

MR. NASH TO MR. COACHMAN.

The Record has been requested to publish the following:

Savannah, Ga., December 3rd, 1908.
Mr. W. F. Coachman,
Jacksonville, Fla.

Sir:

We beg to acknowledge receipt of your communication of November 7th and printed in the "Weekly Industrial Record" of same date under the caption:

**"FALSE AND LIBELOUS WERE
NASH'S CHARGES."**

Those hysterical and inspired headlines are altogether out of proportion to the defense which is contained in your subjoined letter, and are absolutely at variance with the truths contained in our statement of October 17th in our statement, not in our charges, for we charged nothing. That statement was correct and accurate in every particular except as to one minor detail, that being the reference to your fancied sympathy in time of stress. Your own disclaimer, supplemented by facts that have come to our knowledge recently, prove conclusively the inaccuracy of our statement that "We had the earnest sympathy of Mr. Coachman," and in this particular alone do we amend our statement.

In this connection we think well to call your attention to the following exchange of letters that took place shortly after our last, or rather, our second indictment by the Federal Grand Jury in April last:

"Savannah, Ga., April 29th, 1908.
"Mr. W. F. Coachman, President,
Consolidated Naval Stores Co.,
Jacksonville, Fla.

"Dear Sir:—

We were hopeful that during your recent visit to Savannah we would have the pleasure of a call from you, and more especially as you had expressed to Mr Moller a wish to see our Mr. Shotter and the writer. In view of the extent of business between our two companies and on the proceedings recently instituted by the Government against our own, we would have especially appreciated a visit from you at that time. Failing that, however, it has been a source of gratification to us, to receive through the medium of a mutual friend, your assurance to the effect that you not only do not sympathize with the attack on us, but that you are distinctly opposed to it and used your influence to prevent it, and we take occasion herewith to express our thanks for your indirect declaration to that effect.

"Having no idea in what way we have transgressed the Sherman Anti-Trust Law, or any other Act of Congress, we are at a loss even to conjecture upon what grounds the Government bases its charge. Can you give us any hint or suggestion in this respect?

Yours very truly,
Sd. AMERICAN NAVAL STORES CO.,

E. S. Nash, President.

Jacksonville, Fla., May 6th, 1908.
Mr. E. S. Nash, President,
Savannah, Ga.

Dear Sir.—

Your favor of April 29th duly received. I expect to be in Savannah at some time within the near future, when I hope to have an opportunity of seeing you.

Yours very truly,
Sd. W. F. COACHMAN,
President.

Without enlarging upon this corre-

spondence, we would be glad to have your categorical reply to the question as to whether or not you had, prior to the interview mentioned in our letter, conspired with certain other enemies of our Company, and been engaged in scouring the country for "information" upon which to base an indictment?

Until further light shall have been thrown upon the subject, we will dismiss it as to any sympathy on your part prior or subsequent to the Government attack.

In your open letter of November 7th you say "Your communication professes to be a reply to attacks made upon your Company. You realize that these 'attacks' are less real than imaginary" (God save the mark!) "and it is clear that the purpose of the article is not defensive, but offensive." For wanton distortion of facts this statement will stand pre-eminent in the eyes of those who have followed the virulent, libelous and shameful onslaughts upon our Company in the columns of certain Jacksonville prints, notably the one over the publications in which you and those associated with you are believed to exercise control.

Your attempted diversion of attention from the main facts can deceive no one. Equally fallacious and pointless is your statement of our purpose in naming Senator Taliaferro, Mr. C. B. Rogers and yourself as stockholders in the Atlantic Investment Company. We have already replied to Senator Taliaferro's allegations along the same line, and what we said then applies equally to Mr. Rogers.

As for yourself, the charge that we had any intention or desire to injure your administration of the affairs of the Consolidated Naval Stores Company is absolutely without foundation. That Company has been and is one with which we are in complete accord, and will have our good will whether its affairs are administered by you or another.

Your explanation of your holdings in the Atlantic Investment Company, and your disclaimer as to any connection with the MANAGEMENT of its affairs is as weak as it is evasive. Furthermore your proud boast that the Atlantic Investment Company, in which you held shares, "was never tried and convicted" is altogether misleading. It was brought to trial as being in effect contrary to the provisions of the Sherman Anti-Trust Law, inasmuch as it was a holding company for Paterson-Downing Company, S. P. Shotter Company and Standard Naval Stores Company, from the profits of which Companies you derived substantial revenue. That it escaped the maximum fines imposed upon those Companies, was solely from the fact that to fine it also would be to inflict a double penalty.

Your reference to a certain letter signed by two officers of our Company, and your reproduction of that letter is an offense to decency, and is susceptible of no excuse.

The action of the Government against Atlantic Investment Company, and its constituent parts, was against the combination, and nowhere was any charge made against the management or conduct of the business itself. Of this fact you are fully aware, and your insidious attempt to produce a contrary impression must be attributed to a desire to divert

attention to two gentlemen who were in no sense more "criminal" than were you yourself.

