak
 75,000 ft. 4-4 No. 2 Com. Quartered Red Oak
 45,000 ft. 4-4 No. 1 Com. Poplar
 15,000 ft. 4-inch 1s and 2s Ash
 50,000 ft. 5-4 Com. and Better Hickory
 20,000 ft. 6-4 Com. and Better Hickory
 Any quantity Plain Red and White Oak 4-4 to 16-4, 1s and 2s and No. 1 Com. We have a full stock in every item in Hardwoods and Yellow Pine. We can quote on Mixed or Straight Cars. The location of our mills and yards insures prompt shipment and the best of service.

Wood Mosaic Company (Sales Office, New Albany, Ind.)

We Can Make Attractive Prices on the Following Well Manufactured Stock:

150,000 ft. 4-4 1s and 2s Plain Red Oak
 50,000 ft. 4-4 No. 1 Com. Walnut
 50,000 ft. 4-4 No. 2 Com. Walnut
 50,000 ft. 5-4 1s and 2s Poplar
 50,000 ft. 6-4 1s and 2s Poplar
 50,000 ft. 8-4 1s and 2s Poplar
 15,000 ft. 5-8 12 and up 1s and 2s Poplar
 15,000 ft. 4-4 18 and up 1s and 2s Poplar
 5 cars 2-inch Com. and Better Hickory
 1 car 2½-inch Com. and Better Hickory
 2 cars 3-inch Com. and Better Hickory

Get acquainted with our famous Indiana and Kentucky Quartered White Oak.

Norman Lumber Company

We specialize in the manufacture of

Poplar Dimension Stock

Our plant is equipped to furnish cuttings of any dimensions for the factory trade. Let us figure your bill. Minimize your labor expense by buying material cut to size.

"Save the Freight on the Waste"

Edward L. Davis Lumber Company

Kentucky and Indiana Oak, Ash, Walnut

are famous for color and texture. The careful buyer selects not merely "lumber," but stock that will do credit to the job. In our own sawmill at Louisville we cut up the finest logs produced in this section—and the consumer gets the benefit. Ask us for prices on what you need.

Churchill-Milton Lumber Company

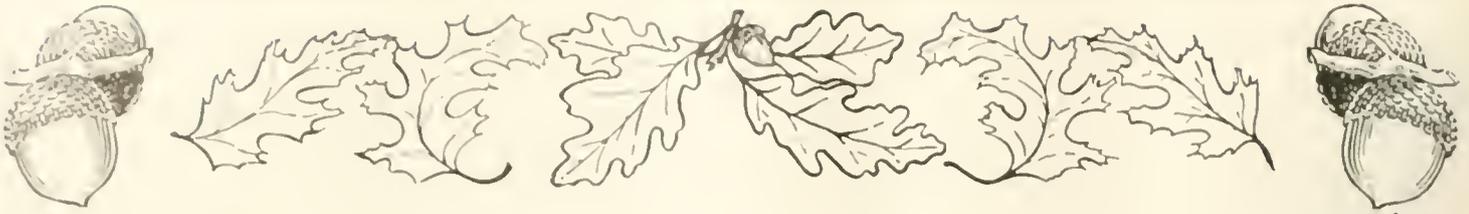
We carry at our New Albany, Ind., yard a complete stock of all grades and thicknesses Genuine Indiana Quartered and Plain Oak, Ash, Maple, Walnut, Hickory and Poplar. The material is dry and well manufactured, plump thickness, and runs to good lengths and widths.

We carry at our Louisiana bandmill a complete stock of Ash, Plain Red Oak, Tupelo, Gum and Genuine Louisiana Red Cypress.

C. C. Mengel & Bro. Company

We operate our own Mahogany Logging Camps in Africa, British Honduras and Mexico, and are specialists in the production of Mahogany Lumber, Veneers and Dimension Stock. We carry a large stock of Plain and Figured Veneers, and can submit samples to suit any requirement.

If It's in Mahogany, We Have It



Oak as Usual the Whole Show

CAN any furniture manufacturer need further argument to prove that oak is the popular wood with all classes of buyers because of the range of prices in which oak goods can be found and because of the air of beauty and dignity of all well finished oak furniture, than the predominant part which oak goods played at the recent furniture shows and the high percentage of oak furniture shown in retailers' orders?

Can any interior finish manufacturer need any further evidence that he should push oak than the fact it is going into so many present and prospective homes and that the natural tendency is to match up furniture to finish as closely as possible?

Is there any wood which shows so much finished value in the finished article at so low a cost for raw material?

Undoubtedly the tendency in these serious times is toward conservatism and in the purchase of furniture this is shown in the high and moderate priced lines. Period furniture in oak was welcomed by the buyers because of the dignified beauty which tends more to appeal at present than does the more spectacular woods.

The time to push a novelty in furniture or any other house furnishing is when the home builders' pocketbook is full and his mind more inclined toward the frivolous novelty or innovation. In these days he buys because he must and not because he is attracted by novelties, hence he wants what he is familiar with, and surely oak answers this description better than any other wood.

It is up to the manufacturer of and dealer in furniture to avoid dictating to the buyer. He must give him what he wants in these sober times and make sales easier.

The wise furniture manufacturer will make oak the main part of his stock this year.

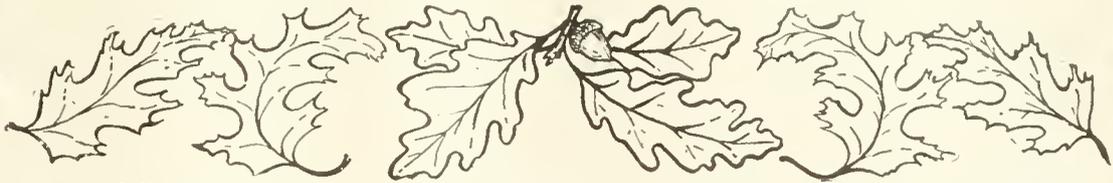
For any information on this subject address

Any Manufacturer on the Succeeding Page

or

Oak Information Bureau, 707 Ellsworth Building, Chicago





The following manufacturers have made a study of oak production. In sending them your requirements you will be insuring yourself the best in stock and service.

ALABAMA

H. H. Hitt Lumber Company, Decatur. (See page —.)
 * Cromwell Hardwood Lumber Company, Montgomery.

ARKANSAS

* Carnahan-Allport Lumber Company, Allport.
 Thane Lumber Company, Arkansas City.
 Bliss-Cook Oak Company, Blissville. (See page 45.)
 Paepcke Leicht Lbr. Co., Blytheville and Helena. (See page —.)
 Penrod-Jurden & McCowen, Brasfield and Helena. (See page 60.)
 Crittenden Lumber Company, Crittenden.
 Dermott Land & Lumber Company, Dermott.
 * Pee-Crayton Hardwood Lumber Co., Dermott.
 J. H. Bonner & Sons, Heth. (See page 45.)
 Little Rock Lumber & Manufacturing Company, Little Rock. (See page 11.)
 * Miller Lumber Company, Marianna. (See page 43.)
 * Saline River Hardwood Company, Pine Bluff.
 Muirhead Lumber Company, Weldon.

ILLINOIS

H. B. Blanks Lumber Company, Cairo.
 Thomas McFarland Lumber Company, Cairo.
 * Utley-Holloway Lumber Company, Great Northern Bldg., Chicago.

INDIANA

S. Barkholder Lumber Co., Crawfordsville. (See page 52.)
 F. M. Cutsluger, Evansville. (See page —.)
 * Maley & Wertz, Evansville.
 John A. Reltz & Sons, Evansville.
 * Bedna Young Lumber Company, Greensburg.
 Chas. H. Barnaby, Greencastle. (See page —.)
 J. V. Stinson, Huntingburg. (See page 60.)
 Long-Knight Lumber Company, Indianapolis. (See page —.)
 Coppes Bros. & Zook, Nappanee.
 Wood-Mosaic Company, New Albany. (See page 5.)
 North Vernon Lumber Company, North Vernon.
 C. & W. Kramer Company, Richmond.
 * Swain-Roach Lumber Company, Seymour.
 * Fullerton-Powell Hardwood Lumber Company, South Bend.
Fort Wayne.
 * Hoffman Brothers Company. (See page 12.)
 Perrine-Armstrong Company.

KENTUCKY

* Arlington Lumber Company, Arlington.
 Wright-Kitchen Lumber Company, Ashland.
 Clearfield Lumber Company, Inc., Clearfield.
 Day Lumber & Coal Company, Jackson. (See page 46.)
Louisville.
 W. P. Brown & Sons Lumber Company. (See page 5.)
 Churchill-Milton Lumber Company. (See page 5.)
 Kentucky-Indiana Hardwood Company.
 Norman Lumber Company. (See page 5.)
Lexington
 * Kentucky Lumber Company.
 E. R. Spotswood & Sons. (See page 39.)
 Turkey Foot Lumber Company, Inc.

LOUISIANA

* The Ferd Brenner Lumber Company, Alexandria.
 Boeuf River Ld. & Lbr. Company, Logtown.
 The Hyde Lumber Company, Lake Providence.
 Thistlethwaite Lumber Company, Ltd., Washington.

MASSACHUSETTS

The Atlantic Lumber Company, Boston. (See page 37.)

MICHIGAN

Thomas Forman Company, Detroit.

MISSISSIPPI

Alexander Bros., Belzoni. (See page 11.)
 Lamb-Fish Lumber Company, Charleston. (See page 44.)

* Manufacturers of Oak Dimension Stock.

* D. H. Hall Lumber Company, New Albany.
 Paepcke Leicht Lumber Company, Greenville. (See page —.)
 * Tallahatchie Lumber Company, Philipp.
 Carrier Lumber & Manufacturing Company, Sardis.

MISSOURI

Tschudy Lumber Company, Kansas City.
 Galloway-Pease Company, Poplar Bluff. (See page 46.)
 Baker-Matthews Manufacturing Co., Sikeston. (See page 45.)
 * Garetson-Greason Lumber Company, St. Louis.
 Thoa. E. Powe Lumber Company, St. Louis.

NORTH CAROLINA

Asheville Lumber Company, Asheville.
 * Carr Lumber Company, Pisgah Forest.

OHIO

Yellow Poplar Lumber Company, Coal Grove.
 W. M. Ritter Lumber Company, Columbus.
 Barr-Holaday Lumber Company, Greenfield.
Cincinnati.
 Bayou Land & Lumber Company.
 C. Crane & Co. (See page 46.)
 The John Dulweber Company.
 Hay Lumber Company.
 Mowbray & Robinson Company. (See page 12.)
 The New River Lumber Company.

PENNSYLVANIA

J. M. Murdock & Co., Johnstown.
 Aberdeen Lumber Company, Pittsburgh. (See page 36.)
 Babcock Lumber Company, Pittsburgh.

TENNESSEE

* J. M. Card Lumber Company, Chattanooga.
 Williams Lumber Company, Fayetteville. (See page 39.)
 * Bedna Young Lumber Company, Jackson.
 Kimball & Kopecke, Knoxville.
 J. M. Logan Lumber Company, Knoxville.
 Vestal Lumber & Manufacturing Co., Knoxville. (See page 11.)
 Little River Lumber Company, Townsend.

Memphis

Anderson-Tully Company. (See page 11.)
 Geo. C. Brown & Co. (See page 12.)
 R. J. Darnell, Inc.
 May Bros.
 Memphis Band Mill Company.
 * Nickey & Sons Company, Inc.
 Paepcke Leicht Lumber Company. (See page —.)
 Penrod-Jurden & McCowen. (See page 60.)
 Russe & Burgess, Inc.
 E. Sondheimer Company. (See page 40.)
 VandenBoom-Stimson Lumber Company.
 * Welsh Lumber Company.
 J. W. Wheeler & Co.

Nashville

Davidson Hicks & Greene Company.
 Farris Hardwood Lumber Company. (See page 45.)
 * Love, Boyd & Co.
 * John B. Ransom & Co.

VIRGINIA

* U. S. Spruce Lumber Company, Marlon.
 Boice Lumber Company, Inc., Richmond.

WEST VIRGINIA

* Lewis Lumber Company, Albright.
 The McClellan-West Lumber Company, Bluefield. (See page —.)
 The Alton Lumber Company, Buckhannon. (See page —.)
 * West Virginia Timber Company, Charleston.
 * Pardee & Curtin Lumber Company, Clarksburg.
 Maryland Lumber Company, Denmar.
 C. L. Ritter Lumber Company, Huntington.
 Rockcastle Lumber Company, Huntington.
 Clay Lumber Company, Middle Fork.
 The Parkersburg Mill Company, Parkersburg.
 * The Meadow River Lumber Company, Rainelle.
 * Warn Lumber Corporation, Raywood.
 * American Column & Lumber Co., St. Albans.

WISCONSIN

G. W. Jones Lumber Company, Appleton.

The durability, strength, standing ability and beauty of oak are proof against all comers for all time. It is more firmly entrenched today than ever before.



THE EAST

LEADING MANUFACTURERS AND JOBBERS

WM. WHITMER & SONS

INCORPORATED

Manufacturers and Wholesalers of All Kinds of

"If Anybody Can, We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing
Franklin Bank Bldg. PHILADELPHIA

Willson Bros. Lumber Co.

Manufacturers

West Virginia Hardwoods and North Carolina Pine

Mills at } PORTERWOOD, WEST VA.
JACKSONVILLE, N. C.
CONWAY, S. C.

Main Office: PITTSBURGH, PA.

WISTAR, UNDERHILL & NIXON

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

QUARTERED WHITE OAK

NICE FLAKY STUFF

WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.

Specialist in Hardwoods

Manufacturers are requested to supply lists of stock for sale

MORE THAN 2,000 LUMBERMEN

are using the new Gibson Tally Book with its duplicate or triplicate tally tickets. If you haven't seen it, let us send you one with specimen tickets on approval. They solve your shortage and inspection troubles.

HARDWOOD RECORD CHICAGO

PALMER & PARKER CO.

TEAK MAHOGANY EBONY
ENGLISH OAK VENEERS DOMESTIC
CIRCASSIAN WALNUT HARDWOODS

103 Medford Street, Charlestown Dist.
BOSTON, MASS.

SAVE YOUR MONEY BY USING THE

RED BOOK

Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

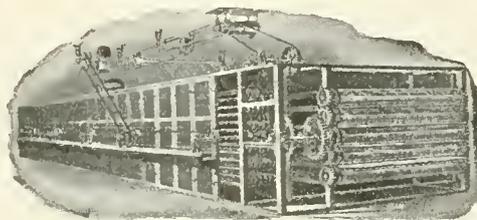
Lumbermen's Credit Assn.,

Established 1878
608 So. Dearborn St. CHICAGO Mention This Paper 55 John St. NEW YORK CITY

PROCTOR VENEER DRYER FIREPROOF

—AN—
UNPARALLELED SUCCESS

No Splitting
Nor Checking
No Clogging
Nor Adjusting



Recommended by all those who have tried it

THE PHILADELPHIA TEXTILE MACHINERY COMPANY
DEPT. L, HANCOCK & SOMERSET STS. PHILADELPHIA, PA.

IF YOU HAVEN'T SEEN THE GIBSON TALLY BOOK

Let us send you one on approval, with samples of Tally Tickets for triplicate, duplicate or single tallies—a score of forms to choose from. They are the latest and best. Endorsed by hundreds of lumber manufacturers and buyers.

HARDWOOD RECORD

CHICAGO

THE SOUTH

COTTONWOOD

OAK

PLAIN AND QUARTERED RED AND WHITE

RED AND SAP GUM

High Grades Band Sawn Lumber

We Make a Specialty of Thin Stock

COTTONWOOD AND GUM VENEERS

THREE-PLY GUM PANELS BOX SHOOKS—EGG CASES

Write Us for Prices

Anderson-Tully Company
MEMPHIS, TENN.

Alexander Brothers

Oct. 1st, 1915		F. O. B. Belzoni		BELZONI, MISS.	
FAS.		No. 1 Com.		No. 2 Com.	
Qrtd. White Oak—					
¾	1,500 \$55.00	2,000	\$25.00	.....	.....
1	45,000 67.00	40,000	36.00	4,600	\$20.00
1¼	24,000 68.00	47,000	37.00	22,800	20.00
1½	22,000 68.00	47,000	37.00	11,000	21.00
1¾	.....	9,000	37.00	.....	.....
2	30,100 69.00	37,800	38.00	5,600	22.00
3	8,000 75.00	9,000	45.00	.....	.....
1	69,000 40.00	25,000	20.00	.....	.....
1¼	15,000 42.00	.....	.....	.....	.....
Qrtd. Red Oak—					
¾	2,500 40.00	5,000	25.00	2,000	15.00
1	25,000 50.00	40,000	30.00	32,000	18.00
1¼	25,500 52.00	46,000	32.00	14,000	20.00
1½	42,000 52.00	70,000	32.00	15,500	20.00
1¾	15,000 38.00	30,000	18.00	.....	.....
1	12,000 40.00	6,000	20.00	.....	.....
Fas. No. 1 Com. No. 2 Com.					
1	P. W. Oak..... 24,000	\$46.00	2,000	\$25.00	11,000 \$11.00
1	P. R. Oak.....	.....	8,500	25.00	14,000 11.00
1¼	P. R. Oak..... 1,000	45.00	3,000	27.00	11,000 11.00
1½	P. R. Oak..... 500	48.00	2,000	27.00	.....
Cottonwood—					
1	..... 25,000	25.00	40,000	17.00	18,000 13.00
1	Box 9 to 12..... 45,000	29.00	.....	.....	.....
1	1y Up Pan & 1..... 3,500	40.00	.....	.....	.....
1½	Tupelo..... (30,000)	18.00	9,000	15.00	.....
2	Tupelo..... 45,000	20.50	20,000	16.00	.....
1	Plain Red Gum..... 70,000	24.00	15,000	14.00	.....
1¼	Plain Red Gum..... 11,200	25.00	14,000	15.00	11,000 11.00
1½	Plain Red Gum..... 47,000	27.00	51,000	15.00	.....
1	Sap Gum..... 26,800	16.00	40,000	12.00	.....
1	" 9 to 12 Bx..... 23,800	18.00	6,380	.....	.....
1	" 13 to 17 Bx..... 39,000	22.00	.....	.....	.....
1	Sap Gum, 18 & up..... 9,000	24.00	.....	.....	.....
1¼	Sap Gum..... 28,000	16.00	45,000	13.50	5,000 10.00
1½	Sap Gum..... 5,500	16.00	16,000	13.50	2,500 10.00
2	Sap Gum..... 1,300	18.00	11,000	14.00	.....
1½	Elm..... 6,500	26.00	19,000	14.00	2,500 7.00
3	Elm..... 2,500	29.00	3,000	18.00	.....
1	Qrtd. Red Gum..... 45,000	45.00	15,000	25.00	Mottled figure
1	Qrtd. Red Gum..... 10,000	32.00	50,000	21.00	.....
1¼	Qrtd. Red Gum..... 25,000	33.00	8,000	22.00	.....
1½	Qrtd. Red Gum..... 32,000	33.00	27,000	22.00	.....
2	Qrtd. Red Gum..... 80,000	34.00	6,000	23.00	.....
3	Qrtd. Red Gum.....	.....	1,500	25.00	.....

STANDARD WEIGHTS GUARANTEED
We are prepared to re-saw, make beveled and ship lap siding. Also surfacing lumber for export and domestic shipments.

Vestal Lumber & Manufacturing Company

Knoxville, Tennessee

MANUFACTURERS

PLAIN OAK

FINE QUARTERED WHITE OAK

Special to Move 100M ft. 8-4 1 Com. Poplar Selects In } 6 In. & Up
Very Dry 100M ft. 8-4 2 Com. Poplar Selects In } 50% 14-16

BLACK WALNUT

TENNESSEE RED CEDAR

POPLAR

BAND MILLS ON L. & N. AND SOUTHERN RAILROADS AT VESTAL, A SUBURB OF KNOXVILLE

Little Rock., Ark., Has the Pick of Arkansas Hardwoods

ITS geographical location is such that it is virtually in the center of the best hardwood timber in the Southland. Its railroad facilities give it the call on any of this timber at any time. We have planned our band mill operations to make the most of this natural advantage, so you have not only the finest selection of logs for your exact wants, but have in our mill the opportunity of getting just that kind of lumber that you can work best.

LITTLE ROCK LUMBER & MANUFACTURING COMPANY, Little Rock, Arkansas
D. S. WATROUS, Sec'y-Treas., Mgr.



The kind of timber that enables us to maintain our policy of



Honest Inspection
Intelligent Selection



Pat. U.S.
Reg. U. S.

Pat. U.S.
Reg. U. S.

Established 1867

Incorporated 1904

Hoffman Bros. Company, Fort Wayne, Ind.

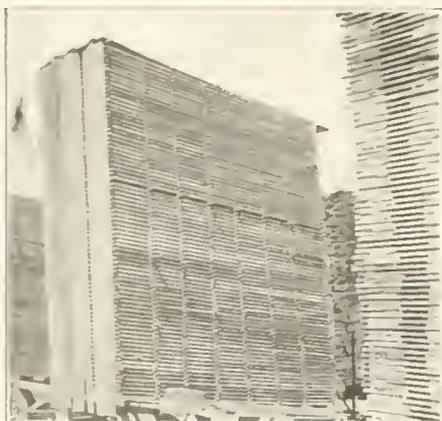
THE POWELL MYERS LBR. CO.
of SOUTH BEND, IND.

Solicit your inquiries for Oak,
Ash, Hickory, Maple and Gum

DIMENSION

OUR SPECIALTIES

Chair Posts and Rockers Band Sawed to Pattern.
Furniture, Wagon, and Implement Stock.



Note number of piling sticks and method of stacking

The Mowbray & Robinson Company
MANUFACTURERS OF Hardwood Lumber

and
MADE (MR) RIGHT

Oak Flooring

Purveyors of Floors for Fastidious People

Main office, yards and warehouse
QUICKSAND, KY. CINCINNATI, O.
Factory

Table of Contents

COVER PICTURE—A Moonlight Scene.

REVIEW AND OUTLOOK:

General Market Conditions	13
The Cover Picture	14
How Woods Are Used	14
Solitude or Conservation?	14
All the Traffic Will Bear	15
Further Signs of New Thought	15

SPECIAL ARTICLES:

New Orleans Historic Monuments	16
Congestion in English Markets Alarming	16
Description of New Stock List	17
Experience Talks on Woodworking	18
Indiana's Wood-Using Industries	19-21
Forestry Work May Be Hindered	21
Government Dry Kiln Improved	22-23
Interesting Traffic Developments	25
The Lumbermen's Round Table	26
Pertinent Legal Findings	27

CLUBS AND ASSOCIATIONS:

Lumber Reclassification Opposed	24-25
Wisconsin Prosperity Gathering	28-29
Miscellaneous	30-31

THE MAIL BAG 30 |

WITH THE TRADE 31-33 |

PERTINENT INFORMATION 33-35 |

HARDWOOD NEWS 36-46 |

HARDWOOD MARKET 46-50 |

CLASSIFIED ADVERTISEMENT 52 |

HARDWOOD FOR SALE 53 |

SUBSCRIPTION TERMS: In the United States and its possessions, and Canada \$2.00 the year; in foreign countries, \$1.00 extra postage. In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option. Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given. Both display and classified advertising rates furnished upon application. Advertising copy must be received five days in advance of publication dates. Entered as second-class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.

Would You Use a Government Mint
if it were at your disposal?

Is a dollar coined worth more than a dollar saved?

We have demonstrated in this space by a few letters from prominent wood-workers that the Kraetzer Preparator has effected a remarkable saving in many specific cases in working gum.

If you are a gum user who has not yet investigated our Kraetzer-cured stock, we can give you facts showing just where and when we have saved money for someone in your line.

WE WON'T EVEN ASK YOU TO GIVE US A TRIAL CAR. JUST TELL US TO PROVE THESE CLAIMS AND THEN YOU WILL DO THE ASKING

GEORGE C. BROWN & CO. Memphis, Tenn.
BAND MILL AT PROCTOR, ARK.



Hardwood Record

Copyright, THE HARDWOOD COMPANY, 1915

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Edgar H. Defebaugh, President
Edwin W. Meeker, Managing Editor
Hu Maxwell, Technical Editor

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO
Telephones: Harrison 8086-8087-8088



LIBRARY
NEW YORK
BOTANICAL
GARDEN

Vol. XL

CHICAGO, SEPTEMBER 25, 1915

No. 11



Review and Outlook



General Market Conditions

CONTINUED IMPROVEMENT has undoubtedly been the keynote of the situation in the last two weeks. Ordinarily in endeavoring to size up the markets it is necessary to discount the statements of some optimists who might have an axe to grind. Fortunately there is also room for doubt as to the strict veracity of others whose business interests are best served by a bearish tendency on the market. However, the relief expressed in the words and tone of those commenting on market conditions during the last ten days or two weeks seems so genuine, and seemingly all are inspired by such a sincere appreciation of the fact that business is better, that there can be no doubt but that this represents the true record of developments, particularly in the hardwood trade.

The factory buyers have not by any means adopted a general policy of putting in a full line of stock, but the inclination seems to be toward piecing out their hardwood piles so that they will not be under the necessity of paying big prices for difficult delivery, or as the alternative of going without lumber which they actually need.

There is no reasonable doubt that the buyers as a whole are going to let the lumber handlers carry the burden of the stock for some time to come. On this point there seems to be very little difference of opinion. However, even though this condition might prevail for some time yet, it is but in keeping with the natural course of events as governed by the old reliable ratio between supply and demand to suppose that just as soon as there is any marked difficulty attending the securing of necessary stocks, the buyer is going to protect himself against the inconvenience of shortage and at the same time against a rising market by putting in all that is needed for a considerable period ahead. It is all very well to talk about the consuming factory man having adopted a permanent policy in this respect, and having decided that henceforth the mills and yards will carry his lumber. On the face of it this development as a permanent policy is out of the question. The factory man is going to let the producer and wholesaler finance his raw material just so long as there is a business possibility of his doing so. When business is really good, however, the buyer will not worry very much as to who finances this end of his business. He will devote his energies to making and selling his product, taking full advantage of his own market, and is not going to be worried over the inconvenience of piecing out here and there in raw material.

As conditions develop with the passing of time, it becomes more apparent that the southern hardwood situation is, generally speak-

ing, in slightly better condition than is the northern field. In the face of a material reduction in cut, the northern manufacturers have to contend with an appreciable increase in stock on hand. However, on the other hand, the market for northern products continues to show an improvement, and with plans now being worked out by northern manufacturers, actually in effect, the next few months will see a big cut in stock of northern hardwoods at mill points.

Figures on southern cut are not so closely compiled as are figures on available stocks in the North. Hence an accurate comparison is not possible. Still, from recitals of conditions and experiences of representative manufacturers, it would appear that, due to much greater curtailment in southern stocks, they have not accumulated to the extent they have in the North. A good many large mills, as well as a great many of the smaller institutions, are still shut down without a definite prospect of opening up again in the very near future. Quite a number of others are operating on part time, and on the whole the production of southern hardwood lumber has been kept to a point at least approaching the actual demand.

In the export business a much more unsatisfactory condition presents itself. It seems that with the characteristic lack of any effort to actually analyze conditions abroad, lumber manufacturers in the South have, on account of rumors of a great scarcity of lumber in England, jumped to the conclusion that any and all kinds of stock will be welcomed with open arms. As a consequence a varied and unsorted line of hardwood lumber has been sent on consignment to England, and, in fact, has reached English ports in such volume that storage room on the docks is exhausted and in some places lumber has to be stored elsewhere. All this means there will be heavy carrying charges to figure against possible profits. At the same time it will greatly depress prices; in fact, it is rumored that in certain instances sales have been made at less figures on the present high rate of freight than ordinarily prevail on the usual freight rate across the water.

Of course this condition does not cover all circumstances, and it can be reasonably supposed that John Bull will, with his usual sagacity, send out reports that will have a bearish tendency on the market. He probably figures that he is paying Uncle Sam enough as it is for other commodities, and that it is necessary for him to cut the corners wherever it is possible. However, reports seem to be reliably authentic describing the condition as very much against the interests of American exporters. It would seem that the consignment business has worked enough evil in normal times to make it an object lesson against shipping on this basis during these chaotic times, when everything is more or less topsy-turvy. On the face of it it would look as if the man ship-

ping blindly, not knowing what lumber is needed or whether there is any market for certain lines of lumber, is playing the ostrich game. Secretively speaking, of hiding his head in the sand, in the sense that he is getting lumber off his yard and at some foreign port is going to help him out locally. Obviously this is far from the truth, many a week well piled and used for so much better off in the manufacturer's own yard than it is in some foreign dock or warehouse where it is literally "cutting its head off" while waiting to be sold to some kind-hearted buyer.

It is undoubtedly a fact that England is conserving her own industries in as normal a condition as possible with the idea of being in the best shape to go after the world's trade as soon as she has the war game off her hands, and is making Uncle Sam hold the bag in the matter of production of the unusual commodities she is now in need of. It is not reasonable to suppose that the usual lines of industry, such as the manufacture of furniture, etc., and other products made from American hardwoods, are operating on anything like the normal basis. Any abnormal demand for lumber would be for certain specialized lines, which rather meet the abnormal situation which confronts England at the present time. Exports of lumber should be made only with a thorough knowledge of the exact requirements of the foreign trade in mind; otherwise there will develop a situation abroad which will be anything but pleasant. If American shippers do not look out for themselves, they will have English ports loaded up with so much hardwood lumber that the market will be demoralized for a good many months to come. It is within reason to suppose that there is a big demand for such stock as goes into the manufacture of various war equipment and for crating and boxing purposes, and also for structures of a semi-temporary character. But there is no logical reason for believing that there is any abnormal demand for the higher classes of hardwood lumber in any of the English markets.

The Cover Picture

LAKE MICHIGAN HAS BEAUTIES by night as well as by day. An important point is that the beauties are nearly always associated in some way with trade and commerce; for this great sheet of fresh water, bordered by four wealthy states, is alive with business during the whole year, except a short period in winter when ice interferes with navigation. Even at that time some of the strong vessels continue to navigate the lake and break their way through the ice wherever they are sent by their owners.

The cover picture which illustrates this number of *HARDWOOD RECORD* shows a summer scene off the Michigan coast, near Ludington, and it is apparently a still summer night with enough moonlight to show the boat in clear silhouette against the horizon. The high-lights that trail across the water enable the observer to judge the distance and estimate the size of the vessel which forms the center piece of the picture. It may be noted that the cross arms of the wireless rigging stand out sharp and distinct, which is remarkable for a picture taken in an atmosphere so dark.

The boat is given up almost wholly to freight of the most bulky sort. It carries trains of cars across Lake Michigan or delivers them at various points on either shore. Shipments are thus carried over the lake without breaking bulk. The important problem of transportation these busy days is cheapness and speed. Both are secured by the arrangement here shown. Cars with their loads are picked up bodily, without disturbing their contents, and in a few hours are carried from one side of the lake to the other, are shunted upon a track on shore, and in a few minutes are speeding upon their overland journey to their destination. If these cars had been unloaded and the freight shipped across the lake, there to be loaded again on other cars, two or three days would have been lost. Nowhere is land and water transportation more closely associated than on the Great Lakes.

How Woods Are Used

READERS OF *HARDWOOD RECORD* will not overlook the study of Indiana's wood-using industries now running serially in these pages. This report embodies what is probably the most com-

plete investigation of wood uses ever made by the government within a single state, and no private report approaches it in details and completeness. The length of the document makes it necessary that its publication be continued through a number of issues; but manufacturers who are interested in the subject will be well repaid if they carefully follow the remarkable utilization story to the end. It will be noted that each of the commercial woods is separately considered, so far as they hold a place in the factories and shops of Indiana. The utilization of wood is highly developed there. The extent to which specialization is carried is shown in the long lists of uses which are arranged alphabetically for convenience of reference. These lists stand at present as the last word in special and particular uses of wood. Practically everything for which the wood is known to be suitable is there shown. Following numbers of the series will take up each industry as a separate study and will present statistics to show what woods are in demand by that industry, what amounts are required yearly by factories in the state, the average prices paid for the delivery of the material at the factories; and following this will be a list of the manufacturers in the state who furnished the data on which the report for that particular industry is based.

Solitude or Conservation?

IT WAS SAID of Caligula, the Roman emperor: "He made a solitude and called it peace." The late constitutional convention of New York took measures to make a solitude and call it conservation.

The state owns 1,600,000 acres of forest land, much of it among the Adirondaek mountains, and the new constitution which the commission wrote and which the people will be asked to adopt, and probably will adopt, provides that the timber growing on this land shall not be used, and the land itself shall remain unused by the people who own it. Though trees may die, decay and fall, they shall not be sold or devoted to any purposes. There shall not be built a road, path, trail, or bridge which may injure any living tree. That means that no improvements shall be carried out. No provision is made in all of that vast expanse of forest for a camp, a sanitarium, a resort, or anything that bears the least resemblance to use. There shall be no signboard of "welcome," but in its place the doleful warning "forbidden." In short, the forest lands of New York are to be transformed into a region answering the poet's description of "The White Czar's Dominion:"

"An empire chartless, a realm unknown,
And glacier-barred from the human race."

The constitutional convention which wrote these inhibitory provisions into the state's organic law turned its back on progress, and it is claimed that distrust and fear drove it to take that stand. The makers of the new constitution were afraid to leave a loophole through which thieves could enter and make a raid on the state's forests. If use of the reserves were not absolutely prohibited, it was feared that some future legislature might pass a law which would turn the forested lands over to private exploitation, and they would be stripped of their timber or otherwise be converted to private use. To guard against that possibility, it was decided to lock up the state's lands and leave them a wilderness in which the whip-poor-will can sing his monotonous song unheard and the fox can dig his hole unscared. The convention's barriers constructed to keep New Yorkers out of the state's forest reserves are almost as absolute as was the nine-fold wall which Milton's imagination built round hell to keep the devils in: "Three fold were brass, three iron, and three of adamant, rock impenetrable, impaled with circling fire."

The convention's lack of confidence in the honesty of future New York legislatures is manifest in the measures taken to remove temptation. Experience may justify the precautions. At any rate, the constitutional convention was unwilling to take any chances. But in taking that stand, a hard blow was struck at conservation. Keeping resources under lock and key is foolish and miserly economy which stunts and destroys. No person should ever think of conservation without coupling with it the idea of use. The two go together. The people of New York should not be fenced out of their forest reserves, because of fear that some future legislature may open a

gap through which thieves might enter. Mature timber should be used before it decays. There should be roads, paths, trails, and bridges to facilitate travel and promote enjoyment. With reasonable regulations there might be hotels, hospitals, and sanitariums, and there is no question that there should be camps and bungalows where people could go to rest, recuperate, study, meditate, and in all proper and possible ways increase their health, hope, and happiness.

Sins as many are being and will be committed in the name of conservation as have been committed in the name of liberty; and a grievous example of it is seen in the action of the New York constitutional convention in fencing its forest reserves.

All the Traffic Will Bear

JUST NOW THE RAILROADS are pushing to the limit their projects of rate revision and reclassification. It may be accepted as a fact that the sole purpose of the carriers in this campaign is to increase their revenues at the expense of their patrons. The old and familiar theory of "all the traffic will bear" will be put into practice more systematically than ever before if the railroads secure what they are going after. That will hold true of lumber in particular, and this seems to be the psychological moment to ask what will likely be the result if the policy of collecting all the freight the traffic will bear is pushed to the limit.

The railroads should not be the sole judges of how much the traffic will bear, because of the likelihood of loading the traffic with more than it will bear, and crippling or killing it. How nearly they have come to doing that with some of the commercial woods is well known. Certain kinds of lumber shipped from certain localities now pay rates so high that by the time freight charges are settled, the lumbermen's returns are cut down nearly or quite to the vanishing point, and unquestionably to the danger point. One more turn of the screw will raise such rates to a point where no shipments will be made. That would kill the lumberman and lose business for the railroads.

Carriers do not intend to kill their own business. They want to leave the lumberman just enough to induce him to struggle on and to continue furnishing tonnage to increase the railroads' receipts. In that respect their tactics resemble habits of certain wasps which feed on other insects. They sting the victim, not enough to kill it, but sufficient to prevent its escape, and it thus furnishes food a long time to the wasp's family. Railroads are equally considerate in charging all the traffic will bear. They want the shipper to furnish food a long time to the railroad family, and they therefore sting him just enough to keep him crippled but not quite enough to kill him outright.

In proposing reclassification, the carriers think they see a few items on which lumbermen are not paying quite all the traffic will bear, and from the transportation companies' standpoint, that affords a profitable field for rate revising. They want to show no partiality. They want to treat all alike by making every dealer in forest products from top to bottom of the list pay all the traffic will bear. They don't wish to deliberately kill any branch or part of the lumber business; for that would be showing less judgment than is shown by the wasp which leaves its victim enough vitality to keep it in condition to supply food for a long time.

Aside from the injustice of charging all the traffic is able to pay, it is not, for other reasons, a good or safe policy. It can very easily injure or destroy traffic. Too much taxes will surely harm any business, and when public carriers are permitted to fix their charges on the basis of all that can be collected, it becomes a tax on that business, and if too high, the business will be in danger of being taxed to death for the benefit of the carrier. Public welfare demands that it should never be allowed to happen. Freight rates should be based on the cost of the service, with a reasonable allowance for profit; and the policy of collecting according to the shipper's ability to pay, or on the value of the commodity shipped, is founded on injustice and should not have a place in the country's transportation machinery. It is already firmly entrenched and it will be hard to root it out; but now is a good time to take a determined stand that

the policy shall not gain any more ground. The root of the evil exists in the fact that schedules of charges for transportation have been compiled by carriers with an eye single to their own profit and with too little consideration for the prosperity of the various lines of business which furnish the freight. The carriers are desirous of continuing that policy; but movements now assuming shape make it plain that the people who pay the freight mean to have more to say in that matter than they have said in the past, and they are going to say it in a different way.

Further Signs of New Thought

WHILE YELLOW PINE MANUFACTURERS acting collectively and northern white cedar shingle manufacturers acting through their new association are not necessarily original in adopting a guarantee trademark for their products, they are progressing noticeably in taking this step. The effort will have an important bearing on more than one department of the organizations which will secure the benefit of the new standardization. Aside from the natural advantage given these stocks in a sales way through the absolute guarantee as vouched for by the trade-mark brand, such a plan will go far toward establishing greater uniformity in manufacturing, and hence will have a tendency to unify costs and establish competition on a basis which will obviate the rank, price feature.

Stock in order to be branded by a group of manufacturers, either as an individual group or as an association, must conform strictly to a standard laid down by those agreeing to such a sales arrangement. Necessarily then it will result in a much greater uniformity in the methods of manufacturing in the way of working logs and handling lumber after it comes from the logs. This will mean in the end that the cost of operating one plant will approximate much more closely the cost of operating a competitive plant than under the present regime.

The logical sequence will be that each manufacturer will know more definitely what it will cost him to make his goods, and hence there will be less inclination to sell at a loss with the result that the market value will be stabilized, and this most disagreeable and unprofitable competition eliminated.

It is not possible that all lines of forest products in the raw state can be standardized, but in a great many cases, covering a good percentage of the lumber manufactured in this country, a strict standardization and guaranteed specification for lumber is possible and altogether feasible. With this start as a nucleus, it is probable that in the course of time the bulk of lumber for certain standard purposes will be given the same guarantee and absolute uniformity of specifications will be established, to the end that those in position to use one or another type of lumber will be enabled to make an intelligent choice based on definite and scientific information as to the exact qualifications and adaptability of any particular wood for a specified purpose.

In hardwoods the establishment of such a custom is much more difficult than it is with the woods going into building purposes as the qualifications demanded are more varied in themselves, and altogether different in character as compared to the necessary qualities demanded by those buying building woods. For instance, in yellow pine or hemlock it is possible for the purchasers to specify that such grades shall be cut to just such dimensions, and from a certain kind of log and from a certain part of the log, so that the architect in specifying his timber will know exactly what qualities he will get. This could be applied also to joists and similar standard stuff. On the other hand, in hardwoods going into the manufacture of furniture and such finished articles, it is not possible nor is it necessary to have exact description of the stock manufactured. But the experiences of certain individual companies who have been branding their lumber for the past couple of years indicate that it is feasible to adopt some uniform brand that will at least make the established grade absolutely a guarantee.

No one can conscientiously maintain that it would not be easier to sell hardwood lumber if the manufacturer's or some other definite and guaranteed brand appeared on each board, clearly designating its exact qualifications.

Historic Monuments of New Orleans

New Orleans has waked up both to the necessity of saving its historic monuments, which term includes its old buildings and other objects of interest dating from early times. The work is in charge of the Louisiana Chapter of the American Institute of Architects. The fact that something be done was emphasized when an interesting old structure, coming down from the romantic past, was about to be torn down to get rid of the rats which infested it. That was during the bubonic plague scare at New Orleans. The building was spared and, at small expense, was made rat proof.

New Orleans is the most romantic city of the South. It possesses many old buildings and other objects of interest that should be preserved for the sake of local and national pride. Cypress was the early building wood of Louisiana, as white pine was in New England; and what the southerners like to call "the wood eternal" holds a prominent place in most old buildings in New Orleans. It may seem strange but nevertheless is true that white pine also was prominent there in early times. Considerably more than one hundred years ago pine cut on the headwaters of the Allegheny river in western New York was rattled all the way to New Orleans where it sold for cash, and at ten times the price obtained for it in trade at Pittsburgh. Much is now being said of white pine in good preservation in old buildings of New England. When the committee at New Orleans begins to announce results it may be expected that New York white pine and Louisiana cypress will hold places of honor side by side.

New Orleans has been amazingly indifferent to its places of historic interest. Tourists hear a good deal of the Absinthe House, the French Market, and the old cemeteries with the graves above the surface of the ground; but what visitor in New Orleans is ever reminded that one of the most famous and most interesting battlefields of the United States lies within five or six miles of the center of the city? It is the field where General Jackson with three thousand Kentucky and Tennessee militia defeated fifteen thousand British regulars—the veterans who had driven Napoleon out of Spain.

The people of New Orleans have woefully neglected that battlefield. The visitor who wants to go from the center of the city to the field must hunt his way. So much as a trolley line does not exist. There is a wagon road that those may follow who can find it, and most of the livery stables can send a driver who knows the way, if a tourist will put up the price. The tourist who goes by that round-about route may cross the famous battlefield and never know it, unless he happens to see a ditch that resembles an old millrace, pretty well obliterated. That was where the Kentucky riflemen lay while they transacted the business of January 8, 1815. Yet there is no monument to call attention to the place, not so much as a signboard, except one nailed to a fence, "trespassers Warned." The letters were burned on the board with a hot iron. One might suppose, at first sight, that this warning was put up in 1815 to give the invaders notice of what to expect; but it is simply a farmer's way of warning people to keep out of his thistle patch.

One who takes the direct route from New Orleans to the battlefield follows the street cars as far as they go. He is then shown a foot path passing between the sugar mill and the river, and he can climb over the fences, or he can creep through the cracks when the creeping is good. Most any fisherman can direct how to "get round the slip." It is accomplished by walking sundry foot planks across swamps overgrown with willows and with an occasional alligator's nest full of eggs.

Arriving by this route in the vicinity of the battlefield, the first thing to attract attention is the monument marking General Jackson's headquarters. It is a fine shaft, but in order to approach it one must wade shoulder-deep through weeds resembling an abandoned barn yard in August. A quarter of a mile or more beyond this the famous battlefield is approached; but first one reaches a national cemetery which the government keeps in excellent repair. The ceme-

tery forms a sort of oasis in the surrounding desert of weeds and cow pastures.

The battlefield is long and narrow. General Jackson dug a ditch a mile long from the bank of the Mississippi to an impenetrable swamp. The British army had to cross that ditch to reach New Orleans. It never got across. Jackson's soldiers were in the ditch and they killed the invaders at the rate of a hundred a minute while the battle lasted; but it was over soon.

The ditch can still be traced the whole way from the river to the swamp. The part which passes through the cemetery has been leveled but not wholly obliterated. Nearer the river a few negro cabins occupy the site, and the ditch banks grow fine potatoes. The rest of the historic ditch crosses weedy pastures, and in some places the banks are covered with trees which have grown since the battle. The swamp which marks the terminus of the ditch cannot be penetrated on foot. The mud and stagnant water proved an absolute barrier to the British who tried to pass round the end of the American line.

The chief growth of the swamp is palmetto palms.

In the campaign by which New Orleans expects to save its historic monuments, let it be hoped that it will not forget its greatest monument of all—the Battlefield of New Orleans. Think what Boston would do with that battlefield if it had it.

Congestion in English Markets Alarming

According to letters received in the last ten days by John L. Alcock of John L. Alcock & Co., hardwood exporters, the congestion at London, Liverpool and Glasgow has become so great as to threaten the shippers with heavy losses. One-inch oak and other stocks have been piling up into these ports at a rate that has swamped the brokers and has caused a withdrawal of the ex-quay rates, making it necessary for the shipments to be taken away from the steamers and stored elsewhere, because no room can be found on the docks. And the situation is made worse by reason of the fact that much of this lumber is unsuitable for the British market, and as a consequence will have to be sacrificed for whatever it will bring in the open market. Already the communications received state that there has been a decline in prices below those which obtained when the ocean freight rates were normal. In other words, lumber was bringing more on the other side under the 18 and 20 cent rates than can be obtained at the present time, with the rates at 60 cents and more. The difference in the cost of putting down stocks abroad will be appreciated by exporters. Foreign brokers urgently advise that all consignment shipping be stopped, and that account be taken by the exporters of the actual requirements of the British market. They point out that the demand has attained no such proportions as the shippers here appear to think, and that a continuance of the practice of rushing stocks over can only result in disaster. As an instance of the extent of these shipments it is mentioned that not less than 200 cars of one-inch oak was sent over on a single steamer, the shippers evidently having been persuaded that a great dearth of this kind of lumber would presently ensue. The shippers at New Orleans and other ports in particular have rushed stocks to Europe and they are in a bad position.

The export situation among other things received serious attention at a conference between George D. Burgess of Russe & Burgess, Inc., of Memphis, Tenn., president of the National Lumber Exporters' Association; John L. Alcock, treasurer of the organization, and J. McD. Price, the secretary, held here September 5. Mr. Burgess stopped over in Baltimore on his way home from Atlantic City, where he had spent a vacation with his family. Various matters connected with the war situation, among them the problem of exchange, were considered, the difficulties that confronted the shippers being gone over. The conference in a way took the place of the mid-summer meeting of the board of directors, which has been omitted this year.

If You Buy Hardwoods—Read This

The shrewd buyer purchasing raw material for the consuming factory knows that while he has a good deal of lumber offered to him by salesmen, he can, in addition to saving money and time, decrease the labor involved in buying by having constantly before him an accurate record of the best offerings of the best hardwood firms in the country.

Realizing this fact and desiring to help our subscribers, the consuming factory operators, HARDWOOD RECORD has decided to carry a section devoted to the listing of specific, live items by its lumber and veneer advertisers. These listings will be kept strictly up-to-date; in fact, the terms of the agreement with our advertisers specify that no stock shall be listed a second time unless we have definite instructions to so carry it. Thus the buyer can absolutely depend on the up-to-dateness and correctness of the stock listings shown in this new department.

As appearing in the issue September 25, on page 53, it does not show so prominently as it will in the next issue, as a considerable number of our advertisers have failed to get started in time.

If you are buying hardwood lumber, bear in mind that this service *does not present lists of all the stock on hand, but merely those particular items which the producer especially desires to move.*

If You Sell Hardwood Lumber—Read This

In order to take the fullest possible advantage of HARDWOOD RECORD's wide circulation among the consuming factories, it has been decided to start a separate department incorporated within the pages of HARDWOOD RECORD, through which the advertisers may list such specific items of stock as they may so desire. This gives to the buyer a ready reference under which he can immediately select at a glance the kind and grade of lumber he wants.

Believing that the buyer is primarily interested in the description of the stock rather than in the name of the concern offering the stock, we have given prominence, first to the kind and grade, and then to the name of the company listing. In this way the buyer's attention will be caught in a natural way.

Further believing that it is not to the best interests of either the seller or the purchaser of any commodity to be given a wrong impression, through duplicate publication of amounts of stock on hand, HARDWOOD RECORD has decided to eliminate altogether the publication of any figures as to quantities offered.

This plan is open to advertisers of HARDWOOD RECORD and while, due to the failure of many of our present advertisers to take advantage of it in this first issue, it does not make a satisfactory showing, considering the number of listings which came in too late for the September 25 issue, it will make a big display in the issue of October 10.

If you as sellers of hardwood lumber really want to reach the consuming factory trade, get in touch with us on this plan immediately before the next issue. Remember—as the list appears as a regular part of the paper it will give a permanent appeal.



Experience Talks on Woodworking



The Care of Small Circular Saws

Every year, in all branches of industry, each year, nearly a million sets for saws are developed, to keep pace with the demand that the world will put into use.

A well-known veteran of the filing room once stated that when he first began his career as a filer, the only set in use was the "spring set." Later came the "half spring and half swage" set, and then, in the advent of the "full swage" set.

Although at that time, about fifteen years ago, its real value was not realized so clearly as it is now, there are many today who still fail to realize the merits of the full swage set as it is valued by the more progressive ones among practical millmen. There are two distinct classes of saw fitters who are termed by their friends and competitors: progressive headliners, and intuitively they often try to secure their friends' belief.

One class believed that any deviation from the old way of doing things, regardless of results, is a sure step forward in the right direction. Personally, they believe as soon as it is possible to get along without it, any old method should be discarded at once. In the other class will be found the more conservative ones, who believe in adopting new methods only when the merits of the new idea are unquestionably visible; yet retaining the old as long as it continues to be useful.

It is true that the former class do many great things in its own great way. And usually its efforts are either a marked success or a miserable failure. The latter makes progress in a way that is scarcely perceptible from observations of a day, or perhaps a week; yet each year will usually find new methods adopted, all of which are real improvements over the ones discarded, and all have—as the old saying goes—"come to stay."

In the case of the spring set, it was the easiest way to give a saw clearance with so few tools to do with; and naturally first to be used. Then with the advent of the swage-bar and upset swage, came the "half spring and half swage" set, then the full swage set. The perfected full swage was quickly recognized as the most efficient method of giving a saw clearance, yet with only crude tools to work with, it was a tiresome and somewhat uncertain task.

As the hand saw came into use, the primitive methods of swaging were too slow, and the tools inadequate; and for some time hand saws up to three or four inches wide were being operated with springs set for clearance, and consequently with more or less indifferent results. Finally the idea of the machine swage was made a practical thing, and probably few, if any, tools on the market today as complicated as the swage were developed so quickly, and improved or so rapidly, and made to do practically perfect work in so short space of time as the modern machine swage.

Efficiency in the hand saw demanded its development and inventive geniuses made good. Yet after all these many years it has been in use, its efficiency can be greatly extended in the majority of manufacturing plants with a good showing of better results. Of course, there are some who are making good use of its advantages, and are doing everything possible to profit by the swage wherever its work can be made profitable; on circular saws as well as on bands.

On the other hand there are many who believe swage was made for the hand alone; and fully realize that only by its use good results can be obtained, yet are letting the possibilities of the full swage set in small circular rip saw slide, thinking the spring set is good enough and more easily put in and believing the swage set too clumsy to be considered; while in reality it is a saving of labor when properly equipped with appliances to do the work with.

Located in the filing-room of a factory where they get from 300 to 500 saws per week to be sharpened, has proved decidedly that the swage set in all kinds of rip saws on which it can be used, insures better running saws and is a saving of labor in the filing room. Of course, the outfit for swaging and sharpening circular saws must practically correspond to the outfit for swaging and sharpening bands.

One outfit can not successfully do both. While it may be possible

if one uses good sense in selecting an outfit suited to do both circular and band fitting, yet a separate outfit for each is much more practical.

As all practical saw fitters know, an automatic grinder is absolutely necessary where a machine swage is being used; for unless the teeth are perfectly uniform in size, length, pitch and general outline the machine swage will fall far short of doing its best work on any saws and will prove a comparative failure on small circular saws unless the teeth are kept uniform, by using an automatic sharpener.

The circular outfit in this filing room consists of an automatic grinder, machine swage (with extra large die), side dresser, swage, shaper, filing vise, (heavy, strong and adjustable).

The circular saws range from 12 gauge by 12 inch diameter to 18 gauge by 40 inches diameter, and two machines use 17 gauge by 50 inch diameter.

Much of the work calls for extra smooth sawing and straight lines, which can be much more easily accomplished with swage than spring set. One very strong point in favor of the swage, in any saw that cuts lengthwise of the grain, whether in the factory, sawmill or elsewhere, is, when the saw comes in contact with a spike, nail, rock, gravel or any hard substance. Of course the corners are ruined or some of the teeth at least, and if spring-set is being used, it calls for a lot of grinding to get down to where the points are good again. It is nearly impossible to get it back in good condition on a single sharpening, while if the swage is used the corners are drawn out on the first sharpening and made as good as before it came to grief. Consequently, the saw makes its regular run as usual, while the poorly sharpened spring-set would soon be returned for a second sharpening. Here is one example of a saving of labor in caring for swage set with the profits of a good running saw while on the machine thrown in.

It is, no doubt, a fact that it requires some more skill and a little more work to maintain a swage set in any saw band or circular either; but if the results are fully considered the actual saving of labor, with corresponding results, are all on the side of the swage, for the saw will run longer and do better work.

In the case of fitting hand-saws it has long been an established fact. But in the small circular its merits are greatly overlooked by many good millmen and saw fitters.

Coal should be purchased on a basis of heat value, and the particular method employed must, of course, be adapted to the local conditions. This method of purchase has been gaining in favor, both with the user and seller for a number of years and has for its chief recommendation the fact that the consumer pays for what he gets. There have been specifications and contracts made under this system, which were unsatisfactory but are due entirely to the system not having been fitted to the conditions.

It has been found a good plan to have the millwright inspect all line and countershafts at least once a year, and also tighten up all the wood pulleys. If the oiler will fill all the oil cups at night, while the boxes are warm, it will require less oil, and also lessen the liability of burning out a box, as the oil will flow around, and shaft will have some lubrication to run on in the morning. It is a good idea to fill oil cups about half full of some good cup grease and pour the oil on top. This is much better than placing waste in the cup to keep it from feeding too fast. If the men operating heavy machines will oil up before noon and night whistle sounds, they will have no trouble in starting their machines; it is not so much the amount of oil you use as how you use it.

A knife or a saw that will carry its cutting edge twice as long as another kind is worth about twice as much, and yet many a man will sacrifice quality of this kind to pinch a few pennies out of the first cost of such articles.



Indiana's Wood-Using Industries



Continued from Issue of September 10

RED GUM

This is one of the most important hardwoods of the United States. Its commercial range lies in all the southern states and in a few localities the timber is cut north of the Ohio and Potomac rivers. The lumber cut from this species in Indiana in 1913 amounted to 11,491,000, and in the whole United States 772,514,000 board feet, the Indiana cut representing 1.5 per cent of the total for the whole country. In addition to its lumber yield, this wood supplies more veneer than any other wood in the country. It is known also as sweet gum, bilsted, starleaved gum, and in Europe as satin walnut and hazel or hazel pine. Botanically, it is a very near relative of witch hazel. The wood weighs slightly less than thirty-seven pounds per cubic foot; when dry it is dense, fairly strong, susceptible of a beautiful finish, and some trees, but not all, possess a pleasing figure, resembling that of Circassian walnut. In trade sap gum and red gum are recognized, but both come from the same tree. One is cut from the sapwood, the other from the heart. Though the lumber output of this wood in the state exceeds 11,000,000 feet a year, all the red gum reported by Indiana factories, except 3,872,080 feet, comes from other states. The desirability of red gum for cabinet work is shown by its large use for furniture and sewing machines, while its workability and cleanliness are shown by its use for boxes.

USES OF RED GUM

- Actions, piano player
- Automobile body panels
- Back rails, chiffonier
- Back rails, commode
- Back rails, dresser
- Back rails, dressing table
- Backs, chair
- Backs, vehicle body
- Baskets
- Bedroom furniture
- Beds, folding
- Berry boxes
- Beveled siding
- Bin sides, kitchen cabinet
- Blocks, belt
- Bottoms, basket
- Bottoms, bucket
- Bottoms, light vehicle
- Bottoms, vehicle
- Box shooks
- Boxes, bottle re-shipping
- Boxes, shirtwaist
- Boxes, trunk
- Boxes, wire bound
- Brush rolls, carpet sweeper
- Bushings
- Cabinets, medicine
- Cabinet work, sewing machine
- Caskets
- Caskets, varnished
- Ceiling
- Chairs
- Cigar boxes
- Closet seats
- Commodes
- Cornice
- Costumers
- Cradles
- Crates, bottle
- Crate heads
- Crating
- Davenport beds
- Davenport bottoms, veneer
- Desks, ladies'
- Desks, office
- Doors, wardrobe
- Drawer bottoms
- Drawer bottoms, kitchen cabinet
- Drawer bottoms, office desk
- Drawer bottoms, telephone cabinets
- Drawer bottoms, sewing machine
- Drawer fronts, chiffonier
- Drawer fronts, commode
- Drawer fronts, dresser
- Drawer fronts, dressing table
- Drawer sides, office desk
- Egg cases
- Egg crates
- End rails, chiffonier
- End rails, commode
- End rails, dresser
- End rails, dressing table
- End rails, wardrobe
- End rails, washstand
- Fanning mills, clover separator
- Feeder sides, seeding machine
- Finish
- Frames, chair
- Frames, davenport
- Frames, dresser
- Frames, picture
- Frames, vehicle body

- Frames, vehicle seat
- Frames, wardrobe
- Front rails, bed
- Front rails, chiffonier
- Front rails, dresser
- Front rails, dressing table
- Front rails, washstand
- Fruit crates
- Fruit packages
- Furniture
- Furniture, dentist's
- Furniture, physician's
- Handles, handsaw
- Hidden work, furniture
- Interior finish, house
- Kitchen cabinet backs
- Legs, chiffonier
- Legs, dresser
- Legs, extension table
- Legs, kitchen cabinet
- Legs, parlor table
- Lids, fertilizer hopper
- Lids, grain hopper
- Packing boxes
- Panels, buggy bottom
- Panels, light delivery wagon body
- Panels, light vehicle body
- Panels, office desk
- Pedestals
- Pew backs
- Pew ends
- Piano backs
- Piano benches
- Piano hinge straps
- Piano moldings
- Piano trimmings
- Piano cases
- Postoffice fixtures, inside work
- Posts, bed
- Posts, dresser
- Posts, house screen
- Pulleys
- Rails, dresser
- Rims, split wood pulley
- Saddletrees
- Saddletrees, bar
- Saddletrees, fork
- Seats, children's steel sled
- Separators, grain
- Settees, lawn
- Shelves, kitchen cabinet
- Shelves, telephone cabinet
- Shelves, parlor table
- Sides, book case
- Sides, china cabinet
- Sides, kitchen cabinet drawer
- Sides, wardrobe
- Split wood pulleys
- Standards, chiffonier
- Standards, dresser
- Stools
- Swings, lawn
- Tables
- Tables, cafe
- Tables, library
- Tabourettes
- Tool boxes, seeding machine
- Tops, bed
- Tops, chiffonier
- Tops, commode
- Tops, desk
- Tops, dresser
- Tops, dressing table
- Tops, sideboard
- Tops, washstand
- Trunks
- Wagon box ends
- Wagon box sides
- Washing machines
- Washing machine tubs

LONGLEAF PINE

Indiana produces no longleaf pine. This tree is confined to the Gulf and southern Atlantic states. It is the leading yellow pine of the United States. It is of slow growth with thin sapwood and is very resinous. Most of the turpentine and rosin manufactured in the South comes from this pine. The wood is a rich yellow, with a distinct and pleasing figure when sawed in a way to develop it. It has several names in forest and factory, some of which do not distinguish it from other southern species, but others refer to it only. Among names applied to it are southern pine, hard pine, Georgia pine, pitch pine and longleaf pine. The strength, durability and general usefulness of longleaf pine are reflected in the list of the industries making most use of it in Indiana.

USES OF LONGLEAF PINE

- Red springs
- Boxes, platform scale
- Buggies
- Car repairs, locomotive
- Cabs, locomotive
- Car planking
- Car sills
- Car repairs
- Cars, freight
- Cars, passenger
- Clamps, launch
- Clamps, row boat
- Cooling rooms
- Cots
- Cross sills, automatic bowling alley
- Crusher platforms
- Cultivator poles
- Elevators
- Elevator flooring
- Farm gates
- Flooring
- Flooring, car

TABLE 3—CONSUMPTION OF RED GUM

Industry—	Quantity used		Average cost per 1,000 ft.	Total cost f. o. b. factory	Grown in Indiana. Feet b. m.	Grown out of Indiana. Feet b. m.
	Feet b. m.	Per cent				
Furniture	28,032,920	38.27	\$19.73	\$ 565,063	1,078,000	27,554,920
Boxes and crates	16,451,850	21.99	16.49	271,235	777,000	15,674,850
Sewing machines	8,534,280	11.41	31.69	270,425	150,000	8,384,280
Vehicles and vehicle parts	4,972,500	6.65	26.75	133,036	.....	4,972,500
Refrigerators and kitchen cabinets	4,299,000	5.74	22.09	94,957	5,000	4,294,000
Pulleys and conveyors	2,930,000	3.92	22.31	65,360	.....	2,930,000
Sash, doors, blinds and general millwork	2,352,000	3.14	23.56	55,418	9,000	2,343,000
Planing mill products	1,655,000	2.21	21.38	35,387	561,000	1,094,000
Chairs and chair stock	1,182,080	1.58	20.97	24,794	417,080	765,000
Agricultural implements	882,000	1.18	27.05	23,860	2,000	880,000
Musical instruments	762,400	1.02	30.11	22,956	500,000	262,400
Laundry appliances	440,000	.59	27.41	12,060	.....	440,000
Saddles and harness	278,500	.37	21.41	5,962	275,000	3,500
Woodenware and novelties	220,000	.29	19.59	4,310	50,000	170,000
Fixtures	205,500	.27	23.97	4,925	3,000	202,500
Caskets and coffins	100,000	.13	24.25	2,425	.....	100,000
Plumbers' woodwork	100,000	.13	25.00	2,500	.....	100,000
Frames and moulding, picture	65,000	.09	25.77	1,675	5,000	60,000
Cigar boxes	49,500	.07	34.69	2,707	.....	49,500
Playground equipment	30,000	.04	22.00	660	.....	30,000
Dowels	15,000	.02	30.00	450	.....	15,000
Handles	10,000	.01	25.00	250	.....	10,000
Miscellaneous	660,000	.88	25.45	16,800	40,000	620,000
Total	74,827,530	100.00	\$21.61	\$1,617,215	3,872,080	70,955,450

Planing mill products
Boxes and crates
Car construction
Sash, doors, blinds and general millwork
Refrigerators and kitchen cabinets
Furniture
Ship and boat building
Elevators
Machine construction
Sewing machines
Gates and fencing
Dairymen's, poultrymen's and apthrists' supplies
Fixtures
Musical instruments
Pulleys and conveyors
Wood-ware and novelties
Miscellaneous

Packing boxes
Platform scales
Pulley, grain drill
Portable flour mills
Portable rock bins (road building)
Potato harvesting machines
Pump rod
Rice fans (reapers)
Roll fans (mowers)
Refrigerators
Sash
Sawmill machinery
Screen frames
Seedling machines
Side rails, woven wire mittle
Sills, electric car
Sills, threshing machine
Sills
Skiffs
Stemboats
Straw stacker frames
Stringers, launch
Stringers, row boat
Tanks
Tanks, oil
Wagon bottoms
Windmill platforms
Windmill pump rods
Wire bound boxes

strength is not a prime factor, and the following table indicates that Indiana manufacturers follow this principle.

USES OF SHORLEAF (AND LOBLOLLY) PINE

Back rails, bed
Back rails, dresser
Back rails, washstand
Barn siding
Bed slats
Reclines
Box
Buffets
Cabinets
Car lining
Casing
Chests
Chiffoniers, back rails
Chiffoniers, drawer backs
Cooling rooms
Corner guards
Cornice
Corn wagon beds
Crating
Crocket boxes
Decks, threshing machine
Doors
Door frames
Door screens
Drawers, drawer backs
Falcon tops, kitchen cabinet
Fertilizer hopper lids
Fibish
Fixtures
Frames
Freight car frames
Freight car lining
Grain drill hoppers
Grain drill sides
Hay wagon beds
Hopper lids, grain seeder
Interior finish
Kitchen cabinets
Kitchen cabinet tops
Ladders
Ladder steps
Lining, car
Mantels
Manure spreader sides
Medicine cases
Millwork
Moldings
Packing boxes

TABLE 4—CONSUMPTION OF LONGLEAF PINE

Industry	Quantity used annually, Feet b. m.	Per cent	Average cost per 1,000 ft.	Total cost f. o. b. factory	Grown in Indiana, Feet b. m.	Grown out of Indiana, Feet b. m.
Car construction	21,794,165	32.27	\$27.97	\$ 589,956	.....	21,794,165
Tanks and sills	15,000,000	22.21	24.05	360,800	.....	15,000,000
Planing mill products	14,548,000	21.54	26.36	382,449	.....	14,548,000
Agricultural implements	4,548,755	6.73	34.05	151,880	.....	4,548,755
Boxes and crates	3,143,250	4.65	15.98	50,240	.....	3,143,250
Vehicles and vehicle parts	2,714,000	4.02	27.14	73,659	.....	2,714,000
Sash, doors, blinds and general millwork	2,544,000	3.77	25.70	65,385	.....	2,544,000
Refrigerators and kitchen cabinets	1,221,339	1.81	23.12	28,608	.....	1,221,339
Furniture	640,000	.95	20.95	13,405	.....	640,000
Ship and boat building	531,000	.79	30.14	16,005	.....	531,000
Elevators	352,700	.52	26.55	9,364	.....	352,700
Machine construction	156,000	.23	26.85	4,189	.....	156,000
Sewing machines	65,000	.10	17.00	1,105	.....	65,000
Gates and fencing	40,000	.06	25.88	1,035	.....	40,000
Dairymen's, poultrymen's and apthrists' supplies	37,546	.06	15.58	585	.....	37,546
Fixtures	25,000	.04	35.00	875	.....	25,000
Musical instruments	20,000	.03	25.50	510	.....	20,000
Pulleys and conveyors	10,000	.01	28.00	280	.....	10,000
Wood-ware and novelties	3,000	(*)	30.00	90	.....	3,000
Miscellaneous	145,000	.21	25.34	3,675	.....	145,000
Total	67,538,755	100.00	\$26.16	\$1,767,975	.....	67,538,755

* Less than 1/100 of 1 per cent.

SHORLEAF PINE

Commercial shortleaf pine purchased by Indiana factories includes two botanical species—shortleaf and loblolly—both of which occur and are cut in Arkansas, and the other southern yellow pine producing states. North Carolina pine from Virginia, North Carolina or South Carolina reaching Indiana also includes both these species.

Except in very large trunks, the sapwood of shortleaf pine is thick and the mill which cuts it produces much "sap" lumber. In weight shortleaf pine is about five pounds per cubic foot lighter than longleaf pine. The wood is comparatively soft and is suitable for shop and factory work. The figure due to annual rings is rather coarse, but handsome, with good contrast of light and colored wood. This wood is often confused with loblolly pine, though there should be no confusion in the standing timber. The loblolly's leaves are longer and the growth rings are generally wide throughout large trunks, and not in the center only as is apt to be the case with shortleaf pine. It is five pounds per cubic foot lighter than shortleaf. These pines should be used where yellow pine is required and

Panel doors
Panels, threshing machine
Passenger boats
Piano bottoms
Refrigerators
Roofing, car
Sash
School wagon tops
School wagon bottoms
Shelves
Showcases
Sheathing
Siding
Siding, car
Sideboards
Sewing machine parts
Stairways
Stair work
Stereotype boxes, bottoms
Stereotype boxes, lids
Stereotype boxes, sides
Stiles, stair
Trin
Upper cabin work, boats
Upper cabin work, launches
Upper deck work, ships
Upper deck work, launches
Wagon boxes
Washstands, drawer backs
Window frames
Window screens

RED OAK

Indiana has at least eight oaks classed in statistics as red oak. Botanists prefer the term "black oaks" for trees of this group, but lumbermen, who have the color of the wood in mind, call them red oaks. Ten of the well known species of this group are the following: Shingle oak (*Quercus imbricaria*), willow oak (*Quercus phellos*), water oak (*Quercus nigra*), pin oak (*Quercus palustris*), Spanish oak, (*Quercus digitata*), turkey oak (*Quercus catesbaei*), yellow oak

TABLE 5—CONSUMPTION OF SHORLEAF PINE

Industry	Quantity used annually, Feet b. m.	Per cent	Average cost per 1,000 ft.	Total cost f. o. b. factory	Grown in Indiana, Feet b. m.	Grown out of Indiana, Feet b. m.
Planing mill products	14,710,597	27.93	\$27.67	\$ 411,514	.....	14,710,597
Boxes and crates	12,372,893	22.40	15.71	194,378	.....	12,372,893
Car construction	12,227,271	22.21	27.21	332,747	.....	12,227,271
Sash, doors, blinds and general millwork	7,344,700	13.91	27.91	204,967	.....	7,344,700
Wood-ware and novelties	2,290,600	4.35	28.57	65,450	.....	2,290,600
Vehicles and vehicle parts	1,469,000	2.79	28.32	41,595	.....	1,469,000
Agricultural implements	905,570	1.72	21.28	19,275	.....	905,570
Furniture	759,400	1.44	19.06	14,472	.....	759,400
Elevators	303,000	.58	23.66	7,169	.....	303,000
Frames and molding, picture	115,000	.22	29.96	3,445	.....	115,000
Musical instruments	75,000	.14	35.00	2,625	.....	75,000
Fixtures	30,000	.06	18.00	540	.....	30,000
Refrigerators and kitchen cabinets	10,000	.02	18.00	180	.....	10,000
Miscellaneous	60,000	.11	19.50	1,170	.....	60,000
Total	52,673,631	100.00	\$24.67	\$1,299,527	.....	52,673,631

(*Quercus velutina*), scarlet oak (*Quercus coccinea*), Texas red oak or spotted oak (*Quercus texana*), and the leading tree of the group, commonly known as red oak or northern oak (*Quercus rubra*). The average price paid for red oak lumber by Indiana factories is about \$8 a thousand feet below the average for white oak; yet in some of the industries red oak is higher than the other in price. It is less durable than white oak when exposed in situations favorable to decay, and the texture of the wood is usually coarser and more porous. Red oak's largest call in Indiana comes from makers of furniture. Low grades serve as interior parts, better grades for outside work. The figure is somewhat coarse, but it is bold, striking and popular. The wood is well adapted to finish by fuming. It is strong and vehicle makers employ it for a number of purposes and it fills many places in car building. Its use by various industries is shown in the table below.

USES OF RED OAK

Axles, portable derrick	Ends, buffet
Baby jumpers	Ends, bureau
Backs, buffet	Ends, chiffonier
Backs, church pew	Ends, church pew
Baskets	Ends, davenport
Beams, plow	Ends, desk
Beds, folding	Ends, dresser
Bedsteads, exterior work	End rails, dresser
Blackboards, children's	End rails, dressing table
Beehives	End rails, chiffonier
Bodies, children's automobile	End rails, commode
Bookcases	Exterior finish
Bookcase fronts	Farm gates
Bottoms, motor truck	Filing cabinets
Bottoms, boy's wagon	Filing cabinet frames
Bows, buggy top	Fixtures, bank
Boxes, dump wagon	Fixtures, store
Braces, portable derrick	Fixtures, saloon
Buffets, exterior work	Flooring
Buggies	Frames, automobile body
Bureaus, exterior work	Frames, door
Cabinet work	Frames, freight car
Car repairs	Frames, seeding machine
Carrriages	Frames, threshing machine
Cases, carpet sweeper	Freight car repairs
Cases, piano	Fruit driers
Cases, wall	Fronts, bed
Cases, water closet tank	Fronts, chiffonier
Casing, door	Fronts, dresser
Casing, kitchen cabinet	Fronts, dressing table
Casing, window	Fronts, wasbstand
Caskets	Furniture, bedroom
Cattle guards	Furniture, dentists'
Ceiling	Furniture, physicians'
Chairs	Gates, elevator
Chair backs	Hall racks
Cheval mirrors	Hall seats
China cabinet fronts	Hames
Clothes racks	Hammock spreaders, bent
Coolers	Handles, plow
Cooling rooms	Hubs
Cupboards	Infants' play yards
Davenport	Interior finish
Desks, flat top	Incubators
Desks, ladies'	Jams, door
Desks, roll top	Jams, window
Desks, standing office	Kitchen cabinet legs
Door, sills	Kitchen cabinet door panels
Doors, fire	Kitchen cabinet end panels
Doors, kitchen cabinet	Kitchen cabinet outside parts
Dowel rods	Legs, automatic bowling alley
Drawer fronts, dresser	Legs, billiard table
Drawer fronts, dressing table	Legs, chair
Drawer fronts, chiffonier	Legs, table
Drawer fronts, commode	Lids, water closet seat
Drawer sides, sewing machine	Lock-corner boxes

Locomotive cab repairs	Seats, light vehicle
Manrels	Sewing machines
Millwork	Showcases
Molding	Sides, automatic bowling alley
Music cabinets	Somnols
Office desks	Stair work
Office desk legs	Stair steps
Panels, door	Stair newels
Panel work	Swings, child's safety
Paper pulleys	Swings, lawn
Piano case trimmings	Swings, porch
Piano benches	Tables
Piano stools	Tables, bank directors'
Piano moldings	Tables, extension
Piano turnings	Tables, library
Phonograph record cabinets	Tables, sewing
Plate racks	Table tops, library
Plugs, paper roll	Table tops, dining
Porch furniture	Telephone booths
Posts, buffet	Tongues, portable derrick
Posts, chair	Tops, bed
Posts, chiffonier	Tops, chiffonier
Posts, china closet	Tops, commode
Posts, desk	Tops, dresser
Posts, dresser	Tops, dressing table
Posts, sideboard	Tops, sewing machine
Rails, bed	Tops, washstand
Rails, chiffonier	Treads, stair
Rails, dresser	Typewriter stands
Rails, dressing table	Vehicle crating
Rails, washstand	Wagons, mail
Refrigerators	Wall desks, children's
Rims, vehicle wheel	Wardrobes
Rounds, plow	Wardrobe fronts
Running boards, automobile	Washing machine legs
Saddletrees	Washstands, exterior work
School desks	Window aprons
Seat frames, automobile	Window stools

(To be continued)

Forestry Work May Be Hindered

The land purchased under the Weeks law in the southern Appalachian region by the government for forestry purposes has been brought under administration, and results are in every way encouraging. Fire damage has largely decreased, trails, roads, and bridges have been built to facilitate travel and business, and considerable quantities of mature timber have been sold. The tops and limbs of the kinds of timber suitable for pulp are taken out for the purpose after the loggers have removed the trunks, and this results in financial profit as well as in lessening the fire menace. The mountain people in the regions contiguous to the southern forest reserves fully understand the benefits which will follow the work being done by the Forest Service in the mountain districts.

However, there are some misgivings as to the future, because the money appropriated by Congress for the purchase of woodlands is nearly exhausted and unless another appropriation shall be made soon, the purchase of land must cease, and many of the trained men who have been engaged in this work must be dismissed. Much additional land ought to be bought to round out and complete purchases already made. So far as known, the work of the Forest Service in the Appalachian region has met with the approval of the people there; and this furnishes quite a contrast with the opposition encountered in the West during the early stages of the forestry work there.

