

**INDUSTRIAL RECORD**

JAMES A. HOLLOWAY, Editor-in-Chief  
A. H. MARSH, Business Manager

Published Every Monday.

SUBSCRIPTION (Domestic)...\$3.00 Per Annum  
(Foreign)...\$3.50

"The Pine and Its Products."

All communications should be addressed  
The Industrial Record Company,  
Jacksonville, Fla.

Entered at the Postoffice at Jacksonville, Fla.,  
as second-class matter

Adopted by the Executive Committee of  
the Turpentine Operators' Association  
September 12, 1902, as its exclusive official  
organ. Adopted in annual convention  
September 11 as the organ also of the  
general association.

Adopted April 27th, 1903, as the official  
organ of the Interstate Cane Growers' As-  
sociation. Adopted September 11, 1903, as  
the only official organ of the T. O. A.

Commended to lumber people by special  
resolution adopted by the Georgia Sawmill  
Association.

**THE RECORD'S OFFICES.**

The publishing plant and the main of-  
fices of the Industrial Record Company  
are located at the intersection of Bay and  
Newnan Streets, Jacksonville, Fla., in the  
very heart of the great turpentine and  
yellow pine industries.

**NOTICE TO PATRONS.**

All payments for advertising in the In-  
dustrial Record and subscriptions thereto  
must be made direct to the home office in  
Jacksonville. Agents are not allowed to  
make collections under any circumstances.  
Bills for advertising and subscriptions are  
sent out from the home office, when due,  
and all remittances must be made direct  
to this company.

Industrial Record Publishing Co.

**A MATTER OF HONESTY.**

While the trial of the case known as  
"the Naval Stores Trust case" is in progress  
the Industrial Record does not care to  
express any opinion upon the value  
of the testimony presented, but the following  
editorial from the Times-Union of  
May 1, upon the importance of passing a  
federal inspection law for naval stores,  
as urged by the Turpentine Operators' As-  
sociation at the last annual convention of  
that organization, is given herewith, and  
will no doubt prove of deep interest to  
all concerned in the naval stores industry:

"Unless it can be proved that four men  
swore falsely in Savannah day before yester-  
day, the fact stands forth that the  
grading of rosin has been changed by  
rubbing out the letters indicating one  
grade and substituting another letter indi-  
cating a higher grade. One witness said  
that the grades of from 50,000 to 60,000  
barrels of rosin had been raised in the  
Brooklyn yards of the National Trans-  
portation and Terminal Company "through  
the simple process of rubbing out the old  
grades and substituting new ones on the  
barrels." The witness was a foreman in  
this yard at the time. His orders to raise  
the grades sometimes came from the New  
York office of the American Naval Stores  
Company. Three other men working in  
the yards at that time corroborated this  
testimony.

"How many of these marks would have  
been removed if they had been placed on

the barrels by a federal inspector, with a  
federal law behind him providing a heavy  
fine or a term in the penitentiary for any  
one who changed them? Not one. With  
federal inspection this rosin would have  
gone to the consumer as graded by the  
federal inspector.

"Here state inspection did not prevent  
fraud, and federal inspection would have  
prevented it. The extent of the fraud in  
this case proved was from 50,000 to 60,000  
barrels of rosin; what is the probable ex-  
tent of the fraud which has not been  
proven? Are not frauds generally success-  
fully hidden? Is it not probable that,  
taking the whole country, there were ten  
times as many barrels misbranded as were  
proven to have been misbranded in this  
one market? Is it not probable that this  
fraudulent change of brands was the rule  
instead of the exception?

"The testimony of Mr. O'Keefe shows  
the necessity for the passage of the Talia-  
ferro bill, which would stop such practices,  
and guarantee that all naval stores would  
be correctly represented.