One paragraph in your letter has impressed itself upon me, as no doubt it has upon others who may have read it. Others still may not have seen the letter, and for their benefit we reproduce said paragraph as follows:

"The principal work of my life has been to improve and benefit the naval stores business, and it cannot be truthfully said that I have ever been turned from that purpose by any interest or investment."

Taken in connection with the reflections in your letter upon others identified with the industry, we consider that as a specimen of "I am holier than thou," this paragraph stands preeminent.

In conclusion we beg to call "our attention to this summing up of facts:

First: On October 17th we issued a statement defensive as to repeated malignant, libelous and menacing attacks upon our Company and certain of its officials, and offensive under no construction by the facts.

Second: On November 7th you addressed to us, and at the same time caused to be published, a letter disclaiming any taint of criminality in the holding of shares in a Company brought to trial subsequent to your holdings, as being in violation of the Sherman Law. The assumption that you were so "guilty" was self-imposed, as nothing of the kind was intended or implied by us. We had simply made statements throwing additional light upon a history which had only been partially disclosed in your trade journals.

Third: From our point of view, there was no need that you should make a public defense at such length as is embraced in your letter. Our statement stands un-denied. Your denials refer solely to assumed charges that were neither made, intended or implied, and your defense has more the nature of a confession than is warranted by anything we have stated. This fact leads up to another fact given in our original statement, and to which you make no reference, explanatory or defensive, viz.: The transfer of your shares in Atlantic Investment Company to a third party, to be held for you in trust. We have never charged you with or considered you guilty of any offense in holding these shares. If your own views as to these holdings were in accord with ours, why did you have the shares transferred to a name other than your own?

As for ourselves we desire no answer, and our question is put solely for the benefit of that public which you have taken (partially) into your confidence.

AMERICAN NAVAL STORES CO.,
E. S. Nash, President.

THE TURPENTINE MARKET.

During the calendar year the spirits turpentine market has, with one or two exceptions, been very unsatisfactory to the producers. December, 1907, closed with prices at 40 to 42 cents per gallon. The first week of the new year closed with an advance to 51 cents and then came fluctuations during January and February from 54 cents down to 47½ cents. In March the price increased to 57 cents, but as soon as the new naval stores year opened on April 1, down went prices, from 50 cents down to 35 cents, that being the lowest price reached during the first week in October. Since the meeting of the Turpentine Operators' Association in Jack-

sonville during October there has been a slight advance until 39½ cents was reached and there prices remained for a little more than two weeks during the latter part of November and the first four days in December. Then came another little falling off.

Not since the season of 1901-02 has the price of spirits turpentine reached the figure that was the low water mark during the past fall. That year the Turpentine Operators' Association was organized and for the next three years prices advanced until in the month of May, 1905, the high-water mark of 79 cents was reached. Then, as soon as the Savannah crowd got control again, prices began to go down, with occasional increases, until a year ago when the hammering process was kept up to such an extent prices were forced down to a point below the actual cost of production.

Now that an effort is being made to secure for the producer a living profit on his product the manipulators of the market put up a great howl and resort to every means to defeat that end. They care nothing for the producer as long as they can hold him in their clutches. But the day of retribution is coming. The producer appears at least to realize that he can control the situation and he is determined to do so.

Seeing the handwriting on the wall the manipulators are now pretending to be the friend of the producer and is advising him to curtail the output for the coming season. That is the advice that is given openly but, at the same time, these people who fix the prices admit that they own large holdings, and it is safe to say that the box cut on their holdings will be in no wise diminished.

In their little "organ" they publish the following, which will deceive no one: "The chief danger that menaces next year is the producers themselves. If they, or any large number of them, forget the dictates of common business prudence and gave heavily in box cutting this winter there is no telling what prices they may have to take for their output in 1909. Undoubtedly considerable will be carried over from this crop and if producers are not hankering for 30 to 35 cent turps they will wield the axe very sparingly this winter. If they make a large crop the coming year it will be useless for them to curse and abuse the dealers and consumers. The blame will entirely rest on the producers themselves and any factors who, in a desire for an enlarged business or to make up losses in the ranks of their customers, indirectly encourage the heavy cutting of boxes."

The Turpentine Operators' Association adopted resolutions urging that the box cut be held down to the lowest possible point. The Industrial Record has repeatedly warned the producers what will follow if they disregard the action taken by the Association, and now comes the manipulators and in the role of the friend of the producer gives the same advice. But, it would be interesting to know how many new boxes will be cut this winter by the people who are now falling in line. They dare not openly advise the cutting of boxes and the making of a large crop, but having admitted that they were producers as well as dealers and exporters, they should prove that they are going to follow the advice they give. The sign board tactics of "don't do as we do but do as we tell you to do," will not fool any one.