TABLE 6—CONSUMPTION OF RED OAK

Industry—	Quantity used annually, Feet b. m.	Per cent	Average cost per 1,000 ft.	Total cost f. o. b. factory	Grown in Indiana, Feet b. m.	Grown out of Indiana, Feet b. m.
Furniture	13,715,450	27.76	\$30.02	\$ 411,884	7,762,200	5,953,250
Vehicles and vehicle parts	6,874,500	13.91	41.07	282,316	2,214,500	4,660,000
Car construction	6,783,557	13.73	28.76	195,095	1,646,148	5,137,409
Planing mill products	5,634,000	11.40	43.39	244,465	3,048,000	2,586,000
Refrigerators and kitchen cabinets	5,324,870	10.78	30.73	163,614	1,051,870	4,273,000
Boxes and crates	2,963,250	6.00	15.75	46,660	1,360,000	1,663,250
Sash, doors, blinds and general millwork	1,995,000	4.04	34.37	68,560	660,000	1,335,000
Agricultural implements	1,630,000	3.30	39.77	64,825	830,000	800,000
Chairs and chair stock	1,150,000	2.33	29.30	33,700	750,000	400,000
Handles	752,600	1.52	42.00	31,612	527,600	225,000
Sewing machines	725,000	1.47	37.59	27,250	462,500	262,500
Plumbers' woodwork	594,000	1.20	35.87	21,508	10,000	584,000
Fixtures	445,000	.90	40.45	18,000	260,000	185,000
Playground equipment	155,000	.31	30.97	4,800	150,000	5,000
Caskets and coffins	150,000	.30	68.27	10,240	15,000	135,000
Frames and molding, picture	65,000	.13	28.92	1,880	.....	65,000
Musical instruments	50,000	.10	32.00	1,600	.....	25,000
Elevators	25,000	.05	35.00	875	.....	25,000
Machine construction	20,000	.04	25.00	500	20,000	.....
Dowels	5,000	.01	30.00	150	5,000	.....
Gates and fencing	5,000	.01	30.00	150	5,000	.....
Woodenware and novelties	5,000	.01	30.00	150	.....	.....
Miscellaneous	345,000	.70	33.28	11,480	265,000	80,000
Total	49,412,227	100.00	\$33.21	\$1,641,114	21,012,818	28,399,409

Government Dry Kiln Improved

BY HARRY DONALD TIEMANN

In Charge, Section of Timber Physics, Forest Products Laboratory, Madison, Wis.

During the past year concentrated study has been made of the manner in which the air moves within the dry kiln and particularly within the pile of lumber. Temperatures of the lumber at various points have also been measured in this connection. The observations have developed some valuable conclusions. The importance of this circulation within the pile has been greatly emphasized. In fact, it is evident upon consideration that the humidities and temperatures inside the piles of lumber are largely dependent thereon. That is to say, the temperature and humidity within the kiln taken alone are no criterion of the conditions of drying within the pile of lumber

if the circulation in any portion be deficient. It is possible to have an extremely rapid circulation of air within the dry kiln itself and yet have stagnation within the pile, the air passing chiefly through open spaces and channels. Whenever stagnation exists or the movement of air is too sluggish, there the temperature will drop and humidity increase, perhaps to the point of saturation. As evaporation is a cooling process, it is evidently necessary to have a continual supply of hot

air to keep up the temperature. For example, suppose the air around a pile of lumber is at a temperature of 140° F. and a humidity condition of 51 per cent. Then if the temperature at any point inside the pile be 115 degrees (which may easily happen), at that point saturated conditions will exist. No evaporation will take place there, and the timber may even gain in weight, while the outer portions of the boards are drying rapidly. In this connection it should be observed that so long as evaporation is taking place the temperature of the lumber itself (which may be measured by a thermometer inserted in a hole bored in the wood) is always less than

that of the air. When the lumber is very wet, its temperature is almost identical with the wet-bulb of a hygrometer but, as it becomes drier, its temperature will lie somewhere between that of the wet bulb and that of the actual air temperature.

The extraction of heat from the air which comes in contact with the lumber, through evaporation of moisture causes it to cool and to tend to descend. This tendency is considerable, and may be sufficient to counteract the tendency of the air, heated by steam pipes beneath, to rise through the piles. It has been found sufficient to produce a reversed circulation causing it to pass downward instead of upward from steam pipes placed beneath the piles. This condition is particularly manifest when wet lumber is placed in the kiln, and especially so when it is cold or frozen. In the former humidity regulated kiln, in which inclined piling was used, the arrangement was such as to cause the circulation to be forced upward through the pile of lumber and downward in the spray chambers on either side. When flat piling is used it has been found that even with a good cir-

ulation in the kiln itself stagnation sometimes may exist within the center portion of the piles to so great an extent that mold may form between the layers of lumber. With the inclined piling as originally designed for use with this kiln, the effect of the cooling is not nearly so great as with the flat piling, but it may be sufficient to cause unnecessarily slow drying in portions of the pile. In a large sized operation when the forced circulation is in the opposite direction from that induced by the cooling of the air by the lumber there is always more or less uncertainty as to the movement of the air

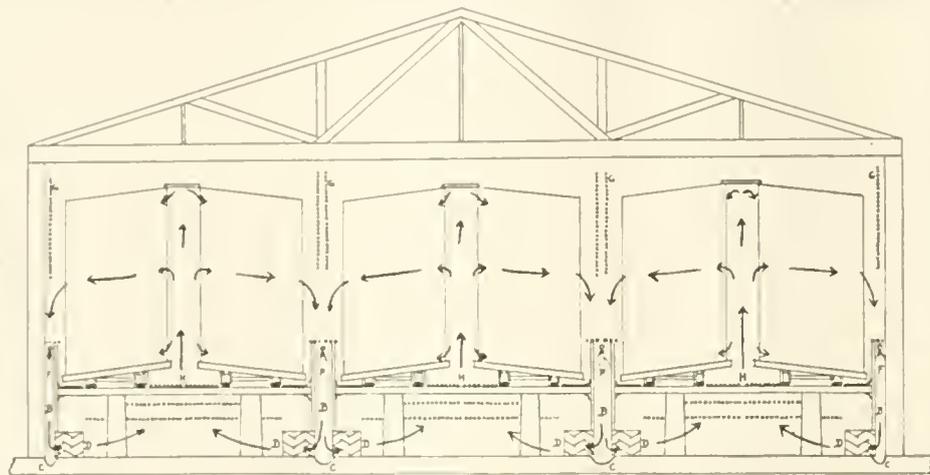


FIG. 3. IMPROVED TIEMANN DRY KILN, SIX-TRUCK BATTERY FORM WITHOUT PARTITIONS.

Note.—In the Progressive type the condensers G are placed at the dry end only and sprays F at moist end only.

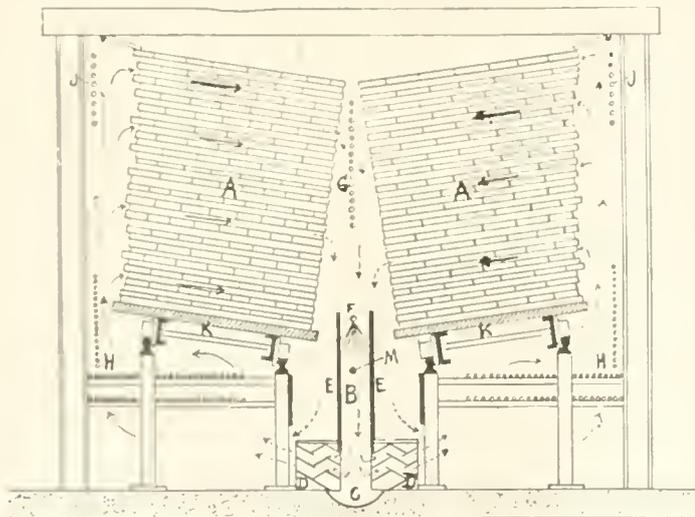


FIG. 1. DIAGRAMATIC SECTION OF IMPROVED HUMIDITY REGULATED DRY KILN WITH SPRAY FLUE IN CENTER.

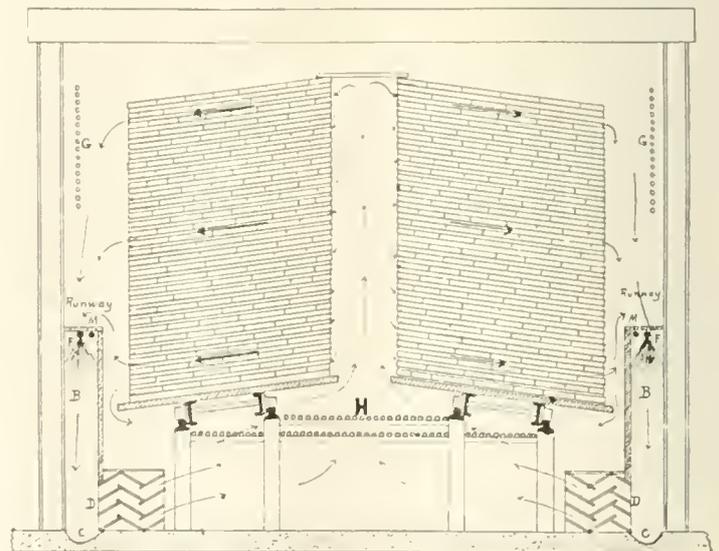


FIG. 2. DIAGRAMATIC SECTION OF IMPROVED DRY KILN WITH SPRAY CHAMBERS ON SIDES. DOUBLE TRUCK FORM.

through the piles. Even with the boards placed edgewise, the stickers running vertically, with the heating pipes beneath the lumber, it was found that although the air passed upward through most of the spaces, it was actually descending through others, and very unequal drying resulted. While edge piling would at first thought seem ideal for the freest circulation in an ordinary kiln with steam pipes below, it, in fact, produces an indeterminate condition; air columns may pass downward through some channel as well as upward through others, and probably stagnate in others. Nevertheless, edge piling is greatly superior to flat piling where the heating system is below the lumber.

The idea has gradually been developed from these experiments and from a study of conditions in commercial kilns to so arrange the parts of the kiln and the pile of lumber that advantage may be taken of this cooling of the air to assist the circulation instead of being a counteracting influence. That this can be readily accomplished without doing away with the present features of regulation of humidity by means of a spray of water, is clear from the accompanying diagram, Fig. 1, which represents a cross section of the improved humidity regulated dry kiln.

In the simplest, typical form, shown in the sketch, the spray chambers formerly placed on the sides of the kiln are done away with and are replaced by a single chamber or flue B which runs through the center near the bottom. This flue is only about six or seven feet in height, and together with the water spray F and the baffle plates DD, constitutes the humidity control feature of the kiln. This control of humidity is effected in the same manner as in the former kiln by the temperature of the water used in the spray. This spray completely saturates the air in the flue B at whatever predetermined temperature is required. The baffle plates DD, are to separate all entrained particles of water from the air, so that it is delivered to the heaters in a saturated condition at the required temperature. This temperature is, therefore, the dew point of the air when heated above, and the method of humidity control may, therefore, be called the dew-point method. It is a very simple matter by means of the humidity diagram designed for the purpose,* or by a hydrodeik to determine what dew point temperature is needed for any desired humidity above the heaters. This spray F also accomplishes another thing besides the humidity regulation, namely, it acts as an ejector and forces a circulation of air through the flue B. The heating system H is concentrated near the outer walls so as to heat the rising column of air. The temperature within the drying chamber is controlled by means of any suitable thermostat, actuating a valve on the main steam line. The lumber is piled in such a way that the stickers slope downward toward the center. Referring to the remaining letters on the diagram, M is an auxiliary steam spray pointing downward for use at very high temperatures. C is a gutter to catch the precipitation and conduct it back to the pump, the water being recirculated through the sprays. JJ are auxiliary heating coils, for maintaining the temperature of the rising column of hot air but may be omitted. G is a pipe condenser for use toward the end of the drying operation. K is a baffle plate for diverting the heated air and at the same time shielding the under layer of boards from direct radiation of the steam pipes.

The operation is extremely simple. The heated air rises in the spaces HJ at the sides of the piles of lumber. As it comes in contact with the piles, portions of it are cooled and pass downward and inward through the layers of boards into the space G. Here the column of cooled air descends into the spray-flue B where its velocity is increased by the force of the water spray. It then passes out from the baffle plates to the heaters and repeats the cycle.

Various modifications of this arrangement may be made. For instance, a single track kiln may be used. This form would be represented by simply dividing the diagram vertically into two parts by extending the line E (on the left side) upward to represent the outer wall, and erasing the part to the left of this line. Or again, the spray chambers may be kept on the sides, just as in the

former kiln, as shown in figure 2. The lumber would then slope in the opposite direction with respect to the center of the kiln, the air would rise in the center and descend on the sides. With this arrangement the flue B may be extended upward to the top of the pile as in the former kiln. In fact, the former kiln may be used to accomplish this reverse circulation, by merely sloping the piles of lumber in the direction shown in figure 2, without any alteration of the parts, except that the steam pipes should be concentrated towards the center or so baffled as to throw the heat towards the center of the pile. Experiment indicates that the method will work satisfactorily with this arrangement, the air rising in the center, descending outwardly through the lumber, rising to the top of the partitions and again descending in the spray chambers. It is advantageous, however, to lower the partitions and also the spray system so that the tops of the spray chambers are but slightly above the bottom of the pile of lumber.

One of the greatest advantages of this reversed circulation method is that the colder the lumber when placed in the kiln, the greater is the movement produced, under the very conditions which call for the greatest circulation,—just the opposite of the direct circulation method. This is a feature of the greatest importance in winter, when the lumber is put into the kiln in the frozen condition. One truck load of lumber at 60 per cent moisture may easily contain over seven thousand pounds of ice! Think of the circulation of air needed to melt three and a half tons of ice, before any heating or drying can begin to take place, and this for every truck load placed in the kiln!

The result is, in fact, self-regulatory: The colder the lumber, the greater the circulation produced; and, moreover, the effect is increased toward the cooler and wetter portions of the pile.

In figure 3 is illustrated diagrammatically how a battery of six trucks, equivalent to three ordinary kilns, may be placed under a single roof without any partitions between.

Baltimore Exports for August

The statement of exports of lumber and logs from Baltimore during August has been completed, and apart from showing a sharp decline as compared with July, it also discloses a continuance of the gains over the corresponding month of last year. This is one of the striking features of the exhibit, which takes on additional interest from the fact that August is the first month which can be compared with the corresponding month of 1915, falling within the war period. Heretofore it has been a case of contrasting the war months with others when supposedly normal conditions prevailed, but from now on the effect of the great conflict upon the exports of lumber and logs can be traced from month to month. The report shows what has been generally known before, that August is one of the dullest months in the year, war or peace, a decided decline as against July being revealed. The falling off from July to August of the present year, however, is not so heavy as was the shrinkage in 1914, the total value of the exports this year being by some \$20,000 larger than that for the same months of 1914. Some of the items altogether wanting in 1914 again take their place on the list, and the exhibit is in the main gratifying. Of course the first shock of the war, as was to have been expected, caused a sharp cessation of shipments, a condition that gradually gave way to a revival of confidence when it appeared that the bottom had not dropped out of the business. The comparative statement for August of the two years is as follows:

	—August, 1915—		—August, 1914—	
	Quantity	Value	Quantity	Value
Logs—Hickory			20,000 ft.	\$ 710
Lumber—				
Oak	710,000 ft.	\$25,655	848,000 ft.	31,112
White pine			31,000 ft.	1,320
Shortleaf pine	113,000 ft.	4,040		
Poplar	334,000 ft.	11,345	91,000 ft.	3,698
Spruce	111,000 ft.	3,330	11,000 ft.	454
All other woods.....	209,000 ft.	9,152	294,000 ft.	14,104
Shooks	6,571	6,070		
Staves	191,900	9,070		
Headings		900		
All others		2,800		7,280
Doors, sash and blinds.....		2,200		
Furniture		2,300		662
All other manufactures of wood		9,660		7,142
		\$86,522		\$66,482

* Forest Service Bulletin 104. "Principles of Drying Lumber and Humidity Diagram," Superintendent of Documents, Government Printing Office, Washington, D. C., 5 cents.



Lumber Re-Classification Opposed



Representatives of practically all the important lumber associations and related organizations of the United States held a two day meeting, September 15 and 16, at the La Salle hotel, Chicago, and passed on record their opposition to the proposed reclassification of lumber which the railroads are advocating. The meeting proceeded to business without long speeches or other preliminaries, and reached unanimous conclusions on all points taken up. Three things were done:

An organization was effected, consisting of delegates from various associations and clubs.

Resolutions were adopted by which the purposes and plans of the body were outlined.

A committee was appointed to proceed with the work and a sub-committee was named to take the lead.

The meeting assembled at the call of the National Lumber Manufacturers' Association. R. H. Downman, president of the association, was chairman and directed the proceedings. The call had been sent out from the office of R. S. Kellogg, secretary of the National association.

DELEGATES IN ATTENDANCE

Following is a list of associations and delegates at the meeting:

California Redwood Association—E. A. Selfridge, Jr.

Georgia-Florida Saw Mill Association—W. Frazier Jones, G. A. Cartwright

Hardwood Manufacturers' Association of the United States—F. R. Gadd, B. F. Dulweber, W. E. Weakley, W. E. DeLaney, W. H. Weller.

Michigan Hardwood Manufacturers' Association—N. M. Langdon, W. L. Saunders, J. C. Knox.

North Carolina Pine Association—Charles H. H. Millard.

Northern Hemlock & Hardwood Manufacturers' Association—A. L. Osborn, C. H. Worcester, W. A. Holt, F. M. Ducker.

Northern Pine Manufacturers' Association—T. B. Whitten, R. G. Chisholm, L. S. Case.

Pacific Coast Sugar & White Pine Manufacturers' Association—G. X. Wendling, A. Larssen.

Southern Cypress Manufacturers' Association—L. W. Hillbert, E. W. McKay, G. E. Watson.

Southern Pine Association—Charles S. Keith, J. E. Rhodes, A. G. T. Moore and others.

West Coast Lumber Manufacturers' Association—J. N. Teal.

Western Pine Manufacturers' Association—A. W. Cooper.

Sum Lumber Manufacturers' Association—J. W. McClure.

National Hardwood Lumber Association—E. V. Babcock, F. F. Fish, A. Fletcher Marsh, T. M. Browne, T. V. Simpson, R. M. Carrier.

National Implement & Vehicle Association—F. W. McCullough, W. J. Evans and others.

National Association of Box Manufacturers—B. F. Masters, D. L. Goodwille, E. B. Varney, Walter Williams, F. C. Gifford.

National Veneer & Panel Manufacturers' Association—A. E. Solle, O. C. Lemke, Robert S. Bacon.

Northern White Cedar Association—T. M. Partridge, N. E. Boucher.

National Slack Cooprage Manufacturers' Association—V. W. Kraft.

Southern Hardwood Traffic Association—J. W. McClure, J. H. Townshead, P. F. Wilnan, R. M. Carrier.

National Lumber Exporters' Association—R. S. Huddleston, P. R. Gadd, J. W. McClure, P. E. Gilbert.

Southwestern Lumbermen's Association—J. R. Moorehead.

Wisconsin Retail Lumber Dealers' Association—Albert Schaller, Adolph Pfund.

Northern Indiana & Southern Michigan Retail Lumber Dealers' Association—W. B. Schaffer, C. L. Moager, H. I. Isbell.

Illinois Lumber & Builders' Supply Dealers' Association—L. M. Bayne, John Alexander, G. W. Jones, E. E. Tomlinson, J. M. Blanchard, G. W. Hotchkiss.

National Wholesale Lumber Dealers' Association—L. Germain, Jr., Louis Wulchet, W. W. Knight, W. S. Phippen.

Wholesale Sash, Door & Blind Manufacturers' Association—C. E. Long and traffic man.

Mississippi River Association (Sash & Door)—N. L. Godfrey, E. J. Curtis, R. D. Waller.

Sash & Door Interests of Missouri, Kansas and Oklahoma—F. J. Moss.

Millwork Cost Information Bureau—R. H. Brown.

Central Sash & Door Association—Sam Frier.

Michigan Retail Lumber Dealers' Association—L. W. Smith.

Indiana Retail Lumber Dealers' Association—H. C. Searce, Charles E. Foster.

Western Illinois Retail Lumber Dealers' Association—W. E. Lyon.

North Carolina Pine Box & Shook Association—W. L. Rlee, F. E. Rogers, R. W. Jordan, W. L. Nafer.

Western Carolina Lumber & Timber Association—George L. Forester.

Northwestern Hardwood Lumbermen's Association—D. F. Clarke.

Eastern Oregon Lumber Producers' Association—J. N. Teal.

Pittsburgh Wholesale Lumber Dealers' Association—E. V. Babcock, W. S. Phippen.

RESOLUTIONS ADOPTED

The policy and purposes of the organization were set forth in a set of resolutions which received no negative vote. The resolutions announced the basis of future organization and work.

COMMITTEES APPOINTED

A committee consisting of twenty-four members was nominated and the nomination was confirmed by a vote of the meeting. Below are the names of the committeemen with the associations and other bodies which they represent:

R. H. Downman, chairman.
E. A. Selfridge, Jr.
California Redwood Association
G. A. Cartwright.
Georgia-Florida Saw Mill Association.

F. R. Gadd. Hardwood Manufacturers' Association of the U. S.
J. C. Knox. Michigan Hardwood Manufacturers' Association.
Charles S. Hill. North Carolina Pine Association
C. H. Worcester. Northern Hemlock & Hardwood Manufacturers' Association

A. W. Clapp. Northern Pine Manufacturers' Association
G. X. Wendling. Pacific Coast Sugar & White Pine Manufacturers' Association

E. W. McKay. Southern Cypress Manufacturers' Association

W. H. Snell. } Southern Pine Association

S. B. Bissell. }

John H. Sargent. }

F. C. Knapp. West Coast Lumber Manufacturers' Association

RESOLUTIONS

Whereas, It has been brought to the attention of this body that the Interstate Commerce Commission has entered into an investigation of the rates, classification, rules and practices relative to the transportation of lumber and lumber products, and,

Whereas, The subject of such investigation is of vital importance to every lumberman, it is not only advisable but necessary, in order to protect the interests of the lumber manufacturers and consumers of lumber of this country in the said investigation, that a common position and a united and concerted action be taken by said manufacturers and consumers of lumber.

Now Therefore Be It Resolved, That this body is strongly of the opinion that there should be no change in the classification of lumber and lumber products which would or might result in different rates on the ordinary and customary products of the lumber manufacturing plants whether shipped in straight or mixed carload lots.

Resolved further, That this body is convinced that lumber has borne more than its proper proportion of the expense of transportation, and any reclassification will only result in a higher basis of rates.

Resolved, That the president of the National Lumber Manufacturers' Association be directed to appoint an executive committee of this body, of which he shall be chairman, to act as a special transportation committee of the National Lumber Manufacturers' Association, for the purpose of studying the entire situation as presented in the communication from the Interstate Commerce Commission, and that said special transportation committee shall take charge of the case for the purpose of securing from the Interstate Commerce Commission action in the pending investigation in line with the principles outlined herein; that said committee shall have full power and authority to employ counsel to represent this body as a national association, the payment of fees of said counsel to be assessed to the various organizations voting favorably hereon in proportion that their production bears to the total production.

L. B. Stoddard... } Western Pine Manufacturers' Association
 A. W. Cooper.... }
 { Gum Lumber Manufacturers' Association
 J. W. McClure.... } Southern Hardwood Traffic Association
 { National Lumber Exporters' Association
 E. V. Babcock.... National Hardwood Lumber Association
 B. F. Masters.... National Association of Box Manufacturers
 W. L. Rice..... North Carolina Pine Box & Shook Association
 George L. Forester.. Western Carolina Lumber & Timber Association
 V. W. Kraft..... National Slack Cooperage Manufacturers' Association
 J. R. Moorehead... Retail lumber interests
 W. S. Phippen.... National Wholesale Lumber Dealers' Association and
 other wholesale interests

To facilitate the transaction of business, a subcommittee, consisting of ten members of the large committee, was appointed, as follows:

E. V. Babcock, C. H. Worcester, John H. Sargent, J. W. McClure, B. F. Masters, J. R. Moorehead, F. R. Gadd, W. H. Snell, A. W. Clapp and R. H. Downman, chairman.

"THE SEVENTEEN QUESTIONS"

The list of seventeen questions propounded to lumbermen by the Interstate Commerce Commission was discussed at some length by the meeting as a whole. The members of the committee will take this matter up with the various organizations which they represent. It had been previously announced in the trade press that answers to the questions will probably not be before the Interstate Commerce Commission much earlier than the end of the year.



Interesting Traffic Developments



Interesting Traffic Developments

Fewer lumber matters have been handled by the Interstate Commerce Commission during the last month than has been the case for over a year. Few opinions on any subject have been handed down, but lumber cases seem to have failed to reach the mouth of the hopper. There have been practically no unreported opinions rendered during the past thirty days. Complaints have been scarce and few briefs have been filed by the attorneys for lumber companies. Orders with regard to hearings, amendments and interventions have been fairly numerous but few have dealt with lumber. The fourth section orders of the past month have been much under normal.

Such lumber discussion as has taken place around the commission has dealt with the questions propounded by the commission in the matter of reclassification of lumber.

Various rates claimed to be excessive have called forth a complaint from the Northwestern Cooperage and Lumber Company of Gladstone, Mich., against the Minneapolis, St. Paul & Sault Ste. Marie Railroad Company. The rates questioned are between Michigan and Wisconsin and Illinois points.

Unlawful charges were assessed on lumber by the Missouri Pacific Railroad Company, according to a complaint filed by the Julius Seidel Lumber Company of St. Louis. The lumber in question was destined to Dundee, Ill.

Rates on forest products between Ursina Junction, Pa., and Little Falls, N. Y., have been challenged by the United Lumber Company of Uniontown, Pa. Mine timbers and ties are the principal products involved.

Three complaints have been filed by the Locomotive Timber and Lumber Company, Inc., Pottsville, Pa., versus the Chesapeake & Ohio Railroad Company. Rates involving shipments of mine timbers between Pennsylvania and Virginia and Pennsylvania and Maryland are questioned.

Binder and canvas slats, unfinished, are subjected to undue and unreasonable discrimination and disadvantage when a rate higher than that on lumber is applied. This is the contention of the Nashville Hardwood Flooring Company in a complaint filed against the Chicago, Burlington & Quincy Railroad. The Nashville company manufacturers binder and canvas slats from the edgings of common hardwood lumber. The unfinished product is shipped to the manufacturers of agricultural implements in Illinois and Missouri. The carriers apply the sixth class rate to carloads and the third class rate to less than carload shipments.

An amendment has been admitted by the commission to the complaint of the Neimeyer Lumber Company versus the St. Louis, Iron Mountain & Southern Railroad.

The case of the National Wholesale Lumber Dealers' Association against the Gulf, Colorado & Santa Fe Railroad has been dismissed on the request of the complainants.

Reparation has been awarded in the following lumber cases:

F. O. Swanson & Co. versus the St. Louis, Iron Mountain & Southern; Joyce Watkins Company versus the Chicago, Burlington & Quincy; The Twin Tree Lumber Company versus the New York, Philadelphia & Norfolk; Lehigh & Havens Lumber Company versus the Texas & Pacific; A. E. Baird Lumber Company versus the Louisville & Nashville; Watters-Tonge Lumber Company versus the Louisville & Nashville; Ferd Brenner Lumber Company versus the Southern Railway Company; Nebraska Bridge Supply & Lumber Company versus the Southern Railway Company; Mutual Wheel Company versus the Chicago, Burlington & Quincy; Defiance Lumber Company versus the Chicago, Milwaukee & St. Paul; Carolina Lumber Manufacturing Company versus the Atlantic Coast Line Railway Company; Daugherty, McKey & Co. versus the Apalachicola & Northern Railway Company.

A hearing has been assigned for October 20 at Oshkosh, Wis., before Examiner Bell, in I. and S. 694, which deals with lumber rates to points on the C. N. and C. P. Railroad.

The Wisconsin & Arkansas Lumber Company has been permitted to file an amendment in its complaint against the St. Louis, Iron Mountain & Southern Railway.

Cannonading and the Weather

The unusual rainfall the past few months has been attributed to cannonading in Europe. It is no new theory that heavy detonations produce rain, but the proof of it has not yet been brought forward. The battle grounds are from three thousand to five thousand miles from the eastern half of the United States. If the continued rains here are due to battles, the effect ought to be more apparent nearer the scene. The fact is, there has been less rain than usual in the war area during spring and early summer. Belgium, Holland, northern France and western Germany have had seven weeks of severe drought, and England has had less rain than usual for that season. It is difficult to believe that artillery produces rain thousands of miles away and none near the scene of fighting.

No one has claimed that cannonading increases or decreases temperature over wide areas; yet last winter was uncommonly mild in the war area; and the spring and early summer have been unusually cold. There was frost in parts of England June 19, an occurrence unknown at that late date in the past, and on June 26 in Holland there was a killing frost. The weather has been unusually cold the past several months in the eastern part of the United States; and even on the Pacific coast the summer has not yet warmed up.

Instead of charging uncommon weather to the war, it should be charged to influences acting from without, in all probability originating in the sun's heat, magnetism, or some other astronomical phenomenon which is wholly independent of earthly wars.



The Lumbermen's Round Table



One Phase of "Price Cutting"

While selling lumber or any other staple commodity at a price which is a law standard tends to disturb market conditions to that extent, it is not true that the concern which disposes of a particular lot of stock at what seems to be a low price should necessarily be designated as a price cutter. There may be legitimate arguments in favor of moving the lumber, at that time, at a concession in the price.

In this connection, a good many lumbermen might well take lessons from progressive retailers. The modern merchant knows that the secret of success consists of a rapid turnover. The stock that moves fast, even though at a narrow margin of profit, is the profitable line, whereas goods which nominally carry a long margin, but sell so slowly that the turnover is much less rapid than on the other, are not nearly so desirable.

Consequently, the up-to-date retailer studies his stock carefully all the time. The goods which fail to move, the "stickers"—and no trade is without them—are put on the bargain counter at a reduced price. They are sold, converted into cash, so that this capital can be invested in more readily salable, and hence more profitable goods.

The lumberman who wants to make his money work for him most efficiently will keep his stock moving. Items which are "slow sellers" should not be held indefinitely for a price which will insure a profit on that specific operation; it is far better to sell the lumber at less than its intrinsic value might suggest, in order that some other stock may be bought or manufactured, out of which profits may be more easily extracted.

The lumberman who is sometimes called a price cutter because, when others are holding their stock for more than consumers will pay at that time, he goes out and offers his holdings at a price which will move them, may, in reality, be just a little shrewder and more far-seeing merchant than the others.

This general problem of keeping tab on the profitableness of different items, involves a closer scrutiny of stock than many members of the trade give it. Many progressive hardwood men can tell you whether they make more money on poplar or plain oak; how often they turn over their capital invested in chestnut, and why they have quit handling certain other woods. They know their business—and they are best prepared to deal with the question of fixing the right price. And, as suggested, that may not necessarily be a profitable price, if the item to be sold has outlasted its welcome.

One Way to Sell Lumber

Some lumber salesmen believe that a price-list is all they need in order to handle the factory man. This is assuming, of course, that the latter is buying altogether on price, and without any very definite knowledge of the effective contents of the stock that he is ordering.

But it is quite possible to get better results by using better methods. And this applies particularly to moving lumber which happens to be selling at below the normal rates, and on which quotations are therefore lower than the value of the stock would indicate, taken in comparison with other lumber of the same kind.

A clever salesman recently noted that his concern had an overstock of No. 2 common oak, which has been a rather slow seller, though the demand is now picking up somewhat. He began figuring the proposition with a view to moving the lumber, taking into account the difference between the price and cutting value of No. 1 and No. 2.

"According to the rules," he said to himself, "No. 1 contains 16 per cent more clear cuttings than No. 2. The latter must contain 50 per cent, so that, roughly speaking, No. 1 ought to be worth about a third more than No. 2. But at present prices, it is bringing two-thirds more. That means that, at the market price, No. 2 common oak is the best possible buy. Suppose I show this to the buyers of oak on my list?"

It might be urged that as a practical matter the comparison would not work out, as No. 1 might be better suited for the purpose, in an individual case, and No. 2 might not be good enough in respect to widths to work into the job. But there is no getting away from the fact that, considering the intrinsic cutting value of the two grades,

there is a striking comparison possible on the subject, and the consumer whose product will take a No. 2 common grade would certainly be interested if the salesman made the difference in price, as contrasted with the difference in cutting value, clear to him.

Why a Traffic Bureau?

A progressive young hardwood man, who has a fairly good business, but not a large one, admitted recently that he spent a good deal of time, and that his clerks spent a great deal more, trying to figure out rates and routings, and that after all their effort they were never quite sure that they had gotten everything just right.

This is the best possible argument in favor of employing the services of an expert, who knows everything about traffic, and who can advise promptly and accurately regarding any question that arises, whether it pertains to rates or rules. The lumberman is dealing with a commodity a large percentage of whose price is represented in transportation costs. That means that the better he knows the traffic game—or the more he can find out about it—the more profitably and easily he can sell his product. He not only can use, but must have service along this line.

An office of the size referred to cannot afford to pay for the exclusive services of a high-grade traffic man. That is the reason for the widespread demand for the establishment of traffic bureaus. A bureau devoted exclusively to lumber would be ideal, of course, but if the lumbermen of a city are not strong enough financially and numerically to support such an organization, then they ought to lend their support to a general bureau serving all lines of trade. They can well afford to pay from \$100 to \$500 a year, or even more, for the right kind of service, because they may be able to save that much in handling a single transaction.

Traffic developments in the lumber business have been numerous and important recently, and are likely to prove even revolutionary in their scope in the near future. Don't rely on "the trade" seeing that your interests are properly taken care of. Do your part by helping to support a traffic bureau in your town, and study every development in its relationship to your business. Then you won't be astonished and mortified to wake up some fine day to the fact that the railroads have tied you hand and foot, and have made it next to impossible to do business in one of your best markets.

A Condition and Not a Theory

Supply and demand are supposed to determine price; but the real truth is that quality determines it, supply and demand merely fixing the range within the price moves. The price must be sufficient to pay the cost of manufacture, or in other words must be in accord with the quality, otherwise the article will ultimately cease to be produced. That is almost self-evident.

Some lumbermen believe, however, that they can juggle with quality and still get the price. When experience shows them that they are confronted with a condition just the opposite of this, they seem to be unable to determine just why it is that the stock isn't moving at the price it is nominally quoted at.

Take for instance the ash situation at present. There has been a heavy demand for thick ash. This has resulted in every millman cutting up all his ash logs into heavy lumber. Thinner stock, inch for example, has been made only when the log wouldn't produce good thick lumber. This has had the effect of making the inch stock run to extremely poor, trashy stuff. Take the first and seconds out of this dimension, if there were any, and the residue would certainly not be attractive to the user of ash. Naturally, under the circumstances, inch common ash is not bringing the price that it would do if the logs were being manufactured into four-quarter lumber right straight through.

There is no criticism of the policy of manufacturing a thickness which is in good demand at attractive prices; but it is merely to point out that you can't eat your cake and have it, too. If you are going to skim the cream off your timber, don't expect to get cream prices for the skim milk.



Pertinent Legal Findings



Queries on questions arising on any points involving the law as it is applied to lumbering and allied industries will be given proper expert attention through this department if submitted to **HARDWOOD RECORD**. There will be no charge for such service, but **HARDWOOD RECORD** reserves the right to publish questions and answers without designating names or location of inquiries unless specifically requested not to do so.

Power of Company's Manager

Persons dealing with the general manager of a corporation have no right to assume that he has any authority to bind the company in transactions not within the scope of the corporation's business operations. Therefore, a company engaged in buying and selling lumber is entitled to repudiate a purchase of bank stock made by its manager with funds of the corporation. (South Dakota Supreme Court, Porter vs. Lien, 153 Northwestern Reporter, 905.)

Vermont's New Floatage Law

A law enacted at the recently adjourned session of the Vermont legislature provides a method for assessing damages done by floating "lumber, such as spars, masts, square timber, pulp wood or other lumber, logs or sawed timber." The provisions can be found in full as chapters 140, Laws of Vermont, 1915, pages 221, 222.

Liability for Firing Nearby Property

In a recent decision, the Maryland court of appeals holds that the amount of care which must be observed to prevent escape of fire to adjacent premises depends upon the circumstances of each particular case; the law requiring the diligence to be proportioned to the danger involved. This principle operates to the benefit of lumber manufacturing companies and owners of standing timber, when their property is endangered by the operation of steam engines on adjoining lands. In the Maryland case, the rule was invoked in a suit against a sawmill operator for injury to standing timber on an adjacent tract. (Hodges vs. Baltimore Engine Company, 94 Atlantic Reporter, 1040.)

Right to Explain Written Contract

Although a party to a contract which has been reduced to writing will not be permitted to show that there was a verbal understanding between the parties at the time the agreement was entered into contrary to the clear meaning of the written contract, where a logging contract proves to be ambiguous or uncertain on a given point, oral evidence will be admitted by a court to explain away the ambiguity or uncertainty. (Minnesota supreme court, O'Connell vs. Ward, 153 Northwestern Reporter, 865.)

Effect of Michigan Factory Act

The Michigan law, which requires all saws, "planers, cogs, set screws, gearing and machinery of every description" to be properly guarded when deemed necessary by the factory inspector, is broad enough to require safeguarding of set screws on chucks used on a rotary veneer peeler. An employe operating a machine required to be guarded under this law does not assume risks of injury arising from the employer's failure to comply with the statute. (Michigan supreme court, Edward vs. Grand Haven Basket Factory, 153 Northwestern Reporter, 776.)

Delivery of Lumber Sold

It often occurs in the trade that lumber contracted to be sold is attached while still in the seller's custody by one of his creditors, and dispute arises as to the right of the buyer to assert ownership of the property and thus defeat the attachment. This was the case in the recent suit of Freedman vs. Avery, 94 Atlantic Reporter, 969, passed upon by the Connecticut supreme court of errors. The court holds that there was insufficient evidence of that "actual, visible and continued change of possession" which is required by the law in order to defeat attachment of the property as belonging to the seller. The main facts unsuccessfully relied upon by the purchaser to establish his ownership were that he inspected the lumber in the seller's yard and placed his business cards on the piles, and that he offered to sell the lumber to third parties as being his property.

Removing Timber "Expediently"

Deeds to standing timber in Arkansas required the purchaser to cut and remove the trees "as expediently as possible," and the owner

of the land afterwards sought to forfeit the right of removal on the ground that this condition had not been complied with. Construing the quoted phrase, the Arkansas supreme court holds that it did not require the purchaser to cease operations on nearby lands, closer to his mills, and, immediately and without regard to expense and trouble, build the necessary logging roads to remove the timber covered by the deeds. It is decided that since both parties knew, when the deeds were made, the location of the purchaser's mills, how the timber was to be carried to them for manufacture, etc., these circumstances must be considered in determining what amounted to removal of the timber "expeditiously." (Burbridge vs. Arkansas Lumber Company, 178 Southwestern Reporter, 394.)

Bank's Right to Charge Credit Back

That a bank has no unlimited right to charge back a credit once entered on its books, in accordance with previous agreement, is illustrated by a recent decision handed down by the Texas court of civil appeals. Defendant bank agreed with a lumber manufacturer to provide money for his business operations by making advances on drafts drawn through the bank with bills of lading attached. Under this agreement the bank credited to plaintiff, to whom the manufacturer was indebted for timber, certain amounts on delivery of bills of lading to the bank covering shipments to purchasers from the manufacturer. But when the purchasers failed to take up the drafts attached to the bills of lading, the bank charged back the credits so entered in favor of plaintiff. This, the Texas court holds, the bank had no right to do. Under the circumstances, the moment the credits were entered, according to previous agreement, the bank became plaintiff's debtor to the amount of the credits and could not afterwards relieve itself from obligations to plaintiff. (Davis vs. Peoples State Bank, 178 Southwestern Reporter, 671.)

Carrier's Right to Prepayment of Charges

When a railway company has made a contract for through transportation of a lumber shipment, it cannot afterwards modify the terms on which the freight charges are to be paid before delivery, according to the opinion expressed by the Texas court of civil appeals in the late case of R. D. Jones Lumber Company vs. Quanah, Acme & Pacific Railway Company, 178 Southwestern Reporter, 858. Plaintiff delivered lumber to defendant for shipment to a point beyond the line of defendant's road, on condition that payment of the freight charges might be demanded before delivery to the consignee. Defendant carried the shipment to the end of its line and then refused to deliver to the terminal carrier until payment of the charges. This the company had no right to do, the court decides, having impliedly contracted to extend credit up to the time the lumber was ready for delivery to the consignee. And it is further held that if the company were notified, pending the holding up of the shipment at the end of its line, that the lumber was needed for a specific purpose, the company became liable for special loss sustained in consequence of delay in delivery. The court of civil appeals adds that the statutes of Texas which prescribe penalties for unjust discrimination on the part of railway companies extends to tonnage, as well as carload, shipments.

Amount Recoverable for Timber Burned

The damages recoverable against a railway company for loss of timber by fire resulting from the company's permitting combustible brush, etc., to remain on its right of way are measurable by the excess of the value of the timber immediately before the fire above its value immediately afterwards. (Delaware superior court, Ponder vs. Maryland, Delaware & Virginia Railway Company, 94 Atlantic Reporter, 514.)

Every recurring winter season is a reminder that the more of the factory lumber that can be kept under shelter the better.



Wisconsin Prosperity Gathering



The title of this story should not be taken literally as "prosperity" was the goal sought after rather than the achievement to be recorded by the gathering of Lumber and Shingle manufacturers from Wisconsin and upper Michigan, which took place at the Hotel Pfister, Milwaukee, Friday, September 17.

The meeting was called at the instance of the Northern Hemlock and Hardwood Manufacturers' Association, but was not restricted to members of that organization as lumbermen, particularly manufacturers of hemlock and makers of northern white cedar shingles, were invited to participate, whether members or not.

The cedar men had the first session, with W. B. Thomas of the White Marble Lume Company of Manistique, Mich., in the chair. The principal business of the morning's session, which convened at 9:30, was the appointment of a resolutions committee, which was instructed to report back at the afternoon session. The purpose of the meeting was to work out ways and means of bolstering up the market for white cedar shingles, and the resolutions committee was instructed to formulate some plan for the consideration of the visiting shingle makers under which it would be possible to save the white cedar industry.

W. S. Heddles of Madison, Wis., who runs a series of line yards, told of the retailer's attitude toward white cedar shingles. Mr. Heddles stated that the western red cedar shingle, on account of presenting a clean, wide appearance, rather attracts the consumer and that while the retailers themselves are fully aware of the superiority of the white cedar shingle, they must protect themselves and handle what the trade wants. Mr. Heddles said that his yard did not sell one white cedar shingle these days to thousands of red cedar, and that the prepared roofing is an additional reason why white cedar shingles have not been finding the proper market.

Discussion brought out the fact that there was a disposition among the retailers in the northern country to get back to handling the white cedar shingles, if possible, although they realize that it is entirely dependent upon the impression made on the minds of the consumers as to whether this result will be possible of accomplishment.

R. B. Goodman, president of the Northern Hemlock and Hardwood Manufacturers' Association, speaking in behalf of that organization, said the offices of his association will be at the disposal of the white cedar shingle manufacturers in the event of their forming an organization. The white cedar men then adjourned until the afternoon.

PLANS TO BOOST HEMLOCK

With R. B. Goodman in the chair, the hemlock manufacturers, both members and non-members of the association, convened after the adjournment of the cedar meeting. Mr. Goodman called on M. J. Quinlan, chairman of the market conditions committee to take the chair.

Mr. Quinlan referred to results gained through instructing salesmen to gather impressions as to the attitude of the trade toward hemlock, and to give their ideas as to conditions and causes surrounding the market for hemlock, white cedar shingles and other northern woods.

George N. Harder of the Rib Lake Lumber Company, chairman of the hemlock committee of the association, had compiled the reports of the salesmen and submitted two typical of the lot. One consisted of carefully prepared answers to the list of questions as propounded by those who had this work in charge. The questions and answers are as follows:

1—What wood was bought instead of the hemlock quoted by you?

Yellow pine is the biggest substitute for hemlock in this territory. We do not get much chance to quote in direct competition to this, as the retailer is usually fully decided as to what he wants to stock up with before asking for quotations.

2—If hemlock was bought, what was the difference in price?

The price of hemlock on the 12c Wausau rate averages about the same as yellow pine on the 26c rate, except on transit cars, which run \$1.00 to \$4.00 per M lower than quotations for shipment from the mills. Their price on long stock usually runs considerably lower than ours.

3—If there was no particular difference in price, what was the cause of your losing the order?

For the two years preceding March of this year yellow pine was selling on a 30 and 32 cent rate at a price as low and on some items lower than hemlock on a 10 cent rate, and a good many of the retailers educated their trade to buy it, as it meant more profit to them. Most of them, however, are trying to switch back now for the same reason, but it takes time for them to get their trade out of the habit of calling for yellow pine, and as they cannot mix yellow pine and hemlock piece stuff on the same job on account of the difference in size, they are still compelled to buy if they are short of some items to fill out a job. Another thing that helps to keep yellow pine piece stuff and sheathing in this territory is the fact that all the yards carry yellow pine finish and a good many of them do not want to buy a straight car of finish, so they fill in with other stock.

4—In calling on your various customers, where you make no sales, is it a case of where the customer is not wanting lumber at present?

None of my customers have had to wait for lumber very long, as most of them tell me they never had so many salesmen calling on them as they have had this year.

5—Is this customer using as much hemlock as formerly? Find out as near as possible how many cars of hemlock he has bought this year as compared with the same period a year ago, and if less, is it on account of less volume of business or has he changed wholly, or in part, to some other wood, especially yellow pine; and if so, where is he getting it, and what is he paying for it, as compared with the official list on hemlock? How much would hemlock net off the official list if you made the same price as the yellow pine?

The principal towns in my territory where yellow pine has cut down our sales to any great extent are Rockford, Freeport and Rockton, Ill.; Beloit, Janesville, Evansville, Monroe, Darlington and Platteville, Wis. Nearly all the other towns have used yellow pine to some extent, but have always sold more hemlock than any other lumber for rough material. One yard in Madison bought nearly all its piece stuff in yellow pine for some time, but it has switched to hemlock again now and has cleaned up practically all the yellow pine it had in stock. Another firm still buys yellow pine piece stuff, but uses hemlock sheathing. The largest part of the fir that gets into southern Wisconsin is timbers and flooring. They are buying timbers up to 40 feet long around \$25.00 per M.

6—What kind of lumber are they buying for sheathing and under-floor, and if selling substitutes in place of hemlock what is their experience with their trade?

One by six No. 2 yellow pine is the biggest item we have to compete with for sheathing and under-floor. The retailers claim it takes the place of No. 1 hemlock, and it probably has as much strength, but the carpenters prefer to use hemlock on account of its being easier to work, but just now there is considerable difference in the price of these two items, and in towns where they have always used 6-inch sheathing they can offer the contractor yellow pine enough lower to induce him to use it.

7—What is their experience in the way of bills calling for other woods than hemlock, in the way of changed architects' specifications or contractors' specifications?

The retailer is able to influence the contractor a good deal as to what wood to specify on bills. The farmers have a hard time getting it through their heads that hemlock is really a wood fit to build a home out of, and occasionally you will find one who insists on buying pine. They do not care what kind of pine it is just as long as it has the name, so the yard man gives him yellow pine. I think some literature to the consumers would help these people a lot.

8—Are you finding much literature to the farmers or consumers regarding certain woods other than hemlock, and if so what, and to what extent?

I find very little literature to the farmer except that sent out by the cypress and white pine manufacturers and occasionally a little fir advertising. Cypress and fir is advertised more in magazines than any other way.

9—Are you having competition with fir or Norway in your territory? If so to what extent, and what particular kinds of fir and Norway? If piece stuff, what sizes, and if inch, what grades in particular? At what prices are they putting it into your territory?

There is considerable Norway used in my territory. Most of the yards, especially those west of Madison, carry a complete stock of both hemlock and Norway piece stuff. Norway is sold about \$3.50 or \$4.00 per M higher than hemlock. Most of the fir used is timbers, flooring or drop siding. The farmer or contractor likes fir flooring and drop siding, as it does not have the defects that he is used to seeing in hemlock or pine; that is, wane, shake and knots. The worst features about fir are the pitch, the fact that it is hard to work, and that it is apt to split.

10—Does average manufacture or grade of hemlock need improvement or change to compete better with yellow pine or fir? What objections or suggestions are made along this line?

I do not think that changing the grade or manufacture of hemlock would help matters any. I have heard no complaint of the average grade. There is not one yard in my territory that is handling white cedar shingles

exclusively, and three years ago I believe at least one-third of them were not handling any red cedar at all. Madison is a good example of what has happened to the white cedar trade in this territory. Three years ago they were using practically nothing but white cedar shingles and now about three-fourths of their trade is red cedar. I think we made a mistake in not keeping red cedars out of here, as I think they have come to stay. There is no question but what they make a much better looking shingle than we do, and that is what appeals to the average consumer. They are getting 30c to 50c above our price for their best shingle now, and we are practically no competition to them at all. In 1914 they dropped their price to around \$2.90 for extra clears, while we were holding extra star-A-star at \$3.50, and the yards got them in before the white cedar manufacturers realized they had lost this market. The slump in the red cedar shingle market is another example of what the commission men will do for a manufacturer.

Edward Hines of Chicago, in commenting on hemlock sales, said there has been a great falling off in its use in Chicago during the last three years; that now fully seventy per cent of the stock handled in his Chicago yard is yellow pine. Mr. Hines said the question of owning a territory is now a thing of the past, and that it will be necessary to provide sufficient funds to maintain the market for hemlock in its legitimate territory, and that nothing whatever can be done without money.

Mr. Hines aptly described advertising of the right character as a mere form of insurance, which should be adopted just as naturally and logically as fire insurance. He said the situation is one not merely of price, but of absolute lack of sales.

Referring again to the falling off in demand Mr. Hines said the architects, through lack of information as to the physical qualities of hemlock, specify yellow pine in many instances where hemlock would be as good or better and much cheaper, simply because they have this information regarding yellow pine and know exactly what they can figure on under certain conditions. It will be necessary, according to the speaker, to educate not only the consumer but the architect in order to regain any lost ground. Mr. Hines maintained that prices will not be advanced by reducing the output but rather by increasing the markets.

THE COMMITTEE RECOMMENDS

Mr. Quinlan then read the report of the committee appointed at the recent Oshkosh meeting to report back at this mass meeting. The report recognized certain conditions and made recommendations as follows:

FIRST: That there are a great many yards in the natural territory of hemlock which have substituted yellow pine.

SECOND: That it is not always a question of price competition, as in some instances yellow pine has gone in at one dollar a thousand over similar stock in hemlock.

THIRD: That the production of hemlock for the first seven months of this year was below the same period in 1914; that the shipments are greater, pointing to the fact that it is not merely a money competition.

FOURTH: That the condition is due to a lack of information regarding the qualifications of hemlock for specific purposes, resulting in the architects specifying other woods.

The report also recognized the fact that many outside woods are finding markets in the various sawmill towns in which mills are located, which are manufacturing hemlock.

The report therefore recommended:

FIRST: That manufacturers having been asleep and having neglected to talk the merits of their wood, although they were conversant with those merits, should institute a vigorous campaign of education.

SECOND: That the association as an organization should co-operate in this educational work in a broad way, which would have as a basis the education of the architect and the contractor specifically.

THIRD: There should be an expert to cover the hemlock territory and through personal touch gain a greater sympathy for hemlock in its logical markets.

FOURTH: That the board of directors appropriate ample funds and levy special assessments on all manufacturers in Wisconsin and upper Michigan for the purpose of carrying on this work.

C. H. Worcester hit an important note in the discussion when he said that the fact should not be overlooked that this work is but an insurance on the investment which is already made, namely, in hemlock stumpage; that it is a broader question than of merely increasing the present market as, while hemlock trees are of no value on the present basis, it should work out to the end that hemlock timber will be given a real intrinsic value if the problem be considered from an investment standpoint.

R. B. Goodman, citing a hypothetical condition, said that at the

present valuation of hemlock timber, if regularly selling at four-and-a-half dollars off the list, it would be necessary to get additional appropriations from the boards of directors in order to merely pay for supplies and meet the payroll. He maintained that conditions have gotten beyond the control of the retailer and that the consumer must now be appealed to direct.

Mr. Heddles of Madison, in speaking again from the retailers' standpoint, maintained emphatically that yellow pine should be "bucked" energetically in the logical hemlock territory, and that the yellow pine men would expect and give no quarter in their contest for markets. He said that manufacturers should give hemlock a little advantage in size on heavy stuff on account of the greater strength of pine timber and the correctness of information as to its physical qualities.

Mr. Quinlan appointed as a committee on recommendations: C. H. Worcester, H. W. Moore, A. L. Osborne and W. T. Collar, the committee being instructed to formulate a plan for carrying on the work and to make recommendations to that end at the afternoon session.

AFTERNOON SESSION

The shingle manufacturers opened the afternoon session with the report of the resolutions committee, which recommended the organization of the White Cedar Shingle Manufacturers' Association to cover the states of Michigan, Wisconsin and Minnesota, that would establish uniform grades, the grades to be protected by an association brand and guarantee, and to be maintained by constant supervision of a competent inspector.

This resolution being duly adopted, the temporary officers were elected as follows: President, W. B. Thomas, Manistique; vice-president, C. A. Goodman, Marinette; secretary, O. T. Swan, Oshkosh; treasurer, A. C. Wells, Menominee, Mich.

It was decided that the routine work of the organization would be carried on through the offices of the Northern Hemlock and Hardwood Manufacturers' Association.

On motion of R. B. Goodman, it was specified that the present committee should act as a temporary board of directors. The officers and board were instructed, through a resolution, to prepare, in time for submitting at the next meeting of the Northern Hemlock and Hardwood Manufacturers' Association, suitable by-laws and definite plans for organization and operation.

Membership pledges were called for. All of the shingle manufacturers in attendance, either signed up definitely or let it be known that their not doing so was merely a question of form as they needed the authority of their board of directors. However, a permanent and what appears to be an effective organization is assured.

HEMLOCK MEN AGREE TO PAY SEVEN AND ONE-HALF CENTS PER THOUSAND FOR EXPLOITATION

At the adjournment of the shingle meeting, the hemlock manufacturers again got together. C. H. Worcester, reporting for the recommendations committee, suggested the assessment of 7½ cents per thousand feet of No. 3 and better hemlock shipped from October 1, 1915, this to cover the next five years. The resolution further provided that this fund should be administered by the Northern Hemlock and Hardwood Manufacturers' Association; that the signatures of manufacturers should not be binding until subscriptions are secured equaling an annual output in the aggregate of 300,000,000 feet, and providing for a fund of \$22,500. It was provided on amendment that on a two-thirds' vote of the signatories, the agreement might be revoked or the assessment reduced.

It was further agreed that the association's secretary might at any time audit the books of the signatories in order to determine the exact amount of hemlock shipped.

The whole resolution was unanimously adopted and on President Goodman's calling for subscriptions seventeen prominent manufacturers, making a total of 200,000,000 feet out of the necessary 300,000,000 feet, appended their names. It appears there will be no difficulty in establishing the organization on a permanent footing.

The committee, composed of C. A. Goodman, M. P. McCullough and W. E. Vogelsang, is to carry on the work of securing additional subscribers and funds.

The Mail Bag

B 939—Will Not Manufacture Kitchen Cabinets

HARDWOOD RECORD is in receipt of the following letter which expresses itself:

MEMPHIS, Tenn., Sept. 15.—Editor HARDWOOD RECORD: We note on page 1 of your September 10 issue a little write-up, which you no doubt intended as a favor to us, yet your source of information must have been somewhat vague because this or your informer, to say the least, is not very familiar with the surroundings in our city and we must admit that he knew no more we lived in regard to our plant, or the goods which we manufacture, as the greater portion of the entire paragraph is erroneous.

To begin with we are not manufacturing kitchen cabinets, nor have we contemplated doing so, and in reference to oak moulding, will advise you we have been manufacturing this material for fourteen years and no doubt a great many of your dealers in Chicago will know the class of material we turn out in this line, as we have been favored with the patronage of quite a few of them since we have been manufacturing this line.

Now in reference to the manufacture of dining room tables will say that in this you are correct, as we have installed new machinery for this line of work, and it is positively the only new line we have added, except we are equipped to get out built-up dimension stock in the white, having installed an improved Linderman dove tail glue jointer.

Will also advise that there has been no change in the management of our company, so far as we know, which is evidenced by the names appearing on our stationery. You understand that we appreciate your position, and are in no way censuring you for the publication of this article, as we believe you were sincere, yet in your behalf, as well as our own, will ask that in your next issue you kindly make some corrections, as we do not wish to have our customers or the public misled in any way, as most of the business men of our city know the conditions, and it does not do either of us justice.

Hoping that this will enable you to straighten the matter out, and that we may have your interest in the matter, and awaiting your pleasure, we beg to remain,
FLORENCE TIMP & LUMBER COMPANY.

In justice to our Memphis correspondent we will say that the mis-information came from another source.—EDITOR.

B 940—Wants to Buy Bone Dry Oak Squares

New York, N. Y., Sept. 7.—Editor HARDWOOD RECORD: We will consider it a favor if you will give us a list of mills who get out 2 1/2 x 2 1/2 8 to 16' No. 1 common white oak squares, bone dry stock.

Any information you can give us will be appreciated.

The name of this correspondent will be supplied upon application to this office.—EDITOR.

B 941—Wants to Buy Office Partitions

HARDWOOD RECORD received the following inquiry some time ago, and on the subsequent request of the correspondent it is published herewith.

New York, N. Y., Sept. 1.—Editor HARDWOOD RECORD: We are in the market for very large quantities of Indiana quartered white oak and plain oak manufactured office partitions built up in sections 18 to 51" wide; also a considerable amount of panels and doors, the former built up five ply 3/4" thick and the latter 2" 10" wide.

We are prepared to furnish complete detail and specifications covering this stock and will appreciate it very much if you will refer this inquiry to a number of reliable mills in the trade, who are equipped to handle this business, so that we may have quotations and go into the matter of purchasing this material.

Those interested should take the matter up with this office.—EDITOR.

B 942—Wants to Buy Gaiao Wood

HARDWOOD RECORD has received the following letter seeking gaido wood:

Quebec, Que., Aug. 31.—Editor HARDWOOD RECORD: Could you let me hear where I can purchase some gaido wood and what price on car New York?

This office has given to the correspondent the names of several people who might handle the stock. Others who are familiar with the wood and know of a source of supply can have the address of the correspondent by writing HARDWOOD RECORD.—EDITOR.

B 943—Wants to Buy Birch or Red Gum 10/4

Allentown, Pa., Aug. 28.—Editor HARDWOOD RECORD: Expect to be in the market for 500,000 feet or more of either of the following:

10/4 kiln dried firsts and seconds birch, any color, 10/4 kiln dried treated to prevent warping, firsts and seconds red gum.

Can you supply us with information as to where we can get this stock,

and also have quotations on same forwarded to us? Thanking you for this courtesy.

The inquirer is a manufacturer of articles for domestic consumers, ordinarily made of wood of this dimension. While on the face of it it would appear to be a war order, it probably is not.—EDITOR.

B 944—Has Hickory Turnings for Sale

New York, N. Y., Sept. 4.—Editor HARDWOOD RECORD: We would like to have noted under the "Mail Bag" that we have some bone dry hickory No. 1 mixed red and white, and all red, and can manufacture it into turnings as follows:

8900 ft. 1 1/2 x 1 1/2; 5180 ft. 1 1/2 x 1 1/2; 190 ft. 2 1/2 x 1 1/2; 300 ft. 2 1/2 x 1 1/2; 15,890 ft. 2 1/2 x 1 1/2; 560 ft. 3 1/2 x 1 1/2; 440 ft. 3 1/2 x 1 1/2; 1520 ft. 3 1/2 x 1 1/2; 865 ft. 3 1/2 x 1 1/2; 1040 ft. 2 1/2 x 1 1/2; 370 ft. 3 1/2 x 1 1/2; 2050 ft. 3 1/2 x 1 1/2; 43 ft. 5 1/2 x 1 1/2; 200 ft. 5 1/2 x 1 1/2; 2 1/2 x 1 1/2; 512 ft. 6 1/2 x 1 1/2; 2 1/2 x 1 1/2; 380 ft. 6 1/2 x 1 1/2.

Clubs and Associations

Hardwood Grading Conference

The committees of the National Hardwood Lumber Association and the National Federation of Furniture & Fixture Manufacturers appointed especially for this work conferred the middle of the month on the question of hardwood grades. The meeting took place at the offices of the National Hardwood Lumber Association in the McCormick building, Chicago.

This is merely another indication of the genuine co-operation which has existed since the first getting-together some time ago. Other similar meetings will follow. No definite action was taken to the end of a possible change in grades.

Twenty-Fourth Hoo-Hoo Annual

On September 9, 10 and 11 the Concatenated Order of Hoo-Hoo held in San Francisco its twenty-fourth annual meeting and took measures looking to the reorganization and rejuvenation of the order. The financial tangle which hindered the best efforts of the order for some time past was straightened out and it is believed that the raising of the annual dues to \$3.65 will provide sufficient funds to meet all obligations and leave ample working capital. The deficit approximates \$9,000.

The order is strong in membership and influence. Since its beginning it has enrolled 30,000 lumbermen as members representing all parts of the country. The actual membership at present is 10,000. The following officers were elected for the ensuing year:

SNARK OF THE UNIVERSE—Julius Seidel, St. Louis, Mo.
SENIOR HOO-HOO—W. P. Lockwood, Seattle, Wash.
JUNIOR HOO-HOO—Jimmie H. Browne, San Francisco.
BOLEEM—Jeff Webb, Detroit, Mich.
SCRIVENOTER—L. D. May, Jacksonville, Fla.
JABBERWOCK—Charles J. Kammer, Astoria, N. Y.
CUSTODIAN—H. T. Kendall, Houston, Tex.
ARCANOR—E. H. Mitchell, Wimpieg, Man.
GRONOR—H. B. Huston, Omaha, Neb.

The order pledged its efforts, by resolution, to assist in securing liberal appropriations from the states and from the United States to protect timber against damage by fire.

In case receipts from dues shall be found inadequate to meet financial obligations as they arise, authority was voted to issue bonds to be sold to members.

Emerson D. Tenant, former snark, was made secretary and treasurer and he will devote his entire time to the business of the order.

The next annual meeting will be held at Memphis, Tenn., it having received more votes than New York, Chicago, Columbus, or Baltimore, the other candidates for the honor.

Chicago Association to Discuss Traffic Questions

A general meeting of the members of the Lumbermen's Association of Chicago is called to convene in room 304, Lumber Exchange building, Tuesday, September 28, at 12:15 p. m. sharp, when luncheon will be served—price 75c per plate.

The traffic committee will make a full report on the present agitation which contemplates changes in freight rates and a reclassification of lumber and lumber products.

The Interstate Commerce Commission has requested the association to answer certain questions and these questions and the tentative answers of the traffic committee are submitted to members.

The secretary stated that if any of the divisions wish to consider this matter before the general meeting, he will arrange for such division meetings; and that if division meetings are held it is desirable that they appoint a spokesman to represent them at the general meeting, although general discussion will not be out of order. The subject that will be presented is the most important one before the lumber trade today.

Memphis Lumbermen Resume Meetings

The first regular semi-monthly meeting of the Lumbermen's Club of Memphis for the fall season was held at the Hotel Gayoso, September 18, at 1 p. m. There were sixty members and visitors present. C. G. Kadel was in the chair. The usual luncheon was served. The meeting was

quite an enthusiastic one and the attendance was big, considering the number of members who are still absent from the city.

John W. Walsh, chairman of the grading committee of the club, reported that, after much discussion and study, he and his associates were in favor of recommending that the Lumbermen's Club go on record as favoring a special grade for hardwood lumber to be known as the "select grade" and that the recommendation be filed with the rules committee of the National Hardwood Lumber Association. The report brought out considerable discussion and was amended so as to read that a regular grade of "selects" be established. By this action the club put itself on record as desiring that the rules committee of the National Hardwood Lumber Association establish a regular grade under the foregoing title.

President Kadel appointed a committee to raise the amount subscribed by the club last summer to be given to the trade extension department of the Forest Products Federation \$500. This money is to be solicited from the members and is to be entirely voluntary. J. D. Allen, Jr., Jno. M. Pritchard and H. B. Weiss constitute this committee.

B. F. Dulweber of Cincinnati, who is a member of the club, was present and spoke briefly. He paid a special tribute to the Lumbermen's Club of Memphis for its work in behalf of both local and national lumber interests and likewise paid his respects to the Gum Lumber Manufacturers' Association and the Southern Hardwood Traffic Association. He declared that no organization had done more than the former in behalf of the particular wood in which it is interested and likewise asserted that the latter had been a most important factor in handling rates and other matters to the benefit of the entire hardwood trade.

The next meeting will be held at the Colonial Country Club near White Station. This was decided when the invitation of that organization was accepted. The club building is finished in red gum and many of the members have not had the pleasure of seeing this. The members will meet at a central point down town and will drive out to the Colonial Country Club in automobiles.

Southern Men Pleased With Results of Traffic Conference

John W. McClure, president of the Southern Hardwood Traffic Association; J. H. Townshend, secretary of that organization, and P. P. Wilnan, traffic manager for Lee Wilson & Co., have returned from Chicago, where they attended the recent conference of lumber organizations looking to the working out of plans for answering the seventeen questions propounded by the Interstate Commerce Commission in connection with the reclassification of lumber and lumber products. Mr. McClure was appointed a member of the executive committee of thirteen, as well as of the smaller committee on which will devolve most of the work in connection with this subject. He is the accredited representative of the Southern Hardwood Traffic Association, the National Lumber Manufacturers' Association and the Gum Lumber Manufacturers' Association.

Mr. McClure said to the *Hardwood Record* correspondent that he regarded the action of the various lumber organizations in deciding to co-operate in answering these questions as a movement of far-reaching importance, not only as to its influence on the Interstate Commerce Commission but also because of its probable effect upon the carriers. Mr. McClure pointed out that the fact that all the lumber people decided to get together insures that there will be uniformity of answers given to the commission and that none of the lumber organizations will be working at cross purposes. He also believes that the answers will be far more comprehensive and much more intelligent as a result of the co-operation of all of these organizations than they possibly could have been had these associations attempted to give their answers separately. He believes that the lumber interests are on the right track and that the best possible results will follow the meetings called from time to time by R. H. Downman, general chairman of the two committees appointed by the organizations participating in this movement.

Mr. McClure also expressed himself as pleased with the resolutions which were adopted by the various lumber organizations participating in this conference against any reclassification of lumber. This is regarded as by far the most important subject confronting the lumber trade at the moment, even overshadowing a number of traffic controversies and other features pending before the Interstate Commerce Commission.

First Fall Meeting Cincinnati Club

Practically the entire membership of the Cincinnati Lumbermen's Club was on hand at the fountain room annex of the New Gibson hotel, September 20, to attend the first meeting of the fall and the initial conclave under the new administration elected last summer. The meeting was preceded by a dinner.

Chairman Davidson of the railroad committee reported on pending classification and rate changes. This report provoked considerable discussion regarding what action should be taken by the Cincinnati Club. It was decided finally to await the return to Cincinnati of R. F. Dulweber, a member of the railroad committee. Mr. Dulweber, it was said, will have collected considerable data re the rates discussion, which will be laid before the club at the next meeting.

Treasurer Stratemeyer reported that the finances of the club were a trifle strained and suggested that an assessment of \$10 a head be levied to put the organization upon a more safe and sound basis. Mr. Stratemeyer's suggestions met the instant approval of the membership and his motion was carried unanimously.

Under the head of new business it was decided to instruct the secretary to notify the framers of the new constitution to insert in the new set of bylaws an article calling upon the treasurer to make a report at each meeting in regard to all receipts and expenditures.

August Showing for Southern Pine

Figures published September 13 by the Southern Pine Association giving summaries for August business show that during that month shipments exceeded production by 7.23 per cent, and that the August demand was 16.37 per cent greater than production. During the same month stocks on hand decreased 2.36 per cent, which was equal to 27,793,300 feet.

With the Trade

Stearns Salt & Lumber Company Plant More Than Mere Sawmill

The United States forestry laboratory, located at Madison, Wis., has had one of its engineers, F. H. Hallauer, looking into the methods used by the Stearns Salt & Lumber Company in manufacturing low-grade timber and what would otherwise be waste into merchantable products. The investigations of Mr. Hallauer have revealed the fact that the plant of the Stearns Salt & Lumber Company is more than a sawmill, owing to the fact that so many by-products of timber are manufactured, and the proportion of wages paid per million feet of logs manufactured is greater than any ordinary sawmill operations.

In comparing the amount of money paid by the Stearns Salt & Lumber Company during 1914 in wages, with the amount which would have been paid twenty-five years ago, in proportion to the number of feet of logs manufactured, the report shows that the Stearns company is paying out in wages nearly twice the amount which would have been paid in the same operations twenty-five years ago. The result of all this is to increase the local revenue in Ludington and insure permanency in operations at that point.

During 1914 this company manufactured 28,055,811 feet of logs and expended for wages \$434,844.66. This does not include wages paid for operations in its camps, which amounted to \$180,434.66. During that year it shipped into Ludington 6,659 cars of logs and paid in freight therefor \$63,508.04. The total number of cars consigned to and from the company during 1914 amounted to 11,275 cars, with the total freight amounting to \$300,468.51. Figuring freight and wages paid in the manufacture of this 28,055,811 feet of logs, we get the tremendous total of \$915,747.83.

Poor Business Leads to Suicide

Simon Herrstadt, for many years associated with the wholesale hardwood business in New York City and Boston, died from a self-inflicted wound, September 7. He conducted a wholesale business at 66 Broad street, New York, until recently, when he was forced to quit because of lack of business. Worry over business and grief over the loss of his brothers in the German army unbalanced his mind. He was forty-nine years old.

Mr. Herrstadt was prominently known in the hardwood market and at one time enjoyed a large trade. He is survived by a widow and three children.

To Build Hardwood Mill in Texas

It is stated that a large hardwood manufacturing company has been in touch with the Chamber of Commerce of Beaumont, Tex., with the idea of establishing a large hardwood plant in Beaumont. Secretary C. R. Bone is endeavoring to locate a suitable site, and it is expected that a decision will be made in the near future.

The plant will probably have a daily capacity of 100,000 feet and will ship all of its products from Beaumont.

Charles E. Cartier Moves to Grand Rapids

Charles E. Cartier of the widely known Cartier family of Ludington has moved his family to Grand Rapids, Mich., where he as president of the Cartier-Holland Lumber Company will work actively with E. M. Holland, his partner.

Mr. Cartier is the youngest son of the late Antoine E. Cartier of Ludington. The senior Cartier was president and founder of the Cartier Lumber Company, and was also president of the Northern Michigan Transportation Company for a good many years.

Charles Cartier is a graduate of the University of Michigan. On leaving college he became manager of the Cartier Enameling Works at Ludington, and later of the Handy Things Manufacturing Company, also of Ludington. Following this work he became interested in a merchandising enterprise in that city, and about four years ago formed the Cartier-Holland Lumber Company with E. M. Holland, formerly sales manager of the Stearns Salt & Lumber Company. Mr. Holland is, as above stated, also now a resident of Grand Rapids.

Large Price for Timberland

Near Warsaw, Ind., the sum of \$28,500 was recently paid for 160 acres of timberland, an average of \$178 an acre. The purchaser was the Peabody Lumber Company of Warsaw. The price paid was about \$10,000 more than the property was expected to bring. Many lumbermen attended the sale.

They Handle the Real St. Francis Basin Hardwoods

The mill is producing best quality of dressed and clear cut lumber... Now we do it now, and it would be hard to find a better quality of Arkansas white pine and a remarkably fine quality of gum, as well as the variety of southern oak and other woods that we handle. In fact as a matter of fact the Memphis mill has been used for a long time as an advertising medium for the quality of the timber and hence the lumber.

Memphis, Tenn. The recently opened the manufacturing plant... George C. Brown & Co. President, Arkansas Memphis, Tenn. The mill is producing a fine quality of products coming out of the mill.

George C. Brown & Co. have moved to the St. Francis basin... and have a good reputation for handling a large quantity of products coming out of the mill.

Their gum is Kruger cured and... Their investment and expense for handling gum are greater than for any other line of stock... result that the gum customers of Geo. C. Brown & Co. are coming to a greater realization of the truly remarkable quality of this beautiful American hardwood.

Becomes Sales Manager for Boston Belting Company

W. F. Hardy, for the past eleven years connected with the Diamond Rubber Company and the B. F. Goodrich Rubber Company, and lately in charge of the sales of their mechanical rubber goods division, has lately been appointed sales manager of the Boston Belting Company, Boston, Mass., manufacturer of mechanical rubber goods.

Reorganization of Big Southern Company

A brief article appearing in a recent issue of Hardwood Record...

was commented on the increase in capital stock of the Issaquena Lumber Company, Issaquena, Miss., on the main line of the Yazoo & Mississippi Valley railroad, about thirty five miles north of Vicksburg. The capital stock was originally \$100,000, with W. E. Heysler and Weaver Haas as the only stockholders. The stock is now \$275,000 all paid up.

While the old company was simply an operating company drawing on the timber tracts of the Issaquena Land Company for its logging supplies, the new company has absorbed both the operating and the holding companies, having acquired all of the timber holdings of the Issaquena Land Company as well as other additional timberland, and also quite a number of timber rights.

The new officers are C. D. Mitchell, president; W. E. Heysler, vice president; Howard Mitchell, secretary treasurer. Weaver Haas is general manager and J. F. Weltant sales manager. The Messrs. Mitchell were recently large stockholders in the Chattanooga Plow Company, but sold their interest in that concern to enter the lumber field. Howard Mitchell is also president of the Commercial Bank & Trust Company of Chattanooga, Tenn. The other stockholders of the newly organized company are the Messrs. Bloomfield of Jackson, Mich.

The Issaquena Lumber Company as it now exists has an exceptionally strong backing as compared with the usual hardwood operation in the South, and with an unlimited working capital it expects to cut steadily until the last timber is cut.

The Issaquena mill has been closed down since the last of October, 1914, but is now in full operation, and is turning out some of the finest hardwood lumber that has yet been cut. The stock in the yard is somewhat low at the present time, but by cutting 1,500,000 feet a month this condition will soon be overcome. It is expected a regular stock of 7,000,000 or 8,000,000 feet will be carried at the mill.

The timber holdings of the company consist of oak, gum, ash, elm, cottonwood, cypress and hickory, of as fine a quality as grows in Mississippi. The company also has one of



GUM TREES TYPICAL OF THE TIMBER ON THE HOLDINGS OF GEORGE C. BROWN & CO., MEMPHIS.



A FEW LOGS IN THE TIMBER OF GEORGE C. BROWN & CO. OF MEMPHIS, TENN., AND PROCTOR, ARK. IT WOULD BE DIFFICULT TO GET POOR LUMBER OUT OF THESE STICKS.

the finest plantations in Issaquena county, on which a very fine crop was produced this year. The Issaquena Lumber Company is one of the few large concerns which farm with latest improved farm machinery.

The sawmill is equipped with a 12 inch band saw and resaw, and will cut approximately 75,000 feet a day.

Howard Mitchell and Weaver Haas will be the only two stockholders who are actively engaged in the management of the company, and one or the other will be at the mill all the time, and both most of the time. All business will be handled direct from Issaquena.

New Flooring Factory

Through the completion of the new building being erected for the Langland Manufacturing Company at the foot of East Webster avenue, Muskegon, Mich., the company will throw open a new hardwood flooring department. The new building is 64 feet wide and 140 feet long, and has 12,000 square feet of floor space. The main floor of the building is equipped with four Morton dry kilns made by the Morton Dry Kiln Company, Chicago. The remainder of the building is to be used for storage and has a capacity of 200,000 feet of flooring daily. The machinery will be on the second floor.

Pennsylvania Timberland Sold

Announcement has been made that Grant McClellan of Altoona, Pa., has sold his holdings in the Beaver Dams, Catherine and Frankstown townships in that county to the McNitt-Huyett Lumber Company. The tract embraces a large area of virgin timber which the new purchasers will cut off at once, after building a side track out from the Pennsylvania railroad.

Pertinent Information

Arkansas Soft Pine Bureau Moves

The headquarters of the Arkansas Soft Pine Bureau, which were formerly located in Chicago, have been moved to Little Rock, Ark., where the advertising and other work will be under the direction of Robert L. Brooks, who for the past four years has been the southern representative of a number of trade papers. The purpose of vigorously pushing a campaign of advertising has been announced.