"It is charged that these naval stores  
prosecutions are merely a fight between  
Savannah and Jacksonville. It is said  
that the introduction of the Taliaferro  
bill was merely a feature of the fight be-  
tween Savannah and Jacksonville. In the  
light of the testimony of Walter O'Keefe,  
Savannah should repudiate this slander,  
for so long as the testimony of this wit-  
ness remains unshaken the fight appears  
to be one between honesty and dishonesty,  
and, whatever may be said of certain par-  
ties in Savannah, we do not believe the  
people of that city stand for dishonesty."

**JACKSONVILLE'S DEVELOPMENT.**

A substantial evidence of Jacksonville's  
wonderful development is the record of  
building operations. For the month of  
April the record shows that there were  
86 permits issued from this office. Of  
this number 32 were for the erection of  
one-story frame houses; 35 two-story  
frame; 4 two-story brick; 1 three-story  
brick and 4 one-story brick structures.  
The estimated valuation of these struc-  
tures is \$203,000. The record for the pre-  
vious month was as follows: Seventy-  
eight one-story frame; 40 two-story frame,  
1 two-story brick; 1 three-story brick; 1  
brick addition and 1 two-story stone, mak-  
ing a total of 122 buildings, with a valua-  
tion of \$134,500 for the frame buildings,  
and \$23,600 for the brick and stone struc-  
tures. In April, 1908, only 58 permits  
were issued; 56 being frame structures and  
two brick.

**PLAN TO INCREASE OUTPUT OF SAW-  
MILLS.****Advantages of Sawing Logs with the Butt  
Ahead on the Carriage are  
Pointed Out.**

George W. Carroll, vice-president of the  
Nona Mills Company, Beaumont, Texas,  
has discovered a way to get a large in-  
crease in quantity of lumber out of yellow  
pine logs over the amount obtained by the  
common method of sawing. He also gains  
in the proportion of uppers. It is a simple  
method that can be utilized in every saw-  
mill without expense.

The method used by Mr. Carroll is to  
saw the log butt ahead instead of the  
smaller end ahead. There are several ad-  
vantages:

1. The nigger will turn the logs better.
2. The sawyer can discover the shake in the log and avoid it.
3. The sawyer can slab lighter, espec-

ially with circular saw, because of the  
better sight he obtains.

4. The saw cuts easier because of its  
cutting with the grain instead of against  
it.

5. Greater speed, because the saw is  
meeting with less resistance than when it  
is cutting from the smaller end toward  
the larger end of the log.

6. Time saved in running carriage, as,  
for instance, in cutting strips six or eight  
feet from a 24-foot log. With the little  
end ahead, the carriage would have to  
run full 24 feet, but with the butt ahead,  
it is only necessary to run six or eight  
feet to the point when the log tapers and  
then turn back.

7. There is a great saving at the edger  
because the boards are wider, so that only  
a small edging is taken off.

8. The same advantages are apparent  
when the gang is used.

9. Logs can be turned in the pond.

10. Mr. Carroll estimates that a cut of  
40,000 feet will expand to 42,000 feet if the  
logs are sawn butt ahead instead of little  
end ahead.

Mr. Carroll has been actively engaged in  
logging and sawmilling for 30 years or  
longer and has given a careful study to  
economical operation of the woods and  
mills. He is firmly in sympathy with the  
conservation movement, believing that the  
forest and timber wealth of the country  
should be preserved by cutting the old  
trees first and giving young trees of six  
and eight inches in diameter time to grow  
and expand, with the result of conserving  
the timber resources of the country and  
at the same time increase the output of  
lumber that may be obtained from a given  
quantity of logs and increase the profits  
of the mills cutting the same.

Mr. Carroll has closely observed the  
growth of trees, having kept a record for a  
number of years which shows yellow pine  
trees grow about the rate of three inches  
in diameter in 10 years. The details of  
growth are shown in the following fig-  
ures, which are based throughout on a 24-  
foot log:

Log eight inches in diameter cuts 37  
feet of lumber; 11 inches in diameter cuts  
96 feet, showing a difference of 59 feet,  
or gain of 38.5 per cent, practically 2 1/2  
times the timber.

Log ten inches in diameter cuts 72 feet;  
13 inches cuts 140 feet, making a difference  
of 68 feet, or 51.4 per cent, practically  
doubling the cut.