Advance in Rates Delayed

Advices from Memphis, Tenn., say that the Southern Hardwood Traffic Association has been informed from Washington that the advances in lumber rates from various parts of the South to the Ohio river crossing as permitted by the Interstate Commerce Commission in I. & S. Docket 520, will not go into effect until about October 1. Originally it was intended by the carriers that the new tariffs would be ready for application September 1, but it was found that there was not sufficient time between the rendering of the decision by the commission and September 1 to have the tariffs published.

Unique Case Before Wisconsin Supreme Court

One of the most unique and at the same time most important cases ever brought before the Supreme Court of Wisconsin was given a hearing last week, when arguments were heard on the case of the New Dells Lumber Company of Eau Claire, Wis., versus the estate of Gerhard Vennen. Gerhardt was a workman for the New Dells company. It is alleged he contracted typhoid fever from contaminated water while at work. His widow is suing for \$10,000 for the illness incurred and \$10,000 for the result of his death. The case was non-suited in the lower court.

The lumber company contends that this action properly comes under the workmen's compensation act and that compensation, according to the regular schedule, should be paid. The plaintiff's plea is that there was nothing accidental construed in the terms of the compensation act, about the case. The argument opens an entirely new field. There is no case in the history of American or English law that covers the action. A decision in favor of the lumber company may mean that in the future cases of illness contracted by employes during the performance of their duty will come under the compensation act. A decision for the plaintiff will mean that all such actions are foreign to the act and that damages can be asked in any amount. The maximum damages that can be obtained under the compensation act is \$3,000. Daniel H. Grey, Portage, appeared for the plaintiff, and former Attorney General Sturdevant, Eau Claire, for the defendant.

Investigating Wood Preservatives

The United States Department of Agriculture has published bulletin 227, which was prepared by C. J. Humphrey and Ruth M. Fleming, of the Bureau of Plant Industry. It is a study of wood preservatives, and because of its technical nature it is of more value to the timber engineer than to the ordinary reader. Its purpose is to ascertain the best materials for preserving wood from decay. An idea of the technical nature of the work may be judged from the following list of words, all of which are found on a single page, and there are thirty-eight similar pages in the pamphlet: Anion, ortho, alkyl, cresol, ionic, phenol, methyl, orcinol, halogen, carboxyl, hydroxyl, toxicity, agaragar, salicylic, isopro-

pyl electrolytic, pyrocatechol, nitrophenol, nonionized, dinitrophenol, hydroquinone, mononitrophenol, and pentabromophenol. Those who wish to pursue the subject further than the bulletin takes them are referred to sources of information, from which the following words are selected at random and without guaranteeing whether they mean authors, topics, plants, or chemicals: Bokorney, guengen, malenkovie, netzsch, soldenschnur, ceratostomella, widerstandfahigkeit, holzzerstorender, hausschwammforschungen. Engineers and chemists will find the work valuable, but it will scarcely become popular as light vacation reading.

An Advocate of Wood

General Nathan Goff, United States Senator from West Virginia, and former Secretary of the Navy, has long been known as an enthusiastic advocate of the use of wood. Recently when the question of paving the street in front of his hotel at Clarksburg, W. Va., was before the city council he offered to pay the difference in cost between brick and wood if the council would pave with wood blocks. He expressed his preference for wood because it is less noisy than brick. When General Goff built his fine residence at Clarksburg, some thirty years ago, he endeavored to make use of every kind of commercial wood growing in West Virginia, and about sixty kinds found place as frame or finish.

Selling the Container

When meats, and doubtless many other commodities, are packed in fiber containers, the containers and all are sold at the same price as the article packed within; but when such articles are packed in wooden boxes, the box is not weighed and sold. Purchasers, therefore, get more for their money when they buy their meat in wooden boxes, for then they pay only for the meat. These facts were recently brought out by a suit in New York styled the People vs. Armour & Co. It was alleged in that suit that all meat products shipped in paper boxes and other substitute packages were sold to dealers without deductions for the weight of the containers.

Wood Fiber Substituted for Absorbent Cotton

Consul General Julius G. Lay, in a recent report from Berlin, Germany, says that fiber from pine wood has been found to be a fairly satisfactory substitute in that country for absorbent cotton in dressing wounds. It is not the equal of cotton for all purposes, but it is valuable in certain ways. It is prepared by a secret process. It costs between eight and nine cents a pound, and is cheaper than cotton. It is sold in rolls or sheets. A similar article is manufactured from wood in Sweden, and in England wound dressing is made from bog moss.

The "Dancing Flea" Guitar

A new musical instrument has made its appearance on the western coast of the United States. It is a small guitar made in the Hawaiian Islands of koa wood or Hawaiian mahogany. However, the instrument is said to have originated in Portugal. It was found to be so well adapted to the native music of the islands that it became very popular there, where it was called "ukulele," which means "dancing flea." The popularity spread to California within the past few months, and the instruments are being imported into San Francisco by hundreds, and the Hawaiian manufacturers have found a sudden expansion of their business. It is reported that instruments have been manufactured in California, and the islanders fear they will lose the trade which has been so rapidly built up. The koa wood of which they are made is beautiful, scarce and costly. Instruments in Honolulu sell for \$4.50 to \$15.

Cypress Knees in Demand

The uncanny protruberances called cypress knees, which are familiar sights in swamps where the southern cypress grows, are going to market just now in numbers larger than ever before. The uncouth growths are the lungs of the cypress tree that stands in water. The knees rise above the surface into the air and furnish breath for the roots which lie deep below. If the knees are cut off the tree will drown. Conversely, if the water is drained away, the knees are no longer needed, and they will decay. Nearly two hundred years ago the negroes in the South found out that cypress knees made good bee hives and that was about the only use found for them until recently. The hollow capacity of the knees ranges from a gallon to two or three bushels. They are conical in form and very tall for this diameter. The present demand for them is said to come from the makers of gardeners and bird houses. If one of the knees is polished and decorated and finished with doors and windows, it makes a novel and artistic bird house, and its popularity seems assured. Some of the railroads have been quick to see promise of business in this new industry and have made rates on cypress knees the same as on cypress lumber. The principal supply may be expected to come from Louisiana, where vast cypress forests stand in water from one to ten feet deep. A resource heretofore wasted seems now in a fair way to be utilized. It is presumed that the knees will not be cut until after the trees have been felled, or probably lumbering and knee cutting will go on at the same time. The best time for cutting the knees is in the early autumn when the swamp water is at its lowest.

Building Operations for August

The building operations of 68 cities for the month of August make the most favorable comparison for the year to date. They show, as compared with August last year, a gain of 14 per cent. The building permits issued in these cities, as officially reported to *The American Contractor*, New

clay available. The straw is raked up in the woods and hauled to the road where it is spread to a depth of about a foot, though it soon gets compressed. The work is usually done in early spring and costs about forty dollars a mile. One strawing lasts for a year or two unless it is destroyed by fire.

Speaking of curious road materials, there is a short stretch of road on South Manitou Island, Michigan, made out of scrap leather which the residents salvaged from a ship wreck near the shore.

Effectiveness of Wood Preservatives

The Forest Service has issued a resumé of tests instituted for the purpose of establishing the relative effectiveness of different methods of preserving woods, the full report being contained in Bulletin No. 227. The investigators found that in general the common molds among the fungi are more resistant to poisons than the true wood destroying fungi, and that even among the latter group the different species showed a great difference in susceptibility.

The tests were made by the Petri-dish method and the results with eighteen wood preservatives used in connection with *Fomes annosus* and *Fomes pinicola* are given. Those interested in this question can secure the bulletin by addressing the Forest Service, United States Department of Agriculture, Washington, D. C.

Sawmilling in Singapore

That there are thirty well-equipped steam sawmills in operation the year around at Singapore in spite of the fact that the island has only a few small jungles producing scarcely enough timber for domestic consumption will possibly be surprising information. That this is so, however, is vouched for by Vice-Consul C. L. Dreier. The mills, chiefly constructed with brick, planks and corrugated roofs, are nearly all in Kallang, a suburb of Singapore, and along the small Kallang river. This stream is navigable to some distance by native craft, which transport the logs to the mills. Some of the mills have head offices in town.

The logs for the mills are purchased from timber cutters in the neighboring Dutch islands off the east coast of Sumatra, and include half a dozen local species, all hardwoods. These woods all have about the same yellow shade and it is hardly possible for an inexperienced judge to differentiate between them. All are used for building purposes and for window and door frames, planks, pillars and rafters for ceilings of houses. The kapore or camphor wood, which is of a white color, is not subject to the ravages of white ants and other destructive insects common in the tropics, and hence is used for flooring planks. Teak is extensively used for making European and Chinese furniture of all descriptions, the logs being brought from Siam in the square.

The sawmills pay from \$1 to \$6 per timber carrier a month, while those working in the machine shop get from \$11 to \$17. It is estimated that the average annual output of the mills figured in money is \$82,000.

Manzanita for Spinning Tops

A large manufacturer in Kentucky has taken steps to secure manzanita wood from which to make spinning tops. As far as records show, this is the first call for this beautiful wood outside of its immediate range. It reaches its best development among the western foothills of the Sierra Nevada mountains in California. Botanists call it *Arctostaphylos manzanita*, but the ordinary person shortens the name to manzanita, which is a Spanish word meaning "little apple." The first part of the name is a compound Greek term meaning "bear-grape," evidently an allusion to its fruit, which is about the size of a huckleberry and tastes much like a thorn apple. Indians make cider of the fruit, and when pressed by necessity they can manage to get pretty drunk on it.

The wood is the part in which manufacturers are interested. Few tree books give any account of it, because dendrologists have generally refused to call it a tree, because of its small size. The fact cannot be denied that it is often ridiculously small. On some of the high, wind-swept slopes of California mountains as many as 50,000 mature trees (if they may be called trees) grow on an acre. The trees are fully branched, and of standard form, with fruit in season, and in height they range from four inches to a foot. The mass—or the manzanita forest, so to speak—looks like a meadow of red grass. The bark is dark chocolate red or brown.

That is an extreme size under adverse circumstances. At its best, manzanita trunks attain a diameter up to one foot. A fair average is three or four inches. A tree more crooked and branched never grew out of the earth. A straight stick three feet long of any diameter was probably never seen by mortal man.

The working of this wood into spinning tops seems a sensible suggestion. The crookedness of trunk and branches does not disqualify the wood for that use. Ample supplies can be had, for thousands of acres at a stretch produce manzanita. Cutting the stock in the woods would be comparatively expensive because of the tree's small size and awful shape. Stumpage ought to cost little or nothing. Most landowners—particularly those who range sheep—will be

glad to be rid of the thickets. Sheep ranging through manzanita leave most of their wool as mementos sticking to the branches.

The wood is beautiful. It is a rich red or deep wine color, exceedingly fine grained, and is susceptible of a fine polish. It may split too easily to make perfect top material; for it is as brittle as spicewood. Bend a small green branch sharply and it is liable to fly into splinters. Seasoning may remedy that weakness. Tourists returning from California nearly all bring with them manzanita souvenirs of some kind—cans, paper weights, paper knives, rulers, spoons, napkin rings, cuff buttons, dominos, maniere sticks, match safes, pin trays, and the like. Novelty stores that sell them usually tell the tourist they are mountain mahogany, as they sell better under that name.

Why Not American Walnut?

The warring nations of Europe are sacrificing their walnut trees for gunstocks. Practically all walnut cut there is from planted trees of a species commonly called English, French, or Italian walnut, the name depending upon the country where the tree happens to grow. A recent issue of the London *Timber News* says that for the manufacture of gun and rifle stocks walnut timber is at present in great demand, and prices are higher than has been the case for a very long time back. Though able occasionally to offer a few logs of home-grown walnut timber, the bulk of that used in England is of foreign origin, hailing principally from the continent, but the Mediterranean coast lands produce that of finest texture and quality. The price of good walnut timber, that is, clean and thoroughly matured, varies from eighty-seven cents per cubic foot upwards, but there is little of first-class quality and size to be found in England, only occasional trees by field and hedgerow, and more so in the vicinity of old buildings, being included under timber. It is often difficult to get odd trees of the walnut disposed of, the small quantity offered being considered beneath the notice of the average timber merchant. The walnut being tender in a young state and requiring good agricultural land to grow to perfection are rather serious drawbacks to the cultivation of the tree. Experimental planting of the walnut in various parts of England have not turned out very satisfactorily.

With the scarcity of walnut the question has several times been asked of late why other timbers will not serve as well, at least in the case of gun and rifle stocks. The superiority lies in this, that walnut does not warp and can be cut cleanly even at cross grain, thus closely fitting the complicated mechanism of the lock and other parts of the magazine rifle. Then the timber is but little affected by becoming wet and so does not interfere and cause jamming of the parts, while it is light and of an enticing color and by no means apt to splinter. There are several kinds of walnut on the market, including American and European, the latter being preferred for the work of the gunsmith, though, as far as the question of veneers is concerned, the American holds the market, some of the old walnut roots having for furniture-making been sold at their own weight in copper. There have been felled and sold in England and Wales quite as good walnut timber as has ever been exported from abroad, and much preferable to that of Circassian origin, which has been found too weighty for gun and rifle stocks. Home grown walnut timber is, as before stated, offered in too small quantities to be valuable or worth while bothering about by the merchant and it is hardly likely, from experiments that have been conducted, that the growth of the tree will be encouraged.

Too Many Broom Handles

It is said that if all the broom handles manufactured in the United States in one year were laid side by side they would form a carpet of handles for the entire state of Wisconsin and Michigan. There are most too many broom handles involved in this estimate. The fact is, there are not enough to carpet one square mile. The average handle is forty-three inches long, and the yearly output is between 50,000,000 and 60,000,000 handles.



ARRIVAL AT NEW ORLEANS FROM BELIZE, BRITISH HONDURAS, OF THE S. S. "MERCATOR" WITH MAHOGANY LOGS, BELONGING TO THE MAHOGANY FLEET OF THE OTIS MANUFACTURING COMPANY, NEW ORLEANS, LA.

WE BUY for Cash

all grades

Gum Red Cypress
Cottonwood

To move your stock
quote us lowest prices
and we will send
orders for shipping

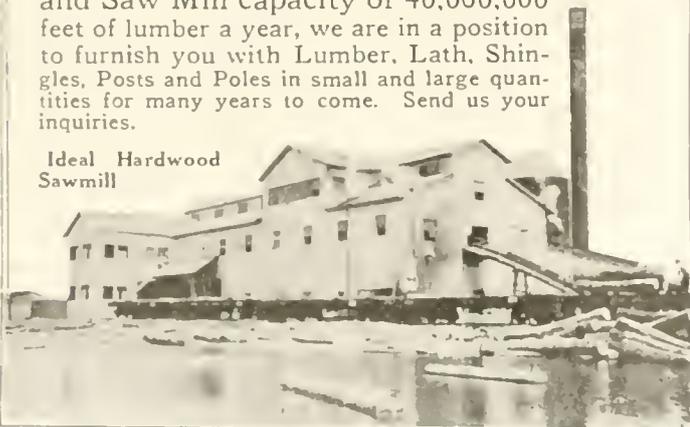
Aberdeen Lumber Co.
Pittsburgh, Pa.

We are back on the job with a fine new mill

With over 80,000 acres of the best Hardwood and Hemlock timber in the North

and Saw Mill capacity of 40,000,000 feet of lumber a year, we are in a position to furnish you with Lumber, Lath, Shingles, Posts and Poles in small and large quantities for many years to come. Send us your inquiries.

Ideal Hardwood
Sawmill



Try some brand new lumber
from a brand new plant
run by Modern Old Timers

Stack Lumber Company
Masonville, Michigan

Will Make Tobacco Boxes

Chicago capitalists will equip a box factory at a cost of \$10,000 at Johnson City, Tenn. It is reported that the factory will make only tobacco boxes at the start but probably will later turn out boxes of other kind.

Hardwood News Notes

< MISCELLANEOUS >

On September 15 the Mau-Leatherman Hardwood Company commenced operations at Gould, Ark.

At West Duluth, Minn., the American Forest Products Company is erecting a toy factory.

A loss by fire was sustained by the Ashby Veneer & Lumber Company at Jackson, Tenn.

The Southern Lumber Company is engaged in the wholesaling of hardwood lumber at St. Paul, Va.

The plant of the Fern Chair Company has been sold at Peru, Ind., by the receiver.

The Brueck Sectional Bookcase Company, Saginaw, Mich., has been incorporated.

A receiver has been applied for by the Anderson Valley Lumber & Spoke Company at St. Meinrad, Ind.

The Wolf River Lumber Company, Antigo, Wis., has suffered a fire loss.

The capital stock of the American Box & Crate Company, Louisville, Ky., has been increased to \$30,000.

There has been a change made in the ownership of the Alabama Coffin & Casket Company, Birmingham, Ala.

The Hoosier Building Supply Company has been incorporated at Indianapolis, Ind., with a capital stock of \$12,000.

The Big Indian Wood Products Company, Ltd., is engaged in the manufacture of wood specialties at Big Indian, N. Y.

Among the recent incorporations are: The Sidney Wood Turning Company, Sidney, O.; Sklar & Cohen Woodwork Company, Brooklyn, N. Y.; Thorn Railroad Tie Company, Indianapolis, Ind.; Cannon Valley Furniture Company, Waterville, Minn.

The Lyon Cypress Lumber Company, Garyville, La., will build a hardwood mill with a daily capacity of 50,000 feet of lumber.

The J. D. Warren Manufacturing Company, Council Bluffs, Ia., has been incorporated under Illinois laws to manufacture office, store and other fixtures with a factory at Quincy, Ill.

The large lumber mill at Little Rock, Ark., formerly owned by Charles Otsinger has been sold to the Mark H. Brown Lumber Company of Memphis, Tenn., and will be used for the manufacture of hardwoods.

At Doyle, Tenn., the Doyle Manufacturing Company has been incorporated by M. E. Brown, A. E. Brown, B. J. Lyles and M. L. Grissom. The capital stock is \$2,000, and chair stock and lumber products will be the line manufactured.

A loss by fire estimated at \$24,000 has been sustained by the Beaumont Veneering Company, Beaumont, Miss.

A wagon box factory will be opened at Tigerton, Wis., by Louis Boldig and H. R. Swanke.

The planing and feed mill of W. H. Clark, Tomah, Wis., was burned recently, the loss being reported at \$15,000.

Charles Weny of Allegan, Mich., has sold an interest in his planing mill business to Emil Schmitz.

< CHICAGO >

Charles H. Barnaby, Greencastle, Ind., was in the city on September 15 in conference on the grading question.

Hugh McLean of Buffalo, N. Y., was also one of the conferees representing the National Hardwood Lumber Association.

The old established local lumber firm of W. B. Crane & Co., 913 W. Twenty-second street, has recently incorporated under the style of the W. B. Crane Company.

An increase in capitalization has been made by the Huddleston Marsh Lumber Company, Chicago, Ill., namely, from \$30,000 to \$75,000.

The Chicago Door & Window Frame Company has been incorporated to manufacture windows and door frames at 110 S. California avenue, Chicago.

The Republic Box Company has succeeded the Consumers Box Manufacturing Company, McNeill, Lauff & McNeill, and the Monarch Box Company, this city.

Another local incorporation is the Hutchins Lumber & Storage Company, with a capital of \$50,000.

The capital stock of the American Wall Bed Company, Chicago, has been increased to \$10,000.

The headquarters of the Dermott Land & Lumber Company, Dermott, Ark., have been moved to Chicago, Ill.

John M. Pritchard, secretary of the Gum Lumber Manufacturers' Association, has been in Chicago for several days in conference with hardwood manufacturers interested in the southern territory.

J. W. McClure of the Bellgrade Lumber Company, Memphis, Tenn., president of the Southern Hardwood Traffic Association, and J. H. Town-

shend, secretary of that organization, were in Chicago last week in attendance at the traffic conference, held under the auspices of the National Lumber Manufacturers' Association.

R. S. Huddleston of the Huddleston-Marsh Lumber Company, Chicago, who recently moved to New York, where he will handle the manufacturing and eastern business of the Huddleston-Marsh Lumber Company, was in Chicago last week. While here he represented the National Lumber Exporters' Association at the traffic conference.

W. E. DeLaney and W. H. Weller, respectively ex-president and secretary of the Hardwood Manufacturers' Association of the United States, Cincinnati, spent several days in Chicago last week.

R. M. Carrier of the Carrier Lumber & Manufacturing Company, Sardis, Miss., was in the city last week on a business trip.

B. F. Dulweber of the John Dulweber Company, Cincinnati, O., and the Kraetzer-Cured Lumber Company, Moorhead, Miss., spent several days in the city the middle and end of last week.

J. D. Staples, secretary and treasurer of the Northwestern Cooperage & Lumber Company, Gladstone, Mich., put in the greater part of last week on business in the city. Mr. Staples reports his trade as being in pretty good shape.

O. C. Lemcke of the Underwood Veneer Company, Wausau, Wis., represented the National Veneer & Panel Manufacturers' Association at the traffic conference, held at the La Salle Hotel, a week ago last Wednesday.

P. P. Wilnau, Lee Wilson & Co., Inc., Wilson, Ark., spent part of the past week in Chicago.

Chr. Brunn, handler of a varied line of lumber, located at Copenhagen, Denmark, has been staying with relatives in Racine, Wis., for several days, making this his headquarters while investigating the possibilities of making permanent connections with exporters of American lumber products. Mr. Brunn spent several days among Chicago concerns who are interested in the export business, and from here is going to the Coast, visiting the coast towns and then back, probably by way of the southern pine belt. He expects to be back in Chicago again within six weeks or two months. Mr. Brunn says that it is desirable that he make these connections at this time for the future, and that he is simply here to look over the territory, and is interested in practically all kinds of American hardwoods and soft woods.

◀ NEW YORK ▶

The Lumber Trade Club of New York is about ready for its formal opening, the quarters in the Lords Court building now being in the hands of the decorators, carpenters, etc. Enough applications have been received and acted upon to assure a representative membership at the time of opening and the sponsors of the new organization are confident of gaining a large number of members when the fall season gets into full swing. The club will be located on the seventeenth floor of the building at 27 William street, which is close to all transit lines reaching the lower part of the city.

The war on shingles seems to have been carried to this city. A proposed revision of the building code would eliminate wood shingles in the great suburban districts of the city, such as Flatbush, Bay Ridge, Queens, etc. The purpose of the proposed regulation is to reduce the fire hazard, though as far as is known no serious fires have occurred in these districts where detached frame houses abound and where shingles have long been the most popular roofing material. The lumber trade of the city is protesting the new regulation and will make every legitimate effort to defeat its adoption by the Board of Aldermen. The result would be far-reaching, affecting the home owner and prospective home builder no less than the retail lumber dealers. The news of the proposed change came as a surprise, for nothing was known of any agitation against the use of wooden shingles in this city.

The ranks of the wholesale hardwood trade have been augmented by the opening of a New York office of the Huddleston-Marsh Lumber Company, handlers of fancy woods and mahogany lumber and veneers. The headquarters of the company are at Chicago, and the New York office is at 1822 New Aeolian Hall, 33 West Forty-second street, where R. S. Huddleston, president of the company, will make his permanent headquarters. The company has made manufacturing arrangements for an adequate supply of raw material to take care of inquiries of all kinds for this class of stock. Mr. Huddleston has been in the manufacturing and distributing hardwood business for a great many years and has always specialized in mahogany and fancy woods.

Harrison A. Smith, who has for some time been acting as special sales agent for the Hardwood Products Company, headquarters at Neenah, Wis., has taken charge of the eastern sales office, 1 Madison avenue, this city, succeeding O. Leon, who goes to headquarters in the office of the general sales manager. Mr. Smith, who is a director in the company, has been associated with its affairs since starting his business career. Besides his experience in the selling department, he served in the executive office and installed the factory accounting and cost system.

◀ BUFFALO ▶

The members of the Buffalo Lumber Exchange are looking forward to the next outing and the committee in charge will arrange a date as soon as the Frost King is in the mood to permit chestnuts to be gathered. As was done last fall, the lumbermen are planning to visit the chestnut

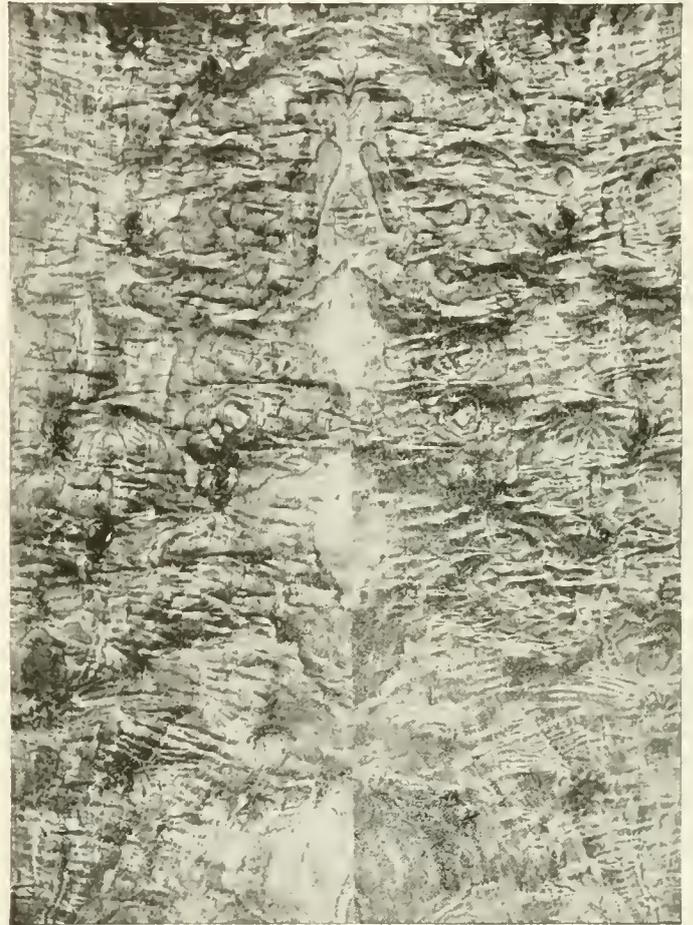
On the Following Stock We Will Make Special Prices for Prompt Shipment:

CHERRY

35,000 ft.	1" No. 1 and 2
12,000 ft.	1 1/4" No. 1 and 2
32,000 ft.	1 1/2" No. 1 and 2
20,000 ft.	2" No. 1 and 2
22,000 ft.	1 1/4" No. 1 Common
16,000 ft.	1 1/2" No. 1 Common
22,000 ft.	1" Gummy
6,000 ft.	1 1/4" Gummy
41,000 ft.	1 1/4" No. 2 Common
6,000 ft.	1 1/2" No. 2 Common

The Atlantic Lumber Co.

70 Kilby Street, Boston, Mass.



Made in St. Louis

Photograph of American Walnut Rotary Cut Panel produced in our Veneer Plant. We also manufacture built-up stock of every description used in furniture and fixtures in any thickness, consisting of nicely figured Quartered Gum and Oak, Mahogany, Plain Oak, Yellow Pine, Red Gum, Birch, Ash, Elm, Sycamore, Soft Maple, Plain Gum and Cottonwood.

For particulars, please write

St. Louis Basket & Box Company

143 Arsenal Street

ST. LOUIS, MO.

READ

The following descriptions need no further arguments:

We Can Ship at Once

WHITE ASH: 22,000 ft. 10, 4" 1s & 2s; average width 10"; 50% 14' & 16' lengths.

PLAIN WHITE OAK: 30,000 ft. 4/4" 1s & 2s; average width 9 1/2"; 55% 14' & 16' lengths.

COTTONWOOD BOXBOARDS: 23,000 ft. 4 4" x 13"—17"; 60% 14' & 16' lengths.

Band Sawn Ash, White Oak, Red Oak, Red Gum, Sap Gum, Cypress, Cottonwood, Soft Elm.

Liberty Hardwood Lumber Company

MANUFACTURERS

BIG CREEK, TEXAS

DAILY CAPACITY, 40,000 FEET

To the Owner of Timber Lands

Far sighted owners of timber lands will take advantage of the times, incident to the European wars, and prepare themselves for the day when the demand for timber is suddenly thrust upon them. It is certain to come at no distant time. Therefore the wise man will cultivate a closer acquaintance with his holdings and the best method of marketing them. Guessing on the quality and price will only lead to complications and possible failure. Let us prepare the way for you. Remember, we not only report with absolute accuracy, but assist in selling your property, if desired.

SEND FOR OUR BOOKLET

L. E. CAMPBELL LUMBER CO.

Cruising and Engineering Department
2234 Dime Bank Bldg., DETROIT, MICH.

tree at Boston, this county, on an automobile excursion and hope to be well repaid.

The W. H. White Company will rebuild its flooring mill at Boyne City, but the structure, it is said, will not be quite so large as the one recently burned. The company has a timber supply of from fifteen to twenty years.

T. Sullivan & Co. report that hemlock is moving in larger volume than for some time. The yard has been receiving stocks of brown ash, which is a wood in pretty fair demand.

The Standard Hardwood Lumber Company reports trade as about holding its own this month. Chestnut, oak and ash are selling right along, but big orders are not developing to any extent.

R. D. McLean of the McLean Mahogany & Cedar Company has been spending about two weeks on a business trip through the Middle West. The mahogany trade is reported quiet at present.

Blakeslee, Perrin & Darling state that hardwood trade is steady, with slight improvement, if anything. C. N. Perrin has been taking a vacation at the Perrin farm on Conesus Lake.

The National Lumber Company finds a pretty good demand for oak and maple flooring this month. H. B. Gorsline has been spending two weeks at his former home at Battle Creek, Mich.

Davenport & Ridley have lately had a very fair demand for maple and ash, which seem to be among the leading hardwoods just now. These woods, together with birch and oak, are now coming into the yard.

G. Elias & Bro. report the lumber demand as spotty, but, on the whole, improving. There is a very fair demand for building lumber in which several cargoes of hemlock and white pine have been received this season.

The Yeager Lumber Company finds general hardwood conditions about the same as a month ago. Cypress tank stock is being moved in good volume and this is one of the best selling woods this month.

Miller, Sturm & Miller state that the hardwood trade has started in better this month than last. The woods most in demand have been maple and ash, in which sales are on a fairly large scale.

The Buffalo Hardwood Lumber Company reports the hardwood demand as showing up fairly well this month, with oak and birch most in demand.

< PITTSBURGH >

The Henderson Lumber Company reports a decidedly better business with the mining companies. This is not in the nature of a boom, but it is coming right along in a steady fashion, which is very encouraging.

The American Lumber & Manufacturing Company reports the market very spotty at present. There is a fair volume of business, but it is hard to figure at a satisfactory profit.

The C. E. Brettwieser Lumber Company sees little change in the situation. Prices remain about the same and the volume of business is only slightly better than a month or two ago. Frank Smith of this concern has been in the East lately working the manufacturing trade.

E. B. Hamilton of the former Hamilton Lumber Company is now established in the hardwood business at 6084 Jenkins arcade.

The Frampton-Foster Lumber Company reports better inquiries and the best shipments of hardwood this month it has had for a long time. The manufacturing trade is improving and in railroad business there is much encouragement.

The Monongahela Lumber Company does not believe that the efforts of manufacturers to raise prices at present will be successful. In yard trade it notes a very dull demand just now.

< BOSTON >

The Interstate Commerce Commission has set October 14 as the date for hearing arguments on the terminal regulations at Boston, lumber rates to eastern cities, and also the case of the National Dock & Storage Warehouse Company vs. B. & M. R. R.

The Yarmouth Export Lumber Company has been incorporated at Somerville, Mass.; capital, \$50,000, with offices in that city and at Yarmouth, N. S.

A threatening fire in the Albany street lumber district in Boston occurred September 17, starting in the yard of Downes Lumber Company in the rear of 482 Harrison avenue. This firm lost a number of horses and some lumber, but after communicating to surrounding yards, the fire was stopped without excessive losses.

< BALTIMORE >

M. S. Baer of Richard P. Baer & Co. has gone to Atlantic City with his family for a vacation. Throughout the summer he has applied himself closely to business and he felt the need of a rest.

The lumber yards and mill of F. Mertens' Sons, South Centre street, Cumberland, Md., were damaged by fire, supposedly of incendiary origin, early on the morning of September 14. The loss is put at \$5,000, partly covered by insurance.

The monthly meeting of the managing committee of the Baltimore Lumber Exchange on last Monday had to be postponed for the want of a quorum. Baltimore was celebrating the anniversary of the Battle of North Point, and many lumbermen took a holiday, the regular meeting day, the first Monday in the month, also having been a holiday. The

quarterly meeting of the exchange was postponed for similar reasons. The well-known Baltimore firm of Price & Heald has arranged with the G. W. Jones Lumber Company of Appleton, Wis., to handle the company's output of Michigan birch in this section. The details of the arrangement were attended to for the company by Roy H. Jones, the secretary.

Another visitor last week was John Standifer of the Anchor Lumber Company, Cincinnati.

George C. Brown & Co. will operate a plant for the manufacture of cedar, which has just been erected at Fredericksburg, Va. A. T. Quick, of Lynchburg, Va., is the manager of the company.

A large addition on K street, Washington, D. C., is planned by the District of Columbia Paper Manufacturing Company, Water and Potomac streets, N. W. A seven-story, fireproof building, 200 by 150 feet, and with 30,000 square feet of floor space, is to be erected of reinforced concrete with a garden and gymnasium on the roof for the employes. The company's draftsmen are preparing the plans.

— < COLUMBUS > —

The Sidney Wood Turning Company of Sidney, O., has been incorporated with a capital of \$5,000, to do all kinds of woodworking. The incorporators are A. C., Clem and Leon Chambers, and M. L. and H. H. Heffelman.

The La Belle Box Factory at Martin's Ferry, O., was burned September 2 with a loss of \$50,000. The warehouse was filled with boxes and had a fine lot of machinery which was destroyed. It is reported that the plant will be rebuilt in the near future.

W. H. Hiser, formerly of Gassaway, W. Va., is planning to operate a wholesale and retail yard in Akron, O., and is winding up the affairs of the Hiser Lumber Company of Gassaway. Mr. Hiser will handle both pine and hardwoods.

According to the statement of the Ohio Industrial Commission for the year 1914, there was \$7,653,130 paid out in payrolls in the lumber and planing industry of the state of Ohio. This amount is arrived at by the reports filed with the Board of Awards, showing the premiums paid for workmen's compensation insurance. It does not include plants employing less than five employes.

R. W. Horton of the W. M. Ritter Lumber Company reports a fairly good demand for hardwoods in central Ohio territory. Buying on the part of the retail trade is the best feature, although some orders are received from factories making furniture and vehicles. Automobile concerns are also buying some stocks. Prices are rather steady at the levels which have prevailed for some time. The records of September show a larger volume of business than during August.

J. W. Mayhew of the W. M. Ritter Lumber Company has returned from a vacation spent in the South.

J. A. Ford of the Imperial Lumber Company reports a better feeling in hardwood circles with prospects for the future becoming brighter. Shipments are coming out promptly.

Manufacturers of millwork are having a nice run of business in central Ohio territory.

— < CINCINNATI > —

The Kosse, Shoe & Schleyer Company of Cincinnati, last week filed complaint with the Interstate Commerce Commission against the C. C. C. & St. L. Railroad because of the imposition of a rate of 17½ cents a hundred on lumber from Baltimore to Cincinnati. The complainant asserts that 16 cents is a proper rate and asks reparation.

At the fall meeting of the Cincinnati Furniture Exchange at the Zoological gardens, the Buskirk-Rutledge Lumber Company was elected to membership.

James E. Tracey, fifty-four years old, who was in charge of the crating and lumber department of the Edwards Manufacturing Company since that concern was founded years ago, died last week at his home in the Bristol Flats, after an illness extending over a period of nearly five months. He was not married. Mr. Tracey came from Tracey, near Dennisoo, O. His relatives at Tracey came to Cincinnati and took charge of the body. Mr. Tracey was widely known in lumber circles and a host will mourn his death.

Judge Wade Cushing last week appointed Herry T. Klein receiver for William F. Galle & Co., hardwood lumber dealers of Cincinnati. His bond was fixed at \$5,000. The action was taken following a suit by Sarah L. Archer, executrix of the estate of Robert N. Archer. She states that the Galle concern owes the Archer estate \$11,743.49. Robert N. Archer frequently advanced money to the Galle company during his lifetime, she says, and she asks for an accounting. The defendant answered the suit, joining in the prayer for a receiver. Mr. Klein will continue the business. Attorneys Mathews & Klein filed the suit. The petition also alleged that some other creditors had been paid in preference to the Archer estate.

The day following the petition filed for the Archer Estate, other creditors closed on Galle. Creditors charge that he made preferences to the Stratmeyer Lumber Company and the Frieberg Lumber Company while insolvent. The other creditors taking action against him are C. Crane & Co., who hold an unpaid account of \$2,394, the Buskirk-Rutledge Lum-

J. K. WILLIAMS

A. T. WILLIAMS

Williams Lumber Co.

(MANUFACTURERS)

**WHOLESALE
HARDWOOD
LUMBER**

Band Mill Planing Mill Dry Kiln

Fayetteville, Tenn.

We manufacture PLAIN and QUARTERED OAK, ASH, CHESTNUT and other HARDWOODS

Our Specialty is Quartered White Oak

**We Manufacture Dimension
Stock—Hickory a Specialty**

Kentucky Oak

results in

Satisfied Artisans

meaning

Money Saved

ITS growing conditions ENFORCE an unvarying uniformity of color and grain. Its texture has a silky softness that delights and contents your workers.

ITS beautiful, clean boles make possible unusual widths and lengths in which we specialize.

The following values,

All Kentucky Stock Should Attract You

- | | |
|---|---|
| 4 cars 8/4 Log Run Hard Maple | 2 cars 4/4 No. 1 Common Plain White Oak |
| 2 cars 8/4 No. 1 Common & Better Hard Maple | 5 cars 5/4 No. 3 Common Plain Red Oak |
| 3 cars 6/4 Log Run Beech | 2 cars 5/4 Sound Wormy Oak |
| 15 cars 4/4 No. 3 Common Oak | 10 cars 4/4 Sound Wormy Oak |
| 15 cars 4/4 No. 2 Common Plain Red Oak | 5 cars 4/4 Common & Better Chestnut |
| 3 cars 4/4 No. 2 Common Plain White Oak | 5 cars 4/4 Sound Wormy Chestnut |
| 50 cars 4/4 No. 1 Common Plain Red Oak | 1 car 5/4 No. 3 Common & Better Poplar |

E. R. SPOTSWOOD AND SON
MANUFACTURERS
LEXINGTON, KENTUCKY

Specializing in Heavy
Ash, Oak, Hickory and
Thin Oak and Gum

E. Sondheimer Co.
MEMPHIS, TENNESSEE

*WHOLESALE
Manufacturers
and Exporters*

Wire Orders Loaded Same Day Received



Logs that make good lumber

Bone Dry

**Quartered
Red Gum**

No. 1 Com.

100 M ft.	4	4
50 M ft.	5	4
150 M ft.	6	4
50 M ft.	8	4

See other items of hard-
woods listed on page 53

**Bellgrade
Lumber Company**
Memphis, Tenn.

Band Mills, Isola, Miss.

our Company, with a claim of \$2,577, and the Ohio Veneer Company, with one of \$702

Owing to the recent large orders for cars of every description contracted for by the Pullman Car Company, the latter, through its local agents last week placed some immense orders for lumber with numerous of the larger southern mill owners. All together the various orders will foot up close to 25,000,000 feet. One special order alone was for 2,000,000 feet of lumber for use in building the wooden parts of 500 steel double-decked stock cars for the Santa Fe Railroad Company.

The Carriage Builders' National Association opened its forty-third annual convention and exhibition at the Central Armory, Cleveland, O., September 21 and continued until September 23, inclusive. This organization was instituted in 1872 and has held a convention alternately in eastern and western cities every year since that time. It is expected the attendance this year will run considerably over the thousand mark. With 23,000,000 horses still in the United States, there is plenty of use for the buggy and surrey, despite the great inroads being made by the automobile. Although the American buggy industry naturally was influenced by the unfavorable business conditions last year, yet the statistical committee will show in its report that nearly one million buggies and surreys were manufactured within the association membership during the past year. Cincinnati has nine active company members and twenty-five associate company members of the national organization. A large delegation of local carriage men left Cincinnati early in the week for the convention city.

The wedding of Miss Charlotte Thurston Webb, daughter of Mr. and Mrs. William Franklin Webb of Newark and Cincinnati, O., to Mr. Robert Kelley, Jr., of Superior, Wis., at the Trinity Episcopal Church in Newark, proved of interest to the Cincinnati lumber world. Mr. Kelley, a Yale man, now is engaged in the lumber business in Superior, Wis., and is known to several Queen City lumbermen, while the bride's parents for many years lived in Cincinnati, being prominent in business and social circles. Mrs. Kelley is a graduate of Smith College and studied abroad in Berlin and Paris.

Examiner D. H. Mattingly of Washington last week took testimony in the matter of complaints lodged with the Interstate Commerce Commission by shippers in this territory against various railway companies. Complaint of the Prendergast Company vs. the Alabama Great Southern Railroad, involving rates on lumber from Akron, Ga., to points in Canada, occupied the attention of the examiner in the afternoon session. The next day the complaint of W. H. Settle & Co. against the Alabama Great Southern, involving rates on lumber to Madisonville, O., a Cincinnati suburb, and that of the E. C. Bradley Lumber Company vs. the New Orleans Great Southern Railroad, involving the rate on a carload of lumber shipped from Smith, Ala., to Coburg, Ont., Can. Settle & Co. claim that the rates on lumber from the South and Southeast are higher to Madisonville than to Cincinnati proper and that there is a discrimination in favor of Oakley, Norwood and East Norwood, all located within the switching limits of Cincinnati. The Bradley Company complains that the bill of lading covering the shipment was marked for reconsignment at Cincinnati and that it was called upon to pay a combination instead of a through rate.

Later Examiner Mattingly went to Dayton, O., and heard two complaints from shippers in the Gem city. H. C. Hossafous, lumber dealer, protested against the rate charged between Dayton and Cambridge, Ind., whereas a less rate is said to be charged on similar shipments between this city and Lewiston, Ind., a more distant point. Srere Brothers, pulp manufacturers of Franklin, O., attacked the new rate commodity. It was stated to the examiner that prior to July, 1914, pulp was fourth class or less than carload lots and sixth class on carload lots or greater. The present classification raises the rate to third class for less than car lots and fifth for greater.

— < INDIANAPOLIS > —

After a short illness from paralysis Samuel H. Cochran, for many years in the lumber business, died at his home in Elwood, September 15. He was sixty-eight years old. A widow and six sons survive.

James S. Herriott, secretary of the White Lumber Company, Princeton, and Miss Julia H. Meyers, daughter of Martin Meyers of that city, were married September 15.

The C. P. White Lumber Company at Evansville suffered a loss of about \$10,000 from fire of unknown origin a few days ago. The plant will be rebuilt.

With an authorized capitalization of \$50,000 the Pan Hardwoods Company has been organized and incorporated here to engage in the hardwood business. Those interested in the company are J. G. Royle, L. J. Aldering and B. F. Royle.

The Indianapolis Handle Company recently received from Morgan county a walnut log of unusual dimensions. The log measured fifty-six inches in diameter and contained 2,018 feet of lumber.

E. C. Atkins & Co. quietly observed the fifty-eighth anniversary of the founding of the company September 17, sending letters announcing the fact to the trade. Charles Civita, an Italian representative of the company, is in the city and says the war, shutting out German competition, has greatly increased the demand abroad for American saws.

Several lumbermen were in the party that made a trade extension trip through northern Indiana under the auspices of the wholesale trade

RIEL-KADEL LUMBER COMPANY

FOR IMMEDIATE SHIPMENT

4 3/4"	572,000 ft. ....No. 1 Com.
212,000 ft. 6" & wider.F.A.S.	398,000 ft. ....No. 2 Com.
97,000 ft. 10" & wdr..F.A.S.	
40,000 ft. 2 1/2" to 5 1/4"	6 1/4"
Clear Strips	122,000 ft. 6" & wdr..F.A.S.
960,000 ft. ....No. 1 Com.	53,000 ft. 10" & wdr..F.A.S.
427,000 ft. ....No. 2 Com.	565,000 ft. ....No. 1 Com.
5 1/4"	322,000 ft. ....No. 2 Com.
250,000 ft. 6" & wider.F.A.S.	8 1/4"
67,000 ft. 10" & wdr..F.A.S.	127,000 ft. 6" & wdr..F.A.S.
32,000 ft. 12" & wdr..F.A.S.	92,000 ft. 10" & wdr..F.A.S.

A
S
H

FOR IMMEDIATE SHIPMENT

56,000 ft. ....No. 1 Com.	16 1/4"
47,000 ft. ....No. 2 Com.	97,000 ft. ....F.A.S.
10 1/4"	38,000 ft. ....No. 1 Com.
196,000 ft. ....F.A.S.	11,000 ft. ....No. 2 Com.
39,000 ft. ....No. 1 Com.	20 1/4"
25,000 ft. ....No. 2 Com.	72,000 ft. ....F.A.S.
12 1/4"	6,000 ft. ....No. 1 Com.
173,000 ft. ....F.A.S.	24 1/4"
51,000 ft. ....No. 1 Com.	22,000 ft. ....F.A.S.
18,000 ft. ....No. 2 Com.	2,300 ft. ....No. 1 Com.

New South Memphis, Tennessee

division of the Indianapolis Chamber of Commerce, September 14 and 15. This is the fourth trade extension trip made this year.

The Indiana Hardwood Lumbermen's Association will be invited by other business organizations of the state to join in establishing a bureau where information will be kept on file as to where any article manufactured or produced in Indiana can be obtained. The movement to establish the bureau has started with the Indiana Association of Manufacturers and Shippers.

EVANSVILLE

Fire on Thursday morning, September 16, damaged the plant of the C. P. White Lumber Company, the loss being placed at about \$8,000, partially covered by insurance. Considerable valuable road machinery stored in one of the company's sheds was destroyed. The origin of the fire is not known.

The J. B. Martin Lumber Company's stock and equipment at Elkhart, Ind., has been bought by the Newman-Monger Lumber Company, headed by B. S. Monger. Mr. Martin and R. W. Monger have acquired the Monger Lumber & Coal Company, and the former will be its manager. The deals eliminate the Newman-Monger Company.

A few days ago in the Spencer County Circuit Court at Rockport, Ind., a suit was filed by Samuel Hunter, Charles Kost, John Kost and Joseph Filscher, asking that a receiver be named for the Anderson Valley Lumber & Spoke Company at St. Meinrad, Ind., and that the company be dissolved. The four plaintiffs are stockholders in the company. They allege that the company has an indebtedness of \$13,000 and that it has a large amount of lumber and logs on hand that it cannot sell.

Since the Hercules Buggy Company of this city installed a plant some time ago to manufacture farm tractors, it has received over 700 orders for the tractors and the business is increasing at a rapid rate.

The Elkhart Carriage & Harness Manufacturing Company at Elkhart, Ind., has been re-organized by increasing directors from three to seven. The new directors of the company are William B. and George B. Pratt, J. A. Bell, W. H. Foster, C. T. Swaffield, W. H. Patterson and W. E. Wilder.

Herman B. Bessler, aged thirty-six years, general manager of the George W. Bessler & Sons Veneer & Lumber Company, Lawrenceburg, Ind., died in his automobile a few days ago while returning to Lawrenceburg from Oldenburg where he went to look after some lumber. Death was due to heart disease. Mr. Bessler was well and favorably known among the lumber and veneer manufacturers in southeastern Indiana.

Judge Warren N. Hauck of the Dearborn County Circuit Court at Lawrenceburg, Ind., has granted the petition of Hugh S. Miller on behalf of the stockholders of the Ohio Valley Coffin Company of Lawrenceburg, now in the hands of a receiver, to establish a branch office at Dayton, O.

During the past two or three weeks a great many logs have been shipped in here by rail. Manufacturers report that many of the logs that have been brought in have been defective in quality, but notwithstanding this a good price has been asked for them. As a result, many of the logs have been refused. River mills here have quit receiving logs. The towboat Alice Barr, which brings in most of the logs from points along Green, Big Barren and Rough rivers in western Kentucky to John A. Reitz & Sons, the Helfrich Lumber Manufacturing Company and the Clemens Reitz Sons Company, is doing little or nothing at the present time.

J. C. Greer of the J. C. Greer Lumber Company reports that the company's large stave mills in Tennessee and Mississippi are being operated on full time and the outlook for fall and winter business is very flattering.

George O. Worland, secretary and general manager of the Evansville Veneer Company, reports that the factory is now being operated on an average of sixty hours a week and business conditions are improving rapidly. "Everybody seems to be without everything and is sending in rush orders," said Mr. Worland. "Trade conditions certainly look better to us now than at any time during the present year. Business for

this month has held up wonderfully. The outlook is certainly one of encouragement and we are well pleased at the way things are moving." Many other manufacturers here are encouraged over the business outlook, among these being Daniel Wertz, of Maley & Wertz. Mr. Wertz says the business conditions look better to him than at any time this year. Wood consuming factories are busy and most of them are being operated on full time now. Furniture manufacturers say the outlook is improving and trade in the South and Southwest is looking up mighty well. John C. Keller, traffic manager of the Evansville Lumbermen's Club, says stove manufacturers are reporting an increased trade in the South and Southwest.

Paul W. Lubring, vicegerent snark of the Hoo-Hoo for southern Indiana, says quite a few members of the order in this section are anxious to have a caneation pulled off in Evansville some time this fall or winter and he hopes to arrange one. There are several prospective kittens in this section.

Bert Tisserand, who had charge of the business of the Brooks-Scanlon Company of Kentwood, La., for the state of Indiana, resigned his position a few days ago and has received an advertising offer in Chicago that he may accept soon.

Thomas Christian of Maley & Wertz, hardwood lumber manufacturers, has returned from a successful road trip.

Henry Beckman, lumber dealer and planing mill owner at Ferdinand, Ind., was a recent business visitor in the city. He reported trade conditions improved in his section.

MEMPHIS

The biggest order by far which has been received in Memphis directly attributable to the war in Europe is that which has been given to Penrod, Jurden & McCowen and other companies which are allied with this firm. This order is exclusively for walnut and it is estimated that it will involve something like 25,000,000 feet. It is impossible to confirm this, however, though it is known that the order calls for an exceptional quantity of this material. This is borne out by the fact that Penrod, Jurden & McCowen have made arrangements with three firms in Memphis—May Bros., the Stimson Veneer & Lumber Company and the J. V. Stimson Hardwood Company—to saw walnut logs for them and that they are also operating eleven mills in various parts of the country under lease, all of which are working on this order, either in whole or in part. As further confirming the idea of the bigness of this order, it is stated that it will require something like a year in which to complete it. The firm has been buying walnut logs wherever possible during the past few weeks and it is stated that it has already concentrated between 75 and 100 cars of walnut logs at Memphis. It is having logs delivered at other points where it has milling facilities and there is unusual activity in connection with this big contract. It is stated that the order was placed through New York bankers and American arms manufacturers, and that payment has been guaranteed in such way that no difficulty will be encountered along this line. In fact, delivery is made to the buyers in the United States, and they in turn ship the material to the several nations in Europe which are to be the final receivers of this stock. It is understood that all of the material is to be used in the manufacture of gunstocks, and that it will be made to several nations is indicated by the fact that there are at least three or four designs specified in the requirements. Penrod, Jurden & McCowen have their headquarters at Memphis and own and operate mills at Brasfield, Ark., and Helena, Ark. The allied companies which will share in this order are Penrod Walnut & Veneer Company, Kansas City; East St. Louis Walnut Company, East St. Louis, Ill., and H. A. McCowen & Co., Louisville, Ky.

The Three States Lumber Company at Burdette, Ark., has resumed operations at its big double band mill at that point after a suspension covering twelve or fourteen months. This firm, which has its headquarters in Memphis, has persistently refused to convert logs into lumber heretofore because it did not believe that conditions were right for this course. However, during the past year it has succeeded in very substantially

ARCHER LUMBER COMPANY

CAPITAL STOCK \$100,000

HARDWOOD LUMBER

FOR SPECIAL USES
PLAIN AND QUARTER-SAWED RED AND WHITE OAK
PLAIN AND QUARTERED RED GUM

HELENA, ARKANSAS

Rotary Cut Veneers

in Gum
in Oak
in Ash

Flat Drawer Bottoms

Band Sawn Hardwood Lumber

All kinds
All grades
All thickness

Made by ourselves
In our own mills

Stimson Veneer & Lumber Co.
Memphis Box 1015 Tennessee

reducing its stock at Bardette and it has now decided to resume manufacturing operations. Part of the lumber it has sold has gone into domestic channels, while the other has been shipped to Europe. It is understood that deliveries have been made at the rate of forty or fifty cars per month. W. A. Harris, lately of Helena, Ark., has charge of the mill, and Charles Ramey is superintendent as heretofore. During the period of the suspension of its mill the company has been buying considerable quantities of lumber throughout the South and selling it at wholesale. In this way it has kept its forces pretty well intact. M. B. Cooper, Memphis, is in charge of the sales department.

The box manufacturers of Memphis continue to do an exceptionally active business. In fact, one of the biggest firms in this line in Memphis sold to the correspondent of the Hardwood Record several days ago that its shipments for September would be larger than for any month for several years, if not actually the largest in the history of this corporation. It estimates that it will ship approximately 100 cars of box shooks, sawn and veneered. This does not take into consideration the large amount of veneers which are manufactured by this firm and which are sold to consumers without being worked into the form of box shooks. The firm in question is operating its big box factory in Memphis on full time, and it is running its box plant at Vicksburg, Miss., both night and day. During the day it works on one order, while at night it is engaged on another. About the only feature of the box business which is not satisfactory is the price. Box manufacturers make no effort to conceal the fact that they are forced to work on a very narrow margin so far as their contract business is concerned. It is suggested, however, that the market has shown some improvement recently and that orders being booked from time to time are at somewhat higher rates. In the meantime the activity of the box manufacturers is taking good care of offerings of low grade cottonwood and gum throughout the Memphis territory, with the result that these are commanding fairly satisfactory quotations.

The Canada Wheel Works at Deemer, Miss., have established a plant at that point for the manufacture of wheels from hickory and oak. They are taking the timber from cut-over lands and, while the trees are generally small, they are regarded as quite suitable for the use to which they are being put.

The Flood-Lyons Lumber Company has been granted a charter at Meridian, Miss. It has a capital stock of \$50,000, \$15,000 preferred and \$35,000 common. It has paid in \$25,000. The company is composed of T. M. Lyons, Shelbyville, Ky.; Byron Flood, Bagdad, Ky.; E. A. Splinks and W. D. McBride, Meridian, Miss. This company will engage in the general lumber business with headquarters at Meridian.

On September 20 the Gayoso Lumber Company began today operating its band mill in New South Memphis on double shift. This action had been contemplated for some time. This firm reports a good demand for lumber, and one of its officials, C. K. Ranson, is authority for the statement that the outlook is materially improved. The Gayoso Lumber Company recently opened selling offices in Chicago and reports receipt of satisfactory inquiries and orders from that source.

The East Arkansas Lumber Company, Paragould, Ark., is planning improvements at its branch plant at Walnut Ridge. New lumber sheds will be established and other additions will be made which will greatly increase the facilities of this company for handling its business.

W. T. Mosley, who has owned and operated a retail lumber yard at Morrilton, Ark., for a number of years, has sold his interests to Holt & Riggle, who will continue the business under the latter name. It is understood that Mr. Mosley contemplates re-entering the lumber business, probably at Little Rock.

The Beaumont Veneer Company, Beaumont, Miss., which recently lost its plant by fire, with an approximate loss of \$27,000, announces that it will rebuild at once. The new plant, however, will be located at Avant, four or five miles from Beaumont. This company gives employment to about 100 persons, who are very much pleased with the prospects for an early resumption of operations.

← BRISTOL →

The Lovelady Lumber Company, which operates a band mill at Jasper, Va., which has been running continuously for the past six months, will at once install two circular mills to be run in connection with the band mill. The company's product is marketed through J. Gibson McIlvain & Co., Philadelphia.

J. Lake Ellis of the Dugannon Lumber Company, Scott county, Virginia, was here last week. His company expects to soon start its band mill at Dugannon, which is now stocked with about 2,000,000 feet of logs. The company's mill has been idle some weeks and the time has been utilized to log the mill.

The R. C. Duff Lumber Company expects to start its new band mill near Kingsport, Tenn., about December 1. The company is also constructing a line of railroad leading from the mill to the Carolina, Clinchfield & Ohio railroad at Kingsport. It has purchased a five years' cut of hardwood timber.

The Keys-Walker Lumber Company has its mill in operation in Wise county, Virginia, and now has a timber supply that will last from five to seven years.

Walnut logs are in much demand in this section and buyers are scouring the country in search of them, offering fancy prices. One band mill in

Bristol is cutting walnut logs exclusively on war orders, while other mills in this section are busy cutting them.

The Hice Manufacturing Company has started its new mill at Johnson City, Tenn.

← LOUISVILLE →

The Voss Table Company, a leading Louisville consuming factory, will build an addition to its plant. J. E. Riddell, vice-president and general manager, stated that the addition would be used chiefly for finishing and car-loading purposes.

Local hardwood men are much concerned with the proposed reclassification of lumber and are hopeful that the various conferences which have been held recently will result in a uniform proposition being put before the commission. It is believed that if the lumbermen fail to get together on the question it will weaken their case considerably.

Allan McLean, who is in charge of the sawmill department of the Wood Mosaic Company, has returned from a vacation of several weeks spent in Canada. Mr. McLean states that business, especially in the flooring department, is better, indicating an improvement in the building situation.

Improved collections are reported by most of the lumbermen, the result, it is believed, of a general stimulation of trade all over the country. More buyers are discounting their bills, fewer renewals of notes are being asked, and the situation in this respect is generally improved.

The cotton situation in the South is so much better than it was a year ago that the consuming situation in that territory is a lot better. Southern furniture factories, which have been practically shut down, are operating again, and with cotton selling around 10 cents, and agricultural conditions in other respects favorable, it looks as if business with consuming factories in the South ought to be very good this fall.

H. E. Kline, superintendent of the Louisville Veneer Mills and president of the Louisville Hardwood Club, is the latest victim of the golf bug in the local trade. Mr. Kline wielded the clubs a few times while at Helena, Ark., recently, and immediately decided that there was no reason why he should not be able to emulate the illustrious example of the other Louisville hardwood men. He has now picked out a few weapons and is battling the little ball over the Cherokee links preparatory to taking on the other hardwood men and showing them how the great Scotch game really should be played.

Tom Fullenlove, who handles sales for the Louisville Point Lumber Company, is in the East. Business with the company has been good, and the sawmill is operating full capacity.

Emmett Ford, who is in charge of the dimension business of the C. C. Mengel & Bro. Company, has been in the East for several weeks. Demand in that end of the business is good. J. C. Wickliffe, secretary of the company, who has been abroad since last May, is expected to return home in October.

The Norman Lumber Company, which has been making a specialty of siding for several years, has added cypress to its line and is now featuring cypress siding in the regular grades and dimensions. Edwin Norman, who is in charge of this department, reports business excellent.

The general offices of H. A. McCowen & Co., which have been at the yard at Sixth and Bloom streets, have been moved to the Republic building at Fifth and Walnut streets, a more convenient location in most respects.

T. M. Brown of the W. P. Brown & Sons Lumber Company has returned from Chicago, where he attended a meeting of the executive committee of the National Hardwood Lumber Association, of which he is a leading member.

Discussion of the mahogany situation has developed the proposition that there is a strong probability of a log shortage developing, so that it seems that the present prices of mahogany are certain to go up. Stocks of logs in this country are generally light, and finished material, with the possible exception of veneers, is also not in great supply.

The Holly Ridge Lumber Company of Louisville has been doing well as far as sales are concerned and has moved a large part of the dry stock at its Louisiana mill.

Local concerns manufacturing gum in the South are finding a better demand for export. This has been moving both sap gum and red gum. Prices on the former have been advancing sharply and the movement of the upper grades has made sap gum boxboards extremely scarce, and buyers in the domestic trade are therefore having to pay a premium, though the price has heretofore been considered much too low.

The Turkey Foot Lumber Company, which has its offices at Lexington, Ky., and its mill at Cresmont, in Lee county, has a model plant, in the opinion of many who have seen it. The company built an 18-mile railroad into its holdings and the town has electric lights, waterworks and other improvements.

← LITTLE ROCK →

The hardwood manufacturing plants at Paragould, Ark., most of which have been operating on short time with small forces for several months, have resumed full time schedules and are now turning out large quantities of staves, heading, handles, wagon spokes, automobile stock and materials used in the manufacture of gun carriages for the warring nations of Europe.

The Pekin Cooperage Company's plant, which has been practically closed down for several months, resumed operations last week. The Hickmon-



The above, which is an actual photograph, will give you an idea of the quality of our **ST. FRANCIS**

Basin Red Gum

We offer for immediate shipment in thoroughly dry stock:

3 4 4 1s & 2s Sap.	10 4 4 No. 1 Com. Red.
5 5/4 1s & 2s Sap.	3 5/4 No. 1 Com. Red.
2 6/4 1s & 2s Sap.	2 5/4 1s & 2s Red.
10 4 4 1s & 2s Red.	2 6/4 No. 1 Com. Red.

Miller Lumber Co.
MARIANNA, ARK.



MANUFACTURERS

Good Lumber Properly Handled

The Mark H. Brown Lumber Company

Makers of
St. Francis Basin Hardwoods

SALES OFFICE:
BANK OF COMMERCE & TRUST BUILDING
MEMPHIS, TENN.
MILL AT MOUNDS, ARK.



LOADING THAT FAMOUS ORDER FOR EXPORT—50 SOLID CARS OF RED GUM.

LAMB-FISH LUMBER COMPANY

Band Mill and General Offices: Charleston, Miss., U. S. A.

THE LARGEST HARDWOOD MILL IN THE WORLD, ANNUAL CAPACITY, 40,000,000

If you go to the Panama-Pacific Exposition do not fail to see our moving picture exhibit in the Mississippi State Building, 3,200 ft. of film in three reels.

CABLE ADDRESS—"LAMB."

Codes Used—Universal, Hardwood, Western Union, A. B. C. 5th Edition, Okay

STOCK LIST No. 8, Sept. 1st, 1915

	3 8"	1 2"	5 8"	3 1"	4 4"	5 4"	6 4"	8 4"	10 4"	12 4"
1st & 2nd Qtd. White Oak, 6" & 1p	118,000	82,000	83,000	109,000	372,000	33,000	13,000	20,000	.....	.....
1st & 2nd Qtd. White Oak, 10" & 1p	.....	58,000	24,000	22,000	90,000	9,000	6,000	.....	.....	.....
1st & 2nd Qtd. White Oak, 12" & 1p	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
No. 1 Com. Qtd. White Oak, 6" & 1p	36,000	94,000	61,000	67,000	150,000	32,000	2,000	3,000	.....	.....
No. 2 Com. Qtd. White Oak, 1" & 1p	8,000	4,000	11,000	12,000	75,000	2,000	.....	.....	.....	.....
Clr. Q. W. Oak Strips, 2 to 3 1/2"	.....	.....	.....	.....	57,000	.....	.....	.....	.....	.....
Clr. Q. W. Oak Strips, 4 to 4 1/2"	.....	.....	.....	.....	29,000	.....	.....	.....	.....	.....
Clr. Q. W. Oak Strips, 5 to 5 1/2"	.....	.....	.....	.....	27,000	.....	.....	.....	.....	.....
No. 1 Com. Q. W. Oak Strips, 2 1/2 to 3 1/2"	.....	.....	.....	.....	134,000	.....	.....	.....	.....	.....
No. 1 Com. Q. W. Oak Strips, 4 to 5 1/2"	.....	.....	.....	.....	32,000	.....	.....	.....	.....	.....
1st & 2nd Pl. White Oak, 6" & 1p	265,000	.....	83,000	3,000	71,000	33,000	36,000	7,000	.....	.....
No. 1 Com. Pl. White Oak, 1" & 1p	.....	.....	5,000	.....	20,000	.....	.....	8,000	.....	.....
No. 2 Com. Pl. White Oak, 3" & 1p	.....	.....	3,000	2,200	3,000	.....	4,000	.....	.....	.....
No. 3 Com. Pl. White Oak, 3" & 1p	46,000	12,000	27,000	20,000	.....	.....	.....	.....	.....	.....
1st & 2nd Pl. Red Oak, 6" & 1p	.....	1,000	26,000	25,000	77,000	37,000	29,000	17,000	.....	.....
1st & 2nd Pl. Red Oak, 12-14" & 1p	.....	.....	.....	.....	.....	13,000	.....	.....	.....	.....
No. 1 Com. Pl. Red Oak, 1" & 1p	.....	.....	.....	.....	252,000	.....	.....	.....	.....	.....
No. 2 Com. Pl. Red Oak, 3" & 1p	.....	.....	6,000	14,000	384,000	26,000	9,000	.....	.....	.....
No. 3 Com. Pl. Red Oak, 3" & 1p	.....	.....	.....	12,000	219,000	.....	.....	.....	.....	.....
Oak Core Stock	.....	.....	.....	.....	351,000	.....	.....	.....	.....	.....
1st & 2nd Red Gum, 6" & 1p	352,000	551,000	89,000	384,000	97,000	89,000	109,000	49,000	8,000	.....
No. 1 Com. Red Gum, 4" & 1p	129,000	83,000	.....	143,000	9,000	234,000	52,000	12,000	.....	3,000
1st & 2nd Qtd. Red Gum, 5" & 1p	.....	.....	.....	.....	5,000	.....	5,000	27,000	.....	.....
1st & 2nd Sap Gum, 6" & 1p	23,000	3,000	.....	71,000	10,000	6,000	23,000	17,000	10,000	8,000
1st & 2nd Sap Gum Stain, 13" & 1p	.....	.....	.....	.....	12,000	.....	.....	.....	.....	.....
1st & 2nd Sap Gum, 18" & 1p	.....	.....	.....	.....	7,000	.....	.....	.....	.....	.....
No. 1 Com. Sap Gum, 4" & 1p	.....	.....	123,000	113,000	75,000	208,000	60,000	140,000	.....	.....
No. 2 Com. Sap Gum, 3" & 1p	249,000	5,000	326,000	.....	285,000	.....	137,000	12,000	.....	.....
No. 3 Com. Sap Gum, 3" & 1p	.....	.....	.....	.....	820,000	16,000	34,000	.....	.....	.....
Clr. Sap Gum Strips, 2 1/2 to 3 1/2"	.....	.....	.....	.....	16,000	.....	.....	.....	.....	.....
Clr. Sap Gum Strips Stain, 2 1/2 to 3 1/2"	.....	.....	.....	.....	19,000	.....	.....	.....	.....	.....
No. 2 Com. Ash	.....	.....	.....	.....	27,000	.....	.....	.....	.....	.....
No. 3 & No. 4 Com. Ash	.....	.....	.....	.....	34,000	.....	.....	.....	.....	.....
No. 1 Ship Cypress	.....	.....	.....	.....	55,000	.....	.....	.....	.....	.....
Pecky Cypress	.....	.....	.....	.....	149,000	.....	.....	.....	.....	.....
No. 2 & No. 3 Com.	.....	.....	.....	.....	8,000	18,000	8,000	.....	.....	.....
Log Run Elm, 30-50-20"	.....	.....	.....	.....	46,000	3,000	.....	.....	.....	.....
No. 1 Com. Elm	.....	.....	.....	.....	12,000	.....	.....	.....	.....	.....
No. 2 Com. Elm	.....	.....	.....	.....	31,000	.....	.....	.....	.....	.....
1st & 2nd Cottonwood	.....	.....	.....	.....	8,000	.....	.....	.....	.....	.....

Especially attention is directed to ITEM of OAK CORE STOCK, a grade put up for core in built-up stock. We have the very best facilities for kiln-drying and surfacing. Bridge plank, crossing plank, car stock, switch and cross ties specialized in. All orders given most careful attention. Write us if you see any items of interest.



SHOWING OUR KRAETZER-CURED PILES ON THE YARD

Rogers Company's plant, which has been running pretty well all the time during the past year, is continuing on a full schedule. The new handle factory, owned and operated by Hale & Darr, also began running about two weeks ago. The combined pay rolls of these companies have been of great aid toward making the brisk cash business for the Paragould merchants.

Bott Brothers have recently bought a site south of the city of Marianna and are now installing the machinery for a stave mill. When in operation the new mill will employ about seventy-five men.

The plant of the Searcy Spoke & Felloe Company of Searcy, Ark., was destroyed by fire on the night of September 11. The local officers are investigating the origin of the fire, which is by them believed to be of an incendiary nature. It is said that S. H. Wright, the owner, recently received a large order for walnut lumber to be used in manufacturing gunstocks for the allied armies of Europe. A large supply of the material had been made ready for shipment and was to have been forwarded on the day following the fire, but was destroyed. The officers are convinced that the circumstances surrounding the fire are such as to justify a conclusion that the plant was set on fire. A German who left the vicinity under somewhat mysterious circumstances immediately after the fire is suspected. His name is not revealed and the officers have been unable to locate him since the fire.

Mr. Wright placed the amount of loss sustained at \$7,500, which was only partially covered by insurance. The main plant was 140 by 40 feet and contained a large quantity of machinery, some vehicle spokes and fellocs which were destroyed, in addition to the walnut gunstock timber.

Two suits have recently been filed in the Pulaski circuit court against the H. D. Williams Cooperaage Company. The suits have arisen over the non-payment of two notes held by St. Louis and New York bankers, which aggregate, according to the complaint, \$246,994.55. One suit is for the collection of a note for \$16,500, executed to the Mississippi Valley Trust Company of St. Louis, Mo., on April 1, 1914. The other suit is for the collecting of two notes and interest in favor of the National City bank of New York, as follows: One note for \$25,000, executed April 5, 1912, and the other for \$50,000, executed April 8, 1912, with interest from date, amounting to \$3,494.55.

The H. D. Williams Cooperaage Company was organized under the laws of the State of Missouri, but until about three months ago operated a plant at Leslie, Ark. It is now in the hands of a receiver. The plant at Leslie has been said to be the largest plant of the kind in the world.

The officials of the Ozark National Forest of this state have recently confirmed the sale of 4,000,000 feet of white oak timber to the Chess & Wymond Company, which operates stave mills at Mountain View, Ark., and other places. The timber lies in the Panther Skin creek country of Stone county, Arkansas, and will be worked into staves. A mill has also been erected on adjoining property by the company.

< MILWAUKEE >

The John Schroeder Lumber Company of Milwaukee has completed plans for the erection of a two-story factory building on Fourth street, 50x60 feet in dimensions, to be occupied by the Milwaukee Die Casting Company.

O. T. Swan, Osbkosh, Wis., secretary of the Northern Hemlock and Hardwood Manufacturers' Association, submitted to an operation for appendicitis at the Lakeside hospital in Osbkosh on September 9 and was unable to attend the meeting of the association, held in Milwaukee on September 17.

The Green Bay Show Case Works of Green Bay, Wis., against which an involuntary petition in bankruptcy was filed in the Milwaukee federal court some time ago, filed its schedules on September 14. Liabilities were placed at \$26,699.88 and assets at \$12,530.41.

The J. S. Stearns Lumber Company has closed its sawmill at Washburn, Wis., for a period of about a month. L. K. Baker, president of the company, says that the company's mill at Odanah, Wis., will probably close on October 1 and remain closed until about the first of the year. The Odanah mill has been operating on both a day and night shift.

Milwaukee wholesale lumbermen are much interested in the action of Frank Barry, secretary of the traffic bureau of the Merchants and Manufacturers' Association, in urging shippers in all lines of industry to rush the work of unloading and loading cars which they may have for service and to tax the capacity of every car loaded. Because of the demands of the grain interests, shippers of lumber and other commodities are having a hard time getting cars.

Work has started on the construction of a new logging railroad for the Brooks & Ross Lumber Company of Wausau, Wis. The line will run from the Chicago & Northwestern railway, three miles east of Bowler, in a northwesterly direction toward Bartelme.

The Wolf River Lumber Company lost about 1,300,000 feet of lumber in a recent fire at a railroad siding near Mouico, Wis. A considerable quantity of pulpwood was also destroyed. The loss was partly covered by insurance.

The Hofstedt Saw & Machiue Company, recently organized at Neenah, Wis., has opened its plant on River street and is turning out a general line of saws for sawmill and other use.

The Falls Manufacturing Company, paper manufacturing concern of Oconto Falls, Wis., has completed the erection and equipment of one of the most modern wood rooms in Wisconsin. The building is of fireproof

FARRIS HARDWOOD LUMBER CO.
Manufacturers Band-sawn
SOUTHERN HARDWOODS
NASHVILLE, TENN.

RED GUM
(Leading Manufacturers)

DUGAN LUMBER CO.
Manufacturers and Shippers **Hardwood Lumber**
MEMPHIS TENNESSEE

BLISS-BOOK OAK CO.
BLISSVILLE, ARK.
MANUFACTURERS
Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.
As Well As
OAK, ASH and GUM LUMBER
Can furnish anything in Oak, air dried or kiln dried, rough or dressed
MIXED ORDERS OUR SPECIALTY

OUR SPECIALTY
St. Francis Basin Red Gum
WE MANUFACTURE
Southern Hardwoods
Gum, Oak and Ash
J. H. Bonner & Sons
Mills and Office, **QUIGLEY, ARK.** Postoffice and Telegraph Office, **METH, ARK.**

Baker-Matthews Manufacturing Co.
Sikeston, Mo.
Band Sawn
Southern Hardwoods
SPECIALTIES
RED GUM, PLAIN OAK
SEND US YOUR INQUIRIES

HIGH GRADE
ST. FRANCIS BASIN OAK
 GALLOWAY-PEASE CO. Peoria, Ill., Mo.

WE WANT WALNUT
 If you have Black Walnut Logs 14" and larger in diameter and 8' or longer in length, write us for prices and particulars. We are in the market now for two million feet.
PICKREL WALNUT CO., 4025 Clara Avenue, ST. LOUIS

CINCINNATI
Hardwood Manufacturers and Jobbers
C. CRANE & COMPANY
 Manufacturers of Hardwood Lumber, Oak & Poplar especially
 Our location makes possible quick delivery of anything in timbers and hardwood lumber
DAY LUMBER & COAL CO.
 Manufacturers YELLOW POPLAR and WHITE OAK
 GENERAL OFFICE—JACKSON, KY.
OHIO VENEER COMPANY
 Manufacturers & Importers FOREIGN VENEERS
 2624-34 COLERAIN AVENUE

BAND SAWED WISCONSIN HARDWOODS
Dry Stock For Prompt Shipment

BASSWOOD		BIRCH	
20M 4/4 No. 3 common	70M 4/4 No. 1 com. & bet. plain	100M 4/4 No. 1 com. & bet. red	
30M 1x4 No. 2 and 3 common	5M 6/4 1st and 2nd red	10M 6/4 No. 1 common red	
15M 5/4 No. 1 com. and better	6M 5/4 No. 1 common plate	3M 6/4 1st and 2nd plain	
25M 5/4 No. 1 common	13M 6/4 1st and 2nd red	4M 8/4 1st and 2nd plain	
10M 6/4 No. 2 common	15M 6/4 No. 1 common	6M 8/4 1st and 2nd red	
20M 5/4 No. 3 common	10M 8/4 No. 1 and No. 2 com.		
13M 6/4 1st and 2nd			
15M 6/4 No. 1 common			
15M 6/4 No. 3 common			
	WHITE OAK		ROCK ELM
	40M 8/4 No. 2 common and better		
	HARD MAPLE		
	40M 8/4 No. 2 common and better		

Our 1914 cut of well assorted **HARDWOODS AND HEMLOCK** will soon be in shipping condition.
 Send us your inquiries
ARPIN HARDWOOD LUMBER COMPANY
 Grand Rapids, Wis. ATLANTA, WIS.
 Saw mills and planing mill at Atlanta, Wisconsin.

The Tegge Lumber Co.
 High Grade
 Northern and Southern
 Hardwoods and Mahogany
Specialties
OAK, MAPLE, CYPRESS, POPLAR
 Milwaukee, Wisconsin

construction, 134 feet in length and 38 feet 6 inches at its greatest width.

George Yule, veteran president of the Bain Wagon Company of Kenosha, Wis., probably the oldest active wagon manufacturer in the country, observed his ninety-first birthday on August 31. "Father" Yule, as he is called, is in the best of health and is to be found at his office each day. He was born in Scotland and came to the United States with his father and brothers in 1840. He first became connected with the wagon manufacturing business with the late Henry Mitchell at Kenosha. He has been associated with the Bain concern for nearly sixty-three years.

Eugene R. Heud, vice-president of the Kenosha Lumber Company and publisher of the *Kenosha Evening News and Telegraph Courier* at Kenosha, Wis., died suddenly on September 8, following an acute attack of paralysis of the heart. He was born in Kenosha, November 16, 1860, and had spent practically all his life in that city. His father, the late George D. Heud, was prominent in the lumber business for many years.

One of the most elaborate society weddings held in La Crosse, Wis., occurred in that city on September 11, when Miss Ellen Hixon, daughter of Frank P. Hixon, millionaire lumberman of La Crosse, was married to Charles F. Gore, junior member of a Chicago bond house. Guests from half a dozen different states attended the wedding.

The Gurney Refrigerator Company, Fond du Lac, Wis., has resumed work in all departments of its large icebox plant after being closed down for several weeks while improvements and repairs were made. President E. G. Vall has returned from a trip through the East and South with enough orders to insure a run at full time throughout the winter and well into spring. A large stock of hardwoods and veneers is being put in at this time.

The Watertown Table Slide Company, Harp street, Watertown, Wis., manufacturing a line of hardwood products and specializing in table furniture, is so rushed with orders that the present plant is inadequate and plans are being made for a large factory addition and a new dry kiln. The addition will be a one-story frame structure, 50x100 feet, and the dry kiln of brick and tile, 40x135 feet.

The Schneider-Brown Lumber Company, Marquette, Mich., has awarded a contract to the Nelson Indra Machinery Company, Green Bay, Wis., for furnishing and installing a 350 h. p. Corliss unit in its sawmill power plant. It is the largest order for this kind of equipment that the Green Bay concern has ever undertaken. Installation will be made at once.

It is reported that the Fontaine-Campbell Lumber Company is about to move its sawmill from Donald, Wis., to Chippewa Falls, Wis., the administrative headquarters. The company has about 50,000,000 feet of standing timber and holds enough additional on option to insure a continuous run of ten years.

The University of Wisconsin, with the assistance of the staff of the United States Forest Products Laboratory at Madison, will this year give a course in the use of wood for structural purposes, similar to that now given engineering students in steel and concrete construction. Every known method of applying and testing timber will be taught. Sixteen lectures are included in the course.

The Hardwood Market

< CHICAGO >

There is a good deal of improvement in the Chicago hardwood situation, with oak probably showing the greatest advance in demand and the greatest steadying of values. The situation is viewed by local men as promising for the next few months at least, as the improvement seems to be based on genuine bettering of business conditions, with a good deal of building going on and with the consuming factory yards practically out of stock and in the face of a fairly good demand for finished products.

Tim has shown somewhat of an improvement, although nothing of a startling nature. There is a steady call for the usual run of birch, particularly for interior work, as a good many buildings are approaching the completed stage and are ready for installation of mill work.

As is true of any big market which offers a dumping ground for undesirable stocks, Chicago, as the largest lumber market in the world, is still feeling the effects of the efforts of those who are long on certain items to decrease their holdings. But on the ordinary run of lumber where this condition is not so clearly felt, the price level is steadying perceptibly, although it still refuses to show an advance of a noteworthy character.

On the whole the situation is much better than it has been, and undoubtedly will continue toward a greater steadying of values and more consistent inquiry and purchases.

< NEW YORK >

Current report supports the statement that hardwood lumber is moving in larger volume than was the case two weeks ago, and the trade generally is of the opinion that the demand will be rather even for some time to come with the tendency toward a greater volume rather than otherwise. It is heard often that mill supplies are not overplentiful and good grades not easily found. This may or may not be so, but

locally, so far, retail and factory trade have had no difficulty securing needed supplies. Prices are still off the line and while the dealers are hopeful, and some even willing to hold their lumber for a fair price, the price cutters are still in evidence, though it must be said on a smaller scale than formerly. Hardwood flooring is in fair call with prices unchanged. The outlook for this trade is good and the price situation is causing less concern in that quarter.

< BUFFALO >

The hardwood trade is about holding its own, with improvement generally expected, but so far coming along slowly. It seems likely that trade this month will exceed that of August, though some yards say they see no particular increase in the volume of their sales. The furniture factories are not doing much and some of the trim concerns, having found business unsatisfactory, are said to be closed down for the time being. The building line is quite active and industries making automobiles and other vehicles, as well as those turning out gunstocks, have plenty of business.

The high-priced woods, including mahogany and quartered oak, are quiet and other woods of a cheaper sort are going into a larger part of the furniture turned out these days. Black walnut is in good demand for gunstocks, but supplies of the size wanted are small. Poplar and basswood are slow and the low grades are reported weak in price. Plain oak is in fair demand, but does not show much gain, either in price or volume. Ash and maple are the woods which are generally called among the best sellers and strongest in price. A good many cars of these woods have been disposed of recently at different yards. Cypress holds up well in price and sales are comparing favorably with those in most other woods.

< PITTSBURGH >

Wholesalers here are much encouraged by the increasing inquiry from big manufacturing and industrial concerns and especially from the railroads. The steel mills are taking much more lumber for repairs and extensions than a few months ago. Also, the coal mining industry is gradually coming back to form and larger sales are made in this direction. Railroads are putting in better requisitions for lumber. They are restricting these, however, with limited prices and on this account some good orders have been returned this week. There is an excellent trade in hardwoods at present with the window glass companies, and large shipments are being made to automobile concerns at good prices. Yard trade is quiet.

< BOSTON >

The anticipated improvement in the hardwood trade for the fall season is being felt to a moderate degree in New England, the first and most natural result being in the number of orders placed for prompt shipment. Minimum purchasing for a long period has had the expected effect, the policy of the dealers has been based on confidence in the return of better business and with these two influences operating, the great advance in general industries is certain to keep a strong hardwood market in nearly all items, activity being at present noticed in walnut, maple, thin poplar and chestnut.

< BALTIMORE >

The hardwood situation remains unchanged. The trade, however, is not without some improvement, the furniture manufacturers buying with greater freedom and the railroads being in the market to an extent lately wanting. Thus, despite all the handicaps, the hardwoods have made some headway, though for the present no actual increase in the quotations is to be noted. Prices have remained stationary, but an appreciably firmer tone may be said to prevail. Though the producers are so far unable to get the list up to more remunerative figures, the needs of the buyers have become so urgent that they will not hold back for a reasonable difference. For that matter, the trouble has never been so much with getting a price for lumber actually needed as with having purchasers go ahead of immediate requirements. When the yards and consumers could get along with the stocks in hand they refused to place orders. Now the point seems to have been reached where the users of hardwoods allow themselves more latitude, and the effect upon hardwoods generally has been a hardening of prices. Stocks are not heavy. In some divisions of the trade scarcity may be said to prevail, and the hardwood men appear to be rapidly approaching the stage where an increase in the output will be called for. The better feeling extends to all of the woods, with oak and chestnut especially affected. The one division concerning which a measure of apprehension is felt is the export business. Lumber has been going forward in such quantities as to cause serious congestion in various markets, among them London, Liverpool and Glasgow, and the accumulations there are not merely prompting the buyers to hold out for lower prices, but since they consist of large quantities of unsuitable stocks, they hold out a prospect of causing heavy losses to the shippers. This is one of the most serious aspects of the situation. The exporters evidently have enormously overestimated the requirements of Great Britain and other countries able to receive lumber. Not only does the market show the effect of the dumping at once of a large number of shipments held for a time at the be-

SOUNDNESS
Ready Resources \$925,845
PLUS
and Reinsurance Reserve . . . 856,634
SAVINGS
Returned to Subscribers . . . 546,757
SERVICE
60-day Inspections; Monthly Fire Bulletins.

These are some of the vital features upon which the management of the

Lumbermen's Underwriting Alliance

bases its plea to the LUMBERMEN FOR A SHARE OF THEIR Insurance Lines. These safeguards are the result of TEN YEARS of successful underwriting.

\$155,000.00

in CASH DIVIDENDS went into the treasuries of ALLIANCE Policyholders in 1914. Owners of protected plants, with five or more years' timber supply, are invited to become identified with us.

U. S. EPPERSON & COMPANY
 Attorney and Manager, KANSAS CITY

Over
One Million Dollars
 in savings has been returned its members by the
Manufacturing Lumbermen's Underwriters
 and there remains to the credit of members over
Nine Hundred Thousand Dollars

The membership, which is constantly increasing, is now composed of nearly four hundred and fifty of the best saw mill plants in the country. Insurance in force exceeds thirty-five million and nearly three million dollars has been paid in losses. If you have a first-class plant adequately protected and are interested in low cost fire insurance, correct policy forms, an inspection service which may save you from a disastrous fire, with the certainty of a prompt and equitable adjustment in case loss does occur, and wish a list of members and annual statement we will be glad to hear from you.

Rankin-Benedict Underwriting Co.

HARRY B. CLARK
 Western Representative
 Portland, Ore.

Attorney in Fact
 KANSAS CITY, MO.



J. G. Marsh, Secy. Treas.



R. S. Huddleston, President



D. W. Walker, Sales Mgr.

HUDDLESTON-MARSH LUMBER CO.

Importers and Manufacturers of
Mexican Honduras African

MAHOGANY

All Thicknesses All Grades in
LUMBER and VENEERS

Western Office and Distributing Yard
 2254-2266 Lumber Street CHICAGO

Eastern Office
 1822-1823 Aeolian Hall NEW YORK
42nd Street near 5th Avenue

MILL AND YARDS: LONG ISLAND CITY, NEW YORK

inning of the war, but it is receiving large additions which it cannot digest, and as a result the returns, already rendered uncertain by the fluctuations in exchange, have been further affected. A heavy curtailment of the forwardings seems to be in order, so that the exporters may be in a position to take advantage of the recovery expected after the war.

< COLUMBUS >

The hardwood trade in Columbus and central Ohio territory has been fairly active during the past fortnight. Business has been as good as could be expected and some increases are shown over the records of the previous month. The tone of the market is better and lumbermen generally are more optimistic. Buying on the part of the retail trade is the best feature at this time. Retailers' stocks are not large and they are compelled to replenish their supplies. Dealers are still following the policy of buying from hand to mouth. Building operations continue active and this requires considerable hardwoods. Some buying is being done by factories and this department of the trade is increasing. Concerns making furniture are buying in limited quantities. The same is true of vehicle manufacturers. Automobile concerns are in the market for certain hardwoods. Prices are generally well maintained at the levels which have prevailed for several weeks. Some cutting is reported, but this is not so general as formerly. Stocks in the hands of mill owners are only fair and thus there is no incentive to cut quotations.

Shipments are coming out promptly from most sections and no trouble is experienced over lack of cars. Collections are rather slow in most places and that is probably the worst feature of the trade.

Oak, both plain and quartered, is fairly strong and prices are ruling firm. There is a good demand for chestnut, especially the lower grades. Poplar is moving fairly well and more uniformly in price is reported. Ash is quiet but basswood is stronger. Other hardwoods are unchanged.

< CINCINNATI >

Renewed activity among the consuming factories continues to be one of the most encouraging features of the hardwood situation in the Cincinnati district. There is a tendency toward more liberal buying. The extent of this ordering does not approach the mark set in more normal years, but the lumbermen have little to complain of at present. Every hardwood of any prominence in this market is showing considerable spirit and a gradual rising market throughout the fall months is predicted.

Continued good weather has sent the building trade along with a good spurt. Judging from the number of projects in contemplation, numerous sub-divisions now opening up and a general tendency of building owners to take this time of the year to begin improvements to property, such as adding stories to the big down town buildings, this boom in the building trade will be in full sway until the snow flies.

There now appears on the surface an inclination to stock up with more confidence. For some time the refusal of the consumer and dealer to carry on hand even an adequate stock in case of sudden rush orders, was the one big drawback to the market.

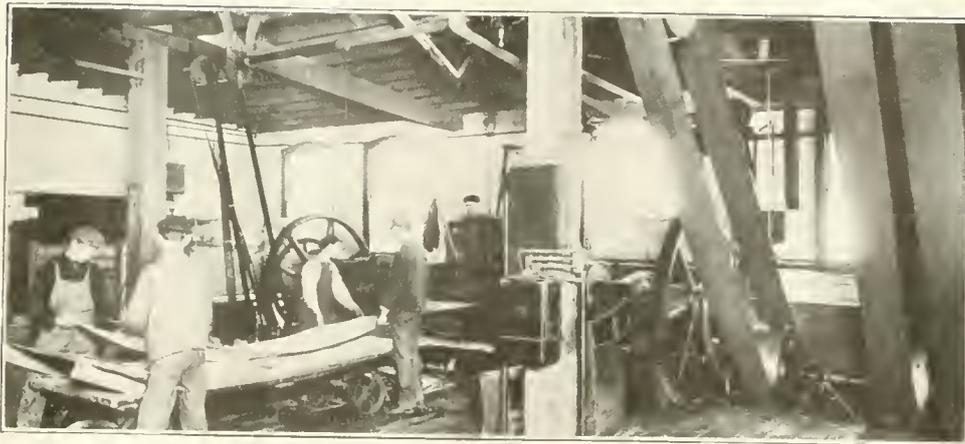
There is a trifle more easy tone to the furniture situation, which for a couple of weeks or so threatened to wreak considerable havoc in the hardwood market. The manufacturers of all but the higher grades of walnut furniture complained of heavy overstock, declaring their warehouses were full of manufactured articles which they seemed unable to move. Of course, this resulted immediately in a big decrease of orders, especially in the various grades of oak. However, the August clearance and fall opening sales have come pretty well up to expectations and resulted in a fair thinning out of stocks, thus opening up the road for the beginning of the fall campaign; orders from the furniture people, as a result of this are beginning to take on more volume and the line of inquiry is broadening out considerably.

The heavy building operations have put new life into the sash and door industry, the hardwood floor people, blind manufacturers, and wood finishings of houses and store buildings. The vehicle and farm implement manufacturers report business normal and it may bring the year's business up to a figure higher than usual.

The automobile manufacturer also is enjoying a prosperous season. The demand from this source for spoke material and the finer grades of hardwood for interior finishing of the more luxurious cars retains its usual steadiness. The demand is steady. Dealers handling the auto men's requirements can rely upon a certain amount of business from the car people.

Within the last fortnight, the call for maple has increased and this wood is moving more freely than any other time since early spring. The summer months proved a poor season for maple, but lumbermen specializing in this particular lumber at this time have little of which to complain. The same holds true of birch, all grades appearing to be picking up steadily. Birch is nearing a point that will rank it among the heaviest sellers of the present season.

The real leaders of the hardwood market appear to be gum and oak. The quartered demand had fallen off considerable among the furniture



This is one of our Rotary Mills for making cross-banding, panels, drawer bottoms, center stock, back panels, etc.

Importers and Manufacturers

Mahogany and Cabinet Woods—Sawed and Sliced

Quartered INDIANA White Oak, Red Oak, Figured Red Gum, American Walnut, Etc.

Rotary Cut Stock in Poplar and Gum for Cross
Banding, Back Panels, Drawer Bottoms and Panels

The Evansville Veneer Company

EVANSVILLE, INDIANA

people recently, only to revive again toward the middle of September. There still seems to be a scramble to stock up on gum, in anticipation of a sudden and stiff rise in price in the near future.

Lumbermen in Cincinnati are agreeably surprised with the manner in which cottonwood has been acting recently. For an extended period this lumber was something like a drug on the market, the call being slow and inquiry very light. Like birch and maple, however, as the fall season approached, there began to be noticed a general tendency to feel out the market regarding the cottonwood situation. This inquiry soon began to develop into regular business, which has been quite well sustained.

The call for beech and even hickory has fallen off. Beech has not been active for a long time and its continued depressing attitude is explainable, but hickory is running along in a rut far below expectation, and is the cause of much dissatisfaction in the hardwood market.

Prices on the whole are much better than a few months back. Goods now being moved command the highest mark on the list. The lumbermen have convinced themselves that the business situation in general is looking up and there now is no reason to move stock at any price.

An increasing call for cypress has been noted. The supply still is small, but enough is found to attend to the heavy call for lath and shingles. The call for the latter shows a distinct revival over summer months. The general run of stock enjoys brisk inquiry.

The box manufacturers are taking care of the lower grades, inquiry from this quarter being voluminous and ordering is picking up rapidly.

◀ INDIANAPOLIS ▶

The hardwood trade is not without its bright spots, yet the fall business is not developing so rapidly as it should. The principal feature continues to be the skirmish for walnut, which overshadows the demand for all other varieties of hardwoods.

The demand for walnut is the one sustaining feature of the trade. A slight increase in the demand for gum is reported in some localities, where furniture factories are a little busier than they were. Building operations are still slow, with little prospect of resumption on any large scale before spring.

◀ EVANSVILLE ▶

Trade with the hardwood lumber manufacturers in Evansville and southwestern Indiana is better now than it has been at any time this year and practically all the large hardwood mills in this section are being operated on an average of six days a week. The mills have been receiving some nice orders lately and inquiries are more numerous than

they were this time last month. The inquiries regarding ash and quartered white oak have greatly increased during the past few weeks. Walnut is still in strong demand and manufacturers agree that it will remain in strong demand until the close of the European war. Hickory is in some better demand and gum is moving more briskly. Poplar is not in strong demand now and sycamore is inclined to drag, although the river mills here have been shipping out some stock during the past few days.

Collections are fairly good. Crop conditions are reported encouraging and the warm weather that has prevailed for the past two weeks is calculated to help the late corn crop a great deal. It is estimated that the corn crop will be almost normal in spite of the heavy rains and winds of several weeks ago. Wood consuming factories report an increased business. This is especially true of the furniture and plow factories that are now running on pretty good time. Trade in the South and Southwest is said to be looking up. Cooperage manufacturers, especially the makers of slack barrels, say their trade is better now than it has been for several months past, due to the picking up in the flour trade.

Building operations in Evansville remain active and from present indications it looks as though the building permits for this year will be greater than they were last year.

◀ MEMPHIS ▶

The export situation has shown little if any improvement during the past fortnight. A big order for walnut has been booked by a firm with headquarters at Memphis, to which attention is called in the Memphis correspondence of the HARDWOOD RECORD, but this represents one of the specialties which has been in demand heretofore and has little or no bearing on general export conditions. There have been a few cargoes of lumber shipped to Europe within the past fortnight but this business is quite small as compared with that of a short time ago. It is reported that ocean freight room is available on a slightly larger scale, but it is emphasized that a vast amount of lumber has been consigned to England and other countries and that the presence of this consigned stock is operating against normal demand from that source. In fact, there are some members of the trade here who regard the large amount of consigned lumber in Europe as the most unfavorable feature of the entire situation and the National Lumber Exporters' Association has taken the matter up with its members deploring the fact that considerable quantities of lumber have been consigned under present conditions.

Domestic demand is steadily improving and the outlook is considered better. Inquiry among members of the hardwood trade here develops

Having stood the rigid test of time and been pronounced ideal.

Perkins Vegetable Glue

Now gains still further distinction by being pronounced by United States District Court 'meritorious and valuable, and a distinct advance in the art.'

The Perkins patents were sweepingly sustained in a broad decision by the court.

The Perkins Glue Company is the only company that has made of vegetable glue a perfect product.

Competition Stimulates Quality

A buyer's market invariably results in quality competition in manufactured goods—for obvious reasons. Quality competition without added quality to back it is disastrous—requiring more rigid guarantee of goods it means that the man not able to improve his product here and there to approach perfection is merely betting with himself on whether he will or will not have to make good on stock which, to get the order, he guaranteed.

Perkins Vegetable Veneer Glue In All Panel Work

allows you to make any reasonable guarantee with impunity. It does away entirely with blistered work, and can be shipped to any climate without fear—thus vastly increasing the sales field.

Perkins Vegetable Glue

is guaranteed to be uniform, requires no hot, obnoxious glue room, will not sour, costs 20 per cent less than hide glue.

Use Perkins Glue and make your guarantee safe for you

PERKINS GLUE COMPANY SOUTH BEND, IND.

J. M. S. Building

Originators and Patentees

The fact that more orders are being booked and that shipments are assuming more normal proportions. Manufacturing operations are getting somewhat larger as evidenced by the resumption of mills which have been closed for some time and by addition to the daily output of some of those heretofore running regularly. The tone of the market is brighter and in some instances rather better prices are being secured. The lower grades of cottonwood and gum are passing into the hands of box manufacturers at satisfactory prices and the rate of movement is brisk. There is also a good demand reported for oak and sap at the higher grades. Red gum is reported moving a little more freely. Cottonwood in the higher grades has been unfavorably affected by the falling off in export demand and some other items have suffered for the same reason. General business conditions are improving and lumbermen believe that the gain in demand from domestic sources so long anticipated, is about to be realized. Furniture manufacturers are buying considerable quantities of stock and there is a good call from manufacturers of vehicles of all kinds, including automobiles. There is also a reasonably large miscellaneous demand and lumber is being shipped about as fast as it is ready for the market. Nobody connected with the hardwood trade here is anticipating any boom in southern hardwoods but encouragement is felt over the fact that demand is gradually broadening and over the additional fact that the tone of the market is showing steady improvement.

◀ BRISTOL ▶

The hardwood trade in this section is still dull but the lumbermen are optimistic and expect some improvement during the coming fall and winter. About half of the mills are now in operation, but will probably close down before many weeks unless there should be sudden and pronounced improvement in the lumber trade. Shipments are at a low ebb, but a few more orders are being received. The mills, as a rule, are shipping less than half of the stock they are cutting, so yard stocks are getting much larger than they have been for many months. The building trade is reported fair.

◀ LOUISVILLE ▶

Improved business continues to be the rule with the hardwood trade in this market, and prices are beginning to show the effect of the increased movement of lumber. Values have not yet been restored to normal, which is to say in line with the intrinsic worth of hardwood material, but there is now evidence that the long-expected upward movement has begun, and that hardwood prices will be back in a few months at a

point which will give the manufacturer a chance to consider stumpage values in determining the correct selling price of his product. Oak has been feeling the beneficial effects of the situation as much as anything, and common plain oak, especially, has been in need of a stimulation of this kind. With a brisker movement and somewhat better prices, stocks of oak, which have been topheavy, will look better to hardwood operators. Ash continues to move well, though the low grades are quiet. Poplar is one of the best sellers at present. Walnut is in good demand, both for war purposes and in the domestic trade. The furniture business promises to use more lumber from now on, and other consuming lines are also more favorable.

◀ MILWAUKEE ▶

General business conditions in Milwaukee and about the state are showing gradual improvement and this is naturally having a favorable effect on the hardwood business. Due to this and to the fact that building operations have been showing much greater activity of late, the general lumber trade is more satisfactory than it has been in weeks.

Proof that general conditions are more favorable is found in the statement made by James A. Fetterly, secretary of the retail merchants' division of the Merchants' and Manufacturers' Association that collections in the Milwaukee retail field have been better than 100 per cent normal for the past two weeks. He accounts for this by the fact that there are now very few people out of work here, due to the increased activity in the manufacturing field. Most of Milwaukee's manufacturing plants are operating at 80 and 85 per cent of the normal capacity.

Building operations in Milwaukee are showing plenty of activity. During the month of August the total building record showed a gain of \$100,000, and, judging from the large permits which are being issued at the present time, the September record ought to show a gain of nearly \$1,000,000. W. D. Harper, building inspector, is about to issue a permit for the new grain elevator which will be erected here by the Chicago & Northwestern road at a cost of \$500,000. Several other large projects are under way. News from about Wisconsin says that there is the usual amount of fall building going on in the smaller cities and towns and in the country districts of the state.

The sash and door factories and general interior woodworking concerns seem to be buying a little more freely, in order to meet the demands of the building trade. The furniture and farm implement plants in Milwaukee and about the state seem to be meeting with a better business and are placing larger orders for stock. The increased activity in the building field has resulted in a brisk demand for hardwood flooring, birch and oak.

Advertisers' Directory

NORTHERN HARDWOODS.

Arpin Hardwood Lumber Co.....	46
Barnaby, Charles H.....	
Boyle, Inc., Clarence.....	4
Buffalo Hardwood Lumber Co....	59
Cobbs & Mitchell, Inc.....	3
East Jordan Lumber Co.....	58
Elias, G., & Bro.....	59
Hatten Lumber Company.....	4
Hoffman Bros. Company.....	7-12
Kneeland-Bigelow Co., The.....	8
Litchfield, William E.....	9
McIlvain, J. Gibson, & Co.....	2
McLean, Hugh, Lumber Co.....	59
Miller, Anthony.....	59
Mitchell Bros. Co.....	3
Mowbray & Robinson Co.....	7-12
Palmer & Parker Co.....	9
Powell-Myers Lumber Co.....	12
Rice Lake Lumber Co.....	56
Richardson Lumber Company....	8
Stack Lumber Company.....	36
Standard Hardwood Lumber Co..	5
Stearns Salt & Lumber Company.	4
Stephenson, I., Co., Trustees....	58
Stimson, J. V.....	7.60
Strable Lumber & Salt Company.	58
Sullivan, T., & Co.....	59
Tegge Lumber Co.....	46
Von Platen Lumber Company....	58
Willson Bros. Lumber Company..	9
Wistar, Underhill & Nixon.....	9
Wood-Mosaic Company.....	5-7
Yeager Lumber Company, Inc....	59
Young, W. D., & Co.....	8

OAK.

See List of Manufacturers on page 7

POPLAR.

Alton Lumber Company.....	7
Anderson-Tully Company.....	7-11
Atlantic Lumber Company.....	7-37
Day Lumber & Coal Company....	7-46

RED GUM.

Aberdeen Lumber Company.....	36
Anderson-Tully Company.....	7-11
Archer Lumber Company.....	42
Baker-Matthews Mfg. Co.....	7-45
Bellgrade Lumber Company.....	40
Bliss-Cook Oak Company.....	7-45
Bonner, J. H., & Sons.....	7-45
Brown, Geo. C., & Co.....	7-12
Brown, Mark H., Lumber Co....	43
Brown, W. P., & Sons Lbr. Co....	5-7
Colfax Hardwood Lumber Co....	56
Himmelberger-Harrison Lbr. Co..	
Holly Ridge Lumber Co.....	

Kraetzer-Cured Lumber Co.....	2
Lamb-Fish Lumber Company....	7-44
Miller Lumber Company.....	7-43
Paepcke Leicht Lumber Co....	7
Penrod-Jurden & McCowen....	7.60
Probst Lumber Company.....	56
Riel-Kadel Lumber Company....	41
Sondheimer, E., Company.....	7-40
Stimson, J. V.....	7.60
Stimson Veneer and Lumber Co..	42

SOUTHERN HARDWOODS.

Aberdeen Lumber Company.....	7-36
Alexander Bros.....	7-11
Alton Lumber Company.....	7
Anderson-Tully Company.....	7-11
Archer Lumber Company.....	42
Atlantic Lumber Company.....	7-37
Baker-Matthews Mfg. Co.....	7-45
Bellgrade Lumber Company.....	40
Bliss-Cook Oak Company.....	7-45
Bonner, J. H., & Sons.....	7-45
Boyle, Inc., Clarence.....	4
Brown, Geo. C., & Co.....	7-12
Brown, Mark H., Lumber Co....	43
Brown, W. P., & Sons Lbr. Co....	5-7
Buffalo Hardwood Lumber Co....	59
Burkholder, S., Lumber Company.	7-52
Buskirk-Rutledge Lumber Co....	
Churchill-Milton Lumber Co....	5-7
Colfax Hardwood Lumber Co....	56
Crane, C., & Co.....	7-46
Cutsinger, F. M.....	7
Davis, Edw. L., Lumber Co.....	5
Day Lumber & Coal Company....	7-46
Dugan Lumber Co.....	45
Elias, G., & Bro.....	59
Farris Hardwood Lumber Co....	7-45
Francke, Theodor, Erben Gmb. H.	
Galloway-Pease Company.....	7-46
Himmelberger-Harrison Lbr. Co..	
Hitt, H. H., Lumber Company....	7
Holly Ridge Lumber Co.....	
Huddleston-Marsh Lumber Co....	45

Kraetzer-Cured Lumber Co.....	2
Lamb-Fish Lumber Company....	7-44
Liberty Hardwood Lumber Co....	38
Litchfield, William E.....	9
Little Rock Lumber & Mfg. Co....	7-11
Long-Knight Lumber Company....	7
McClellan-West Lumber Co.....	
McIlvain, J. Gibson, & Co.....	2
McLean, Hugh, Lumber Co.....	59
Miller, Anthony.....	59
Miller Lumber Company.....	7-43
Mowbray & Robinson Company....	7-12
Norman Lumber Company.....	5-7
Paepcke Leicht Lumber Co.....	7
Penrod-Jurden & McCowen....	7.60
Probst Lumber Company.....	56
Riel-Kadel Lumber Company....	41
Roddis Lumber and Veneer Co..	56
Salt Lick Lumber Company.....	10
Sondheimer, E., Company.....	7-40
Spotswood, E. R., & Son.....	7-39
Standard Hardwood Lumber Co..	59
Stimson Veneer and Lumber Co..	42
Sullivan, T., & Co.....	59

Vestal Lumber & Manufacturing Co.....	7-11
Whitmer, Wm., & Sons.....	9
Williams Lumber Company.....	7-39
Willson Bros. Lumber Company..	9
Wistar, Underhill & Nixon.....	9
Yeager Lumber Co., Inc.....	59

VENEERS AND PANELS.

Abnapee Veneer & Seating Co....	57
Bird's Eye Veneer Company.....	
Buckeye Veneer Company.....	
East St. Louis Walnut Co.....	
Evansville Veneer Company.....	49
Helena Veneer Company.....	56
Hoffman Bros. Company.....	7-12
Huddleston-Marsh Lumber Co....	48
Kentucky Veneer Works.....	
Knoxville Veneer Company.....	57
Long-Knight Lumber Company....	7
Louisville Veneer Mills.....	3
Mengel, C. C., & Bro. Co.....	5
Milwaukee Basket Company....	57
Mississippi Veneer & Lumber Company	
Ohio Veneer Company.....	46
Palmer & Parker Company.....	9
Penrod Walnut & Veneer Co....	60
Pickrel Walnut Company.....	46
Rayner, J.....	4
Roddis Veneer and Lumber Co....	56
Sanders & Egbert Company.....	57
Standard Veneer Company.....	42
Stimson Veneer & Lumber Co....	42
St. Louis Basket & Box Co.....	37
Tomabawk Box and Veneer Co..	57
Waetjen, Geo. L., & Co.....	57
Willey, C. L.....	57
Wisconsin Seating Company....	57
Wisconsin Veneer Company.....	5-7
Wood-Mosaic Company.....	5-7

MAHOGANY, WALNUT, ETC.

Davis, Edw. L., Lumber Co.....	5
East St. Louis Walnut Co.....	
Evansville Veneer Company.....	49
Francke, Theodor, Erben Gmb. H.	
Hartzell, Geo. W.....	52
Huddleston-Marsh Lumber Co....	45
Long-Knight Lumber Company....	7
McCowen, H. A., & Co.....	
Mengel, C. C., & Bro. Co.....	5
Palmer & Parker Co.....	9
Penrod Walnut & Veneer Co....	60
Pickrel Walnut Company.....	46
Purcell, Frank.....	
Rayner, J.....	4
Sanders & Egbert Company.....	
Willey, C. L.....	

HARDWOOD FLOORING.

Bliss-Cook Oak Company.....	7-45
Cobba & Mitchell, Inc.....	3

Eastman, S. L., Flooring Co.....	58
Kerry & Hanson Flooring Co.....	58
Mitchell Bros. Company.....	3
Salt Lick Lumber Company.....	10
Stearns Salt & Lumber Company	4
Stephenson, I., Co., Trustees....	58
Strable Lumber & Salt Company.	58
Wilce, T., Company, The.....	4
Young, W. D., & Co.....	8

WOODWORKING MACHINERY.

Alpena Industrial Works.....	
Cadillac Machine Company.....	55
Gerlach, The Peter, Company....	52
Mersbon, W. B., & Co.....	55
Phoenix Manufacturing Co.....	54

VENEER MACHINERY

Merritt Manufacturing Company... 54

LOGGING MACHINERY.

Baldwin Locomotive Works.....	
Lidgerwood Mfg. Company.....	55

DRY KILNS AND BLOWERS.

Grand Rapids Veneer Works.....	
Pbilla, Textile Mch. Company....	9
Standard Dry Kiln Company....	55

LUMBER INSURANCE.

Central Manufacturers' Mut. Ins. Company	
Epperson, U. S., & Co.....	47
Indiana Lumbermen's Mut. Ins. Company	
Lumbermen's Underwriting Alliance	47
Lumber Mutual Fire Insurance Company	
Lumbermen's Mut. Ins. Co.....	
Manufacturing Lumbermen's Underwriters	47
Pennsylvania Lumbermen's Mut. Fire Ins. Company.....	
Rankin-Benedict Underwriting Co.	47

TIMBER LANDS.

Campbell, L. E., Lumber Company	7-38
Lacey, James D., & Co.....	

TIMBER ESTIMATORS.

Lauderburn, D. E.....	
-----------------------	--

MISCELLANEOUS.

American Rule & Mfg. Company..	52
Childs, S. D., & Co.....	52
Gerlach, The Peter, Company....	52
Lumbermen's Credit Assn.....	9
Perkins Glue Company.....	50

CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion.....20c a line
 For two insertions.....35c a line
 For three insertions.....50c a line
 For four insertions.....60c 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 charges for copies of paper containing the advertisement.

EMPLOYES WANTED

WANTED—A BOOKKEEPER

Accustomed to wholesale lumber business, competent to take complete charge. Address "BOX 95," care Hardwood Record.

FIRST-CLASS MAN WANTED

to buy and sell hardwoods by correspondence. Address "BOX 99," care Hardwood Record.

LUMBER WANTED

WANTED

25 cars 4 4 No. 1 Common and Better Sound Wormy Chestnut
 10 cars 8 4 No. 1 Common Plain Red and White Oak, dry stock.
 S. BURKHOLDER LUMBER CO., Crawfordsville, Ind.

LUMBER FOR SALE

We have 100,000 ft. 4 4 No. 1 Com. Qtd. W. O.; 100,000 ft. No. 2 Com. Qtd. W. O.; 500,000 ft. 4 4 No. 2 Com. Pl. W. O.; 650,000 ft. 4 4 No. 2 Com. Pl. R. O.; 200,000 ft. 4 4 No. 2 Com. Ash; 230,000 ft. 5 4 No. 1 Com. Ash; 90,000 ft. 5 4 No. 2 Com. Ash. LEE WILSON & CO., St. Louis, Mo.

LUMBER—FOR SALE

We are cutting a fine body of Ash, Oak, Sycamore, Maple, Cypress and Gum. Let us have your inquiries. BAY LUMBER CO., INC., Norfolk, Va.

FOR SALE.

About 80,000,000 feet of Virgin Hardwood timber, in Texas on Arkansas line, on railroad. Address F. M. GREENE, Atlanta, Texas.

LOGS WANTED

WANTED—BLACK WALNUT LOGS

We pay cash for Black Walnut Logs 10" and up in diameter. Inspection at shipping point.

MALEY & WERTZ,
 Evansville, Ind.

WANTED—BLACK WALNUT LOGS.

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

BUSINESS OPPORTUNITIES

EXCEPTIONAL SOUTHERN HARDWOOD

An opportunity is offered to acquire an interest in one of the best Hardwood lumber propositions in the U. S. Company owns 40,000 acres Hardwood timberland in fee simple, running about two-thirds Oak; balance Ash, Cypress, Gum and other woods. Fully equipped manufacturing plant, very latest machinery, logging railroad, etc. Will bear fullest investigation by one with spare capital. Address "BOX 70," care HARDWOOD RECORD.

DIMENSION STOCK WANTED

WANTED—DIMENSION OAK

Plain and Quartered. Write us for specifications and prices. INDIANA QUARTERED OAK CO., 52 Vanderbilt Ave., New York, N. Y.

DIMENSION STOCK FOR SALE

FOR SALE—ASH DIMENSION

30,000 pes. 1 3/4x1 3/4, 26"; 10,000 pes. 2 1/2x2 1/2, 25". A portion first size will run 2x2. All stock under shed and shipping dry.

GALLOWAY KENNEDY CO., Clarendon, Ark.

BONE DRY HICKORY

No. 1 mixed Red and White, and all Red. Can manufacture into turnings.

8,900 ft. 12 and 14x2x1 1/2; 5,150 ft. 11x1 1/2x1 1/2;
 190 ft. 22x1 1/2x1 1/2; 300 ft. 24x1 1/2x1 1/2;
 15,890 ft. 26x1 1/2x1 1/2; 560 ft. 30x1 1/2x1 1/2;
 1,520 ft. 36x1 1/2x1 1/2; 865 ft. 39x1 1/2x1 1/2;
 370 ft. 39x1 3/4x1 3/4; 2,080 ft. 32x1 3/4x1 3/4;
 43 ft. 50x3 by 3 to 2 by 2; 200 ft. 56x3 by 3 to 2 by 2;
 512 ft. 62x3 by 3 to 2 by 2; 380 ft. 68x3 by 3 to 2 by 2;
 140 ft. 32x1 1/2x1 1/2; 1,040 ft. 28x1 3/4x1 3/4.
 TELESCOPE COP BED CO., 514 W. 57th St., New York, N. Y.

TIMBER FOR SALE

NOTICE OF TIMBER SALE

The undersigned, as Administrator of the John Lusk Estate, will offer for sale, at Narrows of Sugar Creek, Parke Co., Ind., on Thursday, October 21, 1915, at 2 o'clock p. m., valuable timber tracts of Walnut, Oak, Hickory, Poplar, Ash, Sycamore, Elm, and Beech. For terms and particulars, address:

HOWARD MAXWELL, Rockville, Indiana.

TIMBER LANDS WANTED

THOROUGHLY RESPONSIBLE PURCHASER

With ample means will pay cash for tracts (2,000 acres and up) of virgin pine, cypress, and hardwood timberlands owned in fee—in the southern and southeastern states.

We are not brokers, commission men or factors, but actual buyers, and all propositions submitted will be regarded in confidence.

We solicit correspondence only with owners or their legally authorized representatives. Address "BOX 96," care HARDWOOD RECORD.

TIMBER LANDS FOR SALE

10 TO 20 MILLION

As desired, Herklock and Hardwood, Price County, Wisconsin. Address LAND COMMISSIONER, Soo Line, Minneapolis, Minn.

TIMBER & TIMBERLANDS FOR SALE

30,000 acres Virginia hardwoods, 80% Oak. Excellent opportunity for quick purchaser. Estimated to contain 300,000,000 feet. Address, "ENGINEER," 704 Union Bldg., Charleston, W. Va.

VALUABLE TIMBERLANDS FOR SALE

3,218 acres freehold land, 3,100 acres never logged; over 75% timber valuable Birch, balance Spruce, Cedar and other Hardwoods. Up-to-date mill, capacity 35,000 ft. 10 hrs. Railway siding at mill. Camp outfits. Extreme haul 5 1/2 miles. Apply "BOX 92," care Hardwood Record.

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you.



LUMBER RULES

Our own process of black enamel ink insures perfect, permanent lettering with no injury to the rule, as with burnt lettering. Double riveted head, the rivets moulded into the brass.

Tool Steel Blade
 Oil Tempered

Riveted Handle

The best of selected hickory used exclusively.

AMERICAN RULE & MFG. CO.
 Nashville, Tenn.

Swage your CHISEL and SOLID TOOTH CIRCULAR, your BAND, GANG and CYLINDER SAWS with the "SIMPLEX"

The only 8 in 1 Roller Die Swage made. WRITE FOR PRICES.

The Peter Gerlach Company,
 CLEVELAND, SIXTH CITY

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO., Chicago

We also make Time Checks, Stencils and Log Hammers.



If you are not a subscriber to HARDWOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.

HARDWOOD FOR SALE

ASH

FAS 1 1/2", 1 yr. dry. G. ELIAS & BRO. INC., Buffalo, N. Y.
NO. 3 COM. 4 1/2", 6 mos. dry. H. H. HITT LUMBER CO., Decatur, Ala.
 FAS 4 1/2" to 20 1/2", 6" & up, 4 1/2 to 20 1/2", 10" & up; 5", 6" & up, 8" and 16", 1 yr. dry; **NO. 1 COM.** 4 1/2 to 20 1/2", 3" & up; **NO. 2 COM.** 4 1/2 to 10 1/2", 3" & up, 4 1/2 and 5 1/2 S2S and R.S. RIEL-KADEL LUMBER CO., Memphis, Tenn.
 FAS 10 1/4", 20% 10" & up, 45% 14-16", white, 10 mos. dry. LIBERTY HDWD. LBR. CO., Big Creek, Tex.

BASSWOOD

FAS 1 1/2", 2 1/2", 3", 6" & up, 18 mos. dry. YEAGER LUMBER CO. INC., Buffalo, N. Y.
NO. 1 COM. 1", 2 yrs. dry. G. ELIAS & BRO. INC., Buffalo, N. Y.
NO. 3 COM. 4 1/2", 5 1/4", 3 mos. dry. STACK LUMBER CO., Masonville, Mich.
NO. 1 COM. & BTR. 4 1/2, r. w., 10 to 16'. HATTEN LUMBER CO., New London, Wis.

BEECH

FAS 4 1/2", 6" & wdr., 8 to 16', 8 mos. dry; **NO. 1 COM.** 4 1/2", 6" & wdr., 6 to 16', 10 mos. dry; **NO. 1 COM.** 4 1/2", 3", 4", 5", 6 to 16', 10 mos. dry; Full Prod. STEARNS SALT & LBR. CO., Ludington, Mich.
LOG RUN 4 1/2", 6 mos. dry. H. H. HITT LUMBER CO., Decatur, Ala.
LOG RUN 4 1/2", 3 mos. dry. STACK LUMBER CO., Masonville, Mich.

BIRCH—RED

FAS 4 1/2", 6" & wdr., 8 to 16', 10 mos. dry, e dr. saps; **NO. 1 COM.** 4 1/2", 6" & wdr., 6 to 16', 8 mos. dry. STEARNS SALT & LBR. CO., Ludington, Mich.
 FAS 1", 10" & up, 2 yrs. dry. YEAGER LUMBER CO. INC., Buffalo, N. Y.
 FAS 4 1/2", 3 mos. dry, full cut log; **NO. 1, NO. 2 COM.** 4 1/2", 3 mos. dry, full cut log; **NO. 3** 4 1/2", 5 1/4", 3 mos. dry, full cut log. STACK LUMBER CO., Masonville, Mich.
NO. 2 COM. & BTR. 5 1/4, 10 1/4, 12 1/4, r. w., HATTEN LUMBER CO., New London, Wis.

CHERRY

FAS 1 1/2", 6" & up, 2 yrs. dry, wide run, largely 14 & 16'. YEAGER LUMBER CO. INC., Buffalo, N. Y.
LOG RUN 4 1/2", 3" & wdr., 4 to 16', 10 mos. dry; **NO. 3 COM.** 4 1/2", 3" & wdr., 4 to 16', 10 mos. dry. STEARNS SALT & LBR. CO., Ludington, Mich.
NO. 1 COM. 1 1/2", 2 yrs. dry. G. ELIAS & BRO. INC., Buffalo, N. Y.

CHESTNUT

FAS 1", 6" & up, 2 yrs. dry; **NO. 1 COM.** 1", 4" & up, 2 yrs. dry. YEAGER LUMBER CO. INC., Buffalo, N. Y.
NO. 1 COM. 1", 2 yrs. dry. G. ELIAS & BRO. INC., Buffalo, N. Y.
NO. 2 COM. & BET. S. W. 1", r. w., r. l., 4 mos. dry; **NO. 1 COM. & BET.** 1", r. w., r. l., 4 mos. dry. SALT LICK LUMBER CO., Salt Lick, Ky.

COTTONWOOD

B. B. 4 1/2", 13 to 17", 12 to 16', 12 mos. dry; b. s.; FAS 4 1/2", 6" & up, 6 to 12 mos. dry. MILLER LUMBER CO., Marianna, Ark.

CYPRESS

SHOP & BET. 4 1/2", 4" & up, 8 to 16', 6 mos. dry. BUFFALO HDWD. LUMBER CO., Buffalo, N. Y.

ELM

NO. 3 4 1/2", 3 mos. dry. STACK LUMBER CO., Masonville, Mich.
NO. 1 COM. 4 1/2", 6" & wdr., 6 to 16', soft, 10 mos. dry. STEARNS SALT & LBR. CO., Ludington, Mich.
 FAS 3", soft, 2 yrs. dry. G. ELIAS & BRO. INC., Buffalo, N. Y.
LOG RUN 4 1/2", 6 mos. dry. H. H. HITT LUMBER CO., Decatur, Ala.
LOG RUN 8 1/4, 50% 14 & 16', soft, 8 mos. dry. BELLGRADE LUMBER CO., Memphis, Tenn.
NO. 2 COM. & BTR. 4 1/2", r. w., soft, HATTEN LUMBER CO., New London, Wis.
LOG RUN M. C. O. 4 1/2", r. w., 50% 14-16', soft, 5 mos. dry. LIBERTY HDWD. LBR. CO., Big Creek, Tex.

GUM—SAP

COM. & BTR. 4 1/2", r. w., r. l., 6 to 8 mos. dry. THE LOUISVILLE VENEER MILLS, Louisville, Ky.
 FAS 6 1/4 & 8 1/2", 60% 14 & 16', 1 yr. dry; FAS 3 1/2", 65% 14 & 16', 5 mos. dry. BELLGRADE LUMBER CO., Memphis, Tenn.
 FAS 5 1/4", 6" & up, 6 mos. dry. & oldr.; **NO. 1 COM.** 8 1/2", 4" & up, 8 mos. dry & oldr. ARCHER LUMBER CO., Helena, Ark.
 FAS 6 1/4", 1 yr. dry; **NO. 1 COM.** 6 1/4", 1 yr. dry. H. H. HITT LUMBER CO., Decatur, Ala.
NO. 1 COM. & BTR. 4 1/2", 4" & up, 6 to 16', 6 mos. dry. BUFFALO HDWD. LUMBER CO., Buffalo, N. Y.
 FAS 4 1/2", 5 1/4", 6" & up, 50% 14-16', 4 mos. dry; **NO. 1 COM.** 4 1/2", 4" & up, 60% 14-16', 5 mos. dry, 5 1/4", 4" & up, 50% 5 mos. dry. LIBERTY HDWD. LBR. CO., Big Creek, Tex.

GUM—PLAIN RED

NO. 1 COM. 5 1/4", 6 1/4", 18 mos. dry. MILLER LUMBER CO., Marianna, Ark.
NO. 1 & NO. 2 4 1/2", 5 1/2", 6" & up, 8 to 16', 8 mos. dry. BUFFALO HDWD. LUMBER CO., Buffalo, N. Y.
 FAS 4 1/2", 6" & up, 5 mos. dry & oldr., 5 1/4", 6" & up, 10 mos. dry & oldr. ARCHER LUMBER CO., Helena, Ark.
COM. & BTR. 4 1/2", r. w., r. l., 6 to 8 mos. dry. THE LOUISVILLE VENEER MILLS, Louisville, Ky.
 FAS 4 1/2", 6" & up, 50% 14-16', 4 mos. dry. LIBERTY HDWD. LBR. CO., Big Creek, Tex.

GUM—QUARTERED RED

NO. 1 COM. 4 1/2 to 8 1/2", 50% 14 & 16', 1 yr. dry. BELLGRADE LUMBER CO., Memphis, Tenn.
 FAS 4 1/2", 5 1/4", 6" & up, 10 mos. dry & oldr. ARCHER LUMBER CO., Helena, Ark.
COM. & BTR. 4 1/2", r. w., r. l., sliced bds., highly fig., 6 to 12 mos. dry. THE LOUISVILLE VENEER MILLS, Louisville, Ky.

GUM—TUPELO

FAS 4 1/2", 6 mos. dry; **NO. 1 COM.** 4 1/2", 6 mos. dry; **NO. 2 COM.** 4 1/2", 6 mos. dry. H. H. HITT LUMBER CO., Decatur, Ala.

HACKBERRY

LOG RUN 4 1/2", 6 mos. dry. H. H. HITT LUMBER CO., Decatur, Ala.

HICKORY

LOG RUN 6 1/4", 1 yr. dry. H. H. HITT LUMBER CO., Decatur, Ala.
NO. 1 COM. 1 1/2", 1 yr. dry. G. ELIAS & BRO. INC., Buffalo, N. Y.

MAPLE

NO. 1 COM. 2", 1 yr. dry. G. ELIAS & BRO. INC., Buffalo, N. Y.
NO. 1 & NO. 2 2", 3", 4", 6" & up wd., 2 yrs. dry. YEAGER LUMBER CO. INC., Buffalo, N. Y.
NO. 1 & NO. 2 4 1/2", 3 mos. dry; **NO. 3** 4 1/2", 5 1/4", 3 mos. dry. STACK LUMBER CO., Masonville, Mich.
 FAS 4 1/2 to 8 1/2", 6" & wdr., 8 to 16', 8 mos. dry, e. dr.; **B-EYE** 4 1/2", 12" & wdr., 8 to 16', 8 mos. dry; **NO. 1 COM.** 4 1/2", 7 to 11", 6 to 16', 10 mos. dry, 4 1/2", 12" & wdr., 6 to 16', 10 mos. dry. STEARNS SALT & LBR. CO., Ludington, Mich.
NO. 2 COM. 4 1/2, 1 yr. dry. H. H. HITT LUMBER CO., Decatur, Ala.
NO. 2 COM. & BTR. 10 1/4", 12 1/4", r. w., HATTEN LUMBER CO., New London, Wis.

OAK—PLAIN RED

FAS 4 1/2", 65% 14 & 16', 6 mos. dry. BELLGRADE LUMBER CO., Memphis, Tenn.
 FAS 3", 2 yrs. dry. G. ELIAS & BRO. INC., Buffalo, N. Y.
 FAS 4 1/2", 6 mos. dry; 4 1/2", 10" & up, 6 mos. dry; **NO. 1 COM.** 5 1/4", 6 mos. dry. H. H. HITT LUMBER CO., Decatur, Ala.
 FAS 4 1/2", 6" & up, 40% 14 & 16'; **NO. 1 COM.** 4 1/2", 4" & up, 8 mos. dry & oldr. ARCHER LUMBER CO., Helena, Ark.
 FAS 5 1/4", 10 1/2", 60% 14 & 16', 6 mos. dry, b. s. MILLER LUMBER CO., Marianna, Ark.
 FAS 4 1/2", 6" & up, 10-16', 8 mos. dry; **NO. 1 COM.** 4 1/2", 4" & up, 6-16', 8 mos., b. s. BUFFALO HDWD. LUMBER CO., Buffalo, N. Y.
 FAS 4 1/2", 6" & up, 40% 14-16', 3 mos. dry; **NO. 1 COM.** 4 1/2", 4" & up, 40% 14-16', 4 to 6 mos. dry; **NO. 2 COM.** 4 1/2", 3" & up, 40% 14-16', 3 mos. dry. LIBERTY HDWD. LBR. CO., Big Creek, Tex.

COM. & BET. 4 1/2", r. w., r. l., 2 yrs. dry. THE LOUISVILLE VENEER MILLS, Louisville, Ky.
COM. & BET. 4 1/2", RIEL-KADEL LBR. CO., New So. Memphis, Tenn.
 FAS 4 1/2", 5 1/4", 10" & up; **NO. 1 COM.** 4 1/2", 5 1/4". WILLIAMS LUMBER CO., Fayetteville, Tenn.

OAK—PLAIN WHITE

FAS 4 1/2", 4 mos. dry; **NO. 1 COM.** 4 1/2", 10" & up, 6 mos. dry. H. H. HITT LUMBER CO., Decatur, Ala.
COM. & BET. 4 1/2", r. w., r. l., 2 yrs. dry. THE LOUISVILLE VENEER MILLS, Louisville, Ky.
 FAS 4 1/2", 6" & up, 10-16', 8 mos. dry; **NO. 1 COM.** 4 1/2", 4" & up, 6-16', 8 mos. dry, b. s. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.
 FAS 3", 1 yr. dry. G. ELIAS & BRO. INC., Buffalo, N. Y.
COM. & BET. 4 1/2", RIEL-KADEL LBR. CO., New So. Memphis, Tenn.
NO. 1 COM. 4 1/2", 50% 14 & 16', 6 mos. dry. BELLGRADE LBR. CO., Memphis, Tenn.
 FAS 4 1/2", 6 1/4", 6 mos. dry; **NO. 1 COM.** 6 1/4", 6 mos. dry. WILLIAMS LUMBER CO., Fayetteville, Tenn.
 FAS 4 1/2", 6" & up, 40% 14-16', 3 mos. dry; **NO. 1 COM.** 4 1/2", 4" & up, 40% 14-16', 4 to 6 mos. dry; **NO. 2 COM.** 4 1/2", 3" & up, 40% 14-16', 3 mos. dry. LIBERTY HDWD. LBR. CO., Big Creek, Tex.

OAK—QUARTERED RED

COM. & BET. 4 1/2", r. w., r. l., 6 to 8 mos. dry. THE LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK—QUARTERED WHITE

FAS 4 1/2", 6 to 9", 4 to 6 mos. dry, b. s.; **NO. 1 COM.** 4 1/2", 4 to 6 mos. dry, b. s.; **NO. 2 COM.** 4 1/2", 12 mos. dry, b. s. MILLER LUMBER CO., Marianna, Ark.
NO. 2 COM. 4 1/2", 4 mos. dry. H. H. HITT LUMBER CO., Decatur, Ala.
NO. 1 COM. 4 1/2 to 8 1/2", 50% 14 & 16', 10 mos. dry. BELLGRADE LUMBER CO., Memphis, Tenn.
COM. & BET. 5 1/2 & 4 1/2", r. w., r. l., 6 to 8 mos. dry. THE LOUISVILLE VENEER MILLS, Louisville, Ky.
NO. 1 AND NO. 2 4 1/2", 6" & up, 8-16', 6 mos. dry; **NO. 1 COM.** 4 1/2", 4" & up, 8-16', 6 mos. dry. BUFFALO HDWD. LUMBER CO., Buffalo, N. Y.
 FAS 4 1/2", 10" & up; FAS 4 1/2", 5 1/4"; **NO. 1 COM.** 4 1/2", 10" & up; **NO. 1 COM.** 4 1/2", 5 1/4"; STRIPS, 4 1/2", 4 1/2", 5 1/2". WILLIAMS LUMBER CO., Fayetteville, Tenn.

POPLAR

FAS 4 1/2", 6 mos. dry; **PANEL** 4 1/2", 18" & up, 6 mos. dry. H. H. HITT LUMBER CO., Decatur, Ala.
COM. & BTR. 5 1/2", 4 1/2", r. w., r. l., 6 to 8 mos. dry. THE LOUISVILLE VENEER MILLS, Louisville, Ky.

SYCAMORE

LOG RUN, 4 1/2", 6 mos. dry. H. H. HITT LUMBER CO., Decatur, Ala.
LOG RUN M. C. O. 4 1/2", r. w., 50% 14-16', 5 mos. dry. LIBERTY HDWD. LBR. CO., Big Creek, Tex.

WALNUT

COM. & BTR. 4 1/2", r. w., r. l., 6 to 8 mos. dry. THE LOUISVILLE VENEER MILLS, Louisville, Ky.

VENEERS—FACE

S. QTD. WH. OAK 1/20", 1/16", 1/8", 6" & up, mach. dry; sl. 1/30", 1/20", 6" & up, mach. dry.; **PL. WH. OAK** 1/20", 1/16", 6" to 86", mach. dry.; **RTY.; FIG. RED** GUM 1/20", 6" & up, 6 to 12", sl.; **MAHOGANY** 1/20", 6" & up, 6 to 12", sl.; **WALNUT**, 1/20", 6" & up, 60 to 86", mach. dry., rty. EVANSVILLE VENEER CO., Evansville, Ind.
QTD. OAK, PL. OAK, GUM, MAHOGANY, WALNUT. THE LOUISVILLE VENEER MILLS, Louisville, Ky.

VENEERS—CROSS BANDING

POPLAR, GUM. THE LOUISVILLE VENEER MILLS, Louisville, Ky.
POPLAR, 1/30", 1/20", 1/16", 1 1/8", cut to dim., rty.; **GUM**, 1/30", 1/20", 1/16", 1 1/8", 3 1/16", 1/2", cut to dim., rty. EVANSVILLE VENEER CO., Evansville, Ind.

PANELS AND TOPS

OAK, GUM, MAHOGANY, WALNUT. THE LOUISVILLE VENEER MILLS, Louisville, Ky.



Stop! Look! Listen!
Safety First

If you are going to install Veneering Machinery, you will not consider first cost alone and sacrifice service, durability and efficiency, will you? Then it will pay you to investigate the "Merit" line.



**No. 235
 "Merit"
 Veneer
 Lathe**

Veneer Lathes are used to cut thin woods to various accurate thicknesses for Furniture, Panels, Plywoods, Baskets, Crates, Boxes, etc.

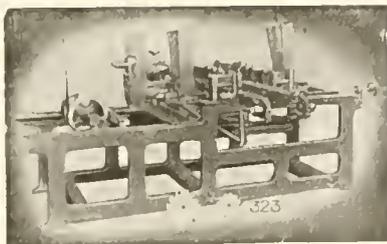
**No. 378
 Automatic Bar
 Feed Veneer
 Clipper**



Veneer Clippers are used for dimensioning the thin strips of veneers into proper dimensions required.

We have several patterns of Veneer Clippers for all classes of dimensioning.

**No. 323
 Crate Head
 Tenoner**



The Crate Head Tenoner is useful in working up waste pieces of boards into box ends, crate heads, etc.

If you were sick, you would consult a doctor. Then why not consult us if you are in need of Veneering or Crate Machinery?

Merritt Mfg. Company
 Lockport, N. Y., U. S. A.



**Phoenix
 6 ft. Pony
 Band Mill**

Will cut 30,000 feet of 1" lumber in 10 hours and cut it good.

Nearly 200 of these mills sawing wood in the U. S. A.

PRETTY GOOD RECOMMENDATION, ISN'T IT?

MODERATE PRICE

PHOENIX MFG. CO.
 EAU CLAIRE WISCONSIN

If you knew

What our Bulletin Service was doing for your competitor in

the lumber business

you'd not only want the service yourself, but you'd have it. Let us tell you about it.

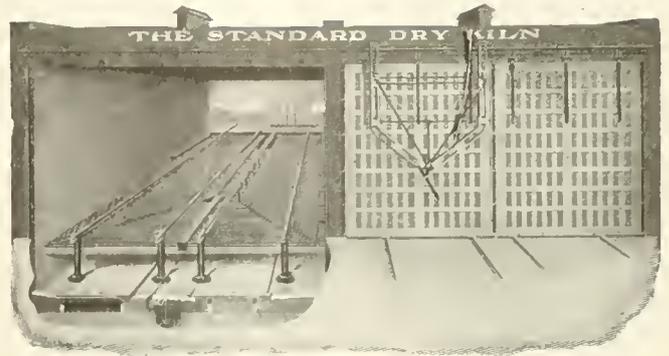
Hardwood Record
 Chicago

**LIDGERWOOD
HOISTS**

Steam
Electric
Gasoline
HOISTS
Ground and
Overhead
SKIDDERS

Write for
Particulars.

Lidgerwood Mfg. Co.
NEW YORK & SEATTLE
Woodward, Wight & Co., Ltd.
New Orleans

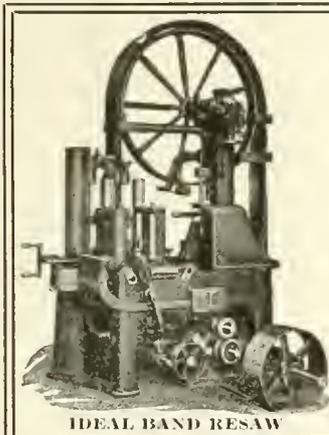


Look Out for Winter!

DON'T let freezing temperature catch you again with the same troublesome old heating apparatus in your dry kiln! Even if you're not ready for a complete new drying plant, let us figure with you now on installing

The Standard Heating System

in your present dry kiln. This system is *self-draining*. It doesn't need special attention, no matter how cold the weather gets. All expansion pipes are *horizontal*. There is no drop at either end of the system to pocket the condensation and stir up trouble. Write for an estimate. Address: The Standard Dry Kiln Co., 1559 McCarty St., Indianapolis, Ind.



Severe Requirements

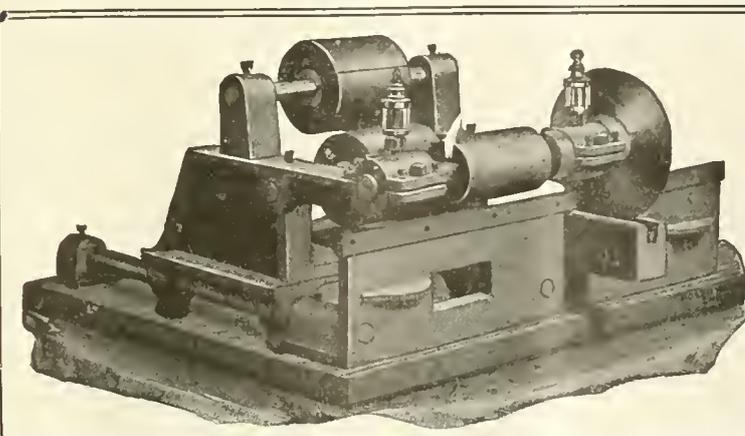
Gentlemen—We are pleased to say that the Ideal Band Resaw which we have installed is doing entirely satisfactory service on what we consider pretty severe requirements, namely the resawing of glued up stock 7" to 14" wide, and to a thickness of 5/16" or 3/8" as we may desire.

Yours truly,

AMERICAN MANUFACTURING CONCERN

Wm. B. Mershon & Company, Saginaw, Mich.

IDEAL BAND RESAW



BUTTING SAW

for
Flooring Factories

For cutting out defects and making square and smooth ends for end-matching machines. Used by the largest producers. Write for particulars and prices.

Manufactured by

Cadillac Machine Co.
CADILLAC, MICH.

The Probst Lumber Co.

Successor the Cincinnati
Branch of The Prendergast Company

*Hardwood
Lumber*

CAR TIMBERS
SWITCH TIES
YELLOW PINE

Cincinnati, Ohio

Rotary Veneers

in
Cottonwood, Gum
and
Other Arkansas Hardwoods

We have had many years' experience in the proper manufacture and handling of this stock and are sure of ourselves and our product.

Helena Veneer Co.
Helena Arkansas

COLFAX Hardwood Lumber Company

INC.

MANUFACTURERS OF
BAND SAWN

*Oak Ash Cypress
Gum*

COLFAX, LOUISIANA
GRAND PARISH
LOCATED ON L. R. & N. CO.

Roddis Lumber & Veneer Co.

Marshfield, Wis.

VENEERED PANELS
DESK TOPS TABLE TOPS
FLUSH VENEERED DOORS
WAINSCOTING BENT WORK

SAW MILLS AT PARK FALLS, WIS

BIRCH

4-4 and thicker, No. 1 Common and Better
also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn)
Red, Plain and Unselected Birch, Basswood, Soft
and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

Rice Lake Lumber Co., Rice Lake, Wis.

VENEERS AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

TOMAHAWK VENEER & BOX CO.

Manufacturers of Draw Bottoms in Birch and Basswood, Pin Blocks, Back Panels, also Heading and American Cheese Boxes our Specialties

TOMAHAWK WRITE FOR PRICES. WISCONSIN

THE STANDARD VENEER CO.

Manufacturers
Rotary Cut Birch Veneers
HOULTON, ME.

MILL AND STORE AT STOCKHOLM, ME.

OUR BIRCH VENEERS

ARE THE PRODUCT OF
HIGH GRADE LOGS, FIRST-CLASS EQUIPMENT AND
OVER TEN YEARS' EXPERIENCE

MILWAUKEE BASKET COMPANY, South Milwaukee, Wis.

You can't afford to be without *The Gibson Tally Book*

when it costs but a dollar, if you want the most convenient and accurate system for tallying lumber.

Hardwood Record :: :: :: *Chicago*

Sliced Quartered Oak Figured Gum American Walnut

Cut to Dimension, Jointed and Taped,
Ready to Lay *ROTARY CUT*

CHESTNUT ASH POPLAR
PINE OAK WALNUT

Knoxville Veneer Co.

P. B. RAYMOND, General Manager, Knoxville, Tenn.

*Every Man is Partial
To His Own Goods*

*But the progress of his business
tells the truth*

The last few years have seen a remarkable expansion in our plant and organization - building after building has been added until now we have double the capacity of a few years ago.

Here is a reason

Every one of our products

*Rotary cut elm basswood oak & birch
Laps & panels - Backs & seats
Coach fenders and trunk panels
enjoy the most exacting care and supervision in making*

You can easily prove that claim

*The Wisconsin Seating Co
New London Wisconsin
- Makers of Time-Proof Panels -*

Door Panels

Three and Five Ply
All Woods

For One, Two, Five and Six Panel Doors
All Carried in Stock Ready for
Immediate Shipment

Geo. L. Waetjen & Co.

Milwaukee

Wisconsin

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

"Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

I. Stephenson Co., Trustees - WELLS, MICHIGAN

EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

High Grade Maple

35M 12/4 No. 1 Common and Better
25M 8/4 No. 1 Common and Better
35M 6/4 No. 1 Common and Better
60M 4/4 No. 1 Common and Better
50M 5/4 Quarter Sawed Hard Maple

Strictly Lower Peninsula stock.
Write for prices.

FULL THICKNESS BAND SAWN QUICK SHIPMENT

Strable Lumber & Salt Co.

Manufacturers of

Hardwood Lumber
AND
Maple Flooring

SAGINAW, MICHIGAN

WE WANT TO MOVE:

50,000 ft. 8/4 No. 2 and better Soft Maple.
150,000 ft. 4/4 No. 2 and better Soft Maple.
75,000 ft. 6/4 No. 2 Common Soft Elm.
75,000 ft. 6/4 No. 3 Common Soft Elm.
30,000 ft. 4/4 No. 2 Common Soft Elm.
100,000 ft. 4/4 No. 1 Common Basswood.
37,000 ft. 4/4 No. 2 Common Basswood.

"Chief Brand" Maple and Beech Flooring

in 7/8, 1, 1 1/8 and 1 1/2 inch Maple' in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

We are members of the Maple Flooring Manufacturers' Association

VON PLATEN LUMBER COMPANY

Iron Mountain, Mich.

Have following stock at Boyne City, car or cargo shipments:

160 M ft. 4/4 No. 2 Com. & Better Red Oak	500 M ft. 12/4 No. 3 Com. Maple
250 M ft. 4/4 No. 2 Com. & Better Beech	500 M ft. 4/4 No. 3 Com. Maple
75 M ft. 5/4 No. 2 and No. 3 Beech	67 M ft. 5/4 Log Run Basswood
14 M ft. 14/4 No. 2 Com. & Better Maple	34 M ft. 5/4 No. 2, 3" and 4" strips, Basswood
12 M ft. 10/4 No. 2 Com. & Better Maple	12 M ft. 5/4 5" and wider No. 2 Com. Basswood
	24 M ft. 5/4 No. 3 Com. Basswood
	12 M ft. 4/4 No. 3 Com. Basswood.

S. L. EASTMAN FLOORING CO.
SAGINAW BRAND
MAPLE FLOORING
SAGINAW, MICH.

Both Ends and the Middle

HARDWOOD RECORD reaches most everybody who produces markets and consumes Hardwoods.

Nothing But Hardwoods

G For items of Hardwood Stock or Hardwood Machinery, you will find it advantageous to write our advertisers. Get in touch!

BUFFALO

The Foremost Hardwood Market of the East

Hugh McLean Lumber Co.

OUR SPECIALTY:

**QUARTERED
WHITE OAK**

940 Elk Street

**BUFFALO HARDWOOD
LUMBER CO.**

Dry band sawed stock

Piled at our Mill in Alabama ready for shipment

100000' 4/4 1s & 2s Plain Red Oak.

50000' 4/4 No. 1 common Red Oak.

50000' 4/4 1s & 2s Sap Gum.

30000' 4/4 No. 1 common Sap Gum.

940 Seneca Street

Yeager Lumber Company, Inc.

Specialties:

Oak, Ash and Poplar

932 ELK STREET

T. SULLIVAN & CO.

HARDWOODS

Specialty - Brown Ash

No. 2 ARTHUR STREET

Standard Hardwood Lumber Co.

**OAK, ASH and
CHESTNUT**

1075 Clinton Street

**ANTHONY MILLER
HARDWOODS
OF ALL KINDS**

893 Eagle Street

**G. Elias & Bro.
HARDWOODS**

White Pine, Yellow Pine, Spruce,
Hemlock, Fir, Lumber, Timber, Mill-
work, Boxes, Maple and Oak Flooring

955-1015 ELK STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

BOTH NORTHERN and
SOUTHERN OAK

HARDWOOD LUMBER and
ROTARY VENEERS

STIMSON'S MILLS

J. V. STIMSON
HUNTINGBURG, IND.

J. V. STIMSON HARDWOOD CO.
MEMPHIS, TENN.

STIMSON VENEER & LUMBER CO.
MEMPHIS, TENN.

Entire Line of Well Manufactured
HARDWOOD LUMBER

from $\frac{3}{8}$ " thick up
IN DRY STOCK
including

OAK AND RED GUM

PLAIN AND QUARTER SAWN

WALNUT POPLAR
HICKORY ASH
ELM MAPLE

ABC AND WESTERN UNION CODE

Tells all there is to know about every
commercial forest tree of America.

AMERICAN FOREST TREES

(WRITTEN IN THE LUMBERMAN'S LANGUAGE)

*Completely illustrated with
original photographs and draw-
ings and handsomely bound.*

(Price \$6 Prepaid)

HARDWOOD RECORD, 537 S. DEARBORN ST.
CHICAGO, ILL.

PENROD Walnut & Veneer Co.

Manufacturers

EXCLUSIVELY
WALNUT LUMBER AND VENEERS

KANSAS CITY, MO.

PENROD-JURDEN & McCOWEN

Manufacturers and Exporters
HARDWOOD LUMBER & VENEERS

We Are in the Market for
an Unlimited Amount of
WALNUT LOGS

12" and up in diameter, 8' to 16' long

GENERAL OFFICES
Memphis, Tenn.

Mills at Helena, Ark. and Brasfield, Ark.

Aardwood Record

Twentieth Year,
Semi-Monthly.

CHICAGO, OCTOBER 10, 1915

Subscription \$2.
Single Copies, 10 Cents.



J. GIBSON McILVAIN & COMPANY
CROZER BUILDING, PHILADELPHIA, PENNSYLVANIA

Manufacturers of Lumber

OVER 100 YEARS
OF
SUCCESSFUL BUSINESS

Small and Large Inquiries Solicited



Bird's eye of the large Mahogany mill and yards
of the Otis Manufacturing Company of
New Orleans.

**Mexican, Honduras, Tabasco and
Laguna Mahogany Lumber *exclusively***

*If interested in attractive prices on high grade
stock, we would be pleased to make quotations*

Otis Manufacturing Co., New Orleans, La.

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

Michigan Hardwoods *Cadillac Quality*

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

DRY 5-4 CADILLAC GRAY ELM

WE HAVE THREE CARLOADS OF CHOICE 5/4 CADILLAC GRAY ELM WHICH RUNS FROM 80 TO 90 PER CENT TWELVE INCHES AND WIDER AND LARGELY 14 INCHES AND WIDER. IF YOU CAN USE IT, MAY WE QUOTE PRICES FOR PROMPT SHIPMENT?

MITCHELL BROTHERS CO. CADILLAC, MICH.

SALES DEPARTMENT



PLAIN RED OAK

PANELS

Guaranteed Stock in

PLAIN RED and WHITE OAK

BIRCH

SELECTED and UNSELECTED

RED GUM

WHITE ASH

QUARTERED OAK

and MAHOGANY

PROMPT DELIVERIES



SELECTED RED GUM

MISSISSIPPI VENEER & LUMBER CO.

Neenah, Wisconsin

THE SOUTH

COTTONWOOD

OAK

PLAIN AND QUARTERED RED AND WHITE

RED AND SAP GUM

High Grades *Band Sawn Lumber*

We Make a Specialty of Thin Stock

COTTONWOOD
AND GUM VENEERS

THREE-PLY GUM PANELS
BOX SHOOKS—EGG CASES

Write Us for Prices

Anderson-Tully Company
MEMPHIS, TENN.

Salt Lick Lumber Co.

SALT LICK KENTUCKY

MANUFACTURERS OF

Eureka **Oak Flooring**

Complete stock of $\frac{3}{8}$ " and $\frac{13}{16}$ " in all standard widths

Willson Bros. Lumber Co.

Manufacturers

West Virginia Hardwoods
and North Carolina Pine

Mills at } PORTERWOOD, WEST VA
JACKSONVILLE, N. C.
CONWAY, S. C.

Main Office: PITTSBURGH, PA.

Little Rock., Ark., Has the Pick of Arkansas Hardwoods

[ITS geographical location is such that it is virtually in the center of the best hardwood timber in the Southland. Its railroad facilities give it the call on any of this timber at any time. We have planned our band mill operations to make the most of this natural advantage, so you have not only the finest selection of logs for your exact wants, but have in our mill the opportunity of getting just that kind of lumber that you can work best.

LITTLE ROCK LUMBER & MANUFACTURING COMPANY, Little Rock, Arkansas
D. S. WATROUS, Sec'y-Treas., Mgr.

Vestal Lumber & Manufacturing Co.

KNOXVILLE, TENNESSEE

Plain Oak

Manufacturers

Quartered White Oak

SOFT TEXTURED STOCK

Black Walnut

Tennessee Red Cedar

Poplar

BAND MILLS ON L. & N. AND SOUTHERN RAILROADS AT VESTAL, A SUBURB OF KNOXVILLE

Alexander Brothers

Oct. 1st, 1915 F. O. B. Belzoni BELZONI, MISS.