Log twelve inches in diameter cuts  
119 feet; 15 inches cuts 190 feet, making  
a difference in cut of 71 feet, or 64.7 per  
cent, practically a gain of 1 3/4 times.

**PAPER FROM COTTON STALKS.**

The Southern Cotton Stalk and Paper  
Company, of Atlanta, Ga., are preparing to  
erect a mill at Cordele, Ga., for the mak-  
ing of paper from cotton stalks which  
they advise they are able to do on a profit-  
able commercial basis.

The company announce that this plant  
is one of a number that they expect to  
locate in the cotton belt.

Concerning the making of paper from  
cotton stalks and the erection of this  
plant, the Charlotte (N. C.) Observer  
says:

"Of the cotton plant's adaptability for  
paper making there can be no reasonable  
question. It is simply a diminutive tree  
—not so very diminutive, either, in some  
countries where it is native. Cotton  
stalks are true wood, and of proper soft-  
ness. So highly fibrous, however, is this  
soft wood that the practical difficulties in

the way of utilization for paper making  
have appeared formidable. Paper could  
be made, but could it be made with suc-  
cess commercially? The Cordele mill's  
projectors evidently believe that this  
question now admits of an answer in the  
affirmative. Whether or not the process  
has yet been sufficiently perfected, it cer-  
tainly will be before long. The modern  
industrial world, hungry for material of  
every kind, often forced to seek substi-  
tutes for material approaching exhaustion,  
cannot neglect the cotton stalk indefi-  
nitely.

"As an important factor in the cotton  
stalk paper mill's possibilities there must  
not be overlooked the constant rise in  
paper prices to keep pace with forest de-  
struction. Paper produced under circum-  
stances which five years ago would have  
been highly disadvantageous might well  
earn good profits now. With this ten-  
dency continuing and with the cotton  
stalk paper people improving methods as  
their experience increases, we may reason-  
ably expect the new industry to establish  
itself upon a firm foundation. Once it  
becomes so established the boll weevil will  
receive an important check, for all investi-  
gators agree that complete destruction of  
the stalks each fall is the best preventive  
yet suggested.

"Here's to the cotton stalk paper mill—  
the next broadening Southern industry."

**BUY DIRECT FROM  
THE MANUFACTURER.****You Save Retailers' and Jobbers' Profits  
By This Plan.**

Many manufacturers these days are  
selling their entire out-put direct to the  
consumer for cash, instead of to retailers  
and jobbers whom they have to sell on  
sixty and ninety days time. Often when  
the bills are due they are forced to accept  
notes in payment for the account or wait  
perhaps two or three months longer. The  
retail merchant who in turn sells his goods  
on time has to charge enough profit to  
pay rents, clerk hire and make up for his  
losses by bad accounts. Realizing the  
great difference the consumer pays above  
the factory cost many of the largest man-  
ufacturers in various lines are adopting  
the plan of selling their products for cash  
direct to the consumer.

This plan enables the manufacturer to  
sell on a very small profit because he re-  
ceives cash for every order before it leaves  
the factory. There are no bad accounts—  
no large force of clerks and book-keepers  
who must be paid from the profits.

They manufacture all kinds of chairs  
for the home, office or store, in all grades  
from the cheap to the very best.

A comparison of their prices with those  
charged by the retail stores will convince  
you that you can save at least a third by  
buying your chairs direct from their fac-  
tory. They issue a large illustrated cata-  
logue, which will be sent to any address  
upon request.

Just at this time they are offering a  
very large line of porch chairs and rock-  
ers at special prices. They are originators  
of the famous "Florida Cracker" porch  
rocker and the "Sweetheart" swings, two  
pieces of furniture that should be in every  
home.

The chair factory maintains a salesroom  
at 419 Main Street where samples of their  
chairs can be seen.

Write for their large illustrated cata-  
logue. You will be surprised at the great  
variety sold by this factory and the re-  
markably low prices. Address Florida  
Chair Factory, Jacksonville, Fla.