FAS.		No. 1 Com.		No. 2 Com.		No. 3 Com.	
Qrtd. White Oak—							
¾	1,500	\$55.00	2,000	\$25.00	.....	.....	.....
1	45,000	67.00	40,000	36.00	4,600	\$20.00	.....
1¼	24,000	68.00	47,000	37.00	22,800	20.00	.....
1½	22,000	68.00	47,000	37.00	11,000	21.00	.....
1¾	.....	.....	8,000	37.00	.....	.....	.....
2	30,100	69.00	37,800	38.00	5,600	22.00	.....
3	8,000	75.00	9,000	45.00	.....	.....	.....
1	60,000	49.00	25,000	20.00	.....	.....	.....
1¼	15,000	42.00	.....	.....	2 to 4 S N D Strips	.....	.....
1½	.....	.....	.....	.....	2 to 4 S N D Strips	.....	.....
Qrtd. Red Oak—							
¾	2,500	40.00	5,000	25.00	2,000	15.00	.....
1	25,000	50.00	40,000	30.00	32,000	18.00	.....
1¼	25,500	52.00	46,000	32.00	14,000	20.00	.....
1½	42,000	52.00	70,000	32.00	15,500	20.00	.....
1	15,000	38.00	30,000	18.00	.....	.....	.....
1¼	12,000	40.00	6,000	20.00	.....	.....	.....
Fas.							
1	P. W. Oak.....	24,000	\$46.00	2,000	\$25.00	11,000	\$11.00
1	P. R. Oak.....	.....	.....	8,500	25.00	14,000	11.00
1¼	P. R. Oak.....	1,000	48.00	3,000	27.00	11,000	11.00
1½	P. R. Oak.....	500	48.00	2,000	27.00	.....	.....
Cottonwood—							
1	.....	25,000	25.00	40,000	17.00	18,000	13.00
1	Box 9 to 12.....	15,000	29.00	.....	.....	.....	.....
1	18 Up Pan & 1.....	3,500	40.00	.....	.....	.....	.....
1½	Tupelo.....	30,000	18.00	9,000	15.00	.....	.....
2	Tupelo.....	45,000	20.50	20,000	16.00	.....	.....
1	Plain Red Gum.....	70,000	24.00	15,000	14.00	.....	.....
1¼	Plain Red Gum.....	11,200	25.00	14,000	15.00	11,000	11.00
1½	Plain Red Gum.....	47,000	27.00	51,000	15.00	.....	.....
1	Sap Gum.....	26,800	16.00	40,000	12.00	.....	.....
1	" 9 to 12 Bx.....	23,800	18.00	6,380	22.00	.....	.....
1	" 13 to 17 Bx.....	39,000	22.00	.....	.....	.....	.....
1	Sap Gum, 18 & up.....	9,000	24.00	.....	.....	.....	.....
1¼	Sap Gum.....	28,000	16.00	45,000	13.50	5,000	10.00
1½	Sap Gum.....	5,500	16.00	18,000	13.50	2,500	10.00
2	Sap Gum.....	1,300	18.00	11,000	14.00	.....	.....
1½	Elm.....	6,500	26.00	19,000	14.00	2,500	7.00
3	Elm.....	2,500	29.00	3,000	18.00	.....	.....
1	Qrtd. Red Gum.....	45,000	45.00	15,000	25.00	Mottled figure	.....
1	Qrtd. Red Gum.....	10,000	32.00	50,000	21.00	.....	.....
1¼	Qrtd. Red Gum.....	25,000	33.00	8,000	22.00	.....	.....
1½	Qrtd. Red Gum.....	32,000	33.00	27,000	22.00	.....	.....
2	Qrtd. Red Gum.....	80,000	34.00	6,000	23.00	.....	.....
3	Qrtd. Red Gum.....	.....	1,500	25.00	.....	.....	.....

STANDARD WEIGHTS GUARANTEED

We are prepared to re-saw, make beveled and ship lap siding. Also surfacing lumber for export and domestic shipments.

COLFAX Hardwood Lumber Company

INC.

MANUFACTURERS OF

BAND SAWN

Oak Ash Cypress
Gum

COLFAX, LOUISIANA

GRAND PARISH

LOCATED ON L. R. & N. CO.

WM. WHITMER & SONS INCORPORATED

Manufacturers and Wholesale-
sellers of All Kinds of

"If Anybody Can,
We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing
Franklin Bank Bldg. PHILADELPHIA.

THE POWELL MYERS LBR. CO.
of SOUTH BEND, IND.

Solicit your inquiries for Oak,
Ash, Hickory, Maple and Gum

DIMENSION

OUR SPECIALTIES

Chair Posts and Rockers Band Sawed to Pattern.
Furniture, Wagon, and Implement Stock.

"STEARNS" QUALITY LUDINGTON

Hardwood Specialists

5,000,000 feet

4-4 to 8-4

BEECH

A complete stock of thoroughly
dry Beech in all grades

We specialize in Kiln Dried Stock

The STEARNS
SALT & LUMBER CO.
LUDINGTON, MICH.



Oak as Usual the Whole Show

CAN any furniture manufacturer need further argument to prove that oak is the popular wood with all classes of buyers because of the range of prices in which oak goods can be found and because of the air of beauty and dignity of all well finished oak furniture, than the predominant part which oak goods played at the recent furniture shows and the high percentage of oak furniture shown in retailers' orders?

Can any interior finish manufacturer need any further evidence that he should push oak than the fact it is going into so many present and prospective homes and that the natural tendency is to match up furniture to finish as closely as possible?

Is there any wood which shows so much finished value in the finished article at so low a cost for raw material?

Undoubtedly the tendency in these serious times is toward conservatism and in the purchase of furniture this is shown in the high and moderate priced lines. Period furniture in oak was welcomed by the buyers because of the dignified beauty which tends more to appeal at present than does the more spectacular woods.

The time to push a novelty in furniture or any other house furnishing is when the home builders' pocketbook is full and his mind more inclined toward the frivolous novelty or innovation. In these days he buys because he must and not because he is attracted by novelties, hence he wants what he is familiar with, and surely oak answers this description better than any other wood.

It is up to the manufacturer of and dealer in furniture to avoid dictating to the buyer. He must give him what he wants in these sober times and make sales easier.

The wise furniture manufacturer will make oak the main part of his stock this year.

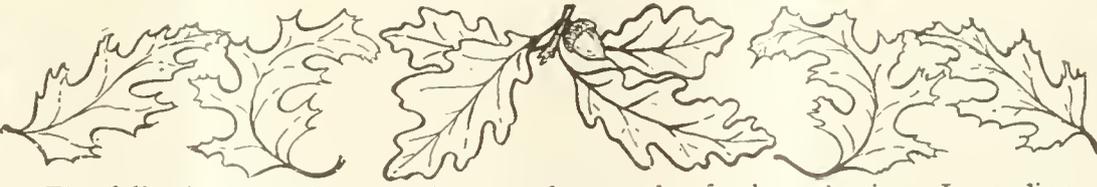
For any information on this subject address

Any Manufacturer on the Succeeding Page

or

Oak Information Bureau, 707 Ellsworth Building, Chicago





The following manufacturers have made a study of oak production. In sending them your requirements you will be insuring yourself the best in stock and service.

ALABAMA

H. H. Hitt Lumber Company, Decatur. (See page 31.)
 * Cromwell Hardwood Lumber Company, Montgomery.

ARKANSAS

* Carnahan-Allport Lumber Company, Allport. Thane Lumber Company, Arkansas City. Bliss-Cook Oak Company, Blissville. (See page 45.)

Paepcke Leicht Lbr. Co., Blytheville and Helena. (See page 43.)
 Penrod-Jurden & McCowen, Brasfield and Helena. (See page 56.)

Crittenden Lumber Company, Crittenden.
 * Fee-Crayton Hardwood Lumber Co., Dermott.
 J. H. Bonner & Sons, Heth. (See page 45.)
 Little Rock Lumber & Manufacturing Company, Little Rock. (See page 4.)

* Miller Lumber Company, Marianna. (See page —)
 * Saline River Hardwood Company, Pine Bluff. Multhead Lumber Company, Weldon.

ILLINOIS

H. B. Blanka Lumber Company, Cairo. Thomas McFarland Lumber Company, Cairo. Dermott Land & Lumber Company, Chicago.
 * Utley-Holloway Lumber Company, Great Northern Bldg., Chicago.

INDIANA

S. Burkholder Lumber Co., Crawfordsville. (See page 50.)

F. M. Cutsinger, Evansville. (See page 37.)
 * Maley & Wertz, Evansville.
 John A. Reltz & Sons, Evansville.
 * Bedna Young Lumber Company, Greensburg.
 Chas. H. Barnaby, Greencastle. (See page 37.)
 J. V. Stimson, Huntingburg. (See page 56.)
 Long-Knight Lumber Company, Indianapolis. (See page —)

Coppes Bros. & Zook, Nappanee. Wood-Mosaic Company, New Albany. (See page —)

North Vernon Lumber Company, North Vernon. C. & W. Kramer Company, Richmond.
 * Swain-Roach Lumber Company, Seymour.
 * Fullerton-Powell Hardwood Lumber Company, South Bend.

Fort Wayne

* Hoffman Brothers Company. (See page 10.)
 Perrine-Armstrong Company.

KENTUCKY

* Arlington Lumber Company, Arlington. Wright-Kitchen Lumber Company, Ashland. Clearfield Lumber Company, Inc., Clearfield. Day Lumber & Coal Company, Jackson. (See page 39.)

Louisville

W. P. Brown & Sons Lumber Company. (See page —)
 Churchill-Milton Lumber Company. (See page —)

Norman Lumber Company. (See page —)

Lexington

* Kentucky Lumber Company.
 E. R. Spotswood & Sons. (See page 38.)
 Turkey Foot Lumber Company, Inc.

LOUISIANA

* The Ferd Brenner Lumber Company, Alexandria. Boeuf River Ld. & Lbr. Company, Log town. The Hyde Lumber Company, Lake Providence. Thistlethwaite Lumber Company, Ltd., Washington.

MASSACHUSETTS

The Atlantic Lumber Company, Boston. (See page —)

MICHIGAN

Thomas Forman Company, Detroit.

MISSISSIPPI

Alexander Bros., Belzoni. (See page 5.)
 Lamb-Fish Lumber Company, Charleston. (See page 44.)

* Manufacturers of Oak Dimension Stock.

* D. H. Hall Lumber Company, New Albany. Paepcke Leicht Lumber Company, Greenville. (See page 43.)
 * Tallahatchie Lumber Company, Philippi. Carrier Lumber & Manufacturing Company, Sardis.

MISSOURI

Tschudy Lumber Company, Kansas City. Galloway-Peace Company, Poplar Bluff. (See page 40.)

Baker-Matthews Manufacturing Co., Sikeston. (See page 45.)

* Garretson-Greason Lumber Company, St. Louis. Thos. E. Powe Lumber Company, St. Louis.

NORTH CAROLINA

Asheville Lumber Company, Asheville.
 * Carr Lumber Company, Pisgah Forest.

OHIO

Yellow Poplar Lumber Company, Coal Grove. W. M. Ritter Lumber Company, Columbus. Barr-Holaday Lumber Company, Greenfield.

Cincinnati

Bayou Land & Lumber Company. C. Crane & Co. (See page 39.)
 The John Dulweber Company.
 Hay Lumber Company.

Mowbray & Robinson Company. (See page 10.)
 The New River Lumber Company.

PENNSYLVANIA

J. M. Murdock & Co., Johnstown. Aberdeen Lumber Company, Pittsburgh. (See page —)

Babcock Lumber Company, Pittsburgh.

TENNESSEE

* J. M. Card Lumber Company, Chattanooga. Williams Lumber Company, Fayetteville. (See page 42.)

* Bedna Young Lumber Company, Jackson. Kimball & Kopeck, Knoxville.
 J. M. Logan Lumber Company, Knoxville.
 Vestal Lumber & Manufacturing Co., Knoxville. (See page 1.)

Little River Lumber Company, Townsend.

Memphis

Anderson-Tully Company. (See page 4.)
 Geo. C. Brown & Co. (See page 10.)
 R. J. Darnell, Inc.

May Bros.
 Memphis Band Mill Company.
 * Nickey & Sons Company, Inc.
 Paepcke Leicht Lumber Company. (See page 43.)
 Penrod-Jurden & McCowen. (See page 56.)

Russe & Burgess, Inc.
 E. Sondheimer Company. (See page —)
 VandenBoom-Stimson Lumber Company.
 * Welsh Lumber Company.
 J. W. Wheeler & Co.

Nashville

Davidson Hicks & Greene Company.
 Farris Hardwood Lumber Company. (See page 46.)

* Love, Boyd & Co.
 * John B. Ransom & Co.

VIRGINIA

* U. S. Spruce Lumber Company, Marion. Bolce Lumber Company, Inc., Richmond.

WEST VIRGINIA

* Lewis Lumber Company, Albright.
 The McClellan-West Lumber Company, Bluefield. (See page 38.)

The Alton Lumber Company, Buckhannon.
 * West Virginia Timber Company, Charleston.
 * Pardee & Curtin Lumber Company, Clarksburg.
 Maryland Lumber Company, Denmar.
 C. L. Ritter Lumber Company, Huntington.
 Rockcastle Lumber Company, Huntington.
 Clay Lumber Company, Middle Fork.
 The Parkersburg Mill Company, Parkersburg.
 * The Meadow River Lumber Company, Rainelle.
 * Warn Lumber Corporation, Raywood.
 * American Column & Lumber Co., St. Albans.

WISCONSIN

G. W. Jones Lumber Company, Appleton.

The durability, strength, standing ability and beauty of oak are proof against all comers for all time. It is more firmly intrenched today than ever before.



BAY CITY · MICH.

THE LARGEST PRODUCING CENTER OF MICHIGAN HARDWOOD
LOWER PENINSULA HARD MAPLE
When You Think This, Think Bay City

600M 4/4 No. 2 Common & Better Hard Maple
 500M 4/4 No. 3 Common Hard Maple
 100M 4/4 No. 2 Common & Better Soft Maple
 100M 4/4 Birch, Mill Run
 200M 4/4 Basswood, L. R.
 110M 4/4 1st & 2nd Basswood
 75M 4/4 No. 1 Common Basswood
 90M 4/4 No. 2 Common Basswood
 40M 5/4 1st & 2nd Basswood
 90M 5/4 No. 1 Common Basswood
 60M 5/4 No. 3 Common Basswood
 125M 5/4 No. 2 Common & Better Beech
 160M 5/4 No. 3 Common Beech

Richardson Lumber Company

100,000 ft. 4/4 No. 1 Common and No. 2 Common Birch.
 100,000 ft. 4/4 No. 3 Common Birch.
 20,000 ft. 1x6 to 1x7 1st and 2nds Hard Maple.
 150,000 ft. 4/4 No. 3 Common Hard Maple.
 750,000 ft. 5/4 No. 3 Common Hard Maple.
 50,000 ft. 5/4 No. 3 Common Hard Maple.
 75,000 ft. 3/4 No. 2 Common and Better Beech.
 500,000 ft. 5/4 No. 2 Common and Better Beech.
 250,000 ft. 5/4 No. 2 Common and Better Beech.
 400,000 ft. 5/4 No. 3 Common Beech.
 100,000 ft. 5/4 No. 3 Common Beech.
 20,000 ft. 5/4 No. 1 Common Elm.
 20,000 ft. 5/4 No. 2 Common Elm.
 60,000 ft. 5/4 No. 2 Common Basswood.
 100,000 ft. 5/4 No. 3 Common Basswood.
 15,000 ft. 5/4 No. 1 Common Basswood.

The Kneeland-Bigelow Company

HARD MAPLE		BEECH	
18/4 1s & 2s, 8" and up.....	124,800 ft.	5/4 No. 2 C. & B.....	35,000 ft.
16/4 No. 1 Com.....	84,700 ft.	5/4 No. 3 Com.....	68,000 ft.
16/4 No. 2 C. & B., 4 to 7" wide.....	9,000 ft.	5/4 No. 2 C. & B.....	408,000 ft.
12/4 1s & 2s, 8" and up.....	203,800 ft.	5/4 No. 3 Com.....	81,000 ft.
12/4 No. 1 Com.....	26,000 ft.	4/4 No. 1 C. & B.....	53,000 ft.
10/4 1s & 2s, 8" and up.....	163,200 ft.	4/4 No. 2 & 3 Com.....	859,000 ft.
8/4 1s & 2s, 8" and up.....	180,200 ft.	4/4 No. 3 Com.....	67,000 ft.
8/4 No. 1 Com., 8" and up.....	8,200 ft.	BASSWOOD	
8/4 heart culls.....	72,000 ft.	4/4 No. 2 C. & B.....	446,000 ft.
6/4 1s & 2s, 8" and up.....	286,000 ft.	4/4 No. 3 Com.....	80,000 ft.
6/4 1s & 2s, 8" and up.....	160,800 ft.	ELM	
5/4 Bird's Eye.....	920 ft.	4/4 Full cut.....	28,000 ft.
4/4 Bird's Eye.....	480 ft.	ASH	
4/4 White.....	97,500 ft.	4/4 Full cut.....	16,000 ft.
4/4 1s & 2s, 8" and up.....	850,000 ft.	CHERRY	
4/4 Heart culls.....	61,200 ft.	4/4 Full cut.....	1,800 ft.
4/4 Plank trim.....	87,000 ft.	OAK	
BIRCH		4/4 Full cut.....	6,600 ft.
5/4 No. 2 C. & B.....	6,200 ft.		
5/4 No. 3 Com.....	8,000 ft.		
4/4 No. 1 Com.....	62,000 ft.		
4/4 No. 2 C. & B.....	180,200 ft.		
4/4 No. 3 Com.....	28,000 ft.		
4/4 No. 3 Com.....	93,500 ft.		

W. D. Young & Company

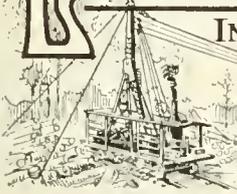
Let the following manufacturers know your needs:

KNEELAND-BIGELOW CO.

W. D. YOUNG & CO.

RICHARDSON LUMBER CO.

LIDGERWOOD



INTERLOCKING DRUMS
ENGINE PULLS SLACK
ANY LENGTH

REQUIRED
Lidgerwood Mfg. Co.
96 Liberty St. New York, N. Y.

**LOGS
AT MILL
AT LOWEST
COST**

CABLEWAY "1913" RIDDER

HIGH SPEED RETURN
SKIDS DOWNHILL AS WELL AS UPHILL

Branch Offices
Chicago - Seattle
Agencies:
Canada: Canadian Allis Chalmers Ltd.
New Orleans: Woodward Light & Co. Ltd.



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

J. RAYNER VENEERED PANELS

ALL WOODS
SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELDON ST.
CHICAGO

WISTAR, UNDERHILL & NIXON

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

QUARTERED WHITE OAK

NICE FLAKY STUFF

WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.

Specialist in Hardwoods

Manufacturers are requested to supply lists of stock for sale

S. L. EASTMAN FLOORING CO.

SAGINAW BRAND

MAPLE FLOORING

SAGINAW, MICH.

Clarence Boyle, Inc.,

Lumber Exchange Bldg. Chicago

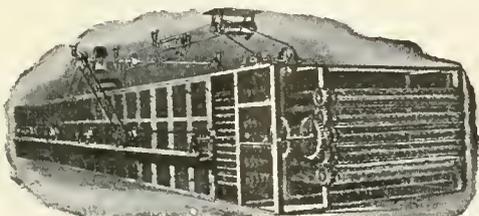
WHOLESALE LUMBER

Always in the market for OAK, GUM and POPLAR

PROCTOR VENEER DRYER FIREPROOF

—AN—
UNPARALLELED SUCCESS

No Splitting
Nor Checking
No Clogging
Nor Adjusting



Recommended by all those who have tried it

THE PHILADELPHIA TEXTILE MACHINERY COMPANY
DEPT. L, HANCOCK & SOMERSET STS. PHILADELPHIA, PA.

SAVE YOUR MONEY BY USING THE

RED BOOK

Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers. The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

Lumbermen's Credit Assn.,

Established 1878

608 So. Dearborn St. CHICAGO Mention This Paper 55 John St. NEW YORK CITY



Hardwood Record

Copyright, THE HARDWOOD COMPANY, 1915

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Edgar H. Defebaugh, President
Edwin W. Meeker, Managing Editor
Hu Maxwell, Technical Editor

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO
Telephones: Harrison 8086-8087-8088



Vol. XL

CHICAGO, OCTOBER 10, 1915

No. 12



Review and Outlook



General Market Conditions

THE LUMBERMAN'S GREATEST TASK in the last month has been to bring himself to the point where he will admit that business is showing a continued improvement. He has almost mastered his perpetual pessimism and his justified lack of confidence in indications or sudden changes for the better. It is indeed true that aside from the greater consistency in development of the improved state of trade, there is not much on which to hinge the hope that the present improvement is more permanent than the past accelerated demand. The conviction impresses itself, though, that the factory buyers, the railroads and yard men, the wholesalers and all other cogs in the machinery which keeps the loaded car going from the mill, are buying because their own business has shown an improvement, and not merely because they must fill in a ragged hole here and there in the stock pile.

The most unsatisfactory feature which the millmen must reckon with is the possible result, from the rather spotty movement of stock, that certain lines will be broken while other lines continue normal as far as quantity on hand is concerned. This situation must always be reckoned with in periods of depression and there seems to be less fluctuation now from one wood to another, tending to even up movements, than for a considerable time. The result is that some stocks are pretty well shot to pieces at the mills, while others are rather burdensome in their quantities. The unusual demands resulting from the war have accelerated the development of this situation. It would behoove the millmen to watch their stock movements as carefully as possible, and to maintain if they can a fairly even condition rather than to let the popular items drain out and at the same time pile up a surplus of stuff which is not moving so well. Theoretically this situation should be easily controlled, although apparently it undoubtedly would offer more serious problems than appear on the surface. At the same time there is a possibility of governing stock accumulations to a degree at least, in order that the mills' offerings may be comparatively uniform, thus preventing excessive prices on limited quantities of stock at the expense of a demoralized market on a big over-plus of others.

The unsatisfactory state of the export business in general is making its impression more deeply from week to week. It is probably fortunate rather than otherwise that there is a scarcity of shipping facilities, as were all those who are shipping pell mell to foreign countries on the general belief that the war is creating an enormous demand for lumber given a free rein they would have the foreign situation in such shape in a short time that it would take a long while for it to recover.

Regardless of personal ideas as to the propriety of the recently culminated loan to the allied powers, it will surely follow that big quantities of standard products of this country, such as cotton, will be taken up and demand shipping bottoms. It can be confidently expected that while a goodly part of the loan is unquestionably for the purpose of paying off present indebtedness, a good deal of it will go to the purchase of raw materials and food, such as cotton and grain, which will have to be moved quickly. Hence the loan will tend to intensify the ocean freight congestion.

Lumbermen seem to feel quite a little satisfaction in the more generous attitude of the buying departments of the railroads. Quite a bit of stock for car construction as well as for the maintenance of buildings, new structures along rights of way and similar work is now moving and being inquired for and purchased for future movement. This development probably accounts in a measure for the improvement in the yellow pine outlook, which in turn should favorably affect the market for hemlock, which has long undergone a state of marked indisposition.

While there is a good deal of stock on hand in the North and South alike, the supply has not by any means gotten beyond the control of the operators. Over-enthusiasm should be avoided, however, insofar as it would have a tendency to create the inclination toward extra shifts at sawmill plants. While those profiting by the unnatural and abnormal manufacturing now going on in this country have without doubt protected themselves for definite periods without regard to the date of termination of hostilities abroad, it must be constantly remembered that a good deal of our present business is founded on a state of affairs which would not maintain if the world were moving along in a normal, sane state.

It is not for us or anyone to predict when the carnage will cease, as there are convincing reasons why it should be over in the very near future and equally convincing reasons why it should string out over a number of years. But it can be considered as certain that just as soon as any general treaty of peace is signed there will be another big readjustment in this country that will bring us back to dependence upon our domestic markets and normal demand abroad, and the country must maintain itself in a position to cope with new situations which will arise at that time. It does not necessarily mean that business stagnation will be a certainty when the war is over, nor should we give too much credence to the utterances of extreme optimists who see only a tremendous boom as soon as the fighting is ended. We must, though, be prepared to meet unexpected results from a situation of such tremendous significance as the culmination of a world war, and it stands to reason that we cannot reckon with an immediate

LI
NEW
BOTA
GAR

1915 10 10

and overwhelming increase in demand from our own markets. Therefore conservative action should govern business policies until with the establishment of peace it can be seen just what conditions must be met and how we will have to cope with them.

Pacific Shipping Hard Hit

OLD TRAFFIC LINES ARE BREAKING UP under the stress of new conditions. The greatest single change recently in American shipping circles is connected with the sale of the vessels of the Pacific Mail Steamship Company to the Atlantic Transport Company. This change in ownership has precipitated a crisis in the carrying trade between our Pacific ports and the Far East that will have serious results. There were already too few vessels to take care of the business there. The sale of five large steamers, aggregating more than 100,000 tons, and their departure from the Pacific waters, will interrupt in the most serious way the carrying trade between western America and the Orient. Rates were already so high that trade was greatly handicapped, and the recent transfer of vessels must still further complicate the situation in that part of the world.

The Pacific Mail Steamship Company has prepared to wind up its affairs and go out of business in the part of the world where it formerly operated. All agencies and subagencies in the Orient have been ordered closed. All officers, agents and employes have been given notice that their services will be no longer needed in Asia. Americans who have been in the company's employ there have been provided with transportation to America, and have been notified that they will not be longer needed. In short, it is a complete retirement from business in that part of the world.

Already the ever-alert Japanese are taking advantage of the situation by securing valuable wharfage, offices, and other leases which the Americans are giving up.

The foregoing information is contained in a recent consular report from Hongkong, but the leading facts were already known. The consul, George E. Anderson, remarks in this connection: "It is not competent to discuss in a consular report the causes or circumstances in the United States which have brought about the winding up of the business of this company on the Pacific." Although the consul is forbidden to discuss politics, every business man knows that American shipping has been harassed and hindered until refuge is sought in all possible ways, even to the extent of going out of business. The merchant marine is not building up very fast when a hundred thousand tons of shipping seek change of ownership in one batch.

Meanwhile, the carrying business between our Pacific ports and the East has received a stunning blow. The effect will be felt beyond the immediate field occupied by the vessels which have been sold; because a breaking up of business on so large a scale, and the disorganization consequent on attempts at readjustment, must bring confusion and loss on a wide scale.

The Cover Picture

TWO IMPORTANT RIVERS have their sources in the lake shown in the cover picture of this issue of HARDWOOD RECORD. It is not a rare occurrence for two streams to flow from a common lake or pond in a flat, swampy region where, in the language of the geologist, "the drainage system has not been captured;" but it is very seldom that this phenomenon is seen in a rugged, mountainous country.

The lake here shown lies on a dividing ridge between the waters of Kings river on one side and those of the San Joaquin river on the other, near the summit of the Sierra Nevada mountains in California. From one end of the lake a tiny, ice-cold rivulet pitches down a precipice several hundred feet high to a glacier-cut valley below; and from the other end of the sheet of water a brook finds its way to a different river system. The photograph was taken in the month of August by L. A. Winchell of Fresno, Cal. The lake lies little less than 13,000 feet above sea level, and has been scooped from the solid granite by glacier action. The last, vanishing remnant of the glacier which did the work lies on the shore of the lake, forming the center of the picture. It is little more than a mass of compact snow and it has practically no motion now. However, it is not so small

as it looks in the picture. The front where it ends abruptly at the edge of the lake is about sixty feet thick.

During the ice age, some thousands of years ago, the glacier here seen in its last stages, was many hundreds of feet thick and came down from high peaks beyond, the base of one of which is seen at the left of the picture—known as Camera peak. It was the rock-shod snout of that glacier which tore out the vast hole in the solid granite which is now filled by the water of the lake. The whole region was formerly one of intense glacial activity. The rock grooves cut across summits in the ranges tell the direction of the moving ice which pushed forward with irresistible force, "grinding like the mills of God." From the summit of Mount Goddard, an enormous peak nearly fifteen thousand feet high lying about three miles back of the scene shown in this picture, an observer may, when no clouds intervene, count seventy-three glacial lakes, every one of which marks the downward pitch of an ice-cataract of past ages, like the lake in the photograph.

The scene is apparently devoid of vegetation, but appearances are deceptive. Grass and flowers grow in crevices between boulders. Grass may actually be found growing within two steps of perpetual snow. But there are more ambitious plants hidden behind rocks where they are sheltered from the everlasting winds which sweep across the heights. Whitebark pine makes its last stand on the shores of this lake. It is not found at any higher elevation in that region. Most readers of HARDWOOD RECORD possess copies of H. H. Gibson's book, American Forest Trees. It may be of interest to know that the description of that interesting species on page thirty-seven and following was based on a personal study of white bark pine on the shores of this lake, although the pine's photograph was taken in another and more hospitable region. The pines which grow on the plateau near the lake are not visible in the cover picture for the reason that they crawl like vines between the granite boulders and in rock crevices, and do not lift a branch above the shelter of their retreat. Trees several hundred years old and with trunks as large as a man's body do not rise more than four or five feet, because the wind will whip them to pieces if they do. Their enormously long branches lie flat on the ground. Twigs no larger than a lead pencil may be fifty years old and so tough that they may be tied in knots like hickory. Winter snow, from ten to forty feet deep, presses these sprawling trees flat among the rocks and holds them there eight or nine months. In locations sheltered from the wind the sun in summer is very warm and in a few weeks the trees bloom and ripen their seeds.

The lake is fed by snow water and is always nearly ice cold and so clear that the bottom may be seen at depths of fifty or sixty feet. It is believed that the photograph here shown is the only one ever made of this lake.

Ask Further Appalachian Appropriations

VARIOUS ASSOCIATIONS AND COMMERCIAL BODIES representing the Appalachian region from New England to North Carolina and Tennessee recently met in Washington in conference with Secretary Houston of the Department of Agriculture, for the purpose of taking the necessary steps to secure further appropriations for purchasing lands for forest reserves in the Appalachian regions. The money set apart for that purpose five years ago will be gone by the end of the present fiscal year, and the most painstaking eritie has not been able to say that the money has not been wisely and economically spent. Lands have been purchased among the mountains, have been placed under protection, and the work has won the support and good will of the people among whom the purchases have been made.

The work must stop unless Congress provides funds for further buying. The meeting in Washington drew up a petition to the Secretary of Agriculture, asking him to include in his estimates a fund for purchasing more land. The sum is placed at two million dollars a year for five years. Congress will be asked to appropriate that amount.

The importance of providing the means for carrying on the work at this time is generally understood. An adequate and experienced working force is now in the field, ready to examine, survey, and report on lands needed to complete strategic protected areas. If no appropri-

ation shall be made at the coming session of Congress, the field force must be dismissed and it can never be collected again. If the work is thus dropped now, though it be resumed two years hence, a new force of surveyors and examiners will have to be organized for the peculiar work, and much delay and extra expense will result.

There appears to be no organized opposition to the proposition of carrying on the work and providing the money for it. The danger of failure, if there is any danger, lies in lack of concerted effort on the part of those most interested, that is, the people in the mountain region between Maine and Georgia.

A Concrete Example

AN EXAMPLE MAY BE SEEN in some of the interior valleys of Alaska of what happens to government timber when the government gives it no protection. Extensive tracts, fairly well wooded, lie outside the boundaries of the forest reserves. Though this land is as much government property as are the national forests, it has no such protection as they. Rangers, guards, and supervisors are assigned to the duty of taking care of the national forests, but they do not go outside to look after other public land. The result is that while the organized forests are guarded against fire, the tracts outside are abandoned to their fate.

Chief Forester Graves recently returned from an examination of the wild lands of Alaska, and his report of the rate at which the timber of the interior is burning shows the urgent necessity of taking measures at the earliest possible date to lessen the destruction by fire. If that is not done the time is near when it will be useless to take steps of any kind, for the timber will be gone. Hundreds of thousands of acres are burned every year.

Mr. Graves will place the matter before Congress at the next session and ask that the timber of the interior be given protection. The necessity for doing so will doubtless appeal to the members of Congress; for it is well known that the development of Alaska depends largely upon the timber supply.

In spite of the lesson to be learned from conditions in Alaska, and in spite of lessons which ought to have been learned from similar conditions in many other places in the past, the fight against national forests is not yet ended. It is not so open and determined as it was a few years ago, but the government's forest policy still has many and powerful enemies. They are largely in that class which would like to get hold of the resources that lie within the boundaries of the reserves and are no longer subject to private exploitation.

The government owns only one-fifth of the timberland in the United States proper, but it owns practically all of that in Alaska, and if Uncle Sam expects ever to take control of that in the far north, now is the time to do it while there is something worth taking.

Better Living Conditions

COMPARE TODAY WITH TWENTY YEARS AGO about saw mills and logging camps and note the difference in the living conditions of the men. The contrast could be made more striking by going back more than twenty years, but that term is long enough to drive the point. The workman who can remember the damp, unkept bunkhouses of that date; the screenless windows of the eating shed and the flies which swarmed like locusts in Egypt; the well whence the drinking water came, often placed to catch most of the surface drainage; the almost total lack of means or facilities for caring for the sick or injured, and the absence of nearly everything connected with healthful and helpful recreation and amusement—the workman who can remember those conditions will not be apt to hang his harp on a willow tree and weep for the good old days that are gone.

In scarcely any industry is improvement in conditions affecting the men more noticeably than in lumbering. Sanitary regulations are carried out in a scientific way. Camps may be cheap but they are generally clean. Circulation of pure air is permitted to work miracles in the bunkhouses, and the rules and regulations in most of the camps attend to such small details as sweeping without stirring up more dust than is necessary. It is not customary now to find men

sleeping in piles of straw on damp floors. It is not customary for a man to eat with one hand and fight flies with the other in an up-to-date lumber camp. The drinking water for such a camp does not come from a well or spring at the foot of the hill below the horse stable.

In most lumber regions the state exercises more or less control over the sanitation of camps. Proprietors are not permitted to maintain premises which are dangerous to the health of the men; but it is fortunate that most large companies do not wait for the state health officers to remind them of their duty. They do not need to be told that a dirty camp is a poor investment.

Efforts to better the condition of the men do not stop with what the health officers and the companies bring about in the way of cleaner camps and better board. A great work has been done by the Young Men's Christian Association, and by other similar societies, to provide mental recreation and improvement for the men. Reading rooms have been built and provided with books and magazines; there are lectures now and then, and sermons occasionally for those who care to listen; there are games and amusements; there are baths and gymnasiums.

The value of work of that kind among the men is well understood by the business heads of the companies. They may not care much about the religious side of it, but they know there is more work in a man who spends his evenings in the reading room, bath, or lecture room than if he spent it drinking and gambling. At the Forest Products Exposition, nearly two years ago in the Coliseum, Chicago, there were numerous models and pictures of reading rooms and assembly halls in lumber camps in all parts of the country, and a large part of the halls were built and donated by the lumber companies and were turned over to the management of the Young Men's Christian Association or to some similar organization. This furnishes proof of the value which business men place on work of that kind among men in a camp.

Some of the large lumber camps are arranged not only for convenience, but with an eye to beauty. They look nice, clean, artistic, and comfortable, and men working in such environments naturally feel themselves on a higher level than if squatting around in shanties reeking with squalor.

A forest is one of the best places for making a camp. The surroundings are usually far ahead of a mining camp on a barren hillside or a manufacturing community where huts are crowded together in ugly rows. The air in the woods is usually pure, the water is generally good, there is enough room for all, and desirable living conditions are nearly always within reach of all.

Warning by Weather Prophets

WOODSMEN IN THE NORTHERN COUNTRY will feel an interest in a recent prophecy published in Europe on the authority of scientists who announce that the coming winter will be one of unusual severity. The prediction is based on the observation of natural phenomena. It is noted that field mice began excavating burrows for their winter nest a full month earlier than is their custom, and weather experts say this is an unfailing sign of an early, long, and severe winter. Migratory birds have begun their journeys southward some weeks before the usual time, and that is declared to foretell the approach of a severe winter. The shells on nuts and the peelings on fruit are uncommonly thick this season and that sign is declared to point to great time of frost.

The weather has turned cold over Europe much earlier than is usual. Snow has already fallen on most of the high mountain ranges, and winter conditions already prevail among the Alps.

Some persons take no stock in weather prophets and place no confidence in signs and portends; nevertheless, the military authorities in Europe have thought enough of the matter to consider the predictions with careful attention. The continuance of the war through the winter, though the weather should be as mild as last winter was, means the death or maiming of tens of thousands of soldiers by frost alone. Should the cold be uncommonly severe, death and suffering will be greatly increased.



Indiana's Wood-Using Industries



(Continued from Issue of September 2)

HICKORY

Hickory products are cut from half a dozen or more species, among them stellbark, shagbark, pignut, bitternut, and mockernut. Hickory grows only in North America, and very little outside of the eastern half of the United States. The trees were originally abundant in nearly all parts of the hardwood region, from New England to Arkansas, but in many large districts long and excessive cutting has left little. Sixty per cent of the sawmill cut of this wood now comes from the five states, Arkansas, Tennessee, Kentucky, Ohio, and Indiana, but over twenty other states contribute to the supply. The country's hickory lumber output in 1913 amounted to 162,980,000 feet; but it is known that large quantities of this wood reach shops and factories without passing through sawmills. Bolts and billets are cut in the woods and are sent directly to factories. Manufacturers in the United States use 389,604,531 feet of hickory yearly, which is much more than the sawmills cut.

Hickory is primarily a vehicle and handle wood but is employed in many other capacities. It is one of the strongest, toughest woods known. The best is that which grows rapidly, other things being equal. Stock with broad annual rings is often called "second growth," for the probable reason that hickory which comes on in abandoned fields or on the open ground has broad growth rings. Heart wood is reddish, sapwood white. For a long time prejudice existed, and still exists to some extent, against heartwood or "red hickory;" but it has been proved by Forest Service tests that, weight for weight, heart is as strong as sap. Upon the recommendation of the Forest Service many large purchasers are today accepting "red hickory." Three-fourths of the hickory reported in Indiana comes from other states, though some of the choicest stock grows in Indiana soil. The annual demand by different industries is shown in the table which follows, and the qualities of the wood are indicated by the fact that nearly ninety-six per cent of the total is taken by the first two industries.

TABLE 7.—CONSUMPTION OF HICKORY

Industry.	Quantity used annually, Feet b. m.	%	Av. cost per 1,000 ft.	Total cost f. o. b. factory.	Grown in Ind. Feet b. m.	Grown out of Ind. Feet b. m.
Vehicle and vehicle parts.....	32,525,500	88.32	\$43.89	\$1,427,669	7,704,000	24,821,500
Agricultural implements.....	2,760,750	7.50	42.83	118,240	730,750	2,030,000
Handles.....	933,000	2.53	28.98	27,040	639,000	294,000
Woodenware and novelties.....	210,000	.57	35.95	7,550	160,000	50,000
Sash, doors, blinds, and general mill-work.....	150,000	.41	38.33	5,750	150,000	.....
Chairs and chair stock.....	70,000	.19	20.00	1,400	45,000	25,000
Planing mill pdets.....	33,000	.09	40.30	1,330	23,000	10,000
Dowels.....	26,000	.07	27.31	710	1,000	25,000
Boxes and crates.....	25,000	.07	16.00	400	25,000	.....
Furniture.....	8,000	.02	28.13	225	8,000	.....
Car construction.....	4,697	.01	40.45	190	4,697	.....
Miscellaneous.....	82,500	.22	36.85	3,040	82,500	.....
Total.....	36,828,447	100.00	\$43.27	\$1,593,544	9,572,947	27,255,500

USES OF HICKORY

- Axle beds, buggies
- Axle beds, surreys
- Axles, wagon
- Baskets
- Brushes, fibre
- Caps, axle
- Chairs, rustic
- Cogs, flour mill machinery
- Cross bars, buggy shaft
- Cross bars, light vehicle
- Double-trees
- Dowel pins
- Eveners, buggy
- Eveners, carriage
- Eveners, wagon
- Furniture, porch
- Furniture, rustic
- Gear parts, buggy
- Gear parts, carriage
- Gear parts, wagon
- Gear woods, flour mill machinery
- Grain cradles
- Handles, adze
- Handles, axe
- Handles, golf stick
- Handles, hammer
- Handles, hatchet
- Handles, pick
- Handles, sledge hammer
- Hitches, grain drill
- Ladders
- Machinery, potato
- Neck yokes
- Neck yokes, light vehicle
- Neck yokes, wagon
- Pilot staves, locomotive
- Hitman rods
- Plugs, paper roll
- Poles, buggy
- Poles, light vehicle
- Racks, clothes
- Reaches, buggy
- Reaches, vehicle
- Rims
- Rims, automobile wheel
- Rims, bent
- Rims, vehicle wheel
- Rims, wheel
- Rounds, ladder
- Rounds, plow
- Screens, door
- Screens, window
- Screws, bookbinder
- Scythe snaths
- Seats, rustic porch chair
- Shafts, buggy
- Shafts, vehicle
- Single-trees
- Single-trees, light vehicles
- Single-trees, heavy vehicles

- Spokes, automobile
- Spokes, buggy
- Spokes, heavy vehicle
- Spokes, light delivery wagon
- Springs, flour mill machinery
- Spring, yokes, light delivery wagon
- Stakes, delivery truck
- Stakes, spring wagon
- Stretchers
- Teeth, hay rake
- Tongues, light vehicle
- Tongues, wagon
- Turnings
- Vehicle stock
- Wheels, vehicle

YELLOW POPLAR

This wood is known as yellow poplar, whitewood, tulip poplar, or simply as poplar. Whitewood is commonly heard in New England and other northern states, and yellow poplar or poplar elsewhere. Botanists use the term tulip poplar, but lumbermen seldom do. In the Lake States and New England the name poplar refers to aspen, which is a species of cottonwood not related to yellow poplar. The annual sawmill output of yellow poplar in the whole country amounted to 620,176,000 feet in 1913, and was supplied by over twenty states, some of which, however, furnish little. West Virginia leads in production, followed by Tennessee, Kentucky, and Virginia. The range of yellow poplar extends from southern New England to southern Michigan, and thence southward nearly to the Gulf of Mexico. A little is cut in Missouri, Arkansas, and Louisiana, which states mark the tree's western limit. In early years some very large and fine poplar timber grew in Indiana, but nearly a century of lumbering has greatly lessened the supply. For certain factory purposes it is a highly valuable wood. It possesses a fine grain, takes excellent polish, paints as well as any wood in the market, and has good seasoning qualities. No wood surpasses it for fine carriage and automobile bodies, and it has few rivals for panel work. These excellent qualities are reflected in the uses to which it is put in Indiana, as shown by the following table.

TABLE 8.—CONSUMPTION OF YELLOW POPLAR

Industry.	Quantity used annually, Feet b. m.	%	Av. cost per 1,000 ft. factory.	Total cost f. o. b. factory.	Grown in Ind. Feet b. m.	Grown out of Ind. Feet b. m.
Planing mill pdets.....	6,298,618	18.94	\$38.57	\$242,929	2,793,648	3,505,000
Sewing machines.....	5,964,244	17.93	59.02	298,339	11,000	5,953,244
Boxes and crates.....	4,930,000	14.82	16.49	81,315	1,225,000	3,705,000
Sash, doors, blinds, and general mill-work.....	3,203,300	9.63	44.08	141,208	610,300	2,593,000
Vehicles and vehicle parts.....	3,027,718	9.10	55.04	166,648	578,718	2,449,000
Furniture.....	2,841,700	8.54	29.13	82,788	1,405,000	1,436,700
Agricultural implements.....	2,065,000	6.21	36.76	75,900	465,000	1,600,000
Musical instruments.....	1,583,300	4.70	48.54	76,857	160,000	1,423,300
Refrigerators and kitchen cabinets.....	1,027,542	3.09	28.62	29,405	251,000	776,542
Car construction.....	689,868	2.05	53.31	36,794	95,614	585,254
Baskets and coffins.....	271,300	.82	44.95	12,195	40,000	231,300
Elevators.....	220,000	.66	29.55	6,500	100,000	120,000
Machine construction.....	130,000	.39	41.92	5,450	.....	130,000
Fixtures.....	103,500	.31	28.45	2,945	15,500	88,000
Frames and molding, picture.....	65,000	.19	36.54	2,375	25,000	40,000
Ship and boat building.....	50,000	.15	45.00	2,250	.....	50,000
Chairs and chair stock.....	40,000	.12	20.00	800	40,000	.....
Dairymen's, poultry-ers' and aparlists' supplies.....	35,339	.11	16.84	595	35,339	.....
Woodenware and novelties.....	30,000	.09	33.34	1,000	10,000	20,000
Playground equipment.....	25,000	.07	30.00	750	25,000	.....
Saddles and harness.....	22,200	.07	20.27	450	20,000	2,200
Patterns and flasks.....	7,000	.02	35.71	250	.....	7,000
Cigar boxes.....	6,250	.02	60.00	375	.....	6,250
Miscellaneous.....	634,500	1.91	11.95	7,589	111,000	.....
Total.....	33,262,469	100.00	\$38.35	\$1,275,599	8,017,119	25,245,290

USES OF YELLOW POPLAR

- Baby carriage bottoms
- Baby walkers
- Backs, fixture
- Backs, piano
- Baskets
- Baskets, quart
- Beds, wagon
- Beveled, siding
- Blocks, brush
- Boards, ironing
- Bodies, automobile
- Bodies, buggy
- Bodies, carriage
- Bodies, juvenile automobile
- Box shooks
- Boxes, berry
- Boxes, cheese
- Boxes, mailing
- Boxes, optical
- Bridges, piano
- Buggies
- Buggy boards
- Cabinet work
- Car repairs, locomotive
- Cabs, locomotive
- Cars, passenger
- Car repairs
- Car repairs, electric
- Cases, piano
- Casing
- Casket molding
- Chairs
- Checks, piano
- Cheese supports
- Cheval mirrors
- Children's vehicles
- Cigar boxes
- Coin trays
- Columns
- Columns, piano

Coolers
Cooling rooms
Cornice
Cotton planters
Crating
Desks, interior work
Door frames
Door screens
Drawer bottoms, office desk
Drawer sides, chiffonier
Elevator gates
Euds, piano
Euds, wagon box
Elevator spouting
Elevator trunking
Excelsior
Finish, boat
Finish, inside
Finish, outside
Fire doors
Fixtures, hidden work
Flasks, foundry
Flooring
Flooring, automobile
Flour mill machinery
Frames, automobile bodies
Frames, davenport
Framing, straw stackers
Fruit crates
Furniture, dentist's
Furniture, office
Furniture, physician's
Grain drills
Grass seeders
Hullers
Incubators
Key bottoms, piano
Ledge boards, automobile
Legs, piano
Lighting fixtures
Millwork
Molding
Organs
Outside finish, vehicle bodies
Outside finish, vehicle seats
Panels, automobile bodies
Panels, buggy back
Panels, light vehicle
Panels, piano
Panels, vehicle bodies
Panels, vehicle seats
Patterns

Pea hullers
Piano parts
Plugs, paper roll
Pneumatics, player piano
Posts, piano
Pump stocks
Refrigerators
Saddletree bars
Saddletree cantles
Seat backs, automobile
Seat backs, buggy
Seats, buggy
Seed-sower frames
Seeding machines, interior work
Separators, grain
Sewing machine parts
Shelving
Shelves, buffet
Shelves, cabinet
Shelves, chiffonier
Shelves, china closet
Shelves, serving table
Shelves, wardrobe
Shiplap
Showcases
Sides, wagon box
Siding
Sonnets
Stair work
Sticks, roller top desk
Store fixtures
Tables
Tables, sewing
Threshing machines, interior work
Tool boxes, agricultural implement
Tops, filling cabinet
Tops, fireless cooker
Tops, piano
Trim
Trim blocks
Varnished caskets
Veneer cores, buffet
Veneer cores, chiffonier
Veneer cores, china closet
Veneer cores, serving table
Veneer cores, wardrobe
Veneer cups (fruit packages)
Wagons
Wagon repairs
Windmills
Window frames
Window screens

Automobile frames
Automobile sills
Axles
Baby carriage bottoms
Backs, chiffonier
Backs, chifforobe
Backs, dresser
Backs, wardrobe
Backs, washstand
Band wheels, foundry
Baskets
Baskets, quart
Bass drums
Bedroom furniture
Beehives
Bicycle rims
Blackboards
Bottoms, motor truck
Boy's wagons
Bowling alley pins
Broom handles
Brush blocks
Brush handles
Buggy bodies
Cabinet work
Carpet sweeper cases
Children's hand cars
Chisel handles
Closet seats
Closet tanks
Clover hullers
Clover separators
Cogs, flour mill machinery
Coolers
Cooling rooms
Cot frames
Crating, buggy
Croquet balls
Croquet handles
Croquet mallets
Davenport ends
Davenport frames
Dentist's furniture
Dining room furniture
Dining table legs
Door frames
Door screens
Dowel pins
Drawer backs, kitchen cabinet
Drawer bottoms, kitchen cabinet
Drawer fronts, chiffonier
Drawer fronts, commode
Drawer fronts, dressing table
Egg cases
Electric car repairs
Elevators
Elevator flooring
Elevator guide strips
Elevator gates
Equalizers, manure spreader
Evensers
Factory trucks
Fanning mills
File handles
Fire doors
Flooring
Folding chairs
Frames, flour mill machinery
Frames, grain separator
Frames, reed furniture
Frames, summer furniture
Frame work, vehicle bodies
Frame work, vehicle seats
Framing, straw stackers
Freight elevator
Fruit driers
Grain cradles

USES OF SUGAR MAPLE

Grain drills
Grain separators
Hames
Handles
Handles, electric apparatus
Hullers
Interior finish
Interior parts, chiffoniers
Interior parts, chifforobes
Interior parts, dressers
Interior parts, wardrobes
Interior parts, washstands
Interior trim
Juvenile automobile bodies
Juvenile vehicles
Ladies' desks
Lawn benches
Lawn mower handles
Lawn mower rollers
Library tables
Lighting fixtures
Light vehicle sills
Medicine cases
Neckyokes
Paper roll plugs
Parlor furniture
Physician's furniture
Parquetry
Pianos
Piano actions
Piano backs
Piano benches
Piano bridges
Piano pin blocks
Pitman rods
Posts, threshing machine
Pulleys
Pump handles
Rails, threshing machine
Refrigerators
Rims, automobile steering wheel
Rockers, summer furniture
Rockers, reed furniture
Saddletrees
Saloon fixtures, back panels
Saw frames
School desks
Scythe snaths
Seetees
Separators, threshing machine
Showcases
Slaw cutters
Slides, extension table
Stair treads
Stair work
Store fixtures
Tables
Tabourettes
Threshing machine frames
Tops, chiffonier
Tops, commode
Tops, dressing table
Vegetable cutters
Wagons
Wagon bolsters
Wagon brakes
Wagon tops
Washing machines
Wedges
Window frames
Window screens
Wood bushings
Wood carpet
Wood mosaic
Wood pulleys
Wood pulley arms
Wood turnings

SUGAR MAPLE

Eight or more species of maple grow naturally in the United States, nearly every state having at least one. They range from the Atlantic to the Pacific, and occur some hundreds of miles northward in Canada. The largest production of lumber is in Michigan, Wisconsin, New York, West Virginia, and Pennsylvania. Michigan has a larger cut than any other state, and produces nearly one-half of the total. Sugar maple is the botanical name of the tree which furnishes the wood lumbermen call hard maple. The wood is well named, because it is hard, strong, and stiff. The total cut in the United States of all maples in 1913 was 901,487,000 feet. Indiana's factories take nearly 23,000,000 feet of hard or sugar maple a year, and about one-third as much soft maple. In the usual lumber classification the soft maples include all except sugar maple. The table which follows contains statistics of sugar or hard maple only. Figures for the soft maples are given in a separate table.

TABLE 9—CONSUMPTION OF SUGAR MAPLE

Industry.	Quantity used		Av. cost per 1,000 ft.	Total cost per f. o. b. factory.	Grown in Ind. Feet b. m.	Grown out of Ind. Feet b. m.
	Feet b. m.	%				
Vehicles and vehicle parts	4,596,808	20.04	\$38.61	\$ 177,463	1,356,805	3,240,000
Furniture	4,327,599	18.87	34.15	147,811	1,901,500	2,426,309
Agricultural implements	3,084,660	13.45	35.51	109,542	880,660	2,204,000
Chairs and chair stock	2,625,570	11.45	26.66	69,990	1,110,570	1,515,000
Handles	1,865,000	8.12	21.87	40,785	970,000	895,000
Musical instruments	1,597,300	6.96	37.19	59,410	312,000	1,285,300
Planing mill products, Sash, doors, blinds, and general mill-work	781,442	3.41	32.86	25,680	335,442	446,000
Pulleys and conveyors	759,000	3.31	35.39	26,858	22,000	737,000
Boxes and crates	520,000	2.27	27.45	14,185	250,000	270,000
Machine construction	473,000	2.06	20.23	9,568	453,000	20,000
Saddles and harness	465,000	2.03	32.20	14,975	170,000	295,000
Woodenware and novelties	350,000	1.52	18.00	6,300	200,000	150,000
Sewing machines	301,000	1.31	27.99	8,425	301,000	.....
Refrigerators and kitchen cabinets	290,148	1.30	44.18	13,215	50,000	249,148
Dowels	270,033	1.18	23.50	6,345	158,000	112,033
Elevators	215,000	.94	29.77	6,400	75,000	140,000
Laundry appliances	107,362	.47	47.69	5,120	.....	107,362
Fixtures	60,000	.26	24.17	1,450	60,000	.....
Car construction	34,000	.15	24.56	835	16,000	18,000
Playground equipment	28,261	.12	40.34	1,140	28,261	.....
Plumber's woodwork	2,000	.01	20.00	40	2,000	.....
Miscellaneous	2,000	.01	60.00	120	2,000	.....
Total	174,000	.76	26.12	4,545	143,500	30,500
Total	22,938,393	100.00	\$32.71	\$ 750,202	8,797,741	14,140,652

BEECH

Only one species of beech grows in the forests of this country, and that is found in all states east of the Mississippi river. The wood is heavy, hard and strong, with white sapwood and reddish heart. The wood has little figure. Users sometimes speak of white beech and red beech, but both kinds come from the same tree, one being the sap, the other the heart. The production of beech lumber in 1913 was 365,501,000 feet. Michigan led with nearly 24 per cent of the total cut. Indiana was second with 54,827,000 feet or 15 per cent of the total. Oak is the only wood cut in large quantity in the state. Although three and a half times as much beech is sawed in Indiana as the factories use, yet one-third of what is used is brought in from other states. The largest demand in the state comes from makers of boxes and crates, and chair manufacturers rank second. The following table contains detailed information concerning the demand for beech by different industries in Indiana.

TABLE 10—CONSUMPTION OF BEECH

Industry.	Quantity used		Av. cost per 1,000 ft.	Total cost per f. o. b. factory.	Grown in Ind. Feet b. m.	Grown out of Ind. Feet b. m.
	Feet b. m.	%				
Boxes and crates	5,345,312	23.66	\$14.52	\$ 77,639	2,915,312	2,430,000
Chairs and chair stock	3,586,703	15.87	17.19	61,666	2,526,703	1,060,000
Playground equipment	2,500,000	11.07	19.51	48,775	1,700,000	800,000
Furniture	2,161,476	9.57	22.72	49,100	1,838,476	323,000
Pulleys and conveyors	1,736,000	7.68	22.99	39,916	1,136,000	600,000

Hand saws	12,000	1.04	12,480	10,870	\$75,000	8,000
Hand axes	3,000	6.00	18,000	20,476	1,429,431	
Hand planes	12,000	1.08	12,960	11,800	1,100,000	
Hand tools	68,400	1.10	75,240	12,023	768,429	
Hand saws	12,000	1.08	12,960	12,000	450,000	200,000
Hand axes	3,000	6.00	18,000	8,800	225,000	225,000
Hand planes	12,000	1.04	12,480	4,725	135,000	92,100
Hand tools	170,000	1.00	170,000	6,140	170,100	100,000
Hand saws	170,000	1.00	170,000	3,200	50,000	
Hand axes	170,000	1.00	170,000	2,250	150,000	
Hand planes	80,000	1.00	80,000	2,000	80,000	
Hand tools	23,000	1.00	23,000	470	23,000	
Hand saws	10,000	1.00	10,000	250	10,000	
Hand axes	20,000	1.11	22,200	3,720	170,000	80,000
Hand planes	22,594,301	100.00	\$18,790	\$ 424,529	14,658,601	7,935,760

USES OF BEECH

Back boards, piano	Hand cars, children's
Back panels, saloon fixtures	Handles, broom
Backs, drawer	Handles, hand saw
Band wheels, foundry	Hangers, garment
Baskets	Legs, kitchen cabinet
Baskets, market	Legs, table
Beds, folding	Lock strips, office desks
Beds, belt	Platforms, agricultural machinery
Bodies, automobile	Plugs, paper roll
Bottoms, baby carriage	Posts, chair
Boxes, berry	Refrigerators
Boxes, lock-corner	Rims, fruit baskets
Boxes, packing	Rockers, chair
Box shooks	Rods, screen
Buffets	Rounds, chair
Cabinets, music	Running boards, automobile
Cabinets, phonograph record	Saddletrees, bars
Cases, carpet sweeper	Saddletrees, cantles
Cases, egg	Seat frames, automobile
Cherry crates	Sheeting
Chairs	Shelves, kitchen cabinet
China closets	Skids
Crates, egg	Slats, fruit package
Crating	Slides, table
Dowel pins	Stretchers
Drawer slides, fixtures	Swings, lawn
Drawer sides, furniture	Swings, porch
Fixtures	Tables, extension
Flooring	Tables, serving
Fruit crates	Turkeys
Fruit package heading	Wagons, children's
Fruit package slats	Washing machines
Hames	Windmills
Handles	Wood pulley arms

WHITE PINE

This is the northern and eastern white pine, the species which was once plentiful in all the northern tier of states from Minnesota to New England, and is still extensively lumbered in that region and in Canada. This tree's range barely overlaps into northern Indiana where a tree is found here and there, with planted specimens still farther south. At the time of the first settlement of the state, white pine was fairly abundant on the sand hills near Lake Michigan in northern Indiana. Some of the early buildings in Chicago were of pine from that locality. In 1913 only 9,000 feet of white pine were reported cut for lumber in the state; but in reports made by factories for this bulletin it was stated that 93,200 feet of the white pine which reached them grew in Indiana; doubtless the most of this was furnished by yards or dealers in the state and therefore reported as native. However, it was a small quantity in comparison with 21,706,049 feet shipped to Indiana factories from other states, chiefly from Michigan, Wisconsin, and Minnesota. White pine rates high among American softwoods, and is particularly fit for doors, sash, blinds, interior and exterior house finish, boxes, and many other articles. It is of light color and is almost figureless. It is soft, light, and it possesses exceptionally fine seasoning qualities. As a core over which to glue veneers of other woods, it ranks among the best.

TABLE 11—CONSUMPTION OF WHITE PINE

Industry	Quantity used annually, Feet b. m.	Av. cost per 1,000 ft.	Total cost factory.	Grown in Ind. Feet b. m.	Grown out of Ind. Feet b. m.
Boxes and crates	7,965,042	36.54	\$16,334	25,000	7,940,042
Caskets and coffins	5,242,250	24.95	127,548		5,242,250
Car construction	3,994,529	17.91	189,784	6,200	3,898,329
Frames and molding, picture	1,075,000	4.93	17,350		1,075,000
Sash, doors, blinds, and general mill-work	873,000	4.60	48,450	40,000	833,000
Refrigerators and kitchen cabinets	402,700	1.85	6,491		402,700
Machine construction	201,500	.92	44,920	9,052	201,500
Elevators	200,000	.92	5,600		200,000
Tanks and silos	150,000	.69	35,000	5,250	150,000
Woodenware and novelties	150,000	.69	3,750		150,000
Patterns and flasks	125,508	.58	66,740	8,377	125,508
Agricultural implements	94,720	.43	3,773		94,720

Boxes and crates	7,965,042	36.54	16,334	25,000	7,940,042	
Caskets and coffins	5,242,250	24.95	127,548		5,242,250	
Car construction	3,994,529	17.91	189,784	6,200	3,898,329	
Frames and molding, picture	1,075,000	4.93	17,350		1,075,000	
Sash, doors, blinds, and general mill-work	873,000	4.60	48,450	40,000	833,000	
Refrigerators and kitchen cabinets	402,700	1.85	6,491		402,700	
Machine construction	201,500	.92	44,920	9,052	201,500	
Elevators	200,000	.92	5,600		200,000	
Tanks and silos	150,000	.69	35,000	5,250	150,000	
Woodenware and novelties	150,000	.69	3,750		150,000	
Patterns and flasks	125,508	.58	66,740	8,377	125,508	
Agricultural implements	94,720	.43	3,773		94,720	
Total	21,706,049	100.00	\$28.40	\$ 618,965	93,200	21,706,049

USES OF WHITE PINE

Bins	Key beds, piano
Boxes, basket	Ladders
Boxes, packing	Machine construction, flour mill
Buckets	Matches
Car repairs, locomotive	Molding, picture
Cabs, locomotive	Partitions, dentist's furniture
Car repairs	Partitions, physician's furniture
Cars, freight	Patterns
Cars, passenger	Pneumatics, player piano
Coolers	Refrigerators
Crates	Screens, door
Cupboards	Screens, window
Doors	Shelves, dentist's furniture
Doors, fire	Shelves, physician's furniture
Flasks, foundry	Store fronts
Flooring, launch	Tanks
Flooring, rowboat	Templets
Frames, door	Tool boxes, seeding machine
Frames, picture	Tool boxes, farm wagon
Frames, window	Tool boxes, threshing machine
Freight cars	Tool boxes, portable derrick
Gates, elevator	Tubs
Guide slides, portable derrick	Window sash
Handles, trowel	Work benches, dentist's
Hullers, clover	

COTTONWOOD

The common cottonwood (*Populus deltoides*) supplies most of the lumber of that name used in the state. It grows in every region east of the Rocky mountains. Several other trees of the same genus are cut for lumber under various names, and doubtless some of this lumber reaches Indiana and is reported as cottonwood. Among these are aspen (*Populus tremuloides*) which is abundant in the Lake states; balm of Gilead (*Populus balsamifera*) also is plentiful in the North; and swamp cottonwood (*Populus heterophylla*), common in the lower Mississippi valley. Persons well acquainted with these four woods are able to point out differences, but to one only slightly acquainted with them, all look alike in the lumber yard. Cottonwood is white, light in weight, possesses no figure, is tough, but only moderately strong. The cut of cottonwood lumber in the country in 1913 totaled 208,938,000 feet, of which Indiana supplied 514,000 feet. The state uses 19,273,112 feet a year, but imports 17,204,012 feet of it from other places. The average cost delivered at the factories is pretty high, \$30.54, which shows that good grades are used. Its uses by industries are shown below:

TABLE 12—CONSUMPTION OF COTTONWOOD

Industry	Quantity used annually, Feet b. m.	Av. cost per 1,000 ft.	Total cost factory	Grown in Ind. Feet b. m.	Grown out of Ind. Feet b. m.	
Boxes and crates	6,868,800	35.04	\$21,772	216,000	6,652,800	
Vehicles and vehicle parts	5,397,900	28.01	42,300	770,100	4,627,800	
Refrigerators and kitchen cabinets	2,930,000	15.20	30,840	90,365	2,880,000	
Agricultural implements	2,050,000	10.64	39,410		2,050,000	
Furniture	769,500	3.99	23,750	20,000	749,500	
Woodenware and novelties	180,000	.93	24,530	4,415	150,000	
Planing mill products	82,000	.43	30,630	2,512	50,000	
Fixtures	50,000	.26	25,000	1,300	50,000	
Laundry appliances	50,000	.26	30,000	1,800	50,000	
Sash, doors, blinds and general mill-work	38,000	.20	29,840	1,134	18,000	
Sewing machines	26,912	.14	39,100	810	26,912	
Machine construction	10,000	.65	50,000	500	10,000	
Miscellaneous	\$20,000	4.25	11,280	9,250	\$20,000	
Total	19,273,112	100.00	\$30.54	\$ 588,675	2,069,100	17,204,012

USES OF COTTONWOOD

Backs, vehicle seat	Fixtures, office
Baskets, grape	Fixtures, store
Baskets, quart	Floors, buggy
Beds, wagon	Floors, carriage
Boards, ironing	Furniture
Boards, skirting	Hoppers, fertilizer
Bodies, vehicle	Hoppers, grain drill
Bottoms, knife tray	Hoppers, mill
Boxes, bottle	Horse rockers, children's
Boxes, packing	Hullers
Boxes, post office fixture	Inside work, showcases
Box shooks	Inside work, wall cases
Cabinet work sewing machine	Kitchen cabinets
Cases, bottle re-shipping	Panels, light vehicle bodies
Ceiling	Panels, light vehicle seat
Commodore, interior work	Panels, spring wagon bodies
Crating	Panels, wagon bodies
Ends, wagon box	Seats, vehicle
Excelsior	Separators, grain
Finish	Shelves, chiffonete

Shelves, filing cabinet
Shelves, wardrobe
Shelves, washstand
Sides, wagon body
Slats, trunk
Stands, skirt board

Steps, stepladder
Tops, filing cabinet
Tops, kitchen cabinet
Tops, table
Tubs, washing machine

CHESTNUT

This wood does not grow abundantly in the state, but some is found in the southern part. Only one important timber chestnut is native in the United States, the chinquapin, which is much like a chestnut, being the only other species of the group growing in the country. The supply of chestnut lumber comes from the Appalachian mountain region and farther east and north. The cut of this wood by Indiana mills was 758,000 feet in 1913, and for the whole country it was 505,802,000 feet. Indiana factories used more than 19,000,000 feet a year, very little of which grows in the state. The wood is rather coarse, very porous, and its figure, which is characteristic, is due to the annual rings. It grows rapidly either from the sprouts or the seed and trees attain large size. Many old trunks are perforated by boring insects from heart to sap. Lumber so riddled is known in the market as "sound wormy" and is wholly satisfactory for many purposes, such as cores or backing for veneer, and cloth covered caskets. It is one of the best woods for that use if thoroughly dry, but chestnut is generally considered a difficult wood to season. It dries slowly. The makers of coffins and caskets lead all other manufacturers of Indiana in their demand, but the producers of sash, doors, and general millwork are not much behind and furniture is a close third. The accompanying table itemizes the demand for chestnut in the state according to industries.

TABLE 13—CONSUMPTION OF CHESTNUT

Industry	Quantity used annually Feet b. m.	%	Av. cost per 1,000 ft. factory.	Total cost f. o. b. factory.	Grown in Ind. Feet b. m.	Grown out of Ind. Feet b. m.
Caskets and coffins	4,917,800	25.71	\$19.75	\$ 97,141	.....	4,917,800
Sash, doors, blinds and general millwork	4,657,000	24.35	17.53	81,615	15,000	4,642,000
Furniture	4,507,042	23.56	20.43	92,098	65,000	4,442,042
Musical instruments	3,932,700	20.56	22.10	86,900	.....	3,932,700
Boxes and crates	520,000	2.72	17.88	9,300	60,000	460,000
Machine construction	150,000	.78	17.00	2,550	.....	150,000
Fixtures	130,000	.68	19.85	2,580	.....	130,000
Refrigerators and kitchen cabinets	101,740	.53	17.82	1,813	.....	101,740
Agricultural implements	100,000	.52	20.00	2,000	.....	100,000
Planing mill products	53,000	.28	36.23	1,920	3,000	50,000
Frames and moulding, picture	10,000	.05	50.00	500	.....	10,000
Miscellaneous	50,000	.26	24.00	1,200	.....	50,000
Total	19,129,282	100.00	\$19.84	\$379,617	143,000	18,986,282

USES OF CHESTNUT

Backing, desk
Backing, dresser
Backing, furniture
Backing, sideboard
Backing, washstand
Bases, piano
Boxes, apple
Cabinet work
Caskets
Checks, piano
Coffins
Cores, piano case
Couches
Crates
Crating
Curtain poles, enameled
Desks, ladies'
Doors
Dressers
Ends, piano
Fall boards, piano
Fillers, office desks
Fixtures
Fixtures, bank
Fixtures, store
Frames, chair
Frames, davenport
Frames, office fixtures
Frames, picture
Frames, upholstered chairs
Fronts, pianos
Fronts, piano players
Furniture, bedroom
Furniture, dining room
Furniture, office
Incubators
Interior frames, office fixtures
Interior finish
Molding, picture
Refrigerators
Rims, piano
Rims, piano player
Shelves, fixtures
Shelves, piano players
Showcases
Tables, extension
Tables, library
Tops, piano
Veneered rolls
Washstands
Windows

DOUGLAS FIR

Douglas fir lumber is produced in large quantities in Washington and Oregon, and in small quantities in other western states. Trees are very large, sometimes exceeding 250 feet in height and eight in diameter. It is the most abundant individual species in the United States, perhaps in the world. In recent years it has been entering the eastern markets in large quantities and has proved highly satisfactory. Dry lumber has about three-fourths of the weight of longleaf pine. It has a strong figure, if the log is cut in certain ways, but the figure is due wholly to the contrasting color

between the annual rings. Figure is well displayed in rotary-cut veneer. The chief demand for it in Indiana is for tanks. Five industries report this wood.

TABLE 14—CONSUMPTION OF DOUGLAS FIR

Industry	Quantity used annually Feet b. m.	%	Av. cost per 1,000 ft. factory.	Total cost f. o. b. factory.	Grown in Ind. Feet b. m.	Grown out of Ind. Feet b. m.
Tanks and silos	10,510,000	61.83	\$38.04	\$399,800	.....	10,510,000
Car construction	6,026,500	35.45	29.05	175,088	.....	6,026,500
Musical instruments	195,000	1.15	33.46	6,525	.....	195,000
Sash, doors, blinds and general millwork	166,000	.98	36.51	6,060	.....	166,000
Agricultural implements	100,000	.59	30.00	3,000	.....	100,000
Total	16,997,500	100.00	\$34.74	\$590,473	.....	16,997,500

USES OF DOUGLAS FIR

Cab repairs, locomotive
Cabs, locomotive
Cars
Frames, door
Frames, grain separator
Frames, window
Interior finish
Organs
Pianos
Posts, piano
Roofing, freight car
Siding, box car
Silos
Sills, grain separator
Tanks

CYPRESS

Cypress is found in a small area of southern Indiana, but the state furnishes only 11,000 feet of the many millions used by factories within its borders. The cut of this wood in the state by sawmills is negligible, but the output in the southern states is large, amounting to nearly 1,000,000,000 feet a year. This tree, though a needleleaf species, sheds its leaves in the autumn, for which reason it is called bald cypress. The wood is heavy, hard, strong, and it possesses great durability. It is in much demand for tanks and silos, as well as for general building purposes. Trees attain large size and live to be a great age. It flourishes in deep swamps and on land subject to frequent and prolonged overflow. Few timber trees have suffered less from forest fires, because tracts where it grows are nearly always too wet to burn. Sixteen industries report the use of this wood in the state, as is set forth in the accompanying table:

TABLE 15—CONSUMPTION OF CYPRESS

Industry	Quantity used annually Feet b. m.	%	Av. cost per 1,000 ft. factory.	Total cost f. o. b. factory.	Grown in Ind. Feet b. m.	Grown out of Ind. Feet b. m.
Sash, doors, blinds and general millwork	6,307,500	40.65	\$41.65	\$262,735	.....	6,307,500
Planing mill products	4,614,000	29.73	38.72	178,640	.....	4,614,000
Boxes and crates	2,580,000	16.69	15.69	40,630	10,000	2,580,000
Tanks and silos	615,000	3.96	46.02	28,300	.....	615,000
Laundry appliances	425,000	2.74	39.88	16,950	.....	425,000
Refrigerators and kitchen cabinets	224,000	1.44	21.09	4,725	.....	224,000
Vehicles and vehicle parts	200,000	1.29	43.00	8,600	.....	200,000
Machine construction	160,000	1.03	18.75	3,000	.....	160,000
Caskets and coffins	105,000	.68	18.10	1,900	.....	105,000
Ship and boat building	91,000	.58	51.26	4,665	1,000	90,000
Gates and fencing	76,350	.49	45.12	3,445	.....	76,350
Frames and molding, picture	35,000	.23	35.71	1,250	.....	35,000
Furniture	35,000	.23	20.00	700	.....	35,000
Fixtures	15,000	.10	40.00	600	.....	15,000
Patterns and flasks	15,000	.10	40.00	600	.....	15,000
Agricultural implements	10,000	.06	45.00	450	.....	10,000
Total	15,517,850	100.00	\$35.91	\$557,190	11,000	15,506,850

USES OF CYPRESS

Balusters, veranda
Bottoms, fireless cooker
Boxes, bottle
Boxes, packing
Buckets
Casing
Caskets
Caskets, cloth covered
Columns
Columns, veranda
Corner boards
Cornice work
Crating
Drop siding
Exterior finish, house
Flooring
Flooring, porch
Frames, door
Frames, window
Framing
Framing, straw stackers
Gates, farm
Hatchway gates
Interior work, kitchen cabinet
Interior work, office desks
Lattice
Molding
Molding, porch
Panels
Patterns, foundry
Planking, launches
Planking, row boats
Planking, tugs
Porches
Rails, veranda
Sash
Screens, door
Screens, window
Siding
Skiffs
Slats, gate
Stair work
Store fronts
Tanks, water
Tanks, sprinkler wagon
Tubs
Tubs, washing machine
Washing machines

Changes in Utilization of Wood

It would be interesting to know exactly in what way and to what extent the use of wood are changing; what proportion of the lumber-cut of recent years has gone to factories to be further manufactured before the ultimate consumer gets it, and what changes this proportion is undergoing. A great deal is being said these days concerning the better utilization of the products of the forest, and the necessity of putting wood to its best uses. As a matter of fact, a great deal of this talk is not based on exact knowledge. It is taken for granted that wood is not being put to its best use, but it is hard to speak with authority on the subject, because of meager information. We know pretty accurately what is being done with lumber now, but there are few past figures by which to compare present results with those of a few years ago.

Haphazard statistics of lumber output were collected from time to time in early years; but not until 1899 was this work commenced systematically, and since that time it has been regularly done. We know how much lumber has been cut each year since then, but know next to nothing of what was the earlier output. We don't know, for instance, and cannot find out, whether the per capita use of lumber is greater now than it was in 1860, or 1840, or 1800, or any other early year. Scattered through early census returns are lumber figures here and there; but they convey very little information.

It is commonly supposed, and is probably true, that the per capita use of lumber has increased steadily for the last hundred years. But it is extremely doubtful if the per capita use of wood has increased. It is almost certain that it has not. The difference is that formerly wood was used in its rough form, while of late years it has been more and more used in some manufactured form. Once the farmer lived in a log house with few sawed planks in it; now his house is of sawed and dressed lumber. Once his fields were fenced with split rails requiring 75,000 board feet to a mile of fence; now they are fenced with boards or wire. Once he burned wood in open fireplaces; now with stoves and furnaces he heats his rooms better with one-tenth of the fuel. There has been steady progress toward a better use of wood.

MANUFACTURED PRODUCTS

Up to about five years ago no reliable and detailed information existed regarding the manufacture of wood into what may be called finished products, such as furniture, cars, boxes, vehicles, and the like. Nobody knew what became of lumber after it left the sawmill. Nobody could say how much of it was put to its final use in its rough form and how much was sent to shops and factories to be further manufactured. Nobody was in a position to decide the question as to what industry called for the largest amount of lumber. It illustrates the amazing lack of information on that important matter to know that a very general belief then existed among lumbermen that furniture was the largest wood-using industry. Those who did not believe this had no figures to prove the contrary. Yet, it is now proved by statistics that instead of furniture ranking first among the industries in the use of wood that has passed through shop or factory, it ranks fourth. Car builders use more, box makers nearly five times as much, and planing mill products call for fourteen times as much.

This illustrates how great is the chance for serious errors in guesswork; and guesswork has prevailed to a large extent in matters relating to forest products.

About five years ago the United States Forest Service took up the work of collecting reliable and accurate information relating to the consumption of wood in shops and factories. The scope of the investigation included not only figures showing the amounts used yearly, but also the proportions furnished by different species, and the articles manufactured, and the cost of the different woods delivered at the factories. Before the work was undertaken, there was absolutely no systematic information to be had along these lines.

The Forest Service took up the work state by state, making each state a separate unit. In a number of instances the states, or some strong business organization in the states, co-operated; and as soon

as any particular state was finished, the result was published in a report which the government distributed.

The field was not skinned over in collecting the material. Details worked out in the most thorough manner, and many thousand shops and factories were personally visited, in all parts of the United States, in order to make authentic the statistics of the manufacturing of wood beyond the rough lumber stage.

WHAT IS SHOWN

The lumber output in 1912 for the whole country was 39,158,414,000 feet. The exports of sawed timber, lumber, and sawed railroad ties last year totaled in round numbers 3,000,000,000 feet, or eight per cent of the lumber output. Taking this from the total cut, there is left 36,158,414,000 feet of rough lumber in this country. This lumber is either used in its rough form, or it is further manufactured before it reaches its final user.

A summary of the quantities further manufactured in the several states shows a yearly total of 24,673,846,064 feet in the United States. That much wood passes through shops and factories to reach its final stage of manufacture. It is thus shown that 11,484,567,936 feet of lumber, or approximately that quantity, is annually used in its rough form in the United States. More than twice that much goes to factories. It may be summarized thus:

Lumber exported.....	8 per cent
Lumber used rough.....	29 per cent
Lumber to shops and factories.....	63 per cent
Total	100 per cent

Certain factors are present in the statistics which were ignored in calculating the foregoing percentages, because it was not practicable to give them their correct values. The most important of these is the wood which reaches factories without having passed through sawmills or being counted in the total lumber output, such as rotary-cut veneers; hickory and ash handle and vehicle woods; and birch spool bars. If correctly valued in the percentages given above, the result would appear in a slightly larger percentage for rough lumber, and a correspondingly smaller for shop and factory wood. These factors will be further analyzed in the discussion of the table given below.

USES BY SPECIES

Factories which manufacture commodities of wood do not always buy the nearest and most convenient lumber. Its suitability for the purposes intended must be considered. For that reason a factory operator will pass by yard after yard of lumber in order to secure a kind that meets his requirement. If that were not true, cypress would not go to California cooper shops or western yellow pine to Maine door factories. The table which follows lists twenty-one important species, and gives figures concerning the uses of the wood:

Wood.	Lumber cut, 1912, feet.	Annual factory use, feet.	Per cent going to factories.
Yellow pine.....	14,737,052,000	8,623,352,000	59
Douglas fir.....	5,954,243,000	2,273,788,000	44
Oak	3,318,952,000	1,983,584,000	59
White pine.....	3,138,227,000	3,115,761,000	99
Hemlock	2,426,554,000	708,752,000	29
Spruce	1,238,600,000	805,150,000	65
Western yellow pine.....	1,219,444,000	561,438,000	46
Maple	1,020,864,000	922,337,000	90
Cypress	997,227,000	668,353,000	63
Red gum.....	694,260,000	797,694,000	115
Yellow poplar.....	623,289,000	683,023,000	109
Chestnut	554,230,000	298,854,000	54
Redwood	496,796,000	122,326,000	25
Larch	407,064,000	114,629,000	28
Birch	388,272,000	481,493,000	124
Cedar	329,000,000	162,338,000	50
Basswood	296,717,000	383,578,000	129
Hickory	278,757,000	389,604,000	118
Elm	262,141,000	218,210,000	83
Ash	231,548,000	295,461,000	125
Cottonwood	227,477,000	376,842,000	166

The first column of the foregoing table represents 94 per cent of the reported output of lumber in the United States, and the second column represents 97 per cent of the material further worked in factories. The remainder consists of numerous species which are lumbered in small amounts and are of little importance in wood-consuming factories, and are consequently omitted from the table.

CONCERNING PERCENTAGES

The figures in the third column of the table show what percentage of the rough lumber sawed from each wood is further manufactured before it is put to its final use. In seven of them the apparently contradictory showing is made that factories use more lumber than the sawmills cut. At first glance, that might seem impossible, but the facts are simple when understood. Take red gum as an example. The quantity of this wood passing into final manufacture is 103,434,000 feet more a year than the whole red gum lumber output. The surplus represents the logs sent to veneer mills for rotary cutting. The veneer is used in the manufacture of furniture, doors, boxes and many other articles; but it is not lumber, and is properly omitted from lumber statistics. Factories use 110,847,000 feet more hickory than sawmills cut, but the surplus does not represent veneer, as in the case of red gum, but consists of spekes and handles the material for which reaches factories in the form of bolts and billets, and not as lumber. In every case where factory consumption exceeds sawmill output, the explanation is easily discovered. Chair factories, for example, use much material that was never in a lumber mill. It is cut in small dimension stuff by special machines located in or near the forest, and ordinary lumber statistics take no account of it.

While some of the percentages in the table occasion surprise by running above 100, others cause surprise because they are so low. Why, for instance, should only twenty-five per cent of redwood lumber go to factories for further manufacture? This California tree's wood is one of the finest in texture and richest in color of all American woods. It might seem strange that three-fourths of the sawmill output should be used as rough lumber, while only one per cent of white pine, a plainer wood, is used in the rough.

There is nearly always a reason behind a fact, and there may be two or three reasons to explain redwood's relatively small factory utilization and its large place as rough lumber. If so, the lesson might be worth something to owners of other kinds of timber which is not bringing what it is worth. Redwood does not grow in a factory region. The Pacific coast has so much timber that what the few factories of that region need scarcely makes a notch in the supply. To reach eastern factories, the redwood must be shipped 2,000 or 3,000 miles, and under present conditions, the market price will not pay the freight and leave the shipper a reasonable profit. Consequently, instead of selling to eastern factories at an unsatisfactory price, the owner of the redwood throws it on the home market as rough lumber. He can make more ready money out of it in that way than by selling it to factories thousands of miles away, and he is human enough to sell where he can do best, with the result that three-fourths of this beautiful wood goes into common uses and only one-fourth into highly manufactured products. This is cited merely as an example of the wrong use of a wood and the reason for it.

Distance is a hard obstacle to surmount. The wood and the market are often so far apart that the owner's best intentions avail nothing. An investigation recently showed that barn floors are still made of two-inch hickory in some of the southern states. Willingly would the Californians trade some of their redwood barn sheathing for the hickory barn flooring, but they are two thousand miles apart, and as a consequence, two excellent woods continue to be put to wrong uses. It is easy enough to work out a theory of wood-utilization that will save everything and use it in an ideal way, but theory is one thing and practice is another. It is all easy enough when facts and theories jibe, but when they conflict, the theory must yield to the fact. The country sawmill in North Carolina may have no better way of turning its few hickory logs into money than by sawing them into barn flooring; and if the California lumber yard can make more money by selling redwood to a farmer building a barn two miles away than to an Iowa incubator factory 2,000 miles away, the barn builder will get the redwood.



Amazon Lumbering Possibilities



The lumbering industry along the Amazon river is full of interest and is likely to develop enormous proportions. No other part of the world has such a vast expanse of forest lands as Brazil, and none is capable of producing such a great variety of woods which will sooner or later attain considerable commercial importance. The material to work upon is all but limitless. There is a great market at hand. Brazil itself, as well as other South American countries, can absorb the product of a number of large mills for many years to come. At the present time large cargoes of yellow pine and red fir from the United States are shipped annually to many points on both the east and west coasts of South America. The United States government is now doing all it can to encourage this export trade of lumber to Central and South America. A statistician who possesses an intimate knowledge of the world's timber supply has prophesied that the forest resources of the United States will be exhausted in less than thirty years at the present increasing rate of consumption. Enormous areas of forest lands in this country are being cut over every year without any provision to protect or reforest the denuded tracts, and even the layman can see that within a few short decades the timber supply of the United States will be reduced to a minimum. This will bring about entirely new conditions and there will be an appreciable movement long before that time toward the almost inexhaustible forests of Brazil. Every traveler in Brazil brings with him a glowing account of the vast forest resources and these descriptions will attract investors. It is the inevitable conclusion that before many years have passed a great lumber industry will be established along the Amazon and this region will largely contribute timber needed in the United States.

A noted writer on forestry in this country claims that there is nothing but ignorance in the comfortable ideas of those who look forward to a supply of wood from the tropical countries when our own supply gives out. He bases this chiefly on the fact that the tropical hardwood trees occur as single individuals scattered among hundreds of other species and that the supply of any considerable quantity of any one kind would require cutting over many acres, which would render this material too expensive. While this might seem to be the case in a good many regions in the tropics or subtropics, where hardwoods occur, it must be borne in mind that the conditions along the Amazon, and especially along the lower Amazon, are quite different, in so far that a number of woods possessing very admirable qualities grow in groves similar to our pines and can be obtained in unlimited quantities. Nor does it depend entirely on this fact alone, but also upon the improved methods of handling the timber. By putting in portable railways, driveways, machinery for handling heavy timbers, sawmills for preparing the lumber for market, and even mills for working up the lumber into useful forms before shipment, a great deal will be done toward making the exploitation of tropical hardwoods a profitable undertaking. There is hardly a tree twelve to fifteen inches in diameter or over that the wood of which cannot be utilized for one thing or another. A number of woods growing in a mixed forest in this country were regarded fifty years ago as entirely useless, but today they are listed among the favorite kinds and are used even for furniture and interior trim, and they may be expected to grow in importance as the demand for lumber increases in the future in various parts of the world, as it surely will do.



Experience Talks on Woodworking



During the last few years a thin knife has been introduced for use on surface planers, planers and other woodworking cutting machines that operate at a very fast speed. The better the quality of the genuine high speed knife the more care must be used in grinding. A grinding wheel of proper grit and grade must be used, otherwise the knife will be overheated in grinding and is almost certain to crack. These knives must be kept in good condition and well sharpened. Owing to the material used in making high speed steel knives, it heats rapidly, expands and cools quickly. This puts an enormous strain on the steel, causing very small cracks to appear in the knife, so that when it is put into use again the edge will crumble away and often quite large pieces will drop out, always running straight back from the cutting edge, then running off to one end or the other. All such breaks are caused by improper grinding. Another frequent cause of crumbling is that after having used the knives until they are dull, in the hurry of sharpening the grinder will be forced, and as a result the edge will be blued and overheated, and when the knife is again used will break out almost immediately.

Even the self hardening knives, which are similar in appearance at least to the genuine high speed steel knives, can be ruined in the same way. Great care should always be used in grinding. Never hurry, or take too great a feed. A little longer time taken will result in a saving in dollars in the life of the knives. The work which will be done on the machines will be better and the users of the knives feel more satisfied.

One often hears the question asked as to the length of time required for glue to set in panels or other veneered work. Glue will do its primary setting within a few hours, sometimes a few minutes, if the glue is thick and the veneer is rather heavy so that it readily absorbs the surface moisture. The usual practice is to leave stock under pressure for at least six or eight hours, and, where convenient, for from twelve to twenty-four hours. It is perhaps better to keep it under pressure forty-eight hours because the primary setting and thorough drying of the glue are two different things. The primary setting may hold so that it is safe to take the stock from under pressure, but there is always the chance that the veneer will pull loose and leave blisters through the strain set up in the drying out of the moisture that has been absorbed by the stock from the glue. It naturally takes a thick pile of panels longer to dry than a single panel, or two or three in a pile, but if the cores and face are thick enough to readily absorb the moisture of the glue, the primary setting should not require a great deal longer than if using a smaller quantity. The best plan to follow is to let the stock stay under pressure for two days, if possible, and if that can't be done keep it there as long as possible. It will do no harm and will often prevent a bad job.

Whenever a furniture man says that he has tried veneer and has turned back to solid panels in woodwork, you can rest assured that he did not try it thoroughly, or else he has been unfortunate in getting veneers that had been poorly put up. Moreover, wherever you find a man knocking veneered work, whether he is a manufacturer or user of veneered products, or simply an observer, it is certain that he is either ignorant on the subject, or else he has come in contact with improper work.

We do come across some of these things now and then, and it is for that reason that we may well turn the light inward a little and look for the cause in the veneer-using industry itself. In other lines of work it is pointed out that the worst enemy to work is the man who does his work poorly. When by argument, by demonstration, and by theories, the enthusiastic veneer man has convinced the prospective veneer user, or the general public, of the superiority of veneer, not only in presenting a good face appearance, but in structural work, a step forward has been made; but after this step

has been made, if some man who is careless, or ignorant, puts up a job of veneering so poorly that it comes apart and causes disappointment, it puts the veneer product, in the eyes of whoever has had this experience, in worse shape than it was in the beginning. It is twice as hard to convert a man to the use of veneer when he has been disappointed by improper work, as it is to induce a man who never had experience with it to try it. It naturally follows that all who are interested in the further development of veneer products should study all the weak spots of the industry itself, and do everything possible to eliminate slipshod methods that result in a poor job of veneer work.

There may have been some excuse for poor work in the early days, but there is no excuse today for poor work to be forced on the public. The veneer man should conduct experiments and test results in his own factory and know where he is before he puts out the job for the purpose it is wanted. Then he can analyze and understand the failures. It is not the business of the general public to analyze and understand the difference between this and that class of work. It is the duty of the manufacturing industry itself to look after these things, and to eliminate as fast as possible things that interfere with the progress of the industry.

A rip saw with an aggravating disposition to throw sawdust in the eyes of the operator is an annoying machine to work with. There are ways to lessen this annoyance. One is by proper filing and setting; another, by having a splitter behind the saw. Then there is also a way of suspending something over the saw to catch the flying dust, but best of all is the use of the proper safeguard.

Good cutting may not improve the figure in a log or veneer slice, but it does improve the appearance of finished veneer.

It is during the short days of winter that one appreciates the usefulness of electricity in factory lighting, and it is also a reminder that one should have the best equipment possible in this line. Here, as elsewhere, the best is usually the cheapest as well as the most satisfactory.

The foreman who is continually finding fault is very apt to have many faults of his own, or else he is unfortunate in having faulty men under him. He should do some weeding out somewhere, because fault finding is joy killing and takes the life out of work and business.

Some rip saws, like some men, wobble about only when they are loaded. Others wobble about when running light, simply because they are unfortunately loose jointed.

It is some of the things that seem small that cause bad accidents. It is better to be careful always than to run a chance of being crippled.

From the claim that some roofing people make in advertising their product, it looks as though but little thought would have to be given to the repairing of roofs. But the fact of the matter is that it pays to go all over all the buildings every fall and put the roofing in order so that winter storms may not do damage.

There are many woodworking factories that do very little veneer work and when one speaks to the superintendent of such a plant about economy in the department he is told that it is not of any interest because the plant is not large enough. In truth, economy should begin in the small veneer room. It starts with a glue pot and the hand brush for spreading, and the amount of glue that can be wasted by this method is surprising. Very often a glue spreader will pay for itself in a comparatively short time even in a small veneer department.



Pertinent Legal Findings



Queries on questions arising on any points involving the law as it is applied to lumbering and allied industries will be given proper expert attention through this department if submitted to **HARDWOOD RECORD**. There will be no charge for such service, but **HARDWOOD RECORD** reserves the right to publish questions and answers without designating names or location of inquiries unless specifically requested not to do so.

Contradicting Written Agreements

The well established rule of law that a written agreement cannot be contradicted by either party by showing a concurrent verbal understanding in the face of the written terms has just been applied by the United States circuit court of appeals for the ninth circuit, in the case of *Parker vs. C. A. Smith Lumber & Manufacturing Company*, 224 Federal Reporter, 347.

Plaintiff was employed in defendant's sawmill as a millwright and while so engaged sustained personal injury. His claim against the company was compromised without suit and he signed a written release of further claim, "for the sole consideration of the sum of \$410.75." Afterwards he was retained in the company's employment for several months, but was later discharged. He thereupon brought the suit above mentioned to recover damages, claiming that at the time he executed the release there was a verbal understanding that he should be given permanent employment at such work as he could do, such as measuring lumber, acting as timekeeper or storekeeper, or operating a trimmer. The trial judge decided the suit in plaintiff's favor, but the circuit court of appeals reversed the judgment, holding that the case fell within the rule against contradiction of written agreements.

Authority of Lumber Company Officers

In bankruptcy proceedings against the Lauce Lumber Company, 224 Federal Reporter, 59S, the United States district court for the eastern district of Pennsylvania declared: "The authority of the treasurer of a corporation to make and issue its promissory notes must be conceded. That an officer has no right, and in this sense no authority, to issue such notes for other than corporate purposes, is clear. When such obligations are issued by an officer acting with apparent authority, and within the general scope of his powers, and in the regular course of business, there is a presumption, and any one dealing with him has the right to assume, that the obligation is that of the corporation. When, however, the person with whom he is dealing has knowledge, or is put upon inquiry that would lead to knowledge, that the officer is acting without authority or in fraud of the rights of the corporation, the latter is not bound by what he does."

A deed executed in the name of a lumber corporation by the company's general manager is valid, if it was authorized by the corporation. (*Alabama supreme court, Bell Lumber Company vs. Dothan Lumber Company*, 69 Southern Reporter, 419.)

Employee's Assumption of Risk

An employee injured in a sawmill, through placing his foot against a moving belt to keep it from slipping from the pulley on which it revolved, is not entitled to recover for injuries sustained in consequence of the act, if adequate facilities were available to him to stop the machinery and replace the belt in a safe manner. (*Mississippi Supreme Court, Adams vs. Overt Land & Lumber Company*, 69 Southern Reporter, 499.)

Powers of Lumber Corporations

In a recent case the Alabama Supreme Court recognizes the fact that there is a growing tendency among the courts to enlarge the implied powers of a corporation so as to sustain the validity of acts assented to by its stockholders, although not strictly within the purposes for which the company was organized. The court declares that a lumber company clearly has power to contract for insurance covering all its property, as an incident to its transaction of business. (*Sales-Davis Company vs. Henderson-Boyd Lumber Company*, 69 Southern Reporter, 527.)

Liability for Freight Charges

Ordinarily, a shipper of goods is liable for freight charges on the consignee refusing to accept delivery and pay the charges; there being an implied guaranty of payment on the part of the shipper, in the

absence of express agreement to the contrary. And where a sawmill company ships lumber without disclosing to the railway company that it is merely acting as agent for another, it is individually liable for the freight charges, under the general rule of law that when a person makes a contract in his own name without disclosing the fact that he is acting merely as agent for another, he will be prevented from afterwards asserting the agency for the purpose of avoiding personal responsibility. (*Alabama Court of Appeals, Cincinnati, New Orleans & Texas Pacific Railway Company vs. Vredenburg Sawmill Company*, 69 Southern Reporter, 228.)

"Carload" and "Cargo" Defined

A late case before the Supreme Court of Alabama draws attention to the general rule of law that where a contract of sale calls for no specific quantity, the agreement calling for delivery of a "carload" of lumber, the amount which the seller is bound to deliver and the buyer to receive is the quantity usually contained in a car, unless it appears that there is a custom in the trade calling for a definite quantity. In the absence of special agreement or trade custom defining what quantity the parties intended when they used the word "carload," it will ordinarily be held to mean the capacity of a car used for transporting the particular kind of goods sold. Similarly, it is generally held that when the quantity is designated merely as a "cargo," the full capacity of the vessel will be presumed to have been intended. (*Ward vs. Cotton Seed Products Company*, 69 Southern Reporter, 514.)

Osage Orange Underestimated

An item which is going the rounds of trade papers quotes a paragraph from a government publication as follows concerning a well-known tree of the southwestern part of the country:

"The osage tree grows in great profusion in Texas, along the Mississippi valley, and in other sections of the United States, and has been regarded as absolutely worthless up to the time the bureau of forestry took up the tree as a possible source for a yellow dyestuff. The European war has sent the price of fustic soaring, while difficulty is experienced in getting supplies here from Mexico and Jamaica, the principal sources of the product. This country can easily produce 50,000 tons annually of osage material for making yellow, which is more than the amount of fustic heretofore used in the industries in this country. Osage can be produced at between \$14 and \$15 a ton, as against \$18 a ton, the price of fustic before the war began. Experiments so far show that the osage product gives a bright, permanent color, besides having the advantage of being free from a certain red powder in fustic, which is a detriment in dyeing operations."

A valuable tree receives scant justice in the foregoing quotation. The osage orange never was regarded as "absolutely worthless." Exactly the opposite is true. It is and always has been one of the most valuable woods of the United States, and it has been more widely planted than any other wild tree of this country. Its chief use is for posts, poles, house foundations and wagons. A wagon with osage orange wheels sells for ten or fifteen dollars more than one of oak or hickory. The "experiments" spoken of as recent, and showing that this wood yields yellow dye, are somewhat misleading as to date; for the people of northern Texas were using this wood as a household dye seventy-five years ago.

From the illogical doings of the world we are inclined at times to believe that consistency is more of a joke than a jewel. Here we have safety first as a world-wide slogan, and take all manner of pains in safeguarding machinery to prevent harm to man, while right now a big part of the "civilized" world is straining energies for ways and means to cripple and destroy man. Verily inconsistency is universal, while consistency looks like a farce.

Records of Large Hardwood Trees

The American Genetic Society's recent offer of one hundred dollars as a prize for a competition of the largest living hardwood tree of the United States, brought together much interesting information on the subject. The prize went to a sycamore of Indiana, growing near Westport, in the White river valley. This is the tree which was featured by *Hardwood Record* as a cover picture for its issue of July 27, 1915.

In offering this prize, it was explicitly stated that softwoods were excluded from the contest. That was done because it is well known that sequoias of California, commonly known as the "big trees," greatly surpass all others in size, and it would be a foregone conclusion that one of them would win the prize. The hardwoods, as here considered, are the broad-leaf trees, as distinguished from the needle-leaf trees of the pine family.

Living trees only were considered, and records of former trees now gone were not eligible to the prize. It was necessary to draw the line somewhere, and a convenient place was between the living and the dead.

THE RECORD TREES

Of the five trees which topped the record, Indiana has one, California one, Virginia one, and North Carolina two. The species and their circumferences follow:

Species	State	Circumference
Sycamore	Indiana	42 feet 3 inches
Valley oak	California	37 feet 6 inches
Yellow poplar	North Carolina	34 feet 6 inches
Chestnut	North Carolina	33 feet 4 inches
Black walnut	Virginia	31 feet 2 inches

Much information concerning other large trees was brought together by the Genetic Society. Pennsylvania has a sassafras 15 feet, 10 inches in circumference; Louisiana a pecan 19 feet, 6 inches; Arkansas a catalpa 15 feet, and a persimmon tree seven feet in girth. According to the well-known rule of arithmetic the diameter of a tree is obtained by dividing the circumference by 3.1416, or if an approximation will suffice, the division may be by 3.

Figures showing a tree's circumference are not necessarily a sure guide to its actual size. The real measure should be the trunk's solid contents; but since that involves much more measuring and figuring than the ordinary observer is willing to put on it, there are few records of the solid contents of very large trees.

The height at which the circumference measurements are taken has much to do with the showing made. Nearly all trees decrease very rapidly in size for the first few feet from the ground upward. The circumference at the ground may be twice what it is a few feet above; but this holds true of some kinds much more than of others. The United States Forest Service has adopted a rule that all circumference measurements must be taken four and a half feet above the level of the ground, unless otherwise stated. That furnishes a fixed rule which gives general uniformity in all measurements. To state that a tree has such a circumference measurement, without information as to the point measured, does not mean much.

OTHER LARGE TREES

The diaries of early travelers through American forests, and other frontier accounts, have left records of many large trees. Some of these measurements are vague and dubious, while others appear to be reliable. Some of these are given below, either with or without their authors.

Robert Ridgeway, the ornithologist and a reliable writer, has left record of a sycamore log in Illinois that was 66 feet in circumference. The tree had fallen before he saw it. It is said that the stump of a sycamore in Indiana was to be seen in 1860 that was 67 feet in circumference.

William Cobbett, an English author of good standing who wrote about ninety years ago, left an account of a black walnut tree on

Long Island that was 37 feet, 6 inches in circumference. It was cut and a section of the trunk was hewed hollow, taken to New York where it served as a freak place of entertainment, first as a parlor, and later as a restaurant, grocery, and a barber shop. It was finally destroyed by fire. The height of that tree is not stated, but a contemporary estimate gave the contents at 50,000 board feet; but it is doubtful if that much lumber could have been cut from any hardwood tree ever recorded in this country. It must have been a theoretical estimate which allowed nothing for waste.

In volume 5, page 180 of the West Virginia Geological Survey is an account of a yellow poplar over 37 feet in circumference.

On page 159, bulletin 11 of the Pennsylvania Department of Forestry, Professor Henry Guyot is quoted, with apparent approval, as authority for the statement that a yellow poplar in Francis Cove, western North Carolina, stands 100 feet to the first limb, and the trunk is 50 feet in circumference. That size is remarkable, and the writer of this article searched the voluminous writings of Professor Guyot for the purpose of examining his statement at first hand; but, unfortunately, was not able to find it. Such a tree would produce not less than 75,000 feet of lumber.

A swamp white oak which formerly stood near Geneseo, New York, was approximately 28 feet in circumference. It is not now standing, as it was precipitated into the river some years ago by the undermining of the bank where it stood.

A cottonwood formerly stood near Wilmette, Ill., which, according to figures preserved by the Evanston Historical Society, was 47 feet in circumference three feet above the ground level. However, the tree's base was abnormally enlarged, and a measurement within three feet of the ground would scarcely be a fair figure by which to judge the trunk as a whole.

A willow at Wood's Hole, Mass., has a circumference of 22 feet, six feet from the ground, and Missouri has a record of one that exceeded 25 feet in circumference. Missouri claims a record of the largest dogwood in the United States, with a circumference of over six feet; but there are doubtless larger dogwoods than that on the northern Pacific coast, but they are not of the same species as the Missouri tree.

The Genetic Society has not thus far published any figures giving sizes of elms, but says the largest specimen reported grew near Morgantown, W. Va., though now dead from excessive trimming. Last year in Cass county, Michigan, an elm was cut which made seven sawlogs and sealed 7,000 feet. There is little doubt that the largest elms of the country are to be found in the eastern part of Massachusetts, some of them being trees planted by early settlers. Most of them have grown on ground comparatively open, for which reason their heights are not proportionate to the size of the trunks at the bases. An elm in Missouri attained a trunk circumference of 21 feet, 8 inches; a white oak in the same state had a circumference of 27 feet, and a persimmon tree a girth of 9 feet and 3 inches.

AN ENGLISH AUTHOR'S TESTIMONY

HARDWOOD RECORD is in receipt of a letter concerning big trees. It was written by the author of a voluminous and highly valuable work on the trees of the British Isles. The letter follows:

Colesborne, England, July, 1915.

Sir: Your illustration and description in the *HARDWOOD RECORD* of July 10 of the big sycamore in Green county, Indiana, is interesting to me, as it raises the question of what is the largest hardwood in the United States. In our work I gave many records of big trees collected from various sources, and in Vol. III, p. 627, I said that the *Platanus occidentalis* or sycamore is the most massive if not the tallest deciduous tree recorded in North America. The younger Michaux in his "Travels in the Alleghanies," 1805, p. 86, states that his father measured in the Muskingum valley "a palm tree or *Platanus occidentalis*" forty feet four inches in girth at five feet. I have always taken girths at five feet, unless, as in the case of the tree you figure, there is a distinct waist below the fork, which in this case there seems to be at about seven feet; and where a tree stands on a hillside so that the ground is much lower on one side than on the other, I try to get as near a compromise as possible. Michaux stated that the same tree had been measured by Washington

twenty years earlier, so this was probably the one you mention below Wheeling, W. Va.

Michaux measured another sycamore thirty-six miles from Marietta on the Wheeling road, which was forty-seven feet in girth at four feet, and held this girth for fifteen or twenty feet, when it forked. Prof. Ridgway in Proc. U. S. National Museum 1882, p. 288, records the finding of a prostrate tree near Mt. Carmel, Ill., which was much larger than those above mentioned. The decayed butt measured sixty-six feet in circumference, and at twenty feet from the base where the trunk divided into three large limbs, it was still sixty-two feet round. Each of the limbs was about seventy feet long by five feet in diameter, so that the total contents by quarter-girth measurement (the one commonly used in England) must have been over 8,000 cubic feet. None of these trees were so tall, but much larger in girth than the largest tulip tree (yellow poplar, *Liriodendron*) on record; and I know of no broad-leaved tree in the temperate region of the northern hemisphere which equals the dimensions given. I doubt whether any trees of so great size now exist in the United States, though the late Dr. Schenck who lived at Mt. Carmel, Ill., in a region formerly famed for the size and variety of its trees, of which few are left standing, showed me in 1904 a sycamore growing in a cornfield which was 150 feet high by 25 feet in girth.

Your editorial states that in volume the yellow poplar exceeds the sycamore, because it carries its size to a greater height, but I can find no records to prove this. When the first volume of our work was published in 1906 the largest record for a yellow poplar that I knew was that of Prof. Ridgway, Notes on Trees of Lower Wabash Valley (Proc. U. S. Nat. Hist. Mus. 1882, p. 49, and 1894, p. 411) who stated that reliable measurements had been taken of a tree 190 feet high. Another, cut eight miles east of Vincennes, was 8 feet across the stump and solid to the center; the last cut was 63 feet from the first, and the log made 80,000 shingles. It is stated in Garden & Forest 1897, p. 458, that at the Nashville Exhibition a log of this tree was shown by the Nashville, Chat-

tanooga & St. Louis Railroad Company which measured 42 feet long by 10 feet 4 inches in diameter at the butt, and 7 feet at the smaller end, contained 1,260 cubic feet of timber, and was about 600 years old. Even in England the tulip tree, as we call it, attains a very large size in less than a quarter of this time, though here it is not a long-lived tree as a rule. I measured a dead tree at Stowe, near Buckingham, in 1905, 107 feet high with a clean trunk of 30 feet long, 13 feet girth at five feet from the ground, and 21 feet 4 inches at the ground. I am told by Prof.

C. S. Sargent of Boston that trees now exist in northwestern Louisiana which are perhaps taller than any of those recorded by Prof. Ridgway near Mt. Carmel, and it is much to be desired that any of your readers who are lumbering in this region or elsewhere would record the accurate measurements of any unusually large or tall trees they come across.

Having spent ten years in collecting accurate measurements of trees in Europe, Asia and America, I know how very difficult it is to get their correct height when standing in forest, or growing on hillsides or in swamps where the base line and the levels are difficult to measure; and even when trees are felled errors are often made, as in the case quoted by me in my Vol. IV, p. 318; of a Douglas fir shown at the St. Louis Exhibition of 1904 in the Washington state exhibit. This was cut at McCormick in Lewis county, Washington, in the spring of the same year; and was said by Mr. Baker, who was in charge of the exhibit, to have been 390 feet high; but as no reliable measurement nearly as great exists to my knowledge, I inquired farther, and found that the same tree had been recorded in a Washington state newspaper as 340 feet high and 42 feet in girth, and containing 79,218 feet board measure. Either the tree must have jumped fifty feet from its stump in falling, which I do not think possible, or the extra fifty feet must have been added for the honor of the state; but until it is proved by good evidence I must look on this record as unreliable. I believe that the redwood still holds the record for height of any tree in the world. I remain

Yours faithfully,

H. J. ELWES.



Lumber Market in Greece



Somewhat more than a year ago, soon after the beginning of the war in Europe, HARDWOOD RECORD published a series of articles concerning the probable changes in the world's lumber market, due to the interruption of existing lines of traffic and the opening of others. Greece and the Balkan states were among the countries so considered, and it was pointed out that the lumber purchased in those countries, particularly that bought in Greece, was imported from Russia, Austria and the Danube provinces. It was then anticipated that most of those supplies would be cut off through the vicissitudes of war, and that the markets of southeastern Europe would be under the necessity of looking for supplies elsewhere.

That prediction was fulfilled to the letter. The usual supplies failed for want of transportation and on account of the disturbed political condition of the region. A recent report to this government by A. B. Cooke, consul at Patras, Greece, was published September 23, in which the lumber market in that country was fully described, and the opportunities for American lumber there were explained.

According to Consul Cooke, importers have already placed considerable orders in the United States, and some of the first orders have arrived. The American woods have proved so satisfactory, so far as they have reached that market, that there is every reason to believe they will be able to take and hold the market even after the return of normal conditions. It has presented an opportunity which might not have come to Americans in time of peace, at least not for many years, and yet Greece was not seriously threatened with war until a few days ago.

A serious handicap to the promotion of American woods just now, however, is the almost complete ignorance of these woods on the part of the local markets. Until the recent importations, American woods were absolutely unknown there. American exporters, writing in response to reports from the United States consulate, quote to importers "gum," "red gum," "hardwood," "oak," "highland spruce," and similar terms. These terms mean nothing definite to importers in Greece; and they are consequently in great uncertainty often as to whether the wood quoted will actually meet the needs of the trade in its various lines. No person is apt to obtain a correct idea of the qualities of a wood by simply reading about it or hearing it described. Actual examination is necessary. People learn the names of woods

rather slowly, and a name conveys a poor idea of what a wood is like.

The import trade of Greece in woods is important enough to justify American firms in taking careful steps to secure and hold it. It is suggested that interested firms send to the consulate at Patras samples of their several woods as indicated below, each sample clearly marked with the commercial name of the wood. Samples should be of sufficient size to show the nature of the wood; say, 2 inches wide, 12 inches long, and 1/2 inch thick. The samples can be sent by parcel post at the rate of 12 cents per pound, the parcels limited to 11 pounds each. The woods in chief demand here are:

For currant cases: Spruce, white pine.

For building materials: Spruce, pitch, pine.

For currant barrels: Beech, white oak, probably gums.

For olives, oil, and wine barrels: White oak.

For furniture making: Walnut, oaks, maples, pitch pine.

By far the greatest part of the consumption is for currant cases, building, and currant barrels. A very small part is for furniture making. The money-making crop of Greece is the currant. This is a small, seedless grape, which is prepared for market by drying in the sun. These currants are unfortunately named, for they are raisins. Their chief use is in mince meat, and they have a large sale in America in direct competition with the "seedless sultanas" and "Thompson seedless" raisins of California. Large quantities of boxes and barrel staves are needed in marketing the crop.

The American consul guarantees that all samples of wood received will be placed on exhibition in the rooms of the Patras American Chamber of Commerce, where they can be freely examined at all times. They may bear the addresses of the American firms submitting them. In this way local importers will be able to determine in any case just what sort of American wood they wish to order. The import trade of the Patras district in woods involves annually \$600,000 to \$800,000.

Let us hold production in check enough that it may not overrun the needs; but push business along with full speed ahead. Pushing business is a different thing from pushing mill capacity, and a study of this difference may help the trade along some just now.



The Lumbermen's Round Table



The Thin Lumber Proposition

Manufacturing thin lumber is undoubtedly a specialty, and it appears to be one that offers opportunity. Of course, if every manufacturer went in to pile up a stock of lumber less than an inch thick, the value of the proposition would be reduced; but inasmuch as inch is staple, while thinner dimensions have a narrower market, it is unlikely that the idea will be overworked.

There is a certain advantage in cutting thin lumber from the fact that a large proportion of upper grade stock can be gotten out of the log in this way. This is particularly true of quartered oak. It is easier to dodge defects than when inch or other thicker stock is being manufactured. On the other hand, handling charges are greater, whether the lumberman is paying his men by the lay or by the thousand, for it takes just as long to handle a thin board as one an inch thick, and the men are paid at the same rate, though the quantity piled may be only half so great. Most yard employees dislike handling thin stock, because it is more subject to damage, and is harder to pile accurately, because the sticks tend to slip under its light weight.

There is always some call for thin stock, and certain mills which have specialized along this line and have made a point of having the lumber on hand all the time have built up a nice business. As suggested, however, it is less staple than inch, and at times thin lumber is mighty hard to sell. But there is room for specialists in this branch of the trade.

One factor that will help to prevent stocks of thin lumber from getting excessively large is that cutting it requires better methods than inch or thick stock. A country mill, not set up any too accurately, might get away with the task of cutting thick lumber, variations in thickness being hardly noticeable; but errors in making thin stock are so plainly seen that it is out of the question for any but a high-class mill to make it.

Handling Mahogany Logs by Rail

Mahogany logging operations are of course in a class by themselves; and taken as a general proposition it is probably true that modern logging methods as used in the States are not practicable. However, one always runs the risk of making a mistake by indulging in broad generalizations, and this is true of a statement of our distinguished contemporary, the *American Lumberman*, which recently said on this subject:

"In view of the fact that mahogany tracts produce as a rule but an average of perhaps one tree to the acre, the old method of employing oxen and hauling the logs to the nearest small stream to be taken out during the rainy season when high water comes, is still probably the only feasible method of handling a mahogany operation. Certainly the operator who is going to take out the mahogany and nothing else could not afford to put in steam logging machinery and railroad facilities."

In Africa and most parts of Central America and Mexico, mahogany logs are handled by men and oxen exclusively, with the aid of the streams. But at least one large operation—that of the C. C. Mengel & Bro. Company of Louisville—has been using a railroad to good advantage for a number of years. Its Belize, British Honduras, branch receives logs from its Yucatan holdings by rail, about twenty-two miles of track having been laid down. Of course, it is necessary to haul the logs to the railroad, but the use of the latter reduces the amount of labor necessary to get the logs to the coast by a large amount.

In this connection, the interesting suggestion has sometimes been made that, in view of the scattered growth of mahogany trees, aeroplanes could be used to good advantage in the industry, by locating the trees exactly, and enabling the timber-cutters to direct their efforts without the loss of time in cruising that is usually necessary.

A Market for Hickory Refuse

"The old home taste you've hankered for" is the attractive advertising slogan which is being used at present by a manufacturer of

food products. Meat packers who are endeavoring to produce the flavor that suggests home methods are likely to be regular customers for hickory refuse, as hickory is the material which is used by country people in smoking their hams, bacon and other cured meats.

That the market is worth considering is suggested by the following statement attributed to F. O. Altou, power engineer of the Columbus, O., Railway & Light Company:

"We have in Columbus a woodworking plant in which only two kinds of wood are used. Eighty per cent of the wood consumed by this plant is hickory and the rest is ash. The company has burned its refuse as fuel for steam drive for the past fifteen years, but at the present time this prospective customer has been convinced that electric drive is by far the best and will install motor operation just as soon as the best method of disposing of its chips and sawdust has been decided upon. These hickory chips and sawdust, however, offer a solution of the problems of one of the larger meat-packing houses in Columbus, which has experienced great difficulty in obtaining hickory wood for the smoking of its hams and sausage."

Handling the Tough Customer

The successful lumber salesman handles the customer who is known as hard to deal with by having the questions which are likely to develop settled in advance by specific agreement. Most of the dissatisfaction arising from the settlement of complaints is due to the fact that the buyer and seller were not agreed in their own minds as to the basis on which the complaints were to be adjusted. In other words, if a customer is likely to throw out a certain amount of stock, it should be agreed in advance what the value of the stock is.

A prominent hardwood man has been selling a factory user right along this year, in spite of the fact that his friends told him that he would be robbed every time he shipped a car to that factory. Instead, he has found the business desirable and profitable, and is perfectly satisfied to continue shipment.

"I approached the proposition," he explained, "with the idea of securing myself on every point. When I sold the concern lumber, we discussed each feature of the transaction, and covered all points that could possibly arise in the settlement. The result was that everything went through without friction, the low grades were automatically disposed of under our agreement, and this 'tough customer' proved quite amenable, once a definite understanding had been established."

Exports of Logs and Lumber

The Department of Commerce has published figures showing the exports of forest products from the United States during July, 1915, with corresponding data for the same month in 1914. The early month was just before the outbreak of the war; the late period shows the exports for a month after the war is a year old.

In July, 1914, the value of round logs exported was \$151,533, and for last July \$194,457. The largest gain was in oak.

There was a falling off in the value of hewed timber from \$694,993 to \$444,653. The principal decline was in southern yellow pine.

Lumber in July, 1914, \$4,615,120; last July \$2,548,665. The largest decline was in Douglas fir and southern yellow pine.

Railroad ties declined in value from \$221,317 to \$158,472.

Box shooks increased from \$91,915 to \$105,266, while barrel shooks fell from a value of \$67,415 to \$53,896, and staves from \$560,625 to \$401,619.

The drop in value of exports of sash, doors and blinds was from \$92,727 to \$28,909.

The total decline in value of all forest products exported was from \$8,053,283 to \$5,146,270.

The black and blue streaks often found in lumber are caused by close jaling, which causes the sap to sour or ferment.



Prospects in the Memphis Field



It needs only a glance at the reports coming from points in Mississippi and Arkansas to show that hardwood lumber is being produced on an increasing scale as compared with even a short time ago. Mills which have been out of commission from three to twelve months are resuming operations, while some of those which have been running steadily are now increasing, or have recently increased, their hours. There are a few mills which are still closed down and there are some which are working on limited schedules, but the sum total of lumber now being produced is substantially heavier throughout the entire Memphis territory than even a month ago. This is admitted by hardwood lumber manufacturers themselves and is also borne out by known developments.

It may also be noted that, coincident with this gain in manufacturing operation, there is also decidedly more activity in getting out timber. Logging during the period from August 1, 1914, to approximately the same date this year, was conducted on an exceedingly restricted scale because of the limited outlets for lumber and because of the unprofitable prices obtainable therefor. For several months after the war began, practically no logs were got out and old stocks were almost, if not quite, exhausted. When business began to improve slowly owners of stumpage cut logs as they were needed but, with rare exceptions, they did not attempt to stock up. This policy was followed until the beginning of the summer when heavy orders were received from Europe and when domestic business began to expand. Since that time logging has been a little more free and now it is more nearly normal than at any other time since the war began. Convincing evidence of this is found in the statement of an official of the Valley Log Loading Company that this firm is now loading twice as much lumber for Memphis and other milling points as it did a month ago. It loaded 375 cars in August and approximately 750 in September. October promises to show a substantial gain over the past month, since, as already suggested, logging operations are being conducted on an increasing scale.

There are two fundamental causes of this renewed activity in logging operations: First, the better demand for southern hardwoods in domestic channels and, second, the decided reduction in lumber stocks throughout the hardwood region of which Memphis is the logical center. It is conceded, in a spirit of frank appreciation, that both distributors and consumers of lumber throughout the country are buying more freely now than for a long while and that the aggregate business, while below the period preceding the war, is slowly approaching normal. Good crops, abundance of money, high prices for cotton and all cereals, which must necessarily increase the purchasing power of all ultimate consumers of lumber and lumber products, are given as the principal factors contributing to the larger demand which is expected to show still further expansion this fall and winter. Meantime, increasing shipments of lumber have impaired holdings at many points so that stocks are considerably broken, particularly in some of the items which have been in active request from England and her allies. The large hardwood manufacturing companies still have pretty full stocks because, in their case, production has kept pace with shipments. But the small mills, which before the war produced a considerable percentage of hardwood lumber manufactured in the South, have found it impossible to finance their operations, with the result that stocks outside those in the hands of the stronger firms are almost nil, and certainly negligible. The head of a wholesale firm at Memphis said recently that he was forced to do one of two things: Either finance the operations of small mills and take their entire cut or go in the open market, buy logs and have these sawed at custom mills. He asserted that the wholesaler who depends on being able to buy lumber in the interior with a view to reselling it at a profit is practically out of business because of the absence of stock in the hands of smaller mills which have heretofore contributed most of the lumber on which wholesalers have worked. He pointed out that the stronger companies which had stock were able to dispose of it in the open market to as good advantage as the wholesaler and that they were

unwilling, or at least found it unnecessary, to sell at prices that would allow the wholesaler a profit on his operations. Thus, while stocks in the hands of the larger interests may be quite full, this lumber is not pressing for sale and the bargain hunter in the lumber field is consequently finding his area of successful operations much restricted.

Perhaps the most discouraging phase of the present situation, from the standpoint of both the manufacturer and wholesaler, is the irregularity of the flow of orders. Large inquiries, followed by good bookings, come every now and then. But these periods give way in turn to others during which inquiries are small and bookings are correspondingly reduced. This has been characteristic of the southern hardwood lumber industry for some time, but some encouragement is extracted from the fact that these periods of activity are coming a little closer together and that those of comparative dullness are getting further and further apart.

Just now there is a good demand for hickory from manufacturers of automobile and other vehicle wheels. Ash is going abroad in large enough quantities to absorb offerings at reasonably good prices. Plain red oak sells readily in the higher grades but plain red in No. 1 common is reported slow. Plain white moves fairly well. There is a good call for both red and white quartered oak in the higher grades but the lower are generally slow. There is a good demand for sap gum in both the higher and lower grades while low grade cottonwood is moving freely into the plants of box shoo manufacturers. Inquiry for red gum is increasing as more of this is going into the manufacture of furniture and cabinet articles and as there is increasing demand for interior trim made of this material. Cottonwood in the higher grades is rather slow while cypress is without special feature. Prices are in some instances slightly better than a short time ago. Meanwhile the tone of the whole market shows improvement in response to the larger demand and to the somewhat broken condition of stocks.

Protest Against Dock Toll

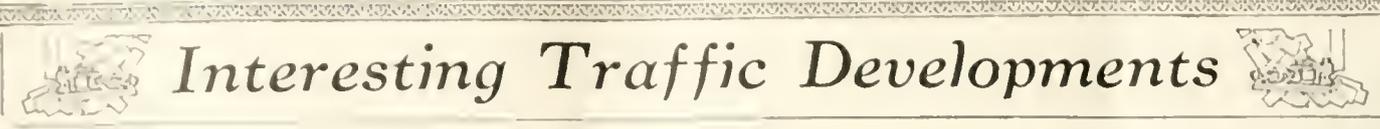
A strong protest has been made by the National Lumber Exporters' Association against the proposed imposition, by the Board of Dock Commissioners of New Orleans, of certain toll charges on lumber and other commodities passing over the public wharves there. The protest was acted upon at a meeting of a special committee held September 27. The special committee included Elliott Lang of R. J. Darnell, Inc., Memphis, Tenn., chairman; F. B. Robertson, Anderson-Tully Company, Memphis, and George Land, Lamb-Fish Lumber Company, Charleston, Miss. Secretary J. McD. Price of Baltimore sent out the resolution to the members of the association and to the dock commissioners of New Orleans.

The proposed toll amounts to five cents per ton of 2,000 pounds on all cargo passing over the New Orleans docks, effective October 15, 1915; and bills of lading shall not be issued until the tolls have been paid. This is a heavy charge on lumber and may amount to ten cents a thousand feet. The result will probably be that export lumber shipments will be diverted from New Orleans, since other ports do not collect this special toll.

Some of the box factory folks who didn't buy more lumber sooner are probably now wishing they had—and some day soon the furniture trade may be wishing the same thing.

One of the compensations that come from carrying hardwood lumber on the millyard till it is thoroughly dry is a reduction in the freight cost.

One trouble with good hardwood inspectors is the same trouble we have with male stenographers, and that is when they become really good at their calling they are often worth more for something else.



Interesting Traffic Developments

Extension of the limit for replies to the series of questions submitted by the Interstate Commerce Commission to lumber manufacturers and to the carriers was not unexpected, but there was sufficient uncertainty in the matter to make it the most important feature of the month, from a lumber standpoint, that transpired at the commission's offices. There was some tendency on the part of the commission to hesitate in granting the request for the extension of time. While comparatively few companies had replied to the questions by October 5, the date of the order of extension of time, enough had answered to indicate that it was not impossible to furnish the data within the time originally designated. All plans had been made for the consideration of the lumber questions. Before the work could make much headway it was necessary to have the replies to the questions. The delay of three months in receiving these answers deranges the original plans.

In the many letters received by the commission in connection with the extension of the time limit none made objection to any question asked. All lumber companies and the lumber associations seemed willing to give complete information if allowed more time.

By postponing the limit from October 15 to December 15 it is believed that all are satisfied and it is hoped by the officials in charge of the investigation that most of the information will be forthcoming long before December 15.

A rate not to exceed three cents over the Memphis rate is demanded by a number of hardwood manufacturers in northern Mississippi. The companies filing the complaint are:

Ward Lumber Company, having headquarters at Chicago, and operating a sawmill at Sunflower, Miss., 123 miles south of Memphis; Kraetzer Cured Lumber Company, headquarters and operating a sawmill at Moorehead, Miss., 129 miles south of Memphis; Bellgrade Lumber Company, headquarters at Memphis, Tenn., and operating a sawmill at Isola, Miss., 145 miles south of Memphis; Bayou Land & Lumber Company, headquarters at Cincinnati, Ohio, operating a sawmill at Lindsay, Miss., 178 miles south of Memphis; Barr-Holaday Lumber Company, headquarters at Greenfield, O., operating a sawmill at Louise, Miss., 171 miles south of Memphis; Albert N. Thompson & Co., headquarters at Memphis and operating a sawmill at Gearhart Spur, Miss., 183 miles south of Memphis; S. C. Major & Co., headquarters at Memphis, operating a sawmill at Yazoo City, Miss., 179 miles south of Memphis; Dugan Lumber Company, headquarters at Memphis, Tenn., operating a sawmill at Roundaway, Miss., 92 miles south of Memphis; Russe & Burgess, Inc., headquarters at Memphis, Tenn., and operating a sawmill at Isola, Miss., 145 miles south of Memphis; Houston Brothers, headquarters at Chicago, operating a sawmill at Vicksburg, Miss., 220 miles south of Memphis; Alexander Brothers, headquarters and operating a sawmill at Belzoni, Miss., 153 miles south of Memphis.

All of these companies own large bodies of hardwood timber in Mississippi. They show in their complaint that from stations as far south of Memphis as Batesville, on the Illinois Central railroad, Phillip, Minter City, Rome and Clarksdale on the Yazoo & Mississippi Valley railroad, the through rates, with few exceptions, are uniformly 4 cents over the Memphis rate, but from complainants' shipping points the rates vary from 5 to 6 cents over the Memphis rate, excepting to Chicago, Milwaukee and rate points where they now enjoy 4 cents over Memphis. Complainants further show that to the greater part of the territory described in Section 3, rates are made on Ohio river combinations.

Complainants further show that they come in direct competition with mills north of them, located on the Yazoo & Mississippi Valley railroad, and Illinois Central railroad, which enjoy 4 cents over Memphis, and complainants further show that this commission, in I. & S. 520, approved a rate of 14 cents from practically all hardwood producing points in Mississippi to Cairo, and a rate of 11 cents from Memphis to Cairo.

While the rates on all kinds of hardwood are the same from the hardwood producing territory of Mississippi to Cairo, yet to the territories north of the Ohio river, which are reached through the Cairo gateway, complainants' shipping points take varying differentials

over Memphis, which is a reversal of the general rule that differentials should decrease as distances increase.

Complainants further show that they are accorded the same rates as mills in northern Mississippi on cottonwood and gum; that to group all the territories as far south as the Alabama & Vicksburg railroad in one group would furnish a reasonable basis of rates to all shippers, giving the greatest reach of territory from which consumers may buy hardwood lumber, which tends toward increasing competition in the sale of lumber and would be advantageous generally to the complainants and to the public.

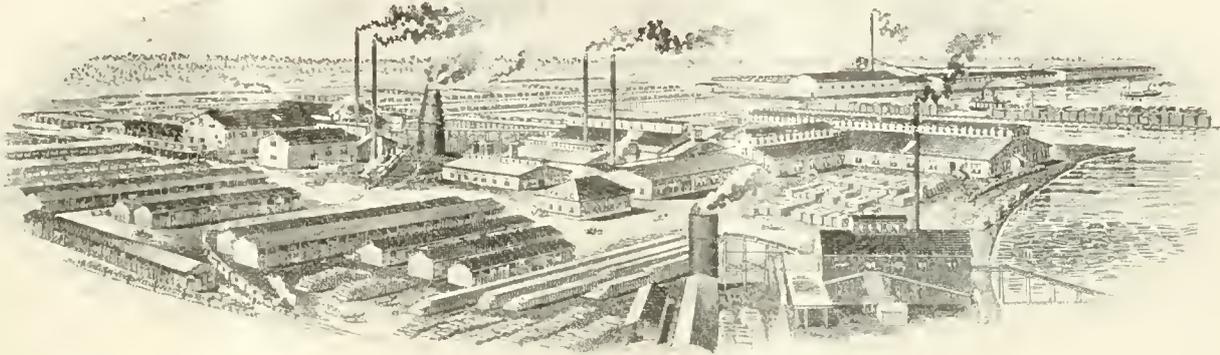
Proposed increases of rates on lumber and cooperage stock, carloads, from Thebes, Ill., and other points to St. Clair and other points in Michigan, have been suspended until April 8. A previous order suspended the rates until October 8.

Reparation has been allowed in the following cases: E. A. Engler Lumber Company vs. Canadian Northern; Palmer Lumber Company vs. Pennsylvania; D. L. Dewey vs. Norfolk & Western; Thoroughgood Company vs. Philadelphia, Baltimore & Washington; South Texas Lumber Co. vs. Missouri, Kansas & Texas; C. L. Willey vs. Chicago, Rock Island & Pacific; Warren Lumber Company vs. Seaboard Air Line; Pottlatch Lumber Company vs. Chicago, St. Paul, Minneapolis & Omaha; Trinity County Lumber Company vs. Groveton, Lufkin & Northern; Asheville Lumber Company vs. Chicago, Burlington & Quincy; John Dulwebber Company vs. Illinois Central and the Pottlatch Lumber Company vs. Chicago, Rock Island & Pacific.

Warning to Lumber Exporters

A strong warning has been issued by the well known London firm of C. Leary & Co., against the practice of exporters of making prepayment of freight, as this is likely to involve the shippers in serious losses and is represented as full of pitfalls for the exporters. By way of illustration, the case of the steamer Brinkburn is mentioned. This vessel sailed from Gulfport for London with a large cargo of lumber, on all of which the freight had been prepaid. The vessel, it developed, had been taken on a time charter, the charterers evidently collecting the freight on this side, but, it seems, failing to satisfy the owners of the steamer. The charter, as is customary, gave the owner a lien on all the cargo for any claim which they might have against the charterers, and the owners consequently refused to make delivery of the lumber until the charges have been met. The amount in question is said to be heavy and there is believed to be a strong possibility of the demand amounting to more than the original freight, which was paid. If payment of the charges is refused, as seems likely, the delivery will be held up, and in addition to the other dues, charges for demurrage will accumulate. There is danger not only of the shippers losing the entire value of their shipments, but of having to pay some money in addition. The firm of C. Leary & Co., therefore, urges insistently that shippers make careful inquiry whether owners' claims for freight have been satisfied.

The further point is made that the freight on the other side is always paid on an exchange of \$4.80 on the pound sterling. Now that the rate of exchange has slumped, those shippers who prepay freight put themselves under a handicap, because the full c. i. f. value of the goods is subject to the loss in exchange, since the shippers naturally draw on the c. i. f. price. But when freight is payable at destination the shippers have only to draw for a percentage of the f. o. b. value, with the result that that portion is subject to the rate of exchange of the day, while the portion represented by freight is calculated on the basis of \$4.80 at port of destination. As the rate at the time of writing the letter had dropped some 5 per cent or 6 per cent below \$4.80, it followed that to arrange for payment of freight at destination meant a saving of some 3 per cent in the loss of exchange, because nowadays the freight represents at least 50 per cent of the c. i. f. value.



The Northwestern Cooperage & Lumber Company

The Home of the "Peerless" Standard Brand Products

Western Office:
516 Lumber Exchange, Minneapolis, Minn.

GLADSTONE, MICHIGAN

Mills at Gladstone and Escanaba, Michigan

Manufacturers of the following "Peerless" Standard Brand Products: **Hardwood Flooring, Staves, Hoops, Heading and Veneers, Hemlock Lumber, Lath, Shingles, Posts, Poles and Ties.**

"Peerless" Rock Maple, Beech & Birch Flooring

have a standard of their own, are guaranteed and are sold by dealers to hold trade. We ship it in straight or mixed cars—Car or Cargo. **TRY IT THE NEXT TIME**

Members of Maple Flooring Manufacturers' Association. (When writing mention the Hardwood Record.)

The Mail Bag

B 944—Boiling Oak Logs

—, Ga., October 5.—Editor HARDWOOD RECORD: It has occurred to us that one as familiar with the many technical points touching lumber in its various forms as you are could probably, if not certainly, help us out on a difficulty we are having in boiling oak logs.

Recently we have placed practically perfect oak logs into our vats, and on taking them out found that both season checks and heart checks had opened up into a large crack, sometimes extending into the logs for three or four feet, thus causing a large waste in the yield we otherwise would have gotten from the log.

It is our practice to place these logs in the vats when the water is just good and warm and keep them there for 48 hours or longer, and gradually bringing up the temperature to the boiling point. The logs to which we particularly refer were in 8-foot lengths and 24 inches to 36 inches in diameter.

Any suggestions you could make that would help us out of our difficulty would be heartily appreciated.

The above correspondent has been advised as follows:

The writer has not had experience in boiling logs for veneer cutting and does not feel able to offer practical advice in regard to your trouble with oak logs checking during the process of boiling. Speaking from theory, should say the trouble is due to the great rapidity with which the logs are dried, although they may be submerged in water. It is well known that wood which is thoroughly soaked will part with moisture rapidly while in boiling water or hot steam. The water in the log is heated to the boiling point and escapes as steam. If enough of it goes out quickly, causing contraction of the wood, the stress might be sufficient to open large cracks.

Will venture to guess that your worst checking occurs in very heavy, wet logs. Am sure, also, that if you would weigh these logs before they go into the boiling vats and again just after they come out of the 48-hour boil, you would find that they have lost considerable

weight. That loss of weight would represent the water expelled from the wood during the process of boiling.

The writer hesitates to offer any suggestions founded on theory only; but it occurs to him that prolonging the period during which the logs are brought to the boiling point, and holding the temperature just below that point for some time, might give the wood time to adjust its stresses to the changing conditions, and thus lessen the checking. It might be well to ascertain whether it is not only the very wet and heavy logs which check badly. If that is found to be the case, such logs might be laid aside for especially slow boiling, and not be mixed in the vat with the lighter logs which give no trouble.—EDITOR.

B 945—Source of Supply for Persimmon

HARDWOOD RECORD is in receipt of the following letter from a concern seeking a market for its persimmon:

—, Ark., October 4, 1915.—Your Name Was Handed Me By A Friend & I Wish To Say That I Have A Million Ft Of Purcimon Logs Or More That I Am Trying To Put On The Market If I Can Find Prices To Justifie Me In Handling This Stock In Fact I Can Get All Most An Unlimited Quantity Of Purcimon Both In The Log & By The Cord If I Can Find The Proper Place To Sell It I Have This Stock On The Miss. River & Can Ship It By Barge To All Most Any Shipping Points On The Miss River & Its Tribiteris By Barge It Seams That This Stock Could Be Used For Gun Stocks As Well As Walnut As It Is As Hevy & Has The Balance To It So It Will Be Very Desirebull As It & The Walnut Has The Same Weight & Purcimon Takes A Finish Even Blacker Than Walnut & Has The Streight All Most Duble To Walnut & The Duribility Of Purcimon After It Has Taken Its Finish Will Never Deacak or Rot & Its Grane Are Something Lice Teak Which Are The Hardest Wood None For Shives & Purcimon Will Make Just As Good Shives As Teak I Want To Get This Meteral Before The Manufactures Of The U S & Forn Countrys As I Have Had Quite An Experience With All Kinds Of Timber I Can Ashure The Trade That For The Purpers I Have Named Purcimon For As The Best Timber We Have Now For This Kind Of Stock. I Will Be Glad To Go Further In Detales With Any One Who Will Adress Me.

Those interested in securing persimmon logs will be supplied with the address of this correspondent upon application to HARDWOOD RECORD.—EDITOR.

Clubs and Associations

Northern Hemlock and Hardwood Manufacturers to Meet in Milwaukee

At the meeting of the board of directors of the Northern Hemlock and Hardwood Manufacturers' Association in Milwaukee, September 17, it was decided to hold its 1917 meeting at the Fisher hotel, Milwaukee, October 20.

One of the most important matters to be brought up is a report of the committee appointed to secure subscriptions from northern hemlock manufacturers for the new advertising campaign, and also to formulate plans for the spreading of same. Reports are that the subscription committee is getting very good results, and it is assured that enough money will be subscribed for so that the campaign can be launched this fall.

The program will also cover reports of cut and shipments of the members' stock on hand reports, October 1, 1915, compared with October 1, 1914, log report, 1915-16, and many other important matters. The joint committee of the Michigan Hardwood Manufacturers' Association and the Northern Hemlock and Hardwood Manufacturers' Association, which was appointed to formulate rules for the measurement and inspection of logs, expect to have its report completed for presentation at the meeting.

Aside from the general routine reports of the association which are presented at the fall meetings, the October 20 meeting will be characterized by important work which the association contemplates undertaking. An unusually large attendance is looked for.

National Wholesalers Take Up Live Issues

The National Wholesale Lumber Dealers' Association, upon request of the department of commerce of the United States, is circularizing its members with a view of investigating prevalent lumber conditions created by the European war affecting adversely the movement of lumber so far as foreign commerce is concerned. E. F. Perry, secretary, has sent a letter to the members engaged in foreign trade with the request that they submit details of instances where their efforts to secure ocean freight have been hampered, and the causes thereof. It is reported that there have been numerous cases where shipments have been refused ocean space, or where other requirements were so strict as to practically stop the business altogether. Correspondence in this matter will be handled confidentially both by the association and the department of commerce.

The bureau of information of the association is also issuing another pamphlet to its members containing a number of legal opinions based on transactions which the members have had in connection with the collections of claims and other legal matters. Some of the questions considered are those of "Acceptance based on using part of car load shipment;" "Buyer exercises right of inspection at his expense;" "Handling lumber refused on arrival;" "Rejection of lumber must be prompt;" and there is also an opinion supplementing issue some time ago on "Using checks sent in full settlement." This feature of the association is being used to a very large extent in connection with the credit department, and is one of the valuable association privileges.

The transportation bureau is actively at work now on the question of reclassification of lumber and the railroad and transportation committee is giving the matter much thought and consideration. The association was represented at the Chicago conference and is now undertaking formulation of replies to inquiries which will assist in more thoroughly presenting the lumber side of the classification problem.

Evansville Lumbermen's Club to Meet

A call has been issued by President Daniel Wertz and Secretary M. E. Taylor for a meeting of the Evansville Lumbermen's Club for October 12. This is the monthly meeting. A social time is anticipated, since most of the members who were away on summer vacations have now returned and are ready for the serious work of the fall and winter.

Reclassification Discussion by Chicago Lumbermen

Members of the Lumbermen's Association of Chicago met at the association quarters on Tuesday, September 28, for a general discussion of the proposed reclassification of lumber and lumber products, and of the seventeen questions propounded by the Interstate Commerce Commission on this question.

A. Fletcher Marsh, chairman of the traffic committee, opened the discussion by reading the answers to these questions, as prepared by the committee. This was followed by a detailed discussion on the part of members who wanted further explanations on different points.

In speaking on the subject of dressed lumber, E. A. Thornton raised the question as to the wisdom of making a differential of twenty per cent between the value of transportation service on rough and dressed lumber. This referred to question No. 6, and Murdock MacLeod expressed himself as believing there is no reasonable basis for any difference between the two types of forest products.

F. T. Boles at the request of President Pope, said in answer to these queries that the manufacturer, railroad companies and the buyer all have to be considered in these questions, and that the differential was arrived at from carefully compiled tables which demonstrated beyond doubt that there is a greater carrying revenue on rough stock than on dressed stock. The natural deduction would be that the railroads could

support a less rate on rough lumber than on dressed lumber. He emphatically stated that the committee does not advocate a higher rate on any wood commodity. Mr. Boles believes, according to his statement that the railroads can secure an equal revenue through the hauling of rough lumber under present minimums as can be realized from dressed lumber carriage.

Further in answering a question as to minimums on car shipments of rough lumber, Mr. Boles said that he would advocate such minimum and substantiated his opinion by stating that statistics compiled from shipments of 67,000 cars of hardwood showed that the minimum could be raised without inconvenience and to a very material point. He maintained that the lumber interests would be best served by so increasing it.

On the question of the line of demarcation between waste and mill trimmings, Mr. Boles said that the committee believes it has answered the commission's question on this point in a broad, clear manner.

President Pope observed that, as had been anticipated, the meeting revolved around the question of the differential between rough and dressed lumber rates. The subject brought out further discussion referring, however, more especially to individual cases rather than to the question as a whole. In the end the committee's answers to the Interstate Commerce Commission's questions were adopted unanimously.

Murdock MacLeod, in speaking, again advocated placing planing mill products with the sawmill product. On motion, the question was referred to the board of directors for action.

Replying to a question as to percentages of rough and dressed lumber shipments, Mr. Marsh said that the only figures available show that 75 to 85 per cent of the product of the yellow pine mills is shipped in the dressed state, while 90 to 95 per cent of hardwood lumber is shipped rough.

Forest Week at San Francisco

From every state in the Union foresters and lumber manufacturers will flock to San Francisco for the celebration of "Forest Week," from October 18 to 23, under the auspices of the Panama Pacific International Exposition.

The annual forest industry conference of the forest protective organizations composing the Western Forestry and Conservation Association, with state, federal and British Columbia forest interests, will be in session in the Lumbermen's building on the Exposition grounds October 19 and 20. The following organizations will hold conventions at the same time, many of the sessions being held jointly: Society of American Foresters, American Forestry Association and the Pacific Logging Congress.

Experts of the government forestry service, headed by Chief Forester H. S. Graves, will be present during the week to present addresses covering all phases of the lumbering industry and the conservation of forest lands. Practically all of the western lumber and forest associations will have delegates present.

Trade Extension Work

A meeting of much importance was held at Toledo, O., September 23, in the interests of the Trade Extension Branch of the National Lumber Manufacturers' Association. E. A. Sterling, who is in charge of the branch work, was the principal speaker, and in his address outlined the proposed activities of the campaign for increasing the uses of wood and improving the methods of its use. The meeting was attended by Toledo lumber dealers, architects, engineers and contractors.

Mr. Sterling in his address pointed out that the consumer for many years used lumber as a matter of course, and the producer supplied it on the same basis. As time went on and other building materials were developed, lumber remained on the same old basis. Changes occurred in the character of the material available, new classifications were made as to grades, sources of production and channels of distribution shifted, and without hardly realizing it a new era entered which affected the consumer and ultimately scared the producer. We began to build with more definite ideas of permanence, our unnecessary fire losses began to be exploited and brought to public notice, cities became larger and more congested, requiring new types of structure, and coincident with some of these developments a hue and cry went up and down the land that our forests were about exhausted and forest conservation was proclaimed as the prime necessity of the age.

No one disputes the importance of conserving our forest resources, but unfortunately the agitation which led many people to think they were doing the country a great benefit by not using lumber in any form got out of bounds. The economic factors of the situation were entirely overlooked, and through the unfriendly attitude which developed toward the lumber industry and the agitation for the use of materials other than wood, any kind of conservation on private forest land was made impossible.

The timber supply is much more abundant than many were led to believe. There is enough for all who need it, provided it is restricted to proper use; and no industry need do without wood because of its scarcity. Sellers of materials which can be made to take the place of lumber have pushed their wares into fields where wood serves better. They have done it by persistent advertising, while the sellers of wood have too often left their article to sell itself. It used to do that, but it can no longer be depended upon to do it.

The lumbermen are now in the field on the same basis as other building materials, they are presenting the merits of their product to the consumers, and through the Trade Extension Department of the National Lumber Manufacturers' Association stand ready to offer service.

and to co-operate along any reasonable lines. It should be understood at the outset that the lumbermen do not advocate wood for any purpose for which it is not fit. They would not for a minute advocate its use where it would in any way prove a menace to human life or property. They know, however, from insurance statistics and various other sources of information that material of which a structure is built is only a minor contributing cause of fires, character of contents and the carelessness of individuals being the important factor. They realize at the same time that wood has sometimes been improperly used. The same is true of many other materials, and they now propose to correct any misuses as far as possible, and to point out the way for proper and safe utilization of lumber products in structures of all kinds.

Call for Michigan Fall Meeting

The fall meeting of the Michigan Hardwood Manufacturers' Association will be held at the Statler Hotel, Detroit, Mich., Thursday, October 21, 1915, at 10 a. m. Among the subjects for discussion are: Present Market Conditions; Stocks—Hardwoods and Hemlock; Proposed Cut for 1915-1916; Comparative Hemlock Bark Figures; Reports of Regular and Special Committees.

Secretary Knox advises members that:

"It will soon be time for making contracts for the coming winter and you should know present conditions before closing same. The manufacturers are facing new conditions and some old ones that will need to be canvassed carefully, and your presence and counsel at this meeting will be invaluable just now.

"We are trusting that every firm a member of this association will be present in person or represented by some one of their force."

Traffic Bureau for Louisville

Traffic matters are getting plenty of attention in Louisville at present, a traffic bureau being agitated by several interests. The Hardwood Club has had the proposition under way for months, and has now worked it up to a point where it can be put over. The committee, which has done yeoman work on the project, and deserves a lot of credit for the effort which has been expended, is composed of T. Smith Milton of the Churchill-Milton Lumber Company; T. M. Brown of the W. P. Brown & Sons Lumber Company; Edward L. Davis of the Edw. L. Davis Lumber Company, and W. R. Willett of the Parkland Sawmill Company. The Louisville Commercial Club has also started a movement for a traffic bureau, and is proposing to form a general bureau to serve all of the shippers. If this is made sufficiently attractive, the lumbermen may co-operate in its organization. J. Van Norman, a prominent local attorney who is specializing in traffic matters, and who has been particularly successful in lumber cases, is also anxious to assist in the formation of a bureau, so that it looks as if traffic service of some sort will be available for members of the Louisville Hardwood Club in the near future.

Memphis Club Meeting

The Lumbermen's Club of Memphis held its regular semi-monthly meeting Saturday, October 2, at the handsome new home of the Colonial Country Club near White Station, at the special invitation of that organization. The members, about sixty in number, met down town and drove out in automobiles which were so numerous that it was difficult to secure anything like full passenger lists. A delightful luncheon was served. Seventy members and guests were present. J. R. McFadden, vice-president, occupied the chair in the absence of President Kadel.

The river and rail committee, through its chairman, S. B. Anderson, urged that all members of the club communicate to the special committee of the Southern Hardwood Traffic Association their opinion as to the question raised by the proposed reclassification of lumber by the Interstate Commerce Commission, with particular reference as to whether or not all lumber should take the same rate regardless of grade or species. Col. Anderson said that this was a subject of such vital interest to all lumbermen and that neither the special committee of the Southern Hardwood Traffic Association nor the river and rail committee of the Lumbermen's Club, both of which are working together, could gauge the sentiment of the members of these organizations unless the latter expressed their views in writing and thus made it possible to ascertain their position. He thought it particularly desirable that these organizations should present a united front if they wished their views to have any force with the commission since differences of opinion on the part of members would detract measurably from what they had to say. It was the sense of the meeting that this suggestion should meet with prompt compliance on the part of all lumbermen identified with these two organizations.

The application of C. J. Tully, Jr., of the Anderson-Tully Company, for active membership was submitted by the membership committee. The vote will be taken at the next regular meeting.

George T. Brodnax, president of the Colonial Country Club, was the host at this meeting. He expressed very great pleasure over the fact that the lumbermen had accepted the invitation to hold this meeting at the club and he hoped they would do so again. At the conclusion of his remarks, a vote of thanks was formally tendered the Colonial Country Club for the courtesy shown the lumbermen.

A letter was read from the river and rail committee of the Lumbermen's Club of Cincinnati stating that it had taken up with the Louisville & Nashville the question of reconsigning privileges whereby lumber could be shipped into Cincinnati on local rates and then shipped out on a rate that would make the rate from point of original shipment to destination

equal the through rate. It asked the co-operation of the Lumbermen's Club of Memphis. The communication was referred to the river and rail committee.

Following adjournment many of the lumbermen engaged in a game of golf on the links of the Colonial club.

The home of the club is finished in red gum and the artistic effect brought forth enthusiastic comment from those who had seen it for the first time.

Cincinnati Club Holds Meeting

Rainy weather kept the attendance down at the second fall meeting of the Cincinnati Lumbermen's Club, held October 4, at the Wiedemann German Village, in Newport, Ky., just across the river from Cincinnati proper. However, about fifty were out to enjoy the fine beefsteak broil, baked sweet potatoes and all that goes with such enjoyable events. Little business of any importance was transacted.

The resignation of the M. B. Farin Lumber Company, which was submitted at the last meeting, again was brought up and this time was accepted with the regrets of the organization. To offset the loss of the M. B. Farin concern, an application from the Snook-Veith Hardwood Lumber Company was read by the secretary and by unanimous vote, this company was made a member of the club.

The freight rate discussion was continued during the course of the business and social meeting, but no action was taken by the club as an organization, the members preferring to await results of the National organization.

The meeting then adjourned to meet the first Monday evening in November, the place of gathering to be decided later on.

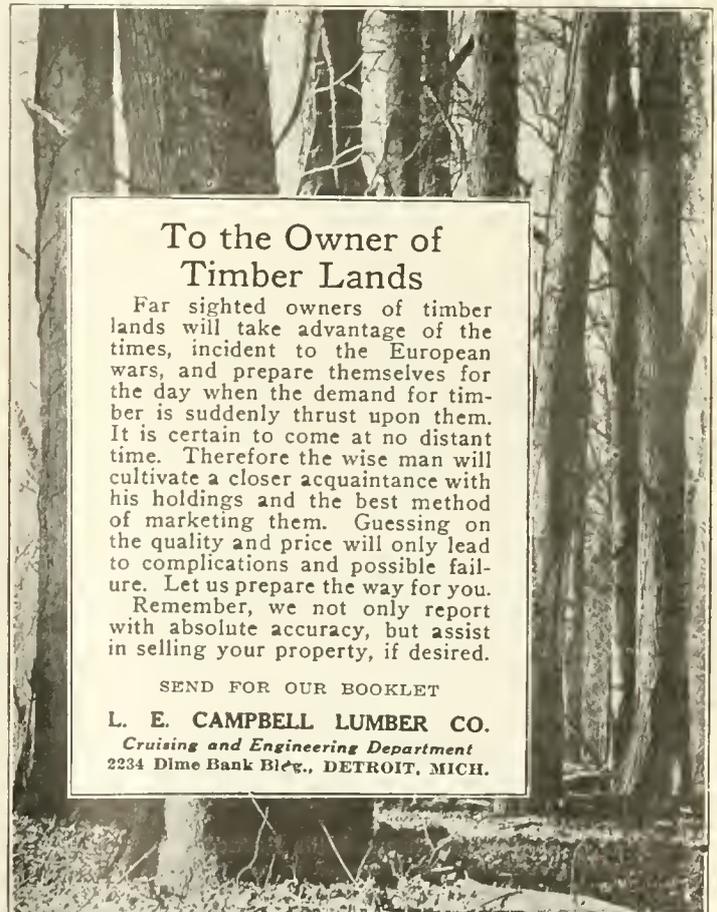
Interstate Commerce Commission Extends Time to December 15

Under date of October 5 Commissioner Meyer of the Interstate Commerce Commission writes R. S. Kellogg, secretary of the National Lumber Manufacturers' Association:

"Further replying to your letter of September 1, relative to an extension of time within which to file answers to the interrogatories propounded by the commission in Docket 8131, in the matter of rates and classification of lumber and lumber products, I beg to advise you that the commission yesterday decided to extend the time within which to file answers from October 15 to December 15, 1915."

This extension of time in which to prepare answers to the commission's questions was very necessary, and the time now allowed is none too long in which to compile the information required.

Every effort should be made to get the material for answering the questions together as soon as possible.



**To the Owner of
Timber Lands**

Far sighted owners of timber lands will take advantage of the times, incident to the European wars, and prepare themselves for the day when the demand for timber is suddenly thrust upon them. It is certain to come at no distant time. Therefore the wise man will cultivate a closer acquaintance with his holdings and the best method of marketing them. Guessing on the quality and price will only lead to complications and possible failure. Let us prepare the way for you.

Remember, we not only report with absolute accuracy, but assist in selling your property, if desired.

SEND FOR OUR BOOKLET

L. E. CAMPBELL LUMBER CO.
Cruising and Engineering Department
2234 Dime Bank Bldg., DETROIT, MICH.

With the Trade

Otis Company Not Affected by Hurricane

The Otis Manufacturing Company of New Orleans, La., importer and manufacturer of passenger elevators, announces that the big hurricane which visited the Gulf states on September 29, did no material damage to its operations, with the exception of blowing down a few piles of lumber. Noting however that with in any way interfere with the company's promptness in filling orders. The cars were loaded out the next day as usual.

Name Changed and Capital Increased

Following the recent acquisition of the band mill at Cotsinger Brothers at Little Rock, the Mark H. Brown Lumber Company of Memphis has filed an amendment to its charter whereby the name has been changed to Brown & H. Co., Inc. and the capital stock has been increased from \$20,000 to \$100,000. The Mark H. Brown Lumber Company has a big band mill at Moands, Ark., and this, as well as the mill recently acquired in Little Rock will be operated under the new name.

Plant Moved to Louisiana

The plant of the Union Spoke & Bending Company, Union City, Ind., has been moved to Baskin, La., and the work of erecting the machinery on the new site is under way. The company has secured the lease rights on the holdings of the West Virginia Timber Company. The new plant is located practically upon the site of a hardwood mill purchased two or three years ago from another concern, and which was later destroyed by fire. The West Virginia Timber Company operates a hardwood and pine mill at Baskin.

Lumbermen in Race for Office

Buffalo has two lumbermen in the race for councilman, of whom four are to be elected this fall. Arthur W. Kreinheder and Knowlton Mixer have been up for the nomination and both are recommended by the Municipal League, which scrutinizes the records of all candidates very carefully. Both these candidates, as well as many others in the race, opened headquarters downtown to carry on the campaign. O. E. Yeager is in charge of the Kreinheder candidacy and a good deal of newspaper and other advertising space is being done. Mr. Kreinheder's motto is, "Progress and a Busier Buffalo." He also stated: "If elected I will organize and place upon a strictly business basis the department with which I may be entrusted, observing at all times economy, conservatism, progress and fair dealing."

Hardwood Company Organized

Macon, Ga., is to be the place of operations of the Macon Hardwood Lumber Company, which has been organized with \$25,000 capital with privilege of increasing it to \$100,000. A mill will be located in Bibb county and the company will engage in the manufacture and sale of hardwood lumber. The capacity of the plant is not stated.

Pushing Philippine Hardwoods

Arthur F. Fischer of Manila, Philippine Islands, visited Chicago last week in the interest of Philippine woods, for which a larger market is sought in the United States. Mr. Fischer is in charge of the Philippine Bureau of Forestry Exhibits at the San Francisco Exposition. He is confident that the woods sold as island mahogany, and which are abundant, will become a commercial article in the American market in the near future. These woods are not wholly strange here at present, for a good beginning of trade has grown up in some of the markets of the United States.

Enlarging the Hardwood Business

Announcement comes from Toledo, O., that a new hardwood department will be opened in that city by Shaffmaster & Urban, well-known wholesale lumber dealers whose business heretofore has been largely with yellow pine and hemlock. The new department will handle manufactured hardwood products. The office will be in charge of C. E. Shaffmaster.

Mill Resumes Operations

The Laark Lumber Company's large hardwood sawmill located at Laark, Ark., is expected to resume operations within a short time. When running full this mill employs more than one hundred hands, and its starting will be welcome. It has been closed down nearly eighteen months. It is owned by a stock company, of which Ed Kimball of St. Louis is president.

Two Louisiana Mills Burned

Two Louisiana sawmills were destroyed by fire recently. Each had a capacity of 100,000 feet of lumber daily. One belonged to the Peavy-

Barney Lumber Company at Kinder La and caught fire from the boiler room; the other was the property of the Sabine Lumber Company, Zwolle, La. Fortunately both mills were well insured and it is said that both will be rebuilt. By good work in the fire fighting departments large quantities of lumber in the yards were saved.

Big Memphis Plant Purchased

The Hudson & Dugger Company has purchased the big plant of the Kennedy Heading Company in New South Memphis for a consideration of \$100,000 and has already taken this over. The new owner has increased the number of men employed about fifty per cent and proposes, in the near future, to enlarge the plant. The Hudson & Dugger Company owned a controlling interest in the big plant which was recently destroyed by fire at Clarksdale, Miss. It had extensive contracts to be filled there and the loss of the facilities at Clarksdale is largely responsible for the acquisition of the Memphis factory. It also operates plants at Brinkley, Hope and Little Rock, all Arkansas points. The Kennedy Heading Company still owns extensive timberland holdings in Mississippi and Alabama but it has given up all interest in the Memphis plant.

Dermott Land & Lumber Company Moves Office to Chicago

The general and sales office of the Dermott Land & Lumber Company has moved from Dermott, Ark., to 1559 Railway Exchange building, Chicago, where the telephone number will be Harrison 4782. According to the advice of the Dermott Land & Lumber Company, the change was made in order to better facilitate merchandising the company's lumber to the consuming trade, with which it deals almost exclusively. The company feels that it can secure better results by being in closer contact with its customers.

The southern mill has been closed down for the last fifteen months but preparations were completed to resume operations on October 4. The supply of logs has been accumulating for the past six weeks; in fact, there were about 2,000,000 feet of oak logs at the mill at the time it started operating, thus insuring a steady run through the winter months.

The Dermott company now has one of the best equipped band mills in the South with a daily capacity of 50,000 feet, and a 25,000 acre tract of virgin white oak timber. It operates sixteen miles of standard gauge railroad with complete equipment, and has ample facilities for handling every feature of the business.

The sales department will be in charge of G. W. Allport who has been located in the South until recently with the Carnahan-Allport Lumber Company. Mr. Allport has been a sawmill operator for the last six years and will handle the sales along lines broad enough to permit mills whose production is not large enough to justify a separate selling organization to join with it in a selling arrangement. Mr. Allport says that the company already has made connections with a

number of mills which will give it a monthly production of 2,500,000 feet, practically all oak.

Lumber Company Raises Corn

The Lamb-Eish Lumber Company combines corn growing with sawmilling. Last spring a tract of 2,300 acres of cut over hardwood land was planted in corn in the most favored part of Mississippi. The announcement is now made that the company will have 100,000 bushels of corn to sell. That is a good yield, averaging about forty-four bushels per acre.

Joins Kinzel Lumber Company Forces

HARDWOOD RECORD is in receipt of the following letter from the Kinzel Lumber Company, Merrill, Wis.:

To the Trade:

George C. Robson, for the past two years sales manager for the Heine-man Lumber Company of this city, and formerly associated with the C. H. Worcester Company of Chicago, Ill., and the Parrish Lumber Company of Parrish, Wis., has assumed charge of the selling of our lumber products. We trust the large acquaintance Mr. Robson has enjoyed among the retail, wholesale and manufacturing trade in the past will remember him in his connection with us, which to most of the trade is a new name.

This company has timber to run its mill at an annual capacity of 25,000,000 feet for the next twenty to twenty-five years and it is the kind of timber that makes the quality of lumber you want. We have a complete assortment of hemlock, tamarack, birch, basswood and other hardwoods as well as white pine and have recently completed a new up-to-date planing mill equipped with three new planers and two band resaws of the latest improved type which insures good millwork and quick service.



A. W. KREINHEDER, BUFFALO, N. Y.

THINK

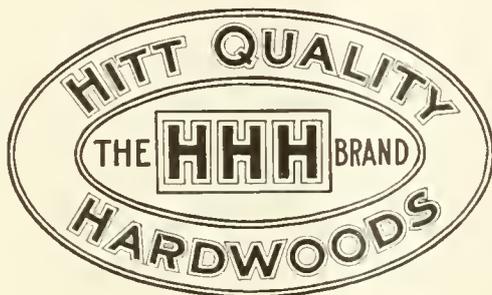
Of Us, When in Need of Better Hardwoods!

H. H. HITT LUMBER COMPANY

Manufacturers of

"TENNESSEE VALLEY HARDWOODS"

Hardwood
Lumber



Hardwood
Flooring

DECATUR, ALABAMA

OAK
 POPLAR
 BAY POPLAR
 S. L. YELLOW PINE
 RED & SAP GUM
 WHITE ASH
 HICKORY

BAND MILLS
 PLANING MILLS
 DRY KILNS
 SPECIALTIES
 QUARTER SAWN
 WHITE OAK &
 OAK FLOORING

We have at present a well assorted stock of

15,000,000 Feet of Fine Quartered White Oak, Plain White and Red Oak, Poplar, Ash, Tupelo and Sap Gum

Send Us Your Inquiries

"OAK FLOORING SPECIALISTS"

Eastern Representative, W. F. BIXBY, Jamestown, N. Y.

Our intention is to send out a few more cuts and our work will be completed at once in connection with what we know can be done. The only thing we are going to do is to take a chance.

No Trouble in Getting Walnut Logs

The Lumber, Walnut Company of St. Louis, Mo., reports HARDWOOD RECORD that they are getting logs in the market supply situation which makes it possible.

We have some orders on hand for very heavy business during the past year and have had an output four times and at the present time we are putting the plant right beginning at an early date.

They also are getting the large quantity of stock we are using, will make we have orders on hand that will use during the next twelve months over 1,000,000 feet of walnut, and we are at the present time using at one point in day operations about 100,000 feet. This is one of the best agreements that we have not seen that the furniture trade could have made before it. We might add that we have on our cars at the present time about 2,000,000 feet of stock in the city of St. Louis to be unloaded. We have been compelled to draw our buyers from the field for ten days in order to shorten up our receipts, as they are coming in faster than we can handle them.

Biltmore Forester Killed

Herr Richard Kern, a young German forester who was a teacher in the Biltmore, N. C., forest school in 1909, '10, and '11, lost his life in the army in Poland last May. He was thirty-two years old. Dr. C. A. Schenk, formerly director of the Biltmore school, was wounded some months ago, also in Poland. Large numbers of German foresters have lost their lives in the war. Two published Prussian death lists alone contain ninety-eight foresters. It is not known that the death rate among foresters in battle is higher than among other professions and occupations, but it is very high.

Grand Rapids Furniture House Reorganizing

The directors of the Widdicomb Furniture Company, Grand Rapids, Mich., have entered into a deal with William Lincoln of Columbus, Ind., head of the Orinco Furniture Company of that city to take over the Grand Rapids company and reorganize it. Some months ago Wm. Widdicomb asked to be released from the management of the company, and that action resulted in the directors getting in touch with Mr. Lincoln.

Mr. Lincoln will move to Grand Rapids and assume personal management of the company which will continue under the present name. He is a highly successful manufacturer, and big things are anticipated with him at the head. The reorganization is brought about on the plan of reducing the present capitalization of \$380,450 fifty per cent, making it preferred stock; the common stock will be \$175,000, held by Mr. Lincoln and his brother, who will also come here. They will put into the company in cash enough money to acquire the common stock and to finance the company and make improvements.

Death of Joseph F. Reitz

Joseph F. Reitz, aged seventy-eight years, for many years engaged in the sawmill business and who operated a furniture factory in Evansville, Ind., at one time, died recently at Battle Creek, Mich., where he had gone for the benefit of his health. The body was taken to Evansville where funeral services were held on Friday, October 1, burial being at St. Joseph's Catholic cemetery there. Mr. Reitz was born in Westphalia, Germany, in 1837 and came to the United States in 1842, locating in Evansville with his parents. In 1860 he went to California where he prospected for gold for several years. In 1865 he joined his brother, the late John A. Reitz, in the sawmill business in Evansville, and the firm prospered. In 1870 he started a furniture factory and remained in this business for a number of years. Later he engaged in the retail furniture business. He retired from active business several years ago. Mr. Reitz was a man of the strictest integrity and was the soul of honor, and his death was keenly felt in the city. He is survived by his widow, Mrs. Louise Reitz, and one daughter, Mrs. Charles B. Rudd, also of Evansville.

Pertinent Information

Large Hardwood Shipments

Speaking of American hardwoods arriving in England, London *Timber* said in a recent issue that arrivals of American hardwood lumber have been heavier of late than is desirable in the present congested condition of the docks. Great difficulty is experienced in storing the parcels to hand, and there is even greater difficulty in getting delivery of such goods as are required. This is partly on account of insufficiency of labor, but more particularly because the difficulty of obtaining lighters is becoming more acute every week, and lighter owners are practically in a position to demand any rate they like to ask. There is at present no business in forward shipments, and freights, on account of the new sea son's cotton and the consequent competition for freight room, are again becoming firmer. Under the circumstances, consignments of American lumber are to be discouraged in the interests of all parties until the available stocks here become reduced and dock conditions improve.

Kentucky's Forestry Building

The Kentucky State Board of Forestry is planning to erect a permanent forestry building where exhibits of woods and of various forest products can be placed in proper form. If the plans are carried out the building will be made of lumber that grows in the state, both the rough lumber and the finish, as well as the furniture. Kentucky has plenty of suitable material for such a building. It has numerous hardwoods and softwoods of the best kinds and in abundance, but it is richer in the former than in the latter.

Will the Telephone Poles Go?

The wireless station at Arlington, Va., has succeeded in sending verbal messages through the air to Honolulu, 4,500 miles distant. That is probably a greater distance than a telephone message can be sent over wires with the best apparatus, and it seems that telephoning without wires promises to surpass the use of wires. If the present intentions are made good, and it is found that wires are not needed in sending telephone messages, the next step will do away with poles. Many things must be worked out before that can be done, but apparently it is on the way. A country without telephone poles would look quaint.

Situation Called Delicate

An English trade paper says that a somewhat delicate situation is faced by many American shippers who are regularly in the business and who have established such permanent relations with foreign buyers or brokers that they have not yet adjusted their terms to war conditions. The drop in English exchange means a material loss to many who have continued to do business in terms of British money instead of United States dollars. Much of the new business or the business arising out of new connections is being done as the purveyors of ammunition are doing theirs; that is, in terms of American money; but it has seemed difficult to many of our exporters to change the practice that has so long been established with their regular customers. Now they have to face a possible loss, or at least a shrinkage in net receipts of their transactions.

The Dollar's Standing in Chile

Four thousand tons of nitrate recently purchased in Chile were paid for in American money, a draft being drawn on New York for \$155,000. The significance of this transaction lies in the fact that this is the first sale of large size in that country to be paid for in dollars. Exchange heretofore has been paid in English money, through drafts on London. This change in manner of payment affords one more straw to show the drift of the world's financial current toward the United States. It remains to be seen whether this drift will be maintained after the close of the war.

Resourceful Woodsmen

Foresters are supposed to stick pretty close to the woods under ordinary circumstances, but when the situation is extraordinary, they never fail to rise to the occasion. A forester going to the assistance of a submarine is somewhat unusual, yet that is what recently happened on the coast of California on a rugged stretch of rocks a hundred miles or more south of San Francisco. Submarine H-3 went on a submerged rock near Point Sur, with twenty men aboard. Forest Supervisor Norman Sloane was in the mountains back of the coast and at two o'clock in the morning heard the distress signals of the boat. He procured a row boat and with the help of the lighthouse keeper rowed out to the submarine which was still hanging on the rock, but not in immediate danger. When the fog lifted, tugs were sent to the rescue and the submarine got safely off, and reports do not indicate that it was any worse for his experience.

Hardwood News Notes

MISCELLANEOUS

A receiver has been appointed for the Cambridge Furniture Company, Cambridge, O.

An application for a charter has been filed by the Judge Lumber Company, Scranton, Pa.

The Royal Street Lumber Company, Mobile, Ala., capital stock has been increased to \$5,000.

The firm of McLean Brothers, North Tonawanda, N. Y., has been dissolved, Hugh McLean continuing.

The Standard Manufacturing Company, Inc., has succeeded the Southern Novelty Works at Mobile, Ala.

The Mobile Chair Company has been succeeded by the Mobile Chair Manufacturing Company at Mobile, Ala.

The partnership firm, the Colburn Lumber Company, May King, Ky., has been dissolved, L. N. Odle retiring.

The Southern Lumber Company has been incorporated at Asheville, N. C., with a capital stock of \$100,000.

With a capitalization of \$160,000, the Huntley Lumber Company has been incorporated at Charleston, W. Va.

An involuntary petition in bankruptcy has been filed by the Spencer & Barnes Company, Benton Harbor, Mich.

The capital stock of the American Lumber & Investment Company, El Paso, Tex., has been increased to \$100,000.

The Alabama Coffin & Casket Company, Birmingham, Ala., has been succeeded by the Birmingham Casket Company.

Teegarden Brothers at Bennett, Wis., and the Paulson Lumber Company, Evansville, Wis., suffered a loss by fire recently.

The Whiting Lumber Company announces that the Philadelphia, Pa., address has been changed to 1644 Land Title Building.

An increase in capital stock has been made by the Perfection School Desk Manufacturing Company, Spokane, Wash., it now being \$200,000.

Franklin B. Ward, John T. Trumplet and Lucas J. Gregor have incorporated the Interior Lumber Company at Detroit, Mich., with a capital of \$25,000.

At Somerset, Ky., the Brothers Lumber Company has been incorporated by E. Humble, Sam E. Humble and L. Hershel Humble, with a capital stock of \$5,000.

A charter has been granted the Seaboard Corporation. It is capitalized at \$15,000, the incorporators being W. W. Coney and L. M. Williams, C. K. Wright of Virginia.

The Adler Manufacturing Company, the Adler Lumber Company and the Beckwith Organ Company, Louisville, Ky., have consolidated as the Adler Manufacturing Company.

Two other corporations with capitals of \$50,000, recently incorporated, are the Gaylord Lumber & Fuel Company, Gaylord, Mich., and the Lawson Lumber & Coal Company, Royal Oak, Mich.

H. A. Singer, vice-president of the Arkla Lumber & Manufacturing Company, located as the eastern representative at 358 Westminster road, Brooklyn, N. Y., advises that he has moved to that address from 235 Hawthorne street, also Brooklyn.

The F. H. Carpenter Lumber Company of Minneapolis, Minn., has filed articles of incorporation, its capital being \$300,000. The company was formed to take over the lumber yards of the Goodridge-Call Lumber Company in North and South Dakota, by Fred H. Carpenter, president; E. J. Carpenter, vice-president; John Wittmayer of Scotland, S. D., secretary, and Irving R. Goodridge, treasurer.

On Friday, September 17, at Grayville, Ill., occurred the death of Sylvester Henry Blood, one of the early pioneers of Illinois. He was born in Rushford, N. Y., on May 9, 1829, but later moved west, and has been engaged in the lumber business at Grayville as J. M. Blood & Bros. since 1885, although during the past few years, due to ill health, he has not taken active part in the affairs of that concern.

CHICAGO

The Arkla Lumber & Manufacturing Company with headquarters at St. Louis, Mo., has established an office at 1830 Insurance Exchange building, Chicago.

The Duntley Pneumatic Sweeper Company has filed an involuntary petition in bankruptcy.

On October 6, the Oak Flooring Manufacturers' Association and its efficient secretary, William L. Claffey, moved from 822 Hammond building, Detroit, Mich., to 1358 Conway building, Chicago.

The Huddleston-Marsh Lumber Company is just completing an important reorganization under which its capital stock, which about eighteen months ago was raised from \$30,000 to \$75,000, will be still further increased to \$250,000. At the same time the name will be changed to the Huddleston-Marsh Mahogany Company. As noted in previous issues, the Huddleston-Marsh company has opened an office at 33 W. Forty-second street, New York, N. Y., where R. S. Huddleston is located, and where he is attending to the wholesaling and manufacturing end of the business. The officers and management of the company remain as before.

The trade extension department of the National Lumber Manufacturers' Association is certainly showing a live front, it getting out a lot of mighty good literature that is going in the right direction. The latest is a series of pamphlets with cartoon illustrations that should convey the purpose and results of the department's efforts clearly and distinctly.

The association's standard grades of poplar, oak, cottonwood, gum and other hardwoods as adopted by the Hardwood Manufacturers' Association of the United States, being the official grading rules effective October 1, 1915, have just been issued. Secretary Weller announces that copies are for sale at ten cents apiece, and that leather covered copies for pocket use can be had for forty cents.

M. J. Fox of the Von Platen Lumber Company, Iron Mountain, Mich., burst in on Chicago on Thursday of this week "to do business." Mr. Fox says that it is necessary for a man stuck away in the tall sticks to get down to see the bright lights occasionally in order to avoid the tendency to become too rural in his inclinations.

W. B. Burke, vice-president and general manager of the Lamb-Fish Lumber Company, Charleston, Miss., spent several days in Chicago a week ago. Mr. Burke was accompanied by Mrs. Burke, their visit being for the purpose of getting their son started in the Morgan Park Military Academy.

D. S. Watrous, secretary and manager of the Little Rock Lumber & Manufacturing Company, Little Rock, Ark., was in the city last week. Mr. Watrous said that his plant was closed down for a considerable period last month while some alterations and changes were being made.

J. D. Staples of the Northwestern Coopersage & Lumber Company,

Gladstone, Mich., is spending considerable time in Chicago these days, having come back to the city this week after having left just a short time before. I. A. Bushong of the same company was also in the city for a brief period the latter part of this week.

F. J. Kuny of the Williamson-Kuny Mill & Lumber Company, Mound City, Ill., was in Chicago this week and relates beginning a big cut of ash logs, which will aggregate about 3,000,000 feet. Mr. Kuny is keen on the war situation, and as may be inferred from his name, is naturally inclined toward the Teutonic side. It is suggested that one of the most common uses for ash is in the manufacture of high-grade oars. It is also a matter of general knowledge that the King's navy, with headquarters at London, has, because of so rapidly increasing its proportions, gotten behind in the supply of oars for its small boats. Mr. Kuny says that these ash logs will go through in a hurry.

Ralph May of May Brothers, Memphis, Tenn., spent a few hours with the Chicago trade on Wednesday of last week.

A. C. Wells, vice-president and general manager of the J. W. Wells Lumber Company, Menominee, Mich., spent Friday of last week in Chicago.

E. E. Heineman, treasurer and sales manager of the Heineman Lumber Company, Merrill, Wis., was in Chicago for several days last week in conference with the Chicago representative of the Heineman Lumber Company, John J. Anderson of the John J. Anderson Lumber Company, Lumber Exchange building.

NEW YORK

Black & Yates, Inc., recently organized in New York, are establishing a hardwood yard at Paterson, N. J., from which they will distribute domestic and foreign hardwoods. Among the imported woods is mahogany from the Philippines, the first cargo of which is due to arrive at Paterson, October 25. The yard is well located in respect to shipping facilities to all points and is close enough to New York to make wagon deliveries, when needed, conveniently. H. R. Black is president of the corporation.

A petition in bankruptcy has been filed against the James McBride Company, manufacturer of parquet flooring, New York City. Liabilities are \$35,000; assets \$20,000.

A petition in bankruptcy has been filed against the Paterson Lumber Company, office 55 John street, this city. It is a Tennessee corporation and has a mill in that state. The liabilities are said to be between \$50,000 and \$60,000 with assets \$20,000 to \$25,000.

Charles Milne, who has been in the local wholesale hardwood trade for many years, is back in his old headquarters, 18 Broadway, after several months of retirement due to poor health. Mr. Milne suffered a breakdown early this year and was advised by his physician to give up business and take a complete rest. This he did, and it is good news to his many friends that he is now recovered sufficiently to again enter business. He will have the same office assistants and the strings will be taken up just where they were laid down.

Peter H. Moore has been ill with typhoid for the past several weeks at Lake Placid, N. Y. Mr. Moore was on vacation when taken ill. He is rapidly getting better and is now able to walk about a little each day.

A wholesale hardwood dealer operating in this market for the past five years just returned from a trip to the manufacturing sections of North Carolina and West Virginia and reports a general resumption of activity there in the industries using large quantities of hardwood lumber, and a consequent stiffening of values in the lumber market. He says the larger mills are not overstocked and the supply of available hardwoods at remote places is considerably less than is generally believed. In New York, he says, so much lumber finds its way to market that a true perspective of the situation can hardly be obtained, and it was for the purpose of learning at first hand just what the supply is that he made the mill trip. His opinion is that prices are pointing to higher levels, and in some cases even now mills are demanding advances above the prices accepted a month ago. A good demand from the larger manufacturing sections will find hardwoods not easily obtained and prices high and strong.

Fire on September 29 caused considerable damage to the hardwoods piled in the yard of Charles F. Fischer & Co., Inc., 1916 Park avenue. The loss is estimated at \$15,000, fully insured. There was a quantity of green hardwood squares in the yard, which caused a heavy pall of smoke, and some difficulty was experienced by the fire fighters on this account.

BUFFALO

The entertainment committee of the Lumber Exchange recently visited the chestnut grove near North Boston, this county, getting ready for the outing which is to be held there some time this month, and which is expected to be a record-breaking affair.

Vice-President E. B. Lott, of the A. J. Chestnut Lumber Company, who covers New York City regularly, is home for a short time. He said this month that he thought thick maple was about the most active wood in his trade at present, as it is wanted for exporting.

H. T. Kerr reports that he is bringing down hardwood lumber from Cheboygan as fast as his steamboat, the Edward Buckley, can handle it. He is able to sell a great part of the cargo, sometimes all of it, before it gets here.

They passed the rigid test of time and been pronounced ideal.

Perkins Vegetable Glue

now gains still further distinction by being pronounced by United States District Court "meritorious and valuable, and a distinct advance in the art."

The Perkins patents were sweepingly sustained in a broad decision by the court.

The Perkins Glue Company is the only company that has made of vegetable glue a perfect product.

Competition Stimulates Quality

A buyer's market invariably results in quality competition in manufactured goods—for obvious reasons. Quality competition without added quality to back it is disastrous—requiring more rigid guarantee of goods it means that the man not able to improve his product here and there to approach perfection is merely betting with himself on whether he will or will not have to make good on stock which, to get the order, he guaranteed.

Perkins Vegetable Veneer Glue In All Panel Work

allows you to make any reasonable guarantee with impunity. It does away entirely with blistered work, and can be shipped to any climate without fear—thus vastly increasing the sales field.

Perkins Vegetable Glue

is guaranteed to be uniform, requires no hot, obnoxious glue room, will not sour, costs 20 per cent less than hide glue.

Use Perkins Glue and make your guarantee safe for you

PERKINS GLUE COMPANY
SOUTH BEND, IND.

Originators and Patentees

J. M. S. Building

T. Sullynn & Co. report a better demand for hardwoods and are looking for an exceptionally good October. Elm and maple are being brought in to replenish yard stocks.

Davenport & Ridley state that September was the best month the firm has had since its organization. The demand has been largely for maple and ash, in handling which the yard has been quite busy.

E. J. Sturm has been making a business trip to New York, Philadelphia and Boston during the past few weeks. He has sold quite an amount of stock, much of it maple.

Blakeslee, Perrin & Darling state that business is improving in volume, but that prices show room for improvement in some hardwoods. Thick maple has been selling well recently.

The National Lumber Company has been selling maple flooring in North Carolina and Georgia to some extent lately, an unusual feature of the flooring trade. Business shows some improvement.

The Atlantic Lumber Company has had quite a good trade recently, finding a pretty steady demand for hardwoods in New England. Maple and chestnut have been among the leaders.

Anthony Miller reports the hardwood trade fair, but more or less spotty. The tendency is toward improvement, but there are numerous quiet periods to make an interruption.

G. Ellas & Bro. have had in a number of lake cargoes this season and another of hemlock is expected soon. Thick maple and birch are among the hardwoods most in demand.

◀ PHILADELPHIA ▶

More money was spent for building work in this city during the month of September than in any previous September in the history of the Bureau of Building Inspection. The activity of September more than covers the deficit of \$1,800,000 which prevailed in the first eight months of the year. The building work in September reached the unprecedented total of \$4,501,790. In September, 1914, the total was \$1,808,155. For the nine months of 1915 operations costing \$31,221,745 have been started. In the corresponding period last year the total was \$30,450,815.

A fire, believed to have been caused by sparks from a locomotive, damaged several thousand dollars' worth of lumber in the yard of Charles F. Felin & Co., York road, near Butler street, on September 25. The blaze was discovered by a watchman at 2 a. m. He summoned firemen, who confined the flames to the four piles of lumber.

The Wyatt-Prock Lumber Company has succeeded the Jackson-Wyatt Lumber Company. For the present the old offices in the Franklin Bank

building are being used. New offices will soon be opened in the Widener building. Harry A. Prock, the new member of the firm, has for five years been associated with the Owen M. Bruner Company. Wm. A. Jackson, former member of the firm, has not made any announcement concerning his plans.

The Wm. B. Lukens Lumber Company has removed to the Widener building from the Real Estate Trust building.

The monthly meeting of the Lumbermen's Exchange was held on October 7. The proposition to reduce the number necessary to make a quorum to fifteen was the most important matter considered. The question of subscribing \$100 to the National Lumber Manufacturers' Association for trade extension work also came up. After the meeting the members hustled out to the Whitmarsh Valley Country Club, where dinner was served.

George C. Burkholder has entered business under his own name and opened an office at 721 Land Title building. He will act as sales agent for the Bristol Door & Lumber Company. Mr. Burkholder was formerly associated with the J. W. Turnbull Lumber Company.

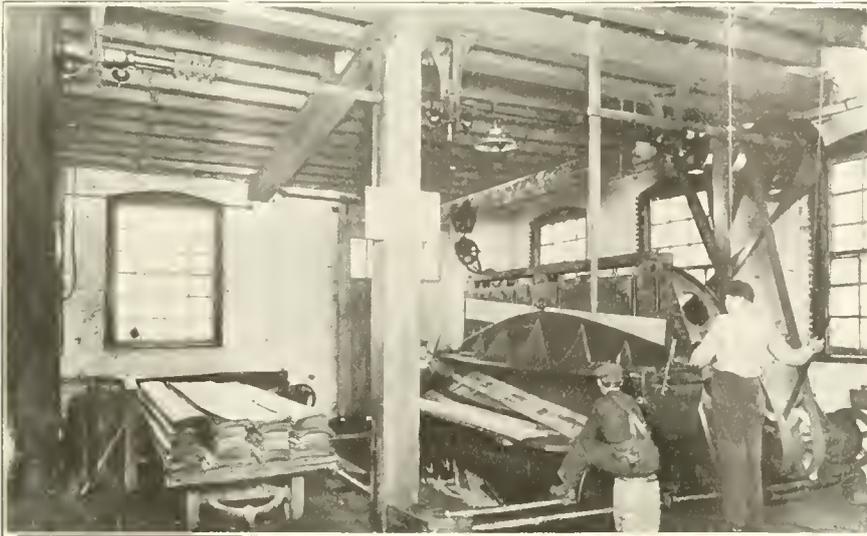
E. C. Strong has been appointed Philadelphia manager for the Paxton Lumber Company of Bristol, Va., and will make his headquarters at 5828 Webster street and will sell hardwoods and white pine only in this city and adjacent eastern territory. He was formerly connected with the Fenwick Lumber Company of Fenwick, W. Va., and the Lewis Lumber Company, Albright, W. Va. The Lewis Lumber Company is identified with the Paxton company.

John J. Rumbarger, who has been connected with the Philadelphia office of the Babcock Lumber Company, has been transferred to the Chicago office of the firm.

Hallowell & Souder, Harrison building, have placed A. K. Borda in charge of their new department which is handling dressed red gum, flooring and cypress. The firm has also engaged Wm. E. Howes to cover New York state, with headquarters at Utica.

Robert P. Whitmer of Wm. Whitmer & Sons, Inc., has been succeeded as president by James G. Campbell, former vice-president of the company. Owing to poor health, Mr. Whitmer has temporarily retired from all business activity. The firm has removed its offices from the Franklin Bank building to the Finance building.

Harry A. Russell, who is widely known in the local trade, has formed a partnership with J. Summerfield Smith and the firm is making a specialty of parquetry flooring, with storage rooms and offices at 1212 Sedgley avenue. Mr. Smith entered business for himself in 1914, after having spent several years as superintendent of the hardwood flooring department of the Haney-White Company.



This Slicing Mill is so accurately adjusted that it will cut perfect veneer as thin as 1/200". This machine designed by our Mr. Charles W. Talge

*Importers and
Manufacturers*

Mahogany
and
Cabinet Woods
SAWED AND
SLICED

*Quartered INDIANA White Oak, Red Oak, Figured Red Gum,
American Walnut, Etc.*

Rotary Cut Stock in Poplar and Gum for Cross
Banding, Back Panels, Drawer Bottoms and Panels

The Evansville Veneer Company, Evansville, Indiana

The McFarland Lumber Company has removed from the Crozer building to the Widener building.

The National Lumber Manufacturing Company, capital \$10,000, has been incorporated at Wilmington, Del.

Robert B. Hays, for many years manager for S. S. Keely & Son, died recently at his home in Roxborough, a suburb of this city. He was sixty-five years old and had been ill for two years.

The monthly tournament of the Philadelphia Lumbermen's Golf Club was held on the links of the Aronimink Golf Club, near Drexel Hill, Delaware county. The prizes were won by J. H. Campbell, B. C. Currie and J. H. Schofield. The annual meeting will be held the middle of October at the Huntingdon Valley Country Club, when the winner of the president's prize will be announced. Officers will also be elected at the annual meeting.

◀ **PITTSBURGH** ▶

John Curry of Connellsville, Pa., has secured 400 acres of timber back of Dunbar, Pa., in the coke regions and is building a sawmill to cut off the oak and hardwood.

The I. C. Donges Lumber Company reports shipments good but orders scattering and hard to get. Hardwood trade in the yards is very much of a puzzle.

The Foster Lumber Company is making good headway in the sales of oak and hardwood, especially for railroad work. It is also doing a nice business in oak timbers, etc., furnished to contractors.

The window glass factories throughout the Pittsburgh district are beginning to take considerable more lumber than a few weeks ago. They are not stocking up for next year but are finding it necessary to buy larger quantities for current needs.

H. E. Ast, manager of the Mutual Lumber Company, recently took over next to the biggest order in his business history. He reports automobile trade quiet as this is between seasons, but says that manufacturing buying is showing some improvement.

A. M. Kinney Lumber Company of South Heights, Pa., is cutting a fine lot of oak at its mill near that place. This is being manufactured for railroad and coal mining uses. The company also secured recently a big order for derrick timbers for the oil country.

Joseph Collingwood has established a basket factory at Warren, O., in the plant formerly owned by the Lyman Manufacturing Company. He will employ about 150 men.

The American Lumber & Manufacturing Company sees no change in the situation except a little tendency to advance prices. Hardwood de-

mand is not likely to increase a great deal before the first of the year according to this concern and it is a case of dig hard and get what you can in the meantime.

◀ **BOSTON** ▶

The old firm of J. K. & E. Sears Company, at Middleboro, Mass., has been taken over by the Sears Lumber Company, a new firm composed of Elwyn R. Lynde and Henry W. Sears. The new company will conduct a business similar to the former concern, but will be entirely independent in management.

The increased field for toys of domestic manufacture has resulted in the organization of two companies at Boston, Mass., to engage in this business, the Autotoy Manufacturing Company and the American Toy Builders, Inc.

The United Broom Company has been incorporated at Portland, Me., for the manufacture of brooms, brushes, etc.; capital \$1,000,000. S. L. Fogg is president and treasurer.

◀ **BALTIMORE** ▶

H. L. Bowman, general sales manager of the R. E. Wood Lumber Company, Continental building, is back at his desk after an absence of months on account of illness. Mr. Bowman spent some time at his former home in Lynchburg, Va., his progress toward recovery being very slow, but he finally reached the point where his convalescence could be regarded as assured, and is now fast getting back his old vigor. He declares it feels good to get into harness once more and says that he finds the hardwood trade in much better shape than he had expected.

There is every indication that the old controversy between members of the lumber trade and the city authorities relative to the storing of lumber in the streets and on portions of sidewalks in the lumber district will break out afresh. The city engineer has recently submitted a report to the Board of Estimates stating that 67,300 square feet of highway and footway are taken up with lumber. The city engineer further stated that if a charge of 50 cents per square foot were made, the city would receive a revenue of not less than \$38,654 a year, or more than one cent on the tax rate. As large expenditures have been made for modern pavements and other municipal improvements, and the mayor and his assistants are hard put to it to keep down the tax rate, new sources of revenue are being looked for, and the lumbermen may be made to pay for piling lumber on thoroughfares. According to the city engineer some of the lumber firms years ago promised to pay \$500 a year for the privilege, but not a dollar has ever been received. The lumbermen for their part maintain that they

NOW

Clothing
Shoes
Silk Hose and
Breakfast Food

are among the commercial by-products of wood. About one-fourth of the tree goes into lumber. The values in the remaining three-fourths are not known.

Ten Years from Now

Lumber may be the by-product of our forests. The economic changes in utilization developed by the meat packing industry will be paralleled with wood.

SCIENCE is discovering new values,

ECONOMICS is eliminating waste,

GOOD BUSINESS is solving the problem of utilization.

Stumpage, bought with discrimination, continues safe, stable, profitable. The present offers investment opportunities that may never be repeated.

James D. Lacey & Co.

Timberland Factors
Since 1880

Chicago Portland Seattle
1750 McCormick Bldg. 1310 N.W. Bank Bldg. 1009 White Bldg.

the old board of building made money to the city; that they help to audit the tax receipts, and that in various ways they confer benefits which would fully entitle them to the lumber storing privilege.

The steamer Swantonore of the Johnston Line, on its last trip to Baltimore, brought one hundred walnut logs and thirty two mahogany logs for the Ohio Lumber Company of Cincinnati.

The Dixie Lumber Company of Hagerstown, Md., has been incorporated with William G. Harshbarger as president, J. Graham Stoffey, secretary and treasurer and William T. Hassett, general manager. These officers are also the incorporators. The capital stock is fixed at \$20,000, divided into 100 shares.

Among the visiting lumbermen here in the last ten days were J. W. Henninger, president of the Henninger Lumber Company, Chilhowie, Va.; G. C. Adams, the Dupesne Lumber Company, Pittsburgh and Philadelphia, and F. E. Schofield, Schofield Bros., Philadelphia.

< COLUMBUS >

According to the report of the Columbus building inspector for the month of September, there was a slight increase in building operations over the corresponding month last year. The department issued 262 permits having a valuation of \$504,710 during the month, as compared with 199 permits and a valuation of \$491,725 in September, 1914. For the first nine months of the present year the department issued 2,225 permits of a valuation of \$1,040,950, as compared with 2,208 permits and a valuation of \$1,853,201 for the corresponding period in 1914.

The Lake Erie Builders' Supply Company of Cleveland has been incorporated with a capital of \$10,000 to deal in all kinds of building materials by Perry F. Norton, George W. Stone, Charles F. Morgenstern, Sterling Sewall and Joseph P. Jerks.

Governor WHITS of Ohio has issued a proclamation fixing Saturday, October 9, as fire prevention day throughout the state of Ohio. Upon this date it is urged that occupants and owners of property do a general cleaning up in the interest of fire prevention.

The Ft. Recovery Lumber Company of Ft. Recovery has been incorporated with a capital of \$10,000 to deal in lumber by Peter Kuntz, Sr., Peter Kuntz, Jr., Martin Knatz, J. A. Payne, Jos. J. Moeller, Louis Moeller, Chas. J. Herr and J. H. Winkeljohan.

The organization of the K. C. J. Lumber & Millwork Company of Cleveland, which recently opened a wholesale and retail business here, with offices and plant at 3818-22 Superior avenue, in no way resulted from any change that may have occurred in the business of the Ohio Sash & Door Company, or the A. Teachout Company of this city. J. W. Jones, one of the members of the firm, has never been connected with the Ohio Sash & Door Company, having recently left Pittsburgh, where he had been manager of the Pittsburgh Hardwood Door Company.

The St. Clair Sash & Door Company of Cleveland is not a new enterprise, as recently reported. The company is well established in its second year and enjoying a good business.

R. W. Horton of the W. M. Ritter Lumber Company reports a good demand for hardwoods in central Ohio territory for the lateness of the season. Prices are steady at the levels which have prevailed for some time. Shipments are coming out promptly and retailers are the best customers at this time. Some buying is being done by factories, especially those making furniture and implements.

J. A. Ford of the Imperial Lumber Company reports a fair demand for hardwoods at previous levels.

< CINCINNATI >

Building Commissioner Rendigs, in his monthly report to Safety Director Holmes last week, is highly flattering to the commissioner and indicates that an immense amount of work is being done by that department of the city service and also that there has been no diminution in the building activities in this section. The total number of permits issued is given at 1,303 and the receipts at \$2,710,855. The amount of the actual cost of the improvements was \$1,294,444. In 1914, for the corresponding period of September, the number of permits was 1,200, the fees collected \$2,249,755, and the cost of the improvements totaled \$665,608, a very gratifying increase and of such a nature as to give an added impetus to the construction work here.

According to announcement from Dayton the New York Central has placed an order for 500 freight cars with the Barney & Smith Car Company. This large order will necessitate another considerable increase in the working force of that concern.

Cincinnati headquarters of the Baltimore & Ohio announced recently that the board of directors had voted authority for the erection of a new coal pier in the Curtis Bay terminal, which will cost approximately \$1,500,000 and will have a capacity of 10,000,000 tons a year. The pier will be 700 feet long by 115 feet wide. The car dumpers will be capable of handling cars 53 feet long and unloading forty 100-ton cars an hour. The belts for conveying the coal will be run at speeds of from 250 feet to 500 feet a minute, thus giving the pier a capacity of from 3,000 to 5,000 tons an hour. Steel will enter largely into the construction of this pier, but an immense amount of timber also will be necessitated in its construction.

Commissioner Rendigs recently made a survey of the work he has been doing this year as compared with last year and the year before. His report shows a gratifying increase in building operations and inasmuch

F. M. CUTSINGER

SUCCESSOR TO
YOUNG & CUTSINGER

Manufacturers of
**All Kinds of Band Sawn
Hardwood Lumber**

We Have Specialized in
**High Grade
Quartered Oak**
For the Last 12 Years

Would Be Pleased to Have
Your Inquiries

EVANSVILLE, INDIANA

My books are open to
prove that every one of the
below logs with similar
pile immediately behind is

Real Indiana White Oak

The two piles contain 100,000 feet and not a log is
under 24 inches. No other oak ever went through
my mill.



Of course it is to my interest to get the highest
quality of lumber and veneer (hence greatest re-
turn) out of such raw material.

Experienced buyers will need no further
reason why they should at least get in touch
with me.

CHAS. H. BARNABY
Manufacturer

Greencastle, Indiana
BAND SAWED LUMBER AND VENEERS

as the life of the lumber business depends so much upon the city's building activity the report is indicative of a steadily strengthening lumber market. The receipts of the department for the first six months of this year were 20 per cent over the receipts of last year and a considerable increase over 1913. The number of building permits thus far shows an increase of 24 per cent over last year and the value of new structures so far shows an increase of 49.4 per cent over the report of last year and a still larger increase over 1913. The fact that this occurs during a business depression is taken as a gratifying comment upon the solidity of Cincinnati and knowledge that the building code, which for some time was the object of severe criticism from builders, now is being administered in an equitable manner for everybody concerned.

The cyclone which swept over Cincinnati the night of July 7 not only did hundreds of thousands of dollars' worth of damage to buildings but took heavy toll in the great wood parks in and around the city, according to a report just issued by the park commissioners, totaling the amount of damage wrought by the wind. Eden Park and Ault Park, especially, are situated on high hills and heavily wooded and hundreds of beautiful trees, many even first growths, were broken down or severely damaged. It took the park board some little time to figure up the loss in shade trees, which cannot be replaced for many years. Seven hundred and sixty-seven trees in Eden park, which comprises about 100 acres, were utterly destroyed, while several hundred others were more or less severely damaged. In Ault park, a tract of nearly 200 acres, the damage was less, but still quite severe, 409 oaks and sycamores being leveled. The park board has taken into consideration only the large and valuable trees and not the shrubbery, saplings and other young stock.

Word was given out recently that C. Crane & Co., of Peru, Ind., capitalized at \$500,000 and operating also in West Virginia, filed articles of dissolution with the county recorder. Clinton Craue, head of the concern referred to and of C. Crane & Co., of Cincinnati, said that the action was merely the formal filing of papers in Indiana in the dissolution of the corporation which took place two years ago and has no relation to the business activities of the local concern.

Referee Greve last week filed in the United States district court his final records in the matter of the Meyer Brothers Furniture Company, a manufacturing concern which some time ago went into bankruptcy. The unsecured creditors of the company received \$2,827.09 on claims amounting to about \$13,000.

Theodore Mayer of Cincinnati, a prominent realty man, was discharged last week at his request as one of the receivers for the Midland Chair and Seating Company of Michigan City, Ind., and Jared P. Bliss, who was co-receiver, was appointed sole receiver. The report of the receivers was submitted to court, covering a period from May 1 to July 31, 1915. During that period two dividends were declared, aggregating thirty per cent and the accounts and bills payable have been reduced \$37,279.38. Unfilled orders at the beginning of that period amounted to \$100,000 and at the close of the period \$125,000. The report states that business conditions are improving.

The Anchor Buggy Company of Cincinnati has reduced its capital from \$400,000 to \$200,000, the steps being taken because present business conditions do not require such a large amount of capital.

The Deckel Furniture Company was recently incorporated in Louisville for \$15,000, Charles Deckel, Jr. and Sr., and Louis Deckel comprising the firm's roster.

The Humble Brother Lumber Company has incorporated to do business at Somerset, Ky., with a capitalization of \$5,000, the incorporators being Ernest, Samuel M. and L. Hershel Humble.

In a communication recently sent to L. B. Barton, state forester of Kentucky, Vice President T. C. Powell of the Queen & Crescent Railroad, which is owned by the city of Cincinnati, extended the co-operation of the Q. & C. forces in the prevention of forest fires throughout the state along the line of the railroad. Throughout the summer and fall months considerable damage has been done the great forests of Kentucky by fires, much of it being attributed to sparks from railroad engines igniting the grass along the right of way, which soon communicated to the woods. For some time the state forestry office of Kentucky has been soliciting the aid of the various railroads traversing the state in checking the fires.

Over fifteen hundred implement and vehicle dealers and numerous manufacturers are expected to invade Cincinnati during October 18 to 23, inclusive, when the annual convention of the Tri-State Implement and Vehicle Dealers is held. P. T. Rathburn of Springfield, O., secretary of the Tri-State organization, is arranging details for the convention. The organization includes practically all the prominent dealers in implements and carriages in Ohio, Indiana and Kentucky.

◀ TOLEDO ▶

The Gottshall Manufacturing Company's plant is now about completed and the new planing and sawmills are under operation. This plant was destroyed by fire a few months ago and has since been in course of rebuilding. The concern formerly had a cooperage plant, but this has not been rebuilt, as the company is handling little cooperage.

H. B. Haughton, proprietor of one of the important elevator factories of the country, died at his home in this city recently, after an illness of several months' duration. He left a wife, mother, sisters and brothers. Mr. Haughton took hold of an elevator business which was in its infancy and amounted to little. Within a few years it had become one of the big

"Made in Bluefield"

We are Manufacturers
of

Oak Flooring
Interior Finish Poplar Siding
Ceiling and Dimension
Boards

CAN SHIP MIXED CARS OF ROUGH
AND DRESSED MATERIAL, ALL FROM
STRICTLY WEST VIRGINIA TIMBER

*Planing Mill and
Dry Kiln Facilities*

The McClellan-West Lumber Co.
Bluefield, W. Va.

Kentucky Oak

results in

Satisfied Artisans

meaning

Money Saved

ITS growing conditions ENFORCE an unvarying
uniformity of color and grain. Its texture has a
silky softness that delights and contents your workers.

ITS beautiful, clean boles make possible unusual
widths and lengths in which we specialize.

The following values,

All Kentucky Stock Should Attract You

4 cars 8 4 Log Run Hard Maple	2 cars 4 4 No. 1 Common Plain White Oak
2 cars 8 4 No. 1 Common & Better Hard Maple	5 cars 5 4 No. 3 Common Plain Red Oak
3 cars 6 4 Log Run Beech	2 cars 5 4 Sound Wormy Oak
15 cars 4 4 No. 3 Common Oak	10 cars 4 4 Sound Wormy Oak
15 cars 4 4 No. 2 Common Plain Red Oak	5 cars 4 4 Common & Better Chestnut
3 cars 4 4 No. 2 Common Plain White Oak	5 cars 4 4 Sound Wormy Chestnut
50 cars 4 4 No. 1 Common Plain Red Oak	1 car 5 4 No. 3 Common & Better Poplar

E. R. SPOTSWOOD AND SON
MANUFACTURERS
LEXINGTON, KENTUCKY

levator factories of the country and Haughton elevators are to be found in the Willy Overland and Ford automobile plants, in all the big rubber plants at Akron and in the big factory concerns all over the country. Mr. Haughton was not only a successful manufacturer but a prominent citizen, active in civic affairs, and generous toward charitable projects.

The Toledo Shipbuilding Company recently secured contracts for two big schooners to be constructed for the Atlantic coast trade. Each boat will be 261 feet long, 43 feet 6 inches beam, 23 feet 6 inches depth. They will be built according to the Lloyd's special survey and will include double bottoms. The contract calls for early spring delivery. About 600 additional workmen will be required throughout the winter to take care of this contract.

The Skinner Bending Company reports its plant busy at present with an extensive order for automobile rims. There is a big demand for rims at present, due to it is thought to the heavy rains in the South which has brought about a shortage in stocks and has compelled the factories to look outside of their own plants for these rims which many firms ordinarily manufacture for themselves. The demand for carriage rims is slow and the same is true right now of wagons. Prices are reported a trifle weak. The manager of the Skinner Bending Company scoffs at the idea of carriages being altogether done away with for automobiles. "It is true that everybody seems to be riding in motor cars right now," said he, "still you would be surprised at the number of carriages one sees in a day's walk through the country."

George Hershley, for a time superintendent for the Booth Column Company, has resigned and accepted a position with his father at the Toledo Turning Works, while D. G. Gekle has taken his position with the Booth Column Company. The manager reports business a little quiet right now. There are few inquiries and not many orders. The plant has plenty of lumber on hand to carry the factory for some time.

Robert Hixon of the Hixon Lumber Company, a prominent worker in the Toledo Commerce Club, was recently elected second vice-president of that organization. Carl B. Spitzer was elected president.

< INDIANAPOLIS >

Notice has been filed with the Indiana secretary of state that the Lanz-Fry Lumber Company at Bedford has changed its name to the Moore-Tresslar Lumber Company.

The Central Lumber Company is completing its new plant at Rochester and will open in a few days with forty employes. The company located in Rochester after its plant at Akron was burned.

Last month the city issued 611 building permits aggregating \$1,255,792 as compared with 466 permits aggregating \$411,723 issued in September, 1914.

John B. Phillips, Earl Sandifur and Dora Sandifur have organized the Miami Lumber Company at Miami, to conduct a general lumber business. The company is incorporated with an authorized capitalization of \$20,000.

George W. Grubb, who had been engaged in the lumber business since 1877, died at his home in Greencastle a few days ago. He was seventy-three years old and is survived by his widow and three children.

< EVANSVILLE >

J. C. Rea has assumed the management of the Indiana Cooperage Company here. The plant is being operated eight hours a day, six days a week. Mr. Rea says he is unusually busy just now turning out apple barrels. The apple crop in this section is the heaviest in many years.

Charles W. Talge, president of the Evansville Veneer Company, who spent most of the summer on the lakes in Wisconsin in company with Mrs. Talge, was here on business a few days ago. He said in his opinion the business of the country is rapidly getting better. The veneer business has been especially good this summer and fall and Mr. Talge says he sees no reason why it should not remain good this winter.

Albert Ward, trustee in bankruptcy, has executed a deed for the Peru Chair Company's holdings at Peru, Ind., to R. A. Edwards for \$34,000. Mr. Edwards was the heaviest creditor of the bankrupt concern.

Claude Maley of Maley & Wertz, large hardwood lumber manufacturers here, returned a few days ago with his wife, son and daughter from Bay View, Mich., where he spent several weeks. Mr. Maley is quite optimistic over business conditions. He says while in the North he talked with many of the leading lumber manufacturers from both the United States and Canada and that in their opinion there is a better feeling in the trade world and indications are good for a rapid revival in business circles.

One of the largest walnut logs ever cut in Morgan county, Indiana, was shipped recently from Martinsville to Indianapolis to be used by the Indianapolis Handle Company. The log was cut from a tract of land in Ashland township. It was fifty-six inches in diameter and contained 2,018 feet of lumber.

The Hill-Tripp Pump Company and the Hill Machine Company, both of Anderson, Ind., have been merged into the Hill Pump Company, with a capital stock of \$250,000. The officers are: President, George B. Ayres; vice-president, Hugh Hill; treasurer, Forrest Hill; secretary, Ernest Hill, all of Anderson. Members of the executive board, besides the officers, are: W. T. Scheuremann, E. M. Wilson and T. N. Stillwell. It is announced that the merger of the two companies was due to a rapidly increasing business that will mean day and night operations of the Hill company plant, with an increase of employes for a year or longer.

The Hercules Buggy Company of this city, one of the largest concerns in the United States of its kind, closed down a few days ago in order to take the annual inventory. The plant will remain closed only a short time. The company's order for auto trucks has increased daily within the past several months and a large part of the business is now devoted to this branch.

A recent report from Terre Haute, Ind., stated that the slack barrel cooperage establishments of that city are now working overtime with increased forces manufacturing barrels for the immense apple crop that is being gathered along the Wabash river valley. One Terre Haute cooperage manufacturer was forced to turn down an order for 5,000 apple barrels at this time because it was impossible to fill it. The demand for apple barrels at this time seems general throughout the United States. This same commission house endeavored to place a 5,000 barrel order with a Louisville cooperage firm but was obliged to be satisfied with 2,000.

J. C. Greer of the J. C. Greer Lumber Company of this city, says business conditions in the South and Southwest are looking up a great deal and that the company's stave mills in Tennessee and Mississippi are being operated on steady time. He says the demand for staves at this time is better than for many months past.

The Wood Tilted Turret Lathe Company at Brazil, Ind., has recently obtained some big contracts for supplying railroads in Australia and New Zealand with lathes and are working two shifts besides subletting some work to two other plants at Brazil.

The Briukerhoff Piano Company, at Brazil, Ind., started operations at full capacity a few days ago and has orders enough on hand to keep the plant running full time for several weeks to come.

Charles A. Wolfen, manager of the Wolfen-Luhring Lumber Company of this city, reports a big revival in business. He said the other day: "It seems to me that the business tide has turned. In fact trade is a whole lot better than it has been at any time this summer. Our planing mill is being operated on full time and we are receiving a good many nice orders. I believe that business will continue to improve right along now."

— < NASHVILLE > —

Allen Caruthers, formerly of Nashville, but now a New York attorney, passed through Nashville recently en route to Cumberland county to make an inspection of large timber and mineral land property for the South & West Land Company of New York. The land includes about 24,000 acres. The company makes a specialty of southern timber and coal lands.

W. P. Parker, formerly of Craggie Hope, Tenn., will build a stave mill at Centreville, Tenn., and has purchased a tract of timber land, which he will develop.

— < MEMPHIS > —

The Dugan Lumber Company will remove its offices shortly to suite 1415 in the Bank of Commerce & Trust Company building. The latter is rapidly superseding the Randolph building as the home of lumbermen here. Frank W. Dugan is head of the Dugan Lumber Company, which has a mill at Roundaway, Miss., and which also handles southern hardwoods at wholesale.

The Walnut Log & Lumber Company has filed application for a charter here. The capital stock is \$10,000 and it is announced that the new firm will engage in the lumber and timber business. Among the incorporators is J. H. Hines, for a number of years identified with Barner & Hines, Inc., and more lately the head of the Hines Lumber Company and a large shingle firm in west Tennessee. Whether the new company will establish a mill has not yet been made clear.

Work has begun on the new plant of the Beaumont Veneer Company at Beaumont, Miss., which is to replace the one recently destroyed by fire with a loss of about \$30,000. The new plant will be considerably larger than the old.

The Ruby Hardwood Company at Ruby, Miss., has sold its mill and other interests, including about 5,000 acres of land, to the Finlay Lumber Company of Inverness. This tract contains oak, ash, gum and elm. The new owner has already begun repairing the mill and will begin operations shortly.

The Laark Lumber Company, Laark, Ark., is preparing to resume operations in the near future. It will give employment to about 100 men when it is operating on full time. This is one of the plants in the South which has been closed down for about 18 months. It is owned and controlled by capitalists of St. Louis and Detroit.

The Anderson-Tully Company, Memphis, has opened an office in Chicago at 1017 Lumber Exchange building. It is in charge of Harry M. Lesh, who has been made representative of this firm in the Chicago territory. The Anderson-Tully Company is engaged in the manufacture of southern hardwoods, veneers, box shooks and numerous specialties. It has a mill and box factory at Memphis, as well as two mills and a box plant at Vicksburg, Miss. It also has a large veneer plant at Madison, Ark., and it operates a number of veneer machines in Memphis, including one plant which operates exclusively in the manufacture of built-up or three-ply stock.

The new plant of the Sunflower Lumber Company at Clarksdale, Miss., has just begun operations. This firm lost its hardwood mill at that

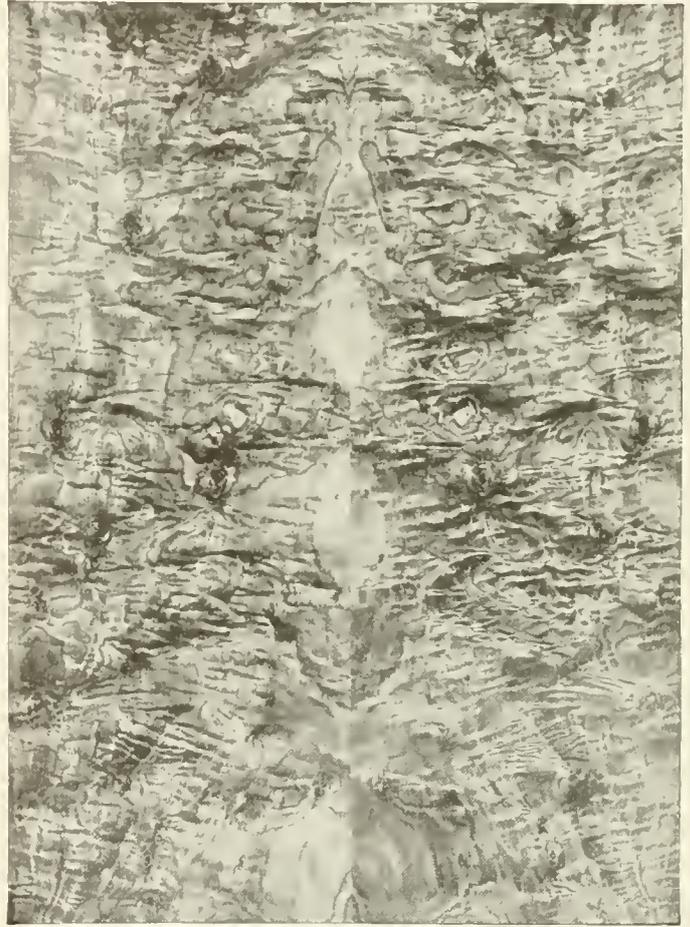
C I N C I N N A T I

Hardwood Manufacturers and Jobbers

OHIO VENEER COMPANY
Manufacturers & Importers FOREIGN VENEERS
2624-34 COLERAIN AVENUE

C. CRANE & COMPANY
Manufacturers of Hardwood Lumber, Oak & Poplar especially
Our location makes possible quick delivery of anything in timbers and hardwood lumber

DAY LUMBER & COAL CO.
Manufacturers YELLOW POPLAR and WHITE OAK
GENERAL OFFICE—JACKSON, KY.



Made in St. Louis

Photograph of American Walnut Rotary Cut Panel produced in our Veneer Plant. We also manufacture built-up stock of every description used in furniture and fixtures in any thickness, consisting of nicely figured Quartered Gum and Oak, Mahogany, Plain Oak, Yellow Pine, Red Gum, Birch, Ash, Elm, Sycamore, Soft Maple, Plain Gum and Cottonwood.

For particulars, please write

St. Louis Basket & Box Company
143 Arsenal Street ST. LOUIS, MO.

WE WANT WALNUT

If you have Black Walnut Logs 14" and larger in diameter and 8' or longer in length, write us for prices and particulars. We are in the market now for two million feet.

PICKREL WALNUT CO., 4025 Clara Avenue, ST. LOUIS

HIGH GRADE
ST. FRANCIS BASIN OAK
GALLOWAY PEASE CO. Poplar Bluff, Mo.

Kentucky Veneer Works

HIGH-GRADE—WELL-MANUFACTURED

Veneers

IN SAWED AND SLICED QUARTERED
WHITE OAK AND QUARTERED RED GUM.
OUR ROTARY CUT GUM AND POPLAR
CROSSBANDING VENEERS ARE EXCEP-
TIONALLY GOOD.

Louisville

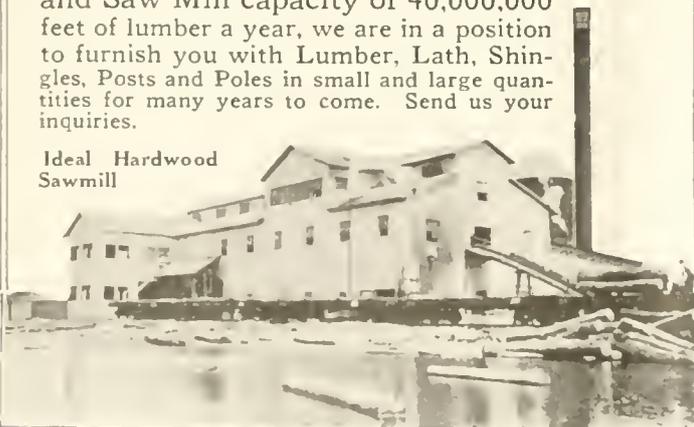
Kentucky

We are back on the job with a fine new mill

With over 80,000 acres of the best Hard-
wood and Hemlock timber in the North

and Saw Mill capacity of 40,000,000
feet of lumber a year, we are in a position
to furnish you with Lumber, Lath, Shingles,
Posts and Poles in small and large quantities
for many years to come. Send us your
inquiries.

Ideal Hardwood
Sawmill



Try some brand new lumber
from a brand new plant
run by Modern Old Timers

Stack Lumber Company
Masonville, Michigan

point during the summer. It has had unusually good time in replacing
this mill and operations have begun with a large stock of raw material
in hand.

The Harris Brown Table Company at Greenwood, Miss., has completed
repairs and improvements at its plant and has placed this in operation
again. This company manufactures kitchen cabinets, counters, office
furniture and fixtures and various specialties. This plant has been closed
down for several years. It was bought some time ago by the Harris
Brown Table Company of Denver, Colo., from the Tallahatchie Furniture
Company.

< LOUISVILLE >

The Louisville & Nashville, which has been a bugbear for the lumber
trade locally for many years on account of its tendency to make arbitrary
rulings without consulting the convenience or desires of shippers in any
degree, has just announced that reconignment in transit will no longer
be permitted. The announcement was not loudly made, however, and
some of the shippers found it out only when they discovered that recon-
signment orders were not being observed, and that the local rate to the
new destination would have to be paid where reconignment was de-
sired. Cincinnati lumbermen have objected to this, as well as those in
Louisville, and the clubs of the two cities will in all probability take
action along this line in the near future.

The Louisville Hardwood Club is again holding its weekly dinners at
the Seelbach hotel. Tuesday evening is the time, and visiting lumbermen
are always welcome. The meetings are held in the leather room of the
hotel.

The sawmill of the Edw. L. Davis Lumber Company is now operating
steadily. The company is cutting oak, walnut, ash and other timber, and
is accumulating a fine stock. C. M. Sears, who has charge of the sales
end of the business, has found trade conditions improved in a large num-
ber of consuming districts.

Figured gum is getting the call from consumers who are finding it
difficult to replace their present stocks of Circassian walnut. A typical
example is the Inman Furniture Company of Louisville, which has been
featuring the latter wood for a number of years, and is now in the market
for 100,000 feet of veneers. C. W. Inman, president of the company,
realizing that long as the war lasts it would be out of the question to
continue making large quantities of Circassian furniture, has had a num-
ber of new styles designed, and these will be brought out in figured gum,
which has a splendid figure which is much like Circassian. Mr. Inman
believes that figured gum will prove popular with many buyers who have
been using Circassian heretofore.

The American Walnut Association, which has its headquarters in
Louisville, and is composed of leading walnut lumber manufacturers, has
issued an attractive booklet on the subject of walnut, in which its use
in furniture manufacturing, interior finish, etc., is described. The booklet
is interestingly illustrated, and lists of prominent buildings in which the
wood has been used are given, as well as the names of furniture manu-
facturers who are using it. The walnut trade has had many calls for
special information about its product, and the booklet is intended to
answer the questions which are likely to be asked on that subject.

Charles Parish bought 33,000 logs for delivery to the Yellow Poplar
Lumber Company at Coal Grove, O., from timber men in Pike county,
Kentucky, last week. R. W. Buskirk, Guy White and L. Hardin furnished
the trees.

T. Smith Milton of the Churchill-Milton Lumber Company has been
elected vice-president of the Louisville Boat Club, of which he has been
a leading member for a long while. Mr. Milton is an enthusiastic sailor,
a splendid swimmer, and an indefatigable oarsman.

The decline of the ancient industry of floating sawmills is reported
by the license bureau of Louisville, which has not issued a license for the
operation of such a plant in Louisville for eight years. Formerly there
was enough business to keep numerous sawmills on the Ohio river busy,
but now one sees an occasional mill tied up along the Kentucky or some
other inland stream, while such plants have practically disappeared from
the Ohio.

The C. C. Mengel & Bro. Company will get two additional cargoes of
mahogany logs shortly, one from Mexico and the other from Africa, and
this will give it a splendid stock of logs with which to meet any emer-
gencies. It is practically certain that there is going to be a marked
shortage of mahogany in the near future.

< ST. LOUIS >

There was an increase in the estimated value of local building opera-
tions during the month just passed, compared with those of the corre-
sponding month last year. There was also a slight gain in the number
of permits issued. The estimated value of buildings and alterations dur-
ing the month of September was \$800,185, while a year ago the esti-
mated value was \$669,032. This indicates that there was a gain of
\$131,153. The number of permits issued during September this year was
797, compared with 773 a year ago, a gain of 19 permits.

The receipts of lumber in St. Louis during September, as reported by
the Merchants' Exchange, were 16,220 cars of lumber, as compared with
16,117 cars received during the month of September last year, a decrease
of 197 cars. Shipments were 11,326 cars, compared with 11,288 cars
last September, a gain of only 38 cars.

A banquet will be given by the Lumbermen's Club of St. Louis on Wednesday evening, October 20, at the Mercantile Club. It will be known as home-coming meeting of the Lumbermen's Club.

All the signatures have been secured to the revised rules and by-laws of the Lumbermen's Exchange and the attorney who has the matter in charge has filed with the St. Louis circuit court, an application for a decree of amended articles of incorporation. The lumbermen's greater exchange will then be ready to be launched.

A meeting of the Lumbermen's Exchange was held the latter part of September for the purpose of considering the reclassification of lumber as the Interstate Commerce Commission proposes. The meeting was presided over by Geo. E. W. Luehrmann and there were about a dozen concerns represented at the meeting. The seventeen questions asked by the commission were read but they were thought too complicated to be answered off-hand, so Secretary Dodd of the exchange was asked to make copies and mail them to the members.

During the meeting V. W. Krafft of the National Slack Coeprage Manufacturers' Association explained the results of the meeting of the National Lumber Manufacturers' Association held in Chicago, September 15.

◀ ARKANSAS ▶

W. S. Edler of Brownsville, Tenn., has just completed a new hickory mill about fifteen miles south of Sheridan, Grant county, Ark. The new mill, which has a daily capacity of 15,000 feet, gives employment to twenty-five men, and manufactures automobile spokes and carriage parts. Mr. Edler and his family are now living in Pine Bluff, Ark.

J. T. Knowles and his associates, representing the Pioneer Pole and Shaft Company, were in Arkadelphia, Ark., last week with teams and men to rebuild the company's hardwood mill on Deceper lake. They will also build a new mill on the Ouachita river. They expect to have both plants running on full schedule in a short time.

W. B. Ghent of Pangborn, Ark., has shipped a large number of staves from Pangborn during the past thirty days.

◀ MILWAUKEE ▶

The Wisconsin Paper Box Company of Milwaukee, which was adjudicated bankrupt recently, has filed its schedule, listing its liabilities at \$36,004.47 and its assets at \$62,002.42. Machinery and insurance make up a big portion of the assets.

The A. F. Rusch Company has been incorporated at Wabeno, Wis., with a capital stock of \$100,000 for the purpose of engaging in logging and lumbering. The incorporators are Ferdinand O., Adolph E. and Meta Rusch.

The J. S. Stearns Lumber Company has taken off the night shift from its sawmill at Odaanah, Wis., due to a shortage of logs. Practically all the river logs are cut and the hauling of hemlock logs is proceeding slowly. It is understood that the company will soon resume operations at its mill at Washburn, Wis.

The firm of Druley & Thornington, a hoop manufacturing concern of Shawano, Wis., has been dissolved, Mr. Druley selling his interests to Mr. Chase. It is understood that the company is buying a large stock of timber.

The O. & N. Lumber Company has been incorporated at Eau Claire, Wis., with a capital stock of \$100,000 by J. T. Barber, S. G. Moou and J. S. Owen.

The manufacture of wall paper out of the waste bark of spruce trees has been successfully worked out by the Forest Products Laboratory at Madison, Wis. Heretofore, this bark, which has been of no use for fuel, has been thrown into the rivers, but later, when this was prohibited, it has accumulated around the sawmills. It is said that an advantage of the paper made from bark is that it requires but little dye.

The Paulson Lumber Company of Evansville, Wis., sustained a loss of between \$20,000 and \$25,000 recently, when fire destroyed its stock and yards. The lime house was saved, but the office was badly damaged. Insurance of \$13,000 was carried. The company will rebuild on a much larger scale.

The records of the Bradley Company and the various companies in which the Bradley people were interested have been shipped from Tomahawk, Wis., to the main offices in New York. With the closing down of the sawmill and planing mill, owned by the Tomahawk Lumber Company, in 1913, most of the Bradley activities in Tomahawk ceased, although the company has maintained an office there up to this time. William Henry Bradley erected his first sawmill at Tomahawk in 1887, and was a man of wealth and power in Tomahawk until his death in 1903.

It is said that the Fountain-Campbell Lumber Company has decided to abandon Donald, Wis., the seat of its lumber activities for several years, and is considering Chippewa Falls as a possible location. The company has about 50,000,000 feet of standing timber which will be cut and shipped to the new mill when located.

Lumber shipments to the Milwaukee port have been increasing of late, according to Mark L. Simpson, lumber broker of this city, who says that the demand for lumber is much stronger than it has been all the season. The railroads have not been buying lumber very extensively during the present season, according to Mr. Simpson, but he is of the opinion that when they resume activities, the lumber industry on the lakes will advance rapidly.

V E N E E R

Rotary Cut Veneers

in Gum
in Oak
in Ash

Flat Drawer Bottoms

Band Sawn Hardwood Lumber

All kinds
All grades
All thickness

*Made by ourselves
In our own mills*

Stimson Veneer & Lumber Co.
Memphis Box 1015 Tennessee

BIRDS EYE

That Will

Not Turn Yellow

Are you using our

**Bleached Birds
Eye Maple Veneer**

If not, don't fail to make up your fall line of samples from same and be up to date. The demand will be for Birds Eye furniture that will not turn yellow.

BIRDS EYE VENEER COMPANY
ESCANABA MICHIGAN

READ

The following descriptions need no further arguments:

We Can Ship at Once

WHITE ASH: 22,000 ft. 10 4" 1s & 2s; average width 10"; 50% 14' & 16' lengths.

PLAIN WHITE OAK: 30,000 ft. 4 1/4" 1s & 2s; average width 9 1/2"; 55% 14' & 16' lengths.

COTTONWOOD BOXBOARDS: 23,000 ft. 4 1/4" x 13"—17"; 60% 14' & 16' lengths.

Band Sawn Ash, White Oak, Red Oak, Red Gum, Sap Gum, Cypress, Cottonwood, Soft Elm.

Liberty Hardwood Lumber Company

MANUFACTURERS

BIG CREEK, TEXAS

DAILY CAPACITY, 40,000 FEET

J. K. WILLIAMS

A. T. WILLIAMS

Williams Lumber Co.

(MANUFACTURERS)

WHOLESALE HARDWOOD LUMBER

Band Mill Planing Mill Dry Kiln

Fayetteville, Tenn.

We manufacture PLAIN and QUARTERED OAK, ASH, CHESTNUT and other HARDWOODS

Our Specialty is Quartered White Oak

**We Manufacture Dimension
Stock—Hickory a Specialty**

The Hardwood Market

< CHICAGO >

The Chicago situation as to yard and factory purchases continues to look better. Local railroad purchasing agents are showing a greater interest in lumber stocks with the prospect of considerably greater buying in the near future—this on top of the steady, gradual improvement in the past few months in railroad purchases.

The factory trade in such lines as furniture is in fairly good shape, but the piano business is still dull. The sash, door and interior finish factories are doing a fairly good business, all things considered, and are anticipating an even better volume as the fall advances. Prices are not especially strong, but are continuing to show an increasing variance. Of course there are items in both northern and southern woods which are distinctly off, but on the whole there is a brightening up of the situation surrounding the more used grades and kinds of both northern and southern woods.

< NEW YORK >

Discussing the situation with respect to prices, a prominent wholesaler states there is nothing even resembling a standard market price. The price, he says, depends on who owns the stock and how anxious he is to sell. This same man says, however, that stocks are not long and a fair amount of business will bring better prices. This seems to indicate a gradual strengthening and that wholesalers can help themselves to better conditions if they will stand out for higher prices. The present demand is slightly better, and, generally speaking, the feeling is that the near future will find trade moving along at a pace nearly equal to ordinary times. Large amounts of lumber have been shipped to Europe, thus relieving the domestic market somewhat, and supply and demand give promise of getting in line with the turn of the year when good things may be looked for.

< BUFFALO >

The hardwood trade is on a better basis than a month ago and nearly all the wholesalers now report having quite a little better business than at that time. Those who have had good stocks of the woods most wanted have enjoyed a large trade and could have sold more lumber if they had had it. Trade is confined to a few woods. Buyers are looking for thick stock in maple and birch. Supplies of such lumber have been well cleaned up. Other stock is in abundant supply but is moving rather slowly. Room for improvement exists in a number of the hardwoods and it is only the specialties which are hard to get in any quantity which show any great amount of strength.

< PHILADELPHIA >

Hardwood trade in this city is growing stronger. The local demand is absorbing a lot of stuff and manufacturers are more independent regarding prices. Local hardwood men had no complaint about business for some time, and as prices rise at the manufacturing points they naturally increase here. The leading sellers in the hardwood field just now are plain oak, basswood and ash. Quartered oak has taken quite a spurt in the past fortnight. Maple flooring is going strong, while maple lumber is in steady call. Birch and beech are traveling along quite nicely both as to demand and price, while gum and poplar are in better shape than they were. Chestnut, of course, is selling briskly, as it is always in demand for interior finish in residences in this section of the country. Mahogany, Circassian walnut and the other fancy woods remain unchanged. Hemlock is uncertain in price, spruce is strong, and cypress is in fine condition and some dealers report being oversold. Taken as a whole, the prospects for brisk fall trade look well.

< PITTSBURGH >

The building of new steel mills and additions to old steel plants is the most encouraging feature of the industrial situation in this section. These projects are taking considerable hardwood lumber at present. Railroad buyers are not putting out any requisitions yet for next year and for the most part are limiting their purchases to the hand-to-mouth kind. Some more low grade hardwood is being sold to the coal and coke companies which are operating now on a larger scale than for over a year. All orders, however, are sought after eagerly and prices continue to be very close. Hardwood mills are fairly busy and have fair stocks of dry lumber on hand. It is only in an occasional line that any shortage of stock is apparent. Yard trade is unsatisfactory. Orders are few and small and they come very hard.

< BOSTON >

Trade in hardwood continues considerably above the summer conditions. A decided stiffening in prices is apparent and an increase in many items is recorded. Brown ash is in demand greatly above the supply, with con-

sequent higher prices. Ordering for immediate delivery and replenishing stocks continue in good volume and the present conditions and prospects for future business are quite satisfactory.

< BALTIMORE >

While gains in the hardwood trade are necessarily slow, it will be gratifying to learn that progress continues and the situation is as favorable as could be expected under the circumstances. Quiet continues to prevail, and orders do not come in with such freedom or regularity as to insure business for any considerable period in advance. In various directions the requirements are increasing. The furniture factories find it necessary to let out somewhat, and the manufacturers of munitions consume lumber in considerable quantities. This business, while it lacks the prospect of permanence, serves for the time being to fill a gap. Most important of all, however, the railroads are in the market again to an extent which suggests a return to approximately normal conditions. Practically all the woods in general use are affected, oak, hickory and chestnut particularly being called for. Perhaps the weakest spot now is the export business, the extensive accumulations on the other side, but especially the piling up of stocks unsuited to the foreign requirements having served not only to check further forwardings but to depress prices. With some of the foreign quotations lower or at least not any higher now than they were when freight rates amounted to less than one-third of the present charges, it will readily be seen that someone must suffer loss. Apparently the estimates of requirements growing out of the war have been greatly exaggerated.

< COLUMBUS >

Some improvement is noted in the hardwood trade in Columbus and central Ohio territory during the past fortnight. The volume of business is fair and prices are somewhat better. Prospects for the future are bright and lumbermen believe the worst of the depression is over. Dealers' stocks are light but they are not inclined to increase them. Buying is from hand to mouth. Building operations are active and new structural work is being projected. Dealers are anticipating a fair demand up to the first of the year.

Some buying is being done by factories, although that department is not increasing to any degree. Furniture and vehicle concerns are the best customers. Automobile factories are buying wide sizes of poplar. Shipments are coming out steadily although a car shortage is now appearing. Prices are steady and all advances are toward higher levels. Cutting to force trade is not so common as formerly. Collections are bad and no improvement is expected on that score.

Quartered oak is firm and the volume of business is considerable. Plain oak is also firm, and the demand on the part of yardmen and factories is good. Chestnut is strong, especially sound wormy. Poplar is in better demand and there is a good movement in the better grades. Other hardwoods are unchanged.

< CINCINNATI >

There is a steady increase in the domestic demand for hardwood lumber as the fall season progresses, the call rallying strongly with the better building situation in the Cincinnati district. The recent announcement of the opening up of several new large subdivisions in the suburbs has put new life into the builders, and construction work is going along with more energy than for several months past.

Prices show signs of strength and the situation is shaping itself up well and is an improvement over this time a year ago. Probably the most encouraging feature during the past two-weeks has been the activity shown by the railroads in getting started on much needed improvement work. The buying from this source is heavier than it has been for some months and shows good signs of continuing at the present pace all through the autumn and well into the winter. The call from this quarter is widely scattered; some large orders have been placed in this district for yellow pine to be used in box car construction, lower grades of oak for the same purpose, while the higher grades of hardwood are enjoying an increased demand for the finer car and station finishings. Track maintenance, such as ties and bridges, constitutes heavy requirements now.

The demands from the big ship yards are taking on an encouraging aspect. Exporters still are bemoaning the utter lack of shipping facilities. The export demand is heavy, especially the war order call, yet much difficulty is being experienced in finding bottoms in which to load the lumber. The demand from the box and crating factories is keeping up well and in some instances the call is on the rush order and some wholesalers are finding themselves rather hard put to keep up with the orders. This is due to the disinclination of so many hardwood yardmen to carry surplus stock. The yards in numerous instances show little beyond the actual day to day requirements. There appears a world of confidence as to the future throughout the hardwood field in Cincinnati, yet few are willing to take any risks on what has been for so long a fluctuating and decidedly spotty and erratic market. There are those who are firm in the belief that the end of the war will witness an even worse period of business stagnation than was experienced last winter, basing their predictions on the theory that the present hum of industry is due merely to war orders and any sudden termination of hostilities will mean the cancellation of orders in many different lines. Much good lumber is

Paepcke Leicht Lumber Co.

Conway Building 111 W. Washington Street
CHICAGO

RED GUM

AMERICA'S FINEST CABINET WOOD

- Consider its good qualities.
- It has strength.
- Can be brought to a very smooth surface and consequently will take high polish in finishing.
- Will not split easily.
- Runs strong to wide widths and long lengths.
- Is not easily marred or dented.
- It can be supplied flat and straight—free of warp and twist.
- Has beauty, color, life and character.
- Considering its numerous good qualities, it is the lowest priced good hardwood on the market today.
- We are the largest producers of Gum in the world.
- Have a large and well assorted stock on hand at all times.
- Can manufacture special thicknesses on short notice.

We guarantee

- QUICK SHIPMENTS**
- GOOD GRADES**
- DRY STOCK**
- GOOD WIDTHS**
- GOOD LENGTHS**
- SATISFACTION**

Band mills at

HELENA, ARK. BLYTHEVILLE, ARK.
GREENVILLE, MISS.

Write, phone or wire for prices

Paepcke Leicht Lumber Co.

Conway Building 111 W. Washington St.
CHICAGO



PROVE THAT OUR CLAIM OF REALLY EXCEPTIONAL GUM LOGS IS BASED ON FACT—JUST AN AVERAGE LOT OF BOARDS AS THEY COME FROM THE MILL.

LAMB-FISH LUMBER CO.

Band Mill and General Offices:
Charleston, Miss., U. S. A.

THE LARGEST HARDWOOD MILL IN THE WORLD, ANNUAL CAPACITY, 40,000,000

If you go to the Panama Pacific Exposition do not fail to see our moving picture exhibit in the Mississippi State Building. 3,200 ft. of film in three reels.

CABLE ADDRESS—"LAMB"
Codes Used—Universal, Hardwood, Western Union, A. B. C., 5th Edition, Okay

STOCK LIST No. 9, OCTOBER 1st, 1915

	3 8"	4 2"	5 8"	3 4"	4 1"	5 1"	6 1"	8 1"	10 1"	12 1"
1st & 2nd Qtd. White Oak, 6" & Up	61,000	82,000	83,000	109,000	362,000	30,000	11,000	20,000		
1st & 2nd Qtd. White Oak, 10" & Up		58,000	21,000	22,000	90,000	9,000				
No. 1 Com. Qtd. White Oak, 1" & Up	30,000	91,000	61,000	67,000	152,000	32,000	2,000	3,000		
No. 2 Com. Qtd. White Oak	8,000	1,000	11,000	12,000	75,000	2,000				
Clr. Qtd. Wh. Oak Strips, 2 to 3 1/2"					12,000					
Clr. Qtd. Wh. Oak Strips, 4 to 4 1/2"					29,000					
Clr. Qtd. Wh. Oak Strips, 5 to 5 1/2"					27,000					
No. 1 Com. Qtd. Wh. Oak Strips, 2 1/2 to 5 1/2"				6,000	132,000					
No. 1 Com. Qtd. Wh. Oak Strips, 1 to 5 1/2"					31,000					
1st & 2nd Pl. White Oak, 6" & Up	265,000	83,000	3,000		56,000	31,000	36,000	7,000		
No. 1 Com. Pl. White Oak, 1" & Up		5,000			20,000			5,000		
No. 2 Com. Pl. White Oak			3,000	2,000	3,000		1,000			
No. 3 Com. Pl. White Oak	16,000	63,000	27,000	27,000						
1st & 2nd Pl. Red Oak, 6" & Up	1,000	1,000	23,000	25,000	55,000	35,000	29,000	17,000		
1st & 2nd Pl. Red Oak, 12-11" & Up					192,000	13,000				
No. 1 Com. Pl. Red Oak, 1" & Up			6,000	27,000	309,000	26,000	9,000			
No. 2 Com. Pl. Red Oak, 3" & Up					315,000					
No. 3 Common Oak, 3" & Up					200,000					
Oak Core Stock, 3" & Up										
1st & 2nd Red Gum, 6" & Up	365,000	551,000	89,000	341,000	97,000	89,000	107,000	19,000	8,000	
No. 1 Com. Red Gum, 4" & Up	129,000	83,000		143,000		239,000	52,000	12,000	3,000	
1st & 2nd Qtd. Red Gum, 5" & Up					5,000		5,000	22,000		
1st & 2nd Sap Gum, 6" & Up	23,000	3,000		71,000		6,000	21,000	15,000	10,000	8,000
1st & 2nd Sap Gum, 13" & Up (stained)					13,000					
1st & 2nd Sap Gum, 18" & Up					7,000					
No. 1 Com. Sap Gum, 1" & Up			123,000	95,000	93,000	158,000	60,000	11,000		
No. 2 Com. Sap Gum, 3" & Up	219,000	5,000	325,000	255,000	137,000	12,000				
No. 3 Common Gum, 3" & Up					821,000		31,000			
Clear Sap Gum Strips, 2 1/2 to 5 1/2"					16,000					
Clear Sap Gum Strips, 2 1/2 to 5 1/2" Stained					19,000					
No. 2 Common Ash, 3" & Up					27,000					
No. 3 & No. 4 Common Ash, 3" & Up					34,000					
No. 1 Shop Cypress					55,000					
Pecky Cypress					119,000					
No. 1 & No. 2 Com. Cypress					18,000	8,000				
Log Run Elm, 30-50-20"					16,000	3,000				
No. 2 Com. Elm					31,000					
No. 1 Com. Elm					12,000					
Com. & Btr. Tupelo					31,000					
1st & 2nd Cottonwood					8,100					

Especial attention is directed to ITEM of OAK CORE STOCK, a grade put up for Core in built-up stock. We have the very best facilities for kiln-drying and surfacing. Bridge plank, crossing plank, car stock, switch and cross ties specialized in. All orders given most careful attention. Write us if you see any items of interest.



THE BIG COVERED SHEDS WHERE THE BEST OF THE GUM FOR CABINET WORK IS CAREFULLY PROTECTED.

going into the construction of boxing for shells and ammunition. There is a greatly increased foreign call for American wood used in making caskets for the fallen heroes of the contending European powers.

The implement manufacturers report increased business. The vehicle concerns are enjoying prosperity and their requirements are gaining steadily. The automobile manufacturers are maintaining their steady pace, with no signs of a let-up.

The furniture trade is fast recovering from its little setback in August. Local factories have all the business they can comfortably handle. The call from the dealers for the lower grades is picking up in leaps and bounds, thus creating an increased demand for quartered oak and a good call for the other grades. The higher grades, such as walnut and mahogany, were little affected by the furniture bear movement. Bird's-eye maple is said to be fast regaining the popularity it formerly had, thus influencing the maple market to a considerable extent.

The leaders of hardwoods of a couple weeks ago are still keeping up in demand. The call is general, well scattered, and encouraging. The improvement in cypress becomes more marked as the weeks pass, due almost wholly to the steadily increasing building operations. The demand is heavy for the general run of stock, but is particularly good for shingles and lath, the latter still being rather scarce and the cause of considerable anxiety among the builders where rush operations are under way.

Walnut for fixture material is enjoying a good call, and the furniture requirements also keep this lumber moving well. Its prices right now for gun stocks are particularly good, the agents of the warring nations being willing to pay almost anything in reason to insure prompt delivery. Hickory is selling well and commanding good prices, the war entering also into the good business being done in this wood. Wheel factories are working on rush orders for motor truck wheels, gun carriages, etc., and their call for hickory is insistent and heavy.

— < TOLEDO > —

The hardwood situation is not especially promising just now. The yards seem to be pretty well filled and the factory call is not what it should be. Railroads have been doing only what cannot be avoided and save from the building trades and automobile factories, the call is rather light. The actual residence, school and factory building in Toledo is exceptionally large this season. The building thus far has run close to the \$6,000,000 mark and is nearly half a million dollars in excess of last year. While much of this business consists of factory buildings and additions, an immense amount of it lies in residence construction which has exceeded everything heretofore known in Toledo. There is considerable call for stock from automobile factories, but furniture and other vehicle concerns are running slow.

Poplar is not very strong here at present and there is some cutting of prices. This is true of other materials as well as poplar. There is a tendency on the part of dealers, however, to believe that the fall trade will brighten up and that conditions will be better, basing this on a somewhat better call which has been noticeable recently and upon architects' plans.

— < INDIANAPOLIS > —

The hardwood market is showing some improvement. Dealers are doing a little fall buying and the furniture factories seem, from the orders they are placing for gum, to be having a little more business.

Another thing that is increasing the demand for hardwoods is the sudden revival of building operations in the state, causing increased need of hardwoods for interior trim. There have been a number of contracts for large buildings let during the last two weeks throughout the state. Many of these projects had been held in abeyance for months.

There continues the same extraordinary demand for walnut, and buyers are covering the entire state buying up practically all of the walnut that is offered at prices considerably above normal.

— < EVANSVILLE > —

Trade with the hardwood lumber manufacturers of southwestern Indiana and western Kentucky is better and a more hopeful feeling prevails among the millmen. Most of the large hardwood mills in this section continue to run on full time and inquiries and orders are coming in more freely than they did a month or two ago. Inquiries concerning export trade, however, are not numerous and have not been for some time. Leading hardwood manufacturers who have been interviewed during the past two weeks by the local correspondent of the HARDWOOD RECORD are of the opinion that the general trade conditions of the United States are getting better and that things are going to move off with a vim. The floating of the big loan to the allies, in the opinion of W. E. Blount, of the Blount Plow Company here, and president of the Evansville Business Association, is going to help conditions in the South and Central West. A great deal of the money loaned will be spent for cotton in the South and Southwest. This will help the manufacturers of plows, furniture, stoves, desks, tables and other large industries in Evansville. The South buys much of her manufactured goods in the Evansville market. Crop conditions in this section are encouraging. It is estimated that corn will be about normal. A great many of the wood-consuming plants in Evansville are being operated on full time and the outlook is better than it had been for some time. There is a better demand for gum at the local

RED GUM

(Leading Manufacturers)

OUR SPECIALTY St. Francis Basin Red Gum

WE MANUFACTURE

Southern Hardwoods Gum, Oak and Ash

J. H. Bonner & Sons

Mills and Office,
QUIGLEY, ARK.

Postoffice and Telegraph Office,
METHUEN, ARK.

Our Corps of Inspectors

Intelligent! Highly Trained!
Conscientious!

is assurance that you will get
what your order calls for
when you buy Gum from us

Himmelberger-Harrison Lumber Company
Cape Girardeau, Missouri

BLISS-COOK OAK CO. BLISSVILLE, ARK.

MANUFACTURERS

Oak Mouldings, Casing, Base and Interior
Trim. Also Dixie Brand Oak Flooring.

As Well As

OAK, ASH and GUM LUMBER

Can furnish anything in Oak, air dried
or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

Baker-Matthews Manufacturing Co.

Sikeston, Mo.

Band Sawn Southern Hardwoods

SPECIALTIES

RED GUM, PLAIN OAK

SEND US YOUR INQUIRIES

FARRIS HARDWOOD LUMBER CO.
 Manufacturers Band-sawn
SOUTHERN HARDWOODS
 NASHVILLE, TENN.

DUGAN LUMBER CO.
 Manufacturers and Shippers **Hardwood Lumber**
MEMPHIS TENNESSEE

Mutual Fire Insurance
 Best Indemnity at Lowest Net Cost
 Can Be Obtained From

The Lumber Mutual Fire Insurance Company, Boston, Mass.
 The Lumbermen's Mutual Insurance Company, Mansfield, Ohio.
 The Pennsylvania Lumbermen's Mutual Fire Insurance Company, Philadelphia, Pa.
 The Indiana Lumbermen's Mutual Insurance Company, Indianapolis, Ind.
 The Central Manufacturers' Mutual Insurance Company, Van Wert, Ohio

BAND SAWED WISCONSIN HARDWOODS
 Dry Stock For Prompt Shipment

BASSWOOD	BIRCH
20M 4/4 No. 3 common	70M 4/4 No. 1 com. & bet. plain
30M 1x4 No. 2 and 3 common	100M 4/4 No. 1 com. & bet. red
15M 5/4 No. 1 com. and better	5M 5/4 1st and 2nd red
25M 5/4 No. 1 common	10M 5/4 No. 1 common red
10M 5/4 No. 2 common	8M 5/4 No. 1 common plain
20M 5/4 No. 3 common	3M 5/4 1st and 2nd plain
13M 6/4 1st and 2nd	13M 6/4 1st and 2nd red
15M 6/4 No. 1 common	4M 8/4 1st and 2nd plain
15M 6/4 No. 3 common	6M 8/4 1st and 2nd red
WHITE OAK	ROCK ELM
10M 8/4 No. 1 and No. 2 com.	50M 8/4 No. 2 com. and better
HARD MAPLE	
40M 8/4 No. 2 common and better	

Our 1914 cut of well assorted **HARDWOODS AND HEMLOCK** will soon be in shipping condition.
 Send us your inquiries

ARPIN HARDWOOD LUMBER COMPANY
 Grand Rapids, Wis. ATLANTA, WIS.
 Saw mills and planing mill at Atlanta, Wisconsin.

The Tegge Lumber Co.
 High Grade
 Northern and Southern
 Hardwoods and Mahogany
Specialties
OAK, MAPLE, CYPRESS, POPLAR
 Milwaukee, Wisconsin

furniture factories. Hickory is in better demand here, walnut and quartered white oak remain strong. Veneer manufacturers are running full time. Building operations remain active. Planing mills are running on full time and sash and door men report an increase in their out of town trade.

< NASHVILLE >

Marked improvement is mentioned in the hardwood trade in this territory the past two weeks. The general tone of business has been steadily improving, with outlook for good crops and cotton selling at greatly advanced prices, and the outlook in the South for fall and winter very bright. While business is improving and is satisfactory to manufacturers of hardwood, it is not yet up to normal. The activity in walnut continues, though the movement is not so large as it has been, as the supplies available are becoming depleted. There is a good demand for oak, with inquiries for quartered red as a feature. Plain oak, both red and white, is moving in good volume. There is a good demand for poplar and ash, and fair demand for chestnut and hickory.

< LOUISVILLE >

One of the best indications of improved business is the fact that collections are easier. Confidence is growing, and those who were formerly taking the full time allowed for the payment of their accounts are now discounting their bills. Lumbermen have naturally profited by this change in conditions, and are finding that the improvement in collections is going hand in hand with a better demand for lumber. Oak is one of the woods which needs stimulation at present. Business has been good on thin and thick stock, but inch oak of nearly all grades has been slow. Firsts and seconds plain red oak in inch has been fairly active, because it has been scarce lately, and this should help the common grades shortly. Specialties of all kinds continue in short supply, and prices are strong. Ash is selling well, and poplar is also in good demand, as it has been for a number of months. Walnut is selling well, and the outlook in this line is good, aside from the demand for war purposes, as furniture manufacturers and other consumers are taking it steadily. Veneers and panels are selling better than heretofore.

< ST. LOUIS >

The hardwood situation is showing a gradual improvement, although the betterment is not quite so pronounced as in other woods. There is quite a good call for the majority of the items on the list. Plain oak, thick ash and sap gum are in steady and fairly good demand. Low-grade cottonwood and gum are also in fair request by the manufacturers of boxes. The demand for quartered oak and red gum in the better grades is also better. Cypress conditions are not showing any material change. There has been a fair call for it from Iowa, northern Illinois and other sections in this territory, and a better trade is looked for during this month. The requests from factories is not up to expectations, although it is reported that the outlook is quite good for an improvement from this source shortly.

< MILWAUKEE >

The total building investment in Milwaukee during September showed a gain of \$1,754,851 over the corresponding month a year ago, according to figures prepared by the building inspector, and is pretty good proof that there is increased activity in the hardwood trade. During the month there were 332 permits issued for structures to cost \$2,961,938, as compared with 379 permits and an investment of \$1,207,087 during September, 1914. The work on many large structures is now under way and a decided improvement in the lumber business is noticeable. Wholesalers say that there is a normal amount of building going on in the smaller cities and towns and in the country districts of the state, judging from the orders which are being placed by retail yards. A better business from this source is expected later.

While there is a scarcity of cars, the car shortage is not so serious as anticipated, due to the fact that while the grain crop of the Northwest was unusually large, farmers seem to be holding their grain for higher prices and the movement is much lighter than is usually the case at this time of the year. Milwaukee grain men say the movement will probably increase as soon as prices reach a higher level.

Trade in the hardwood market is more satisfactory than it had been in months. Some good orders are being placed by dealers and factory buyers, and it looks as though even greater improvement may be expected. Stocks are low at most manufacturing plants and, now that general business is picking up, the factories are forced to come into the market for lumber to replenish their supplies and handle the fall business which is developing. The sash and door factories, the farm implement plants here and about the state, and the furniture manufacturing concerns seem to be buying a little more freely, not for stock, but to meet the demands of their immediate trade.

Maple flooring is in particularly good demand and the market is holding strong in this line. Birch is selling unusually well and it is said that many of the northern mills have their stocks in this line pretty well cleared up, with the possible exception of cull grades. In the southern woods plain and quartered white oak is moving well and the market seems firmer.

Advertisers' Directory

NORTHERN HARDWOODS.

Arplin Hardwood Lumber Co..... 46

Barnaby, Charles H..... 37

Boyle, Inc., Clarence..... 9

Buffalo Hardwood Lumber Co... 54

Cobba & Mitchell, Inc..... 3

East Jordan Lumber Co..... 53

Elias, G., & Bro..... 54

Hatten Lumber Company.....

Hoffman Broa. Company..... 7-10

Kneeland-Bigelow Co., Tbe..... 8

Litchfield, William E..... 9

McIlvain, J. Gibson, & Co..... 2

McLean, Hugh, Lumber Co..... 54

Miller, Anthony 54

Mitchell Bros. Co..... 3

Mowbray & Robinson Co..... 7-10

Northwestern Cooperage & Lbr. Company 27

Palmer & Parker Co.....

Rice Lake Lumber Co..... 53

Richardson Lumber Company.... 8

Stack Lumber Company..... 40

Standard Hardwood Lumber Co.. 54

Stearns Salt & Lumber Company. 5

Stephenson, I., Co., Trustees... 53

Stimson, J. V..... 7-56

Strable Lumber & Salt Company. 53

Sullivan, T., & Co..... 54

Tegge Lumber Co..... 46

Von Platen Lumber Company.... 53

Willson Bros. Lumber Company.. 4

Wistar, Underhill & Nixon..... 9

Wood-Mosaic Company..... 7

Yeager Lumber Company, Inc.... 54

Young, W. D., & Co..... 8

OAK.

Powell-Myers Lumber Co..... 5

See List of Manufacturers on page 7

POPLAR.

Anderson-Tully Company 4-11

Atlantic Lumber Company..... 7

Day Lumber & Coal Company... 7-39

RED GUM.

Aberdeen Lumber Company..... 7

Anderson-Tully Company 4-7

Archer Lumber Company.....

Baker-Matthews Mfg. Co..... 7-45

Bellgrade Lumber Company.....

Bliss-Cook Oak Company..... 7-45

Bonner, J. H., & Sons..... 7-45

Brown, Geo. C., & Co..... 7-10

Brown & Haekney, Inc.....

Brown, W. P., & Sons Lbr. Co... 7

Colfax Hardwood Lumber Co.... 5

Himmelberger-Harrison Lbr. Co.. 45

Holly Ridge Lumber Co.....

Kraetzer-Cured Lumber Co.....

Lamb-Fish Lumber Company... 7-44

Miller Lumber Company..... 7

Paepcke Leicht Lumber Co.... 7-43

Penrod-Jurden & McCowen... 7-56

Probst Lumber Company.....

Riel-Kadel Lumber Company....

Sondheimer, E., Company..... 7

Stimson, J. V..... 7-56

Stimson Veneer and Lumber Co.. 41

SOUTHERN HARDWOODS.

Aberdeen Lumber Company..... 7

Alexander Bros. 5-7

Anderson-Tully Company 4-7

Archer Lumber Company.....

Atlantic Lumber Company..... 7

Baker-Matthews Mfg. Co..... 7-45

Bellgrade Lumber Company.....

Bliss-Cook Oak Company..... 7-45

Bonner, J. H., & Sons..... 7-45

Boyle, Inc., Clarence..... 9

Brown, Geo. C., & Co..... 7-10

Brown & Haekney, Inc.....

Brown, W. P., & Sons Lbr. Co... 7

Buffalo Hardwood Lumber Co.... 54

Burkholder, S., Lumber Company. 7-50

Buskirk-Rutledge Lumber Co... 7

Churchill-Milton Lumber Co.... 7

Colfax Hardwood Lumber Co.... 5

Crane, C., & Co..... 7-39

Cutsinger, F. M..... 7-37

Davis, Edw. L., Lumber Co.....

Day Lumber & Coal Company... 7-39

Dugan Lumber Co..... 46

Elias, G., & Bro..... 54

Farris Hardwood Lumber Co.... 7-46

Francke, Theodor, Erben Gmb. H.

Galloway-Pease Company..... 7-40

Himmelberger-Harrison Lbr. Co.. 45

Hitt, H. H., Lumber Company... 7-31

Holly Ridge Lumber Co.....

Huddleston-Marsh Lumber Co....

Kraetzer-Cured Lumber Co.....

Lamb-Fish Lumber Company... 7-44

Liberty Hardwood Lumber Co... 42

Litchfield, William E..... 9

Little Rock Lumber & Mfg. Co.. 4-7

Long-Knight Lumber Company. 7

McClellan-West Lumber Co.... 38

McIlvain, J. Gibson, & Co..... 2

McLean, Hugh, Lumber Co..... 54

Miller, Anthony 54

Miller Lumber Company..... 7

Mowbray & Robinson Company. 7-10

Norman Lumber Company..... 7

Paepcke Leicht Lumber Co.... 7-43

Penrod-Jurden & McCowen... 7-56

Powell-Meyers Lumber Co..... 5

Probst Lumber Company.....

Riel-Kadel Lumber Company.....

Roddie Lumber and Veneer Co..

Salt Lick Lumber Company..... 4

Sondheimer, E., Company..... 7

Spotswood, E. R., & Son..... 7-38

Standard Hardwood Lumber Co.. 54

Stimson Veneer and Lumber Co.. 41

Sullivan, T., & Co..... 54

Vestal Lumber & Manufacturing Co..... 4-

Whitmer, Wm., & Sons..... 5

Williams Lumber Company..... 7-42

Willson Bros. Lumber Company.. 4

Wistar, Underhill & Nixon..... 9

Yeager Lumber Co., Inc..... 54

VENEERS AND PANELS.

Ahnapee Veneer & Seating Co.... 52

Bird's Eye Veneer Company..... 41

Buckeye Veneer Company..... 52

East St. Louis Walnut Co.....

Evansville Veneer Company..... 35

Helena Veneer Company.....

Hoffman Bros. Company..... 7-10

Huddleston-Marsh Lumber Co....

Kentucky Veneer Works..... 40

Knoxville Veneer Company..... 52

Long-Knight Lumber Company. 7

Louisville Veneer Mills.....

Mengel, C. C., & Bro. Co.....

Millwaukee Basket Company.... 53

Mississippi Veneer & Lumber Company 3

Northwestern Cooperage & Lbr. Company 27

Ohio Veneer Company..... 39

Palmer & Parker Company.....

Peurod Walnut & Veneer Co.... 56

Pickrel Walnut Company..... 40

Rayner, J. 9

Roddie Veneer and Lumber Co... 53

Sanders & Egbert Company.....

Standard Veneer Company.....

Stimson Veneer & Lumber Co.... 41

St. Louis Basket & Box Co..... 39

Tomahawk Box and Veneer Co.. 53

Waetjen, Geo. L., & Co..... 52

Wiley, C. L.....

Williamson Veneer Company....

Wisconsin Seating Company..... 52

Wisconsin Veneer Company..... 52

Wood-Mosaic Company.....

MAHOGANY, WALNUT, ETC.

Davis, Edw. L., Lumber Co.....

East St. Louis Walnut Co.....

Evansville Veneer Company..... 35

Francke, Theodor, Erben Gmb. H.

Hartzell, Geo. W..... 50

Huddleston-Marsh Lumber Co....

Long-Knight Lumber Company... 7

McCowen, H. A., & Co.....

Mengel, C. C., & Bro. Co.....

Otis Manufacturing Co..... 2

Palmer & Parker Co.....

Penrod Walnut & Veneer Co.... 56

Pickrel Walnut Company..... 40

Purcell, Frank 7

Rayner, J. 9

Sanders & Egbert Company.....

Wiley, C. L.....

HARDWOOD FLOORING.

Bliss-Cook Oak Company..... 7-45

Cobba & Mitchell, Inc..... 3

Eastman, S. L., Flooring Co..... 9

Kerry & Hanson Flooring Co.... 53

Mitchell Bros. Company..... 3

Northwestern Cooperage & Lumber Company..... 27

Salt Lick Lumber Company..... 4

Stearns Salt & Lumber Company 5

Stephenson, I., Co., Trustees... 53

Strable Lumber & Salt Company. 53

Wilce, T., Company, The..... 9

Young, W. D., & Co..... 8

WOODWORKING MACHINERY.

Cadillac Machine Company..... 51

Gerlach, The Peter, Company.... 50

Mershon, W. B., & Co.....

Phoenix Manufacturing Co.....

VENEER MACHINERY

Merritt Manufacturing Company... 55

LOGGING MACHINERY.

Baldwin Locomotive Works..... 51

Lidgerwood Mfg. Company..... 9

DRY KILNS AND BLOWERS.

Grand Rapids Veneer Works.... 51

Phila. Textile Mch. Company.... 9

Standard Dry Kiln Company.... 51

LUMBER INSURANCE.

Central Manufacturers' Mut. Ins. Company 46

Epperson, U. S., & Co.....

Indiana Lumbermen's Mut. Ins. Company 46

Lumbermen's Underwriting Alliance 46

Lumber Mutual Fire Insurance Company 46

Lumbermen's Mut. Ins. Co..... 46

Manufacturing Lumbermen's Underwriters 46

Pennsylvania Lumbermen's Mut. Fire Ins. Company..... 46

Rankin-Benedict Underwriting Co.

TIMBER LANDS.

Campbell, L. E., Lumber Company 7-29

Lucey, James D., & Co..... 36

TIMBER ESTIMATORS.

Lauderburn, D. E.....

MISCELLANEOUS.

American Rule & Mfg. Company..

Childs, S. D., & Co..... 50

Gerlach, The Peter, Company.... 50

Lumbermen's Credit Assn..... 9

Perkins Glue Company..... 34

HARDWOOD FOR SALE

ASH

NO. 1 C. 6 1/4 and 8 1/4. NO. 2 C. 6 1/4 & 8 1/4. EDW. L. DAVIS LUMBER CO., Louisville, Ky.

NO. 1 C. 1 1/2" 4" & up wd. 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS 4 1/4 to 10 1/4; NO. 1 C. 4 1/4 to 10 1/4. KRAETZER-CURED LUMBER CO., Cincinnati, O.

LOG RUN 8 1/4, 10 1/4 & 12 1/4, 1 mos. dry. E. R. SPOTSWOOD & SON, Lexington, Ky.

NO. 1 C. A. B. 4 1/4", av. wd. 9", 40% 14' & 16', 1 yr. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

FAS 6 1/4", 6" & up wd., 10' to 16' lg., 20% 14' to 16' & 8 1/4" wd., 6 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS 4 1/4" to 20 1/4", 6" & up. FAS 4 1/4" to 20 1/4", 10" & up; 5", 6" & up. 8" & 10", 1 yr. dry. NO. 1 C. 4 1/4" to 20 1/4", 3" & up. NO. 2 C. 4 1/4" to 10 1/4", 3" & up. 4 1/4" & 5 1/4" S2S & RS. RIEL-KADEL LUMBER CO., New So. Memphis, Tenn.

FAS 5 1/4", 6 mos. dry. BLISS-COOK OAK COMPANY, Biltsville, Ark.

NO. 1 C. 4 1/4", 6 mos. dry. F. M. CUTSINGER, Evansville, Ind.

NO. 3 C. 4 1/4", 6 mos. dry. H. H. HITT LUMBER COMPANY, Decatur, Ala.

NO. 1 C. 5 1/4", 4" & up wd. 40% lg., 5 mos. dry; NO. 2 C. 5 1/4", 3" & up wd. 35% lg., 5 mos. dry; COM. & BTR. 10 1/4", 4" & up wd. 30% lg., 4 mos. dry. LITTLE ROCK LBR & MFG. CO., Little Rock, Ark.

NO. 1 C. brown 4 1/4", 4" & up wd., 50% 14' & 16', 1 yr. dry. T. SULLIVAN & CO., Buffalo, N. Y.

NO. 1 C. 4 1/4" & 8 1/4" & up wd.; NO. 1 C. & B. 6 1/4" & up wd.; FAS 12 1/4" & up wd. WILLIAMS LUMBER CO., Fayetteville, Tenn.

FAS & NO. 2 C. 4 1/4", 40% 14' & 16' lg., 3 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Tex.

NO. 2 & 3 C., crating material, 5 1/4" & 6 1/4", 6 mos. dry. BELLGRADE LUMBER CO., Memphis, Tenn.

BASSWOOD

FAS 10 1/4", 6" & up wd., 2 yr. dry. G. ELIAS & BRO., Inc., Buffalo, N. Y.

LOG RUN 6 1/4", 4" & up wd. 10' to 16' lg. 1 yr. dry. MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

NO. 2 & BET. 4 1/4", 6 mos. dry, full prod. NORTHWESTERN COOPERAGE & LUMBER CO., Gladstone, Mich.

FAS 5 1/4" & 6 1/4"; NO. 1 C. 5 1/4"; NO. 2 C. 5 1/4"; NO. 3 C. 5 1/4". STACK LUMBER CO., Masonville, Mich.

NO. 2 & BET. 4 1/4", 4" & wdr.; all lg., NO. 2 & BET. 4 1/4", 4" & 6" wdr.; 60% 12' & 1gr. I. STEPHENSON CO. TRUSTEES, Wells, Mich.

FAS 4 1/4", rd. wd., rd. lg., 8 mos. dry; NO. 1 C. 4 1/4" rd. wd., rd. lg., 8 mos. dry; STABLE LUMBER & SALT CO., Saginaw, Mich.

FAS 10 1/4", 6" & up wd., 2 yrs. dry; FAS 12 1/4", 6" & up wd., 2 yrs. dry. YEAGER LUMBER COMPANY, Inc., Buffalo, N. Y.

COM. & BTR. 4 1/4", 5 1/4" & 6 1/4", 8 mos. dry. ALPIN HARDWOOD LUMBER CO., Atlanta, Wis.

LOG RUN 12 1/4" & 14 1/4", 4" & up wd., 40% 14' & 16', 3 yrs. dry. T. SULLIVAN & CO., Buffalo, N. Y.

NO. 1 C. 6 1/4", 4" & wdr., 6 to 16', 8 mos. dry; NO. 2 C. & NO. 3 C. 5 1/4", 4" & wdr., 6 to 16', 8 mos. dry. KNEELAND-BIGELOW CO., Bay City, Mich.

BEECH

NO. 2 & BTR. 4 1/4", STACK LUMBER COMPANY, Masonville, Mich.

FAS 4 1/4", 6" & wdr., 8' to 16', 8 mos. dry; NO. 1 C. 4 1/4", 6" & wdr., 6' to 16', 10 mos. dry; NO. 1 C. 4 1/4", 12 1/4", 16 1/4", 20 1/4", 6" to 16', 10 mos. dry, full prod. STEARNS SALT & LUMBER CO., Ludington, Mich.

LOG RUN 6 1/4" rd. wd., rd. lg., 8 to 10 mos. dry. STABLE LUMBER & SALT CO., Saginaw, Mich.

LOG RUN 4 1/4", 6 mos. dry. H. H. HITT LUMBER CO., Decatur, Ala.

NO. 2 C. & B. 5 1/4", 4" & wdr., 6 to 16', 10 mos. dry; NO. 2 C. & B. 6 1/4", 4" & wdr., 6 to 16', 1 yr. dry; NO. 3 C. 5 1/4", 4" & wdr., 4 to 16', 10 mos. dry; NO. 3 C. 6 1/4", 4" & wdr., 4 to 16', 6 mos. dry. KNEELAND-BIGELOW COMPANY, Bay City, Mich.

LOG RUN, full prod., EAST JORDAN LUMBER CO., East Jordan, Mich.

BIRCH

COM. & BTR. 4 1/4", 1 yr. dry, curly; COM. & BTR. 4 1/4", 6 1/4" & 8 1/4", 8 mos. dry. ALPIN HARDWOOD LUMBER CO., Atlanta, Wis.

NO. 1 & BTR. 4 1/4", full cut of log; NO. 2 4 1/4"; NO. 3 1 1/4" & 5 1/4". STACK LUMBER COMPANY, Masonville, Mich.

FAS 4 1/4", 6" & wdr., 8' to 16', 10 mos. dry, e. dr. saps. NO. 1 C. 4 1/4", 6" & wdr., 10' to 16', 8 mos. dry. STEARNS SALT & LUMBER CO., Ludington, Mich.

NO. 2 C. & BTR. 4 1/4", av. wd. 8", 40% 14' & 16', 1 yr. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

NO. 1 & BTR., rd. 4 1/4", 5" & up. 8' to 16', 50% 14' & 16', av. wd. 8", 8 mos. dry; NO. 1 & BTR., rd. 5 1/4", 5" & up. 8' to 16', 60% 14' & 16', av. wd. 8", 8 mos. dry; NO. 1 & BTR., rd. 6 1/4", 5" & up. 8' to 16', 65% 14' & 16', av. wd. 11", 8 mos. dry; NO. 1 & BTR., unsel., 8 1/4", 5" & up. 8' to 16', 65% 14' & 16', av. wd. 11", 8 mos. dry; NO. 1 & BTR., unsel., 4 1/4", 4" & up. 4' & up. 40% 14' & 16', av. wd. 7", 8 mos. dry; NO. 1 & BTR., unsel., 6 1/4", 5" & up. 8' to 16', 50% 14' & 16', av. wd. 8", 8 mos. dry; I & 2 FACE, 4 1/4", 4" wd., 6 to 16', 8 mos. dry. RICE LAKE LUMBER CO., Rice Lake, Wis.

NO. 3 C. 4 1/4", 4" & wdr., 4 to 16', 6 mos. dry. KNEELAND-BIGELOW COMPANY, Bay City, Mich.

NO. 2 C. & B., 4 1/4"; NO. 3 C., 4 1/4". EAST JORDAN LUMBER CO., East Jordan, Mich.

CEDAR

SHOP & BTR. 3 1/4", 4" & wdr., 4' & 1gr.; COM. & CUL. 4 1/4", 4" & wdr., 4' & 1gr.; CRATING 4 1/4", 4" & wdr. 4' & 1gr., all white. I. STEPHENSON CO. TRUSTEES, Wells, Mich.

LOG RUN 4 1/4", 3" & up wd., 6' & up lg., b. s. red. VESTAL LUMBER & MANUFACTURING CO., Knoxville, Tenn.

CHERRY

LOG RUN 4 1/4", 3" & wdr., 4' to 16', 10 mos. dry; NO. 3 C. 4 1/4", 3" & wdr., 4' to 16', 10 mos. dry. STEARNS SALT & LUMBER CO., Ludington, Mich.

NO. 2 C. 6 1/4", 4" & up. 2 yrs. dry. G. ELIAS & BRO., Inc., Buffalo, N. Y.

NO. 2 C. & BTR. 4 1/4", 6 mos. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

NO. 1 & 2 C. 4 1/4", 4" & up wd., 40% 14' & 16', 2 yrs. dry. T. SULLIVAN & CO., Buffalo, N. Y.

CHESTNUT

S. W. 5 1/4", 4" & up wd., 10' to 16', 8 mos. dry. MOWBRAY & ROBINSON CO., Cincinnati, O.

NO. 1 C. 4 1/4", 7' to 12 mos. dry; FAS 4 1/4", 7' to 12 mos. dry; COM. & BTR. 8 1/4", 50% 14' to 16', 6 mos. dry; S. W. 4 1/4", 8 mos. dry; S. W. 5 1/4", 12 mos. dry. E. R. SPOTSWOOD & SON, Lexington, Kentucky.

S. W. 5 1/4" & 6 1/4", av. wd. 10", 40% 14' & 16', 6 mos. dry; NO. 3 COM. 4 1/4", av. wd. 10", 40% 14' & 16', 1 yr. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

COTTONWOOD

FAS 4 1/4", 6" to 12" wd., 10' to 16' lg. b. s., 8 mos. dry. ABERDEEN LUMBER COMPANY, Pittsburgh, Pa.

LOG RUN 4 1/4", 4" & up wd., 50% lg., 5 mos. dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark.

FAS 4 1/4", 65% 14' & 16' lg., 3 mos. dry; FAS 5 1/4", 55% 14' & 16' lg., 3 mos. dry; NO. 1 C., 4 1/4" & 5 1/4", 65% 14' & 16', 3 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Tex.

FAS 4 1/4"; BX. BDS., 4 1/4", 13" to 17" wd. MILLER LUMBER COMPANY, Marianna, Ark.

CYPRESS

FAS 8 1/4" & 10 1/4", 6" & up wd., 10' to 16', 1 yr. dry. La Red Tank in. ABERDEEN LUMBER COMPANY, Pittsburgh, Pa.

ELM

LOG RUN 4 1/4", 8 mos. dry. BLISS-COOK OAK COMPANY, Biltsville, Ark.

NO. 1 C., soft. 6 1/4", 4" & up wd., 2 yrs. dry. G. ELIAS & BRO., Inc., Buffalo, N. Y.

LOG RUN 4 1/4", 6 mos. dry. H. H. HITT LUMBER CO., Decatur, Ala.

NO. 3 4 1/4", STACK LUMBER COMPANY, Masonville, Mich.

NO. 1 C., soft. 4 1/4", 6" & wdr., 6-16", 10 mos. dry. STEARNS SALT & LUMBER CO., Ludington, Mich.

NO. 2 C. 4 1/4" & 6 1/4", rd. wd., rd. lg., 1 yr. dry. STRABLE LUMBER & SALT CO., Saginaw, Mich.

LOG RUN, soft grey, 4 1/4", 4" & up wd., 40% 14' & 16', 2 yrs. dry. T. SULLIVAN & CO., Buffalo, N. Y.

NO. 2 C. 6 1/4", 4" & wdr., 6 to 16' 4 mos. dry. KNEELAND-BIGELOW COMPANY, Bay City, Mich.

LOG RUN 4 1/4", 5 1/4" & 6 1/4". GEO. C. BROWN & CO., Memphis, Tenn.

LOG RUN 8 1/4", 8 mos. dry. BELLGRADE LUMBER COMPANY, Memphis, Tenn.

GUM—SAP

FAS 5 1/4", 6" & up wd., av. 10", 10 to 16', 6 mos. dry. ABERDEEN LUMBER COMPANY, Pittsburgh, Pa.

FAS 6 1/4", 8 mos. dry; NO. 1 C. 8 1/4", 8 mos. dry. BLISS-COOK OAK COMPANY, Biltsville, Ark.

FAS 4 1/4" x 18 & up. W. P. BROWN & SONS LUMBER CO., Louisville, Ky.

NO. 1 C. 6 1/4", 1 yr. dry. H. H. HITT LUMBER CO., Decatur, Ala.

BOX BDS., 4 1/4", 9 to 17" wd.; PANEL & NO. 1 4 1/4", 18 & up wd.; NO. 1 C. 4 1/4". KRAETZER-CURED LUMBER CO., Cincinnati, O.

COM. & BTR. 4 1/4", rd. wd., rd. lg., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Kentucky.

FAS 4 1/4"; STRIPS, clear, 2 1/2" to 5 1/2", 4 1/4", all Kraetzer-cured. GEO. C. BROWN & CO., Memphis, Tenn.

FAS & NO. 1 C., 5 1/4", 55% 14' & 16', 5 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Tex.

NO. 1 C. & B. 8 1/4", bone dry; BOX BDS., 4 1/4", 13 to 17", 12 to 16', 6 mos. dry. BELLGRADE LUMBER COMPANY, Memphis, Tenn.

FAS 5 1/4" & 6 1/4", 1 yr. dry. MILLER LUMBER COMPANY, Marianna, Ark.

GUM—PLAIN RED

FAS 4 1/4", 6" & up wd., 10 to 16', 10% 10', bal. 12', 6 mos. dry. ABERDEEN LUMBER COMPANY, Pittsburgh, Pa.

NO. 1 C. 4 1/4", 5 1/4" & 6 1/4", 8 mos. dry. BLISS-COOK OAK COMPANY, Biltsville, Ark.

FAS 6 1/4". W. P. BROWN & SONS LUMBER CO., Louisville, Ky.

FAS 4 1/4" to 6 1/4"; NO. 1 C. 4/4 to 6/4". KRAETZER-CURED LUMBER CO., Cincinnati, Ohio.

COM. & BTR. 4 1/4", rd. wd., rd. lg., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Kentucky.

FAS 4 1/4". Kraetzer-cured. GEO. C. BROWN & CO., Memphis, Tenn.

FAS 5 1/4", 1 yr. dry; NO. 1 C., 5 1/4" & 6 1/4", 1 yr. dry. MILLER LUMBER COMPANY, Marianna, Ark.

FAS 5 1/4", 6 1/4", 8 1/4", 6" & up, 50% 14' & 16' lg., b. s., 8 to 12 mos. dry. PENROD-JURDEN & McCOWN, Memphis, Tenn.

NO. 1 C. 4 1/4, 5 1/4, & 6 1/4", 8 mos. dry. BELLGRADE LUMBER COMPANY, Memphis, Tenn.

GUM—FIGURED RED

FAS 4 1/4"; NO. 1 C. 4/4". KRAETZER-CURED LUMBER CO., Cincinnati, O.

GUM—QUARTERED RED

NO. 1 C. 4 1/4 to 8 1/4", bone dry. BELLGRADE LUMBER COMPANY, Memphis, Tenn.

NO. 1 C. 4 1/4", 5 1/4" & 6 1/4". W. P. BROWN & SONS LUMBER CO., Louisville, Ky.

FAS 4 1/4" to 12 1/4"; NO. 1 C. 4 1/4" to 8 1/4". KRAETZER-CURED LUMBER CO., Cincinnati, O.

COM. & BTR. 4 1/4", rd. wd., rd. lg., Sl. Bds., highly fig., 6 to 12 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

COM. & BTR. 4 1/4". Kraetzer-cured. GEO. C. BROWN & CO., Memphis, Tenn.

GUM—QUARTERED BLACK

COM. & BTR. 4 1/4". KRAETZER-CURED LUMBER CO., Cincinnati, O.

GUM—TUPELO

FAS 4 1/4", 6 mos. dry; NO. 1 C. 4 1/4", 6 mos. dry; NO. 2 C. 4 1/4", 6 mos. dry. H. H. HITT LUMBER CO., Decatur, Ala.

HARDWOOD FOR SALE

HACKBERRY

LOG RUN 4 1/2", 6 mos. dry. H. H. HITT LUMBER CO., Decatur, Ala.

HEMLOCK

MERCH. 4 1/4", 4" & wdr., 4" & lgr.; NO. 3, 4 1/4", 4" & wdr., 4" & lgr. I. STEPHENSON CO., TRUSTEES, Wells, Mich.

HICKORY

NO. 2 C, 6 1/4" & 8 1/4". EDW. L. DAVIS LUMBER CO., Louisville, Ky.

LOG RUN 6 1/4", 1 yr. dry. H. H. HITT LUMBER CO., Decatur, Ala.

LOG RUN 8 1/4", 4" & up, 50% lg., 8 mos. dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark.

NO. 2 C & BTR, 6 1/4", 40% 14 & 16", 1 yr. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

MAHOGANY

FAS 3 1/8" to 16 1/4", 8 mos. dry; NO. 1 C, 1 1/2" to 16 1/4", 8 mos. dry. C. C. MENGEL & BRO. CO., Louisville, Ky.

MAPLE

NO. 1 C, hard, 6 1/4", 4" & up wd., 1 yr. dry. G. ELIAS & BRO., Inc., Buffalo, N. Y.

NO. 2 C, 4 1/4", 1 yr. dry. H. H. HITT LUMBER CO., Decatur, Ala.

FAS 4 1/4", 7" & wdr., 6 mos. dry; FAS 5 1/4", 6" & wdr., 6 mos. dry; NO. 1 C, 5 1/4", 8" & wdr., 6 mos. dry; NO. 1 C & BTR, 6 1/4", 11" & wdr., 1 yr. dry; NO. 1 C, 8 1/4", 6" & wdr., 18 mos. dry; NO. 2 C & BTR, 8 1/4", 12" & wdr., 2 yrs. dry; all Hard & Low Pen. Mich.; NO. 1 ECTY, 1 1/2" x 3 1/4" K. D. Flg., matched H. B. E. M. & scraped. KERRY & HANSON FLOORING CO., Grayling, Mich.

NO. 2 & BTR., soft, full prod., 4 1/4". NORTH-WESTERN COOPERAGE & LUMBER CO., Gladstone, Mich.

NO. 1 & 2 3/4"; NO. 3 3/4" & 8 1/4". STACK LUMBER COMPANY, Masonville, Mich.

FAS 4 1/4" to 8 1/4", 6" & wdr., 8 to 16", 8 mos. dry. e. dr.; B-EVE 4 1/4", 12" & wdr., 8 to 16", 8 mos. dry; NO. 1 C, 4 1/4", 7" to 11", 6 to 16", 10 mos. dry; NO. 1 C, 4 1/4", 12" & wdr., 6 to 16", 10 mos. dry. STEARNS SALT & LUMBER CO., Ludington, Mich.

NO. 3 3/4", 4" & wdr., 4" & lgr. I. STEPHENSON CO. TRUSTEES, Wells, Mich.

LOG RUN, soft, 4 1/4", rd. wd., rd. lg., 8 to 10 mos. dry. STRABLE LUMBER & SALT CO., Saginaw, Mich.

NO. 2 C & BTR., soft, 4 1/4", av. wd. 10", 40% 14 & 16", 15 mos. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

FAS hard, 8 1/4" & 12 1/4", 6" & up, 2 yrs. dry; FAS, soft, 8 1/4", 6" & up, 2 yrs. dry. YEAGER LUMBER COMPANY, Inc., Buffalo, N. Y.

LOG RUN, 5 1/4". GEO. C. BROWN & CO., Memphis, Tenn.

FAS, 4 1/4", 1x6, 10 to 16", 6 mos. dry; NO. 3 C, 4 1/4", 3" & wdr., 4 to 16", 6 mos. dry; NO. 3 C, 5 1/4", 4" & wdr., 4 to 16", 1 yr. dry. KNEELAND-BIGELOW CO., Bay City, Mich.

NO. 3 C, 5 1/4", resawed to 5 8"; STRIPS, white, 5 1/4", 3" to 5"; QTD. SD., 4 1/4"; E. DRD., heart, 4 1/4". EAST JORDAN LUMBER CO., East Jordan, Mich.

OAK

SOUND WORMY, 4 1/4", 8 mos. dry. E. R. SPOTSWOOD & SON, Lexington, Ky.

OAK—PLAIN RED

COM. & BTR., 6 1/4", 6 mos. dry. ARPIN HARDWOOD LUMBER CO., Atlanta, Wis.

BRIDGE PLK., 8 1/4", 8 mos. dry. BLISS-COOK OAK COMPANY, Blissville, Ark.

NO. 1 C, 4 1/4". W. P. BROWN & SONS LUMBER CO., Louisville, Ky.

NO. 1 C, 5 1/4", 8 mos. dry. F. M. CUTSINGER, Evansville, Ind.

SELECTS, 4 1/4". EDW. L. DAVIS LUMBER CO., Louisville, Ky.

FAS, 4 1/4", 6 mos. dry; FAS, 4 1/4", 10" & up 1 yr. dry; NO. 1 C, 5 1/4", 6 mos. dry. H. H. HITT LUMBER CO., Decatur, Ala.

LOG RUN, 5 1/4" to 6 1/4". KRAETZER-CURED LUMBER CO., Cincinnati, O.

FAS, 4 1/4" & 5 1/4", 6" & up, 50% lg., 6 mos. dry; NO. 1 C, 4 1/4" & 5 1/4", 4" & up, 50% lg., 8 mos. dry; NO. 2 C, 4 1/4", 3" & up wd., 50% lg., 5 mos. dry, switch ties. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark.

COM. & BTR., 4 1/4", rd. wd., rd. lg., 2 yrs. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

COM. & BTR., 4 1/4". RIEL-KADEL LUMBER CO., New So. Memphis, Tenn.

FAS, 4 1/4", 5 mos. dry; NO. 1 C, 4 1/4", 6 to 8 mos. dry; NO. 1 C, 5 1/4", 6 mos. dry; NO. 2 C, 4 1/4", 6 to 8 mos. dry; NO. 2 C, 5 1/4", 6 mos. dry. E. R. SPOTSWOOD & SON, Lexington, Ky.

FAS, 4 1/4", 5 1/4" & 6 1/4", 6" & up, b. s., 6 mos. dry; NO. 1 C, 4 1/4", 4" & up, b. s., 1 yr. dry; NO. 1 C, 5 1/4" & 6 1/4", 4" & up, b. s., 8 mos. dry. VESTAL LUMBER & MFG. CO., Knoxville, Tenn.

FAS, 8 1/4" & 12 1/4", 6" & up, 2 yrs. dry. YEAGER LUMBER COMPANY, Inc., Buffalo, N. Y.

NO. 1 & 2 C, 3 1/4" & 5 1/4"; COM. & BTR., 8 1/4". GEO. C. BROWN & CO., Memphis, Tenn.

FAS, 4 1/4", 6" & up; FAS, 5 1/4", 10" & up; NO. 1 C, 4 1/4", 4" & up. WILLIAMS LUMBER COMPANY, Fayetteville, Tenn.

FAS 3 1/4" & 4 1/4", 60% 14 to 16" lg., 6 mos. dry. BELGRADE LUMBER COMPANY, Memphis, Tenn.

FAS, 4 1/4", 4 1/2" 14 & 16" lg., 1 yr. dry; NO. 1 C, 4 1/4", 4 1/2" 14 & 16" lg., 6 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Tex.

OAK—PLAIN WHITE

NO. 1 C, 3 1/4", 1 yr. dry. F. M. CUTSINGER, Evansville, Ind.

FAS, 8 1/4", 6" & up, 2 yrs. dry. G. ELIAS & BRO., Inc., Buffalo, N. Y.

FAS, 4 1/4", 4 mos. dry; NO. 1 C, 4 1/4", 10" & up wd., 6 mos. dry. H. H. HITT LUMBER CO., Decatur, Ala.

LOG RUN, 3 1/4" to 6 1/4". KRAETZER-CURED LUMBER CO., Cincinnati, O.

COM. & BTR., 4 1/4" to 8 1/4", rd. wd., rd. lg., 2 yrs. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

COM. & BTR., 4 1/4". RIEL-KADEL LUMBER COMPANY, New South Memphis, Tenn.

NO. 1 & 2 C, 4 1/4" & 5 1/4". GEO. C. BROWN & CO., Memphis, Tenn.

NO. 1 C, 3 1/4" to 8 1/4", 40% 14 & 16", 6 to 8 mos. dry. BELGRADE LUMBER COMPANY, Memphis, Tenn.

FAS, 4 1/4", 4 1/2" 14 & 16" lg., 7 mos. dry; NO. 1 C, 4 1/4", 4 1/2" 14 & 16" lg., 5 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Tex.

FAS, 4 1/4", 6" & up wd.; NO. 1 & NO. 2 C, 4 1/4", 4" & up wide. PENROD-JURDEN & McCOWEN, Memphis, Tenn.

OAK—QUARTERED RED

FAS, 4 1/4", 6" & up, 10 to 16", 60% 14 & 16", av. 8" wd., 1 yr. dry. ABERDEEN LUMBER COMPANY, Pittsburgh, Pa.

NO. 1 C, 4 1/4", 1 yr. dry. F. M. CUTSINGER, Evansville, Ind.

COM. & BTR., 4 1/4", rd. wd., rd. lg., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

COM. & BTR., 4 1/4", 4" & up, 10 to 16", 1 yr. dry. MOWBRAY & ROBINSON COMPANY, Cincinnati, O.

NO. 1 & 2 C, 4 1/4". GEO. C. BROWN & CO., Memphis, Tenn.

OAK—QUARTERED WHITE

FAS, 4 1/4", 6" & up, 10 to 16", 60% 14 & 16", av. wd. 8", 1 yr. dry. ABERDEEN LUMBER COMPANY, Pittsburgh, Pa.

NO. 1 C, 4 1/4" & 5 1/4"; FAS, 4 1/4", 60% 14 & 16". W. P. BROWN & SONS LUMBER CO., Louisville, Ky.

FAS, NO. 1 & NO. 2 C, 4 1/4", 1 yr. dry. F. M. CUTSINGER, Evansville, Ind.

LOG RUN, 1 1/4". KRAETZER-CURED LUMBER CO., Cincinnati, O.

FAS, 4 1/4", 5 1/4", 6 1/4", 6" & up, 40% lg., 6 mos. dry; NO. 1 C, 4 1/4", 5 1/4", 6 1/4", 4" & up, 40% lg., 8 mos. dry; STRIPS, cr., 4 1/4", 5-5 1/2" wd., 50% lg., 6 mos. dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark.

COM. & BTR., 5 1/4" & 4 1/4", rd. wd., rd. lg., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

FAS, 4 1/4", 10" & up, 10 to 16", 4 mos. dry; STRIPS, cr., 5 1/4", 3" & up, 10 to 16", 1 yr. dry. MOWBRAY & ROBINSON COMPANY, Cincinnati, O.

FAS, 4 1/4" to 8 1/4", 6" & up wd., 30% 14 & 16", 6 mos. dry; NO. 1 C, 4 1/4" to 8 1/4", 5" & up wd., 30% 14 & 16", 6 mos. dry, b. s. VESTAL LUMBER & MANUFACTURING CO., Knoxville, Tenn.

FAS, 4 1/4", 10" & up; FAS, 4 1/4" & 5 1/4", 6" & up; NO. 1 C, 4 1/4", 10" & up; NO. 1 C, 4 1/4" & 5 1/4", 4" & up; STRIPS, 4 1/4", 4 1/2" 5 1/2". WILLIAMS LUMBER COMPANY, Fayetteville, Tenn.

NO. 2 C, 4 1/4", 1 yr. dry. MILLER LUMBER COMPANY, Marianna, Ark.

FAS, 4 1/4", 6" & up wd., 40% 14 to 16" lg., 8 to 12 mos. dry; NO. 1 C, 4 1/4", 4" & up wd., 40% 14 to 16" lg., 8 to 12 mos. dry. PENROD-JURDEN & McCOWEN, Memphis, Tenn.

PINE

NO. 5, 4 1/4". I. STEPHENSON CO., TRUSTEES, Wells, Mich.

POPLAR

FAS, Sap, 5 8", 6 mos. dry. F. M. CUTSINGER, Evansville, Ind.

FAS, 4 1/4", 6 mos. dry; PANEL, 4 1/4", 18" & up, 6 mos. dry. H. H. HITT LUMBER CO., Decatur, Ala.

COM. & BTR., 5 8-4 1/4", rd. wd., rd. lg., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

COM., 5 1/4", 5" & up, 10 to 16", 1 yr. dry; COM., qtd., 4 1/4", 4" & up, 10 to 16", 1 yr. dry. MOWBRAY & ROBINSON COMPANY, Cincinnati, O.

FAS, 4 1/4", 14" & up wd., 50% 14 & 16", 8 mos. dry; SELECTS, 50% 14 & 16", 8 mos. dry; NO. 1 C, 50% 14 & 16", 8 mos. dry; BEVEL SIDING, yellow, NO. 1, SELECTS, NO. 1 C, all 4, 5 & 6" wd., 50% 14 & 16", 8 mos. dry. NORMAN LUMBER COMPANY, Louisville, Ky.

NO. 1 C, 4 1/4", 6 mos. dry; NO. 2 C, 3 1/4", 6 mos. dry. E. R. SPOTSWOOD & SON, Lexington, Ky.

NO. 1 C, 5 1/4", 6 1/4" & 8 1/4", 6" & up wd., 50% 14 & 16", 8 mos. dry, b. s. VESTAL LUMBER & MFG. CO., Knoxville, Tenn.

SPRUCE

NO. 5, 4 1/4"; MERCH., 4 1/4", 4" wd., 10 to 16". I. STEPHENSON CO., TRUSTEES, Wells, Mich.

SYCAMORE

LOG RUN, 4 1/4", 6 mos. dry. H. H. HITT LUMBER CO., Decatur, Ala.

NO. 2 C & BTR., 4 1/4", 50% 14 & 16" lg., 8 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Tex.

WALNUT

NO. 1 C, black, 4 1/4", 4" & up wd., 15 mos. dry. G. ELIAS & BRO. CO., Inc., Buffalo, N. Y.

COM. & BTR., 4 1/4-9 1/4", rd. wd., rd. lg. LOUISVILLE VENEER MILLS, Louisville, Ky.

NO. 1 C, 4 1/4", 4" & up, 6 to 16" lg., 8 to 12 mos. dry. PENROD-JURDEN & McCOWEN, Memphis, Tenn.

VENEERS—FACE

QTD. OAK, PL. OAK, QTD. FIG. GUM, sl. and sd., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAHOGANY, CIR. WALNUT, sl. or sd., pl. or fig., 1/28" to 5 16" thick. C. C. MENGEL & BRO. COMPANY, Louisville, Ky.

BASSWOOD, BIRCH, ELM, rty. cut, in all thicknesses, specifications and grades for all purposes, including door stock. NORTHWESTERN COOPERAGE & LUMBER CO., Gladstone, Mich.

ASH, BIRCH, OAK, log run, up to 1 1/2" inc., 12" & up wd., 5 to 8" lg.; B-EYE MAPLE, 1 28", 12" & up wd., 5 to 8" lg. in sheet, also cut to dimension as desired. BIRD'S EYE VENEER COMPANY, Escanaba, Mich.

SEL. RED GUM, No. 1, 1 1/2", 8 to 28" wd., 42 to 46" lg., highly fig. rty.; RED OAK, WHITE ASH, RED GUM, UNSEL. GUM, all No. 1, 1 1/2", 8 to 28" wd., 20" lg., rty.; RED OAK, UNSEL. GUM, all No. 1, 1 1/2", 5 1/2" to 14 1/2" wd., 17 to 29" lg., rty.; RED OAK, SEL. RED GUM, No. 2, and UNSEL. GUM, No. 1, all 1 1/2", 5 1/4" wd., 82 & 86" lg., stile ven. MISSISSIPPI VENEER & LBR. CO., Cedars, Miss.

VENEERS—CROSS BANDING

POPLAR, GUM, MAHOGANY, WALNUT, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PLAIN MAPLE, BIRCH, 1 28", 12" & up, 5 to 8", also backing. BIRD'S EYE VENEER COMPANY, Escanaba, Mich.

PANELS AND TOPS

QTD. FIG. GUM, OAK, MAHOGANY, WALNUT, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

ASH, BIRCH, ELM, OAK, QTD. OAK, MAHOGANY, WALNUT, 3 and 5 ply, stock sizes. WISCONSIN SEATING COMPANY, New London, Wis.

DIMENSION LUMBER

ASH, cr., 2x2-30", 5 mos. dry; 3x3-30", 4 mos. dry; GUM, cr., 3x3-30", 3 mos. dry; 2x2-30", 2 mos. dry; OAK, cr., 2x2-30", 3 mos. dry; 2 1/2x2 1/2-30", 3 mos. dry; 3x3-30", 3 mos. dry. THE PROBST LUMBER CO., Cincinnati, O.

CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion20c a line
 For two insertions35c a line
 For three insertions50c a line
 For four insertions60c 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 charges for copies of paper containing the advertisement.

LUMBER WANTED

WANTED

25 cars 4 1/4 No. 1 Common and Better Sound Wormy Chestnut.

10 cars 8 1/4 No. 1 Common Plain Red and White Oak, dry stock.

S. BURKHOLDER LUMBER CO., Crawfordsville, Ind.

LUMBER FOR SALE

LUMBER—FOR SALE

We are cutting a fine body of Ash, Oak, Sycamore, Maple, Cypress and Gum. Let us have your inquiries. BAY LUMBER CO., INC., Norfolk, Va.

FOR SALE.

About 80,000,000 feet of Virgin Hardwood timber, in Texas on Arkansas line, on railroad. Address F. M. GREENE, Atlanta, Texas.

LOGS WANTED

WANTED—BLACK WALNUT LOGS

We pay cash for Black Walnut Logs 10" and up in diameter. Inspection at shipping point.

MALEY & WERTZ,
 Evansville, Ind.

WANTED—BLACK WALNUT LOGS.

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

DIMENSION STOCK WANTED

WANTED—DIMENSION OAK

Plain and Quartered. Write us for specifications and prices. INDIANA QUARTERED OAK CO., 52 Vanderbilt Ave., New York, N. Y.

DIMENSION STOCK FOR SALE

FOR SALE—ASH DIMENSION

30,000 pes. 1 3/4 x 1 3/4 —26"; 10,000 pes. 2 1/2 x 2 1/2 25". A portion first size will run 2x2. All stock under shed and shipping dry.

GALLOWAY-KENNEDY CO., Clarendon, Ark.

TIMBER FOR SALE

NOTICE OF TIMBER SALE

The undersigned, as Administrator of the John Luck Estate, will offer for sale, at Narrows of Sugar Creek, Parks Co., Ind., on Thursday, October 21, 1915, at 2 o'clock p. m., valuable timber tracts of Walnut, Oak, Hickory, Poplar, Ash, Sycamore, Elm and Beech. For terms and particulars, address

HOWARD MAXWELL, Rockville, Indiana

TIMBER LANDS WANTED

THOROUGHLY RESPONSIBLE PURCHASER

With ample means will pay cash for tracts (2,000 acres and up) of virgin pine, cypress, and hardwood timberlands owned in fee—in the southern and southeastern states.

We are not brokers, commission men or factors, but actual buyers, and all propositions submitted will be regarded in confidence.

We solicit correspondence only with owners or their legally authorized representatives. Address "BOX 90," care Hardwood Record.

TIMBER LANDS FOR SALE

10 TO 20 MILLION

As desired, Hemlock and Hardwood, Price County, Wisconsin. Address LAND COMMISSIONER, Soo Line, Minneapolis, Minn.

TIMBER & TIMBERLANDS FOR SALE

30,000 acres Virginia hardwoods, 50% Oak. Excellent opportunity for quick purchaser. Estimated to contain 300,000,000 feet. Address, "ENGINEER," 704 Union Bldg., Charleston, W. Va.

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you.

Swage your CHISEL and SOLID TOOTH CIRCULAR, your BAND, GANG and CYLINDER SAWS with the

"SIMPLEX"

The only 8 in 1 Roller Die Swage made. WRITE FOR PRICES.

The Peter Gerlach Company,
 CLEVELAND, SIXTH CITY

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Color is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CBILDS & CO., Chicago

We also make Time Checks, Stencils and Log Hammers.



GIBSON TALLY BOOK



This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets—4 1/2 x 8 1/2 inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

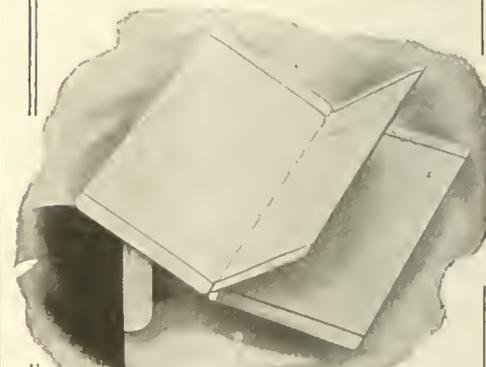
Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

Special, patented, triplicate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability, convenience, accuracy, and for systematizing the inspection and measurement of lumber.

Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented.



PRICE LIST

Aluminum Tally Covers, each	-	-	-	\$ 1.00
Aluminum Tally Covers, per dozen	-	-	-	10.00
Patented triplicate Tally Tickets (stock form)			per 1,000	10.00
Single sheet manila (stock form) Tally Tickets,			per 1,000	4.00

Specimen forms of Tally Tickets mailed on application. Covers sold on approval to responsible concerns.

Manufactured by

Hardwood Record
 537 S. Dearborn St., CHICAGO

veneers AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

*Every Man is Partial
To His Own Goods*

*But the progress of his business
tells the truth*

The last few years have seen a remarkable expansion in our plant and organization - building after building has been added until now we have double the capacity of a few years ago.

Here is a reason

Every one of our products

*Rotary cut elm, basswood, oak & birch
Tops & panels - Backs & seats
Couch ladders and trunk panels*

enjoy the most exacting care and supervision in making

you can easily prove that claim

*The Wisconsin Seating Co.
New London Wisconsin
- Makers of Time-Proof Panels -*

Geo. L. Waetjen & Co.

MILWAUKEE

WISCONSIN

Our large stock of

PANELS AND VENEERS

at all times assures the consumer of immediate shipments

If It's Veneer or Veneered We've Got It

Write for Our Monthly Stock List

WISCONSIN VENEER CO.

Rhineland, Wisconsin

Birch Ash Elm Basswood

*Rotary-Cut Veneer
Built Up Panels*

BASSWOOD DRAWER BOTTOMS

Sliced Quartered Oak Figured Gum American Walnut

Cut to Dimension, Jointed and Taped,
Ready to Lay **ROTARY CUT**

CHESTNUT ASH POPLAR
PINE OAK WALNUT

Knoxville Veneer Co.

P. B. RAYMOND, General Manager, Knoxville, Tenn.

veneers

**Sliced Quartered White Oak
and American Walnut**

Let Us Quote You

The Buckeye Veneer Co.
Dayton, Ohio

M I C H I G A N
FAMOUS FOR HARD MAPLE AND GREY ELM

“Ideal” Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—“IDEAL.”

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

I. Stephenson Co., Trustees - WELLS, MICHIGAN

VON PLATEN LUMBER COMPANY

Iron Mountain, Mich.

Have following stock at Boyne City, car or cargo shipments:

- | | |
|---|--|
| 160 M ft. 4/4 No. 2 Com. & Better Red Oak | 500 M ft. 12/4 No. 3 Com. Maple |
| 250 M ft. 4/4 No. 2 Com. & Better Beech | 500 M ft. 4/4 No. 3 Com. Maple |
| 75 M ft. 5/4 No. 2 and No. 3 Beech | 87 M ft. 5/4 Log Run Basswood |
| 14 M ft. 14/4 No. 2 Com. & Better Maple | 34 M ft. 5/4 No. 2, 3" and 4" strips, Basswood |
| 12 M ft. 10/4 No. 2 Com. & Better Maple | 12 M ft. 5/4 5" and wider No. 2 Com. Basswood |
| | 24 M ft. 5/4 No. 3 Com. Basswood |
| | 12 M ft. 4/4 No. 3 Com. Basswood. |

EAST JORDAN LUMBER Co.

EAST JORDAN, MICHIGAN

High Grade Maple

- 35M 12/4 No. 1 Common and Better
- 25M 8/4 No. 1 Common and Better
- 35M 6/4 No. 1 Common and Better
- 60M 4/4 No. 1 Common and Better
- 50M 5/4 Quarter Sawed Hard Maple

Strictly Lower Peninsula stock. Write for prices.

FULL THICKNESS BAND SAWN QUICK SHIPMENT

Strable Lumber & Salt Co.

Manufacturers of

Hardwood Lumber AND Maple Flooring

SAGINAW, MICHIGAN

WE WANT TO MOVE:
50,000 ft. 8/4 No. 2 and better Soft Maple.
150,000 ft. 4/4 No. 2 and better Soft Maple.
75,000 ft. 6/4 No. 2 Common Soft Elm.
75,000 ft. 6/4 No. 3 Common Soft Elm.
30,000 ft. 4/4 No. 2 Common Soft Elm.
100,000 ft. 4/4 No. 1 Common Basswood.
37,000 ft. 4/4 No. 2 Common Basswood.

“Chief Brand” Maple and Beech Flooring

in 3/8, 1/2 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

We are members of the Maple Flooring Manufacturers' Association

OUR BIRCH VENEERS

ARE THE PRODUCT OF HIGH GRADE LOGS, FIRST-CLASS EQUIPMENT AND OVER TEN YEARS' EXPERIENCE

MILWAUKEE BASKET COMPANY, South Milwaukee, Wis.

BIRCH

4-4 and thicker, No. 1 Common and Better also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

Rice Lake Lumber Co., Rice Lake, Wis.

TOMAHAWK VENEER & BOX CO.

Manufacturers of Draw Bottoms in Birch and Basswood, Pin Blocks, Back Panels, also Heading and American Cheese Boxes our Specialties

TOMAHAWK

WRITE FOR PRICES.

WISCONSIN

BUFFALO

The Foremost Hardwood Market of the East

G. Elias & Bro.

HARDWOODS

White Pine, Yellow Pine, Spruce,
Hemlock, Fir, Lumber, Timber, Mill-
work, Boxes, Maple and Oak Flooring

955 - 1015 ELK STREET

Hugh McLean Lumber Co.

OUR SPECIALTY:

**QUARTERED
WHITE OAK**

940 Elk Street

**BUFFALO HARDWOOD
LUMBER CO.**

Dry band sawed stock

Piled at our Mill in Alabama ready for shipment

100000' 4/4 1s & 2s Plain Red Oak.

50000' 4/4 No. 1 common Red Oak.

50000' 4/4 1s & 2s Sap Gum.

30000' 4/4 No. 1 common Sap Gum.

940 Seneca Street

Yeager Lumber Company, Inc.

Specialties:

Oak, Ash and Poplar

932 ELK STREET

T. SULLIVAN & CO.

HARDWOODS

Specialty - Brown Ash

No. 2 ARTHUR STREET

Standard Hardwood Lumber Co.

**OAK, ASH and
CHESTNUT**

1075 Clinton Street

**ANTHONY MILLER
HARDWOODS
OF ALL KINDS**

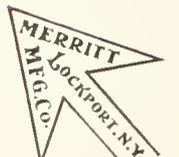
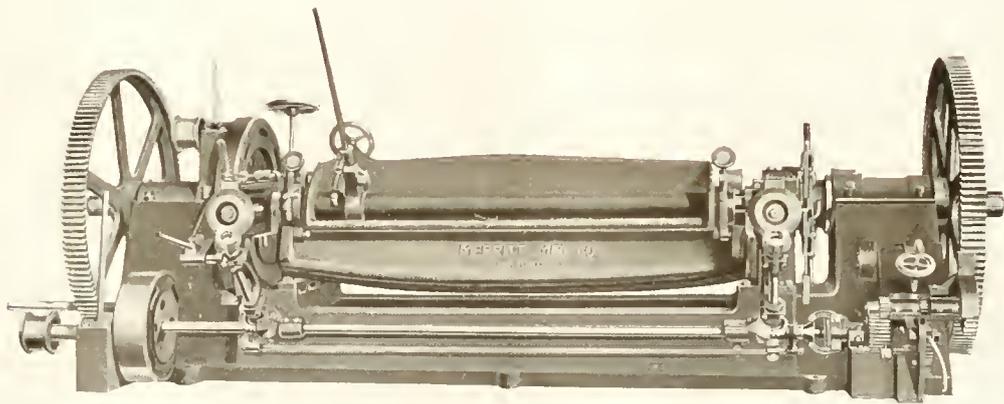
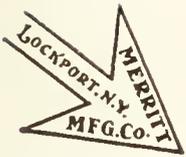
893 Eagle Street

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

VENEER LATHES-

The "Merit" Veneer Lathe is guaranteed to give the very best results possible on such a machine. It is guaranteed to be made of the best possible material and by the very best mechanics.

We can safely do this because we know that the "Merit" Veneer Lathe with its one piece solid cast iron base, its extra "third bearing" for doubly strengthening the spindles, the "straight line action" of the knife carriage, and many other important features will carry out our statements.



Are you just now considering the installation of a veneer plant in connection with your lumber business? If so, send for our catalogue, giving us the average diameter of your logs, and the approximate lengths of veneer you wish to cut; we will, by return mail, send you a complete quotation on the required machinery.

Have you a veneer plant already, but are looking for new machinery?—a Lathe, a clipper, or both perhaps? You doubtless then have heard of the "Merit" Veneer Lathe before and know that it is always spoken of as the best. Why? Because of the features embodied in our machines to produce the best material on the market at the lowest cost of operation.

MERRITT MFG. CO.-LOCKPORT, N.Y.

BOTH NORTHERN and
SOUTHERN OAK

HARDWOOD LUMBER and
ROTARY VENEERS

STIMSON'S MILLS

J. V. STIMSON
HUNTINGBURG, IND.

J. V. STIMSON HARDWOOD CO.
MEMPHIS, TENN.

STIMSON VENEER & LUMBER CO.
MEMPHIS, TENN.

Entire Line of Well Manufactured
HARDWOOD LUMBER

from $\frac{3}{8}$ " thick up

IN DRY STOCK

including

OAK AND RED GUM

PLAIN AND QUARTER SAWN

WALNUT	POPLAR
HICKORY	ASH
ELM	MAPLE

ABC AND WESTERN UNION CODE

Tells all there is to know about every
commercial forest tree of America.

AMERICAN FOREST TREES

(WRITTEN IN THE LUMBERMAN'S LANGUAGE)

*Completely illustrated with
original photographs and draw-
ings and handsomely bound*

(Price \$6 Prepaid)

HARDWOOD RECORD, 537 S. DEARBORN ST.
CHICAGO, ILL.

PENROD Walnut & Veneer Co.

Manufacturers

EXCLUSIVELY
WALNUT LUMBER AND VENEERS

KANSAS CITY, MO.

Penrod-Jurden & McCowen

MANUFACTURERS AND EXPORTERS

HARDWOOD LUMBER

and

Rotary Cut Veneers

General Offices
MEMPHIS, TENNESSEE

Mills at
Memphis, Tenn. Helena, Ark. Bradsfield, Ark.

New York Botanical Garden Library



3 5185 00256 2773

