

**INDUSTRIAL RECORD**

JAMES A. HOLLIMON, 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' Association. 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 offices 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 Industrial 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.

**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 manufacturers 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 receives 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.

Among the firms that have adopted this plan is the Florida Chair Factory, of this city.

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 factory. They issue a large illustrated catalogue, which will be sent to any address upon request.

Just at this time they are offering a very large line of porch chairs and rockers 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 Florida home.

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

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

**A CARBONATED BEVERAGE.**

One of the delicious summer drinks (that no doubt whatever has come to stay) is the Buck-Fizz. It is a carbonated beverage and is fully guaranteed under the pure food and drug act of June 3, 1907, and what is of greater importance it contains less than 1½% alcohol. This very cooling beverage is manufactured by R. B. Smith, of West Bay Street, Jacksonville, Fla., and that Buck-Fizz is already a public favorite is proved beyond a doubt by its continuous delivery wagons being seen traversing our streets. There are so many soft drinks nowadays which are on the market and not all as healthful and invigorating as they are expected to be, but if one were to go to their factory and see the numerous employes who are specially trained in handling this lovely drink, their immense machinery plant, especially to that which pertains to the cleaning of the thousands of bottles, their confidence in Buck-Fizz would at once be established.

**Naval Stores Case.**

(Continued from page 3.)

graded there that as fast as it came it was re-inspected and re-graded, and that the gain in the change of grades had been greater than the loss.

**Friday.**

Savannah, Ga., May 7.—The defense got in considerable testimony today in the trial in the United States Court of the American Naval Stores Company for alleged violation of the Sherman anti-trust law. L. M. LeHardy, of Savannah, cotton factor, said it was customary to regrade cotton upon reaching the warehouse yards. He stated on cross-examination that there were no sworn inspectors of cotton as in the case of naval stores.

J. H. Tyson of Jacksonville, custodian of the yards controlled by the American Naval Stores Company in that city, testified that he had never received instructions to do anything unfair in the conduct of the company's business.

Carl Moller of Jacksonville, manager of the National Tank and Transportation Company, a subsidiary of the American Naval Stores Company, and a defendant in the case, told of the experiments of heating turpentine at Jacksonville, ad-

ding that the expansion was only temporary, and therefore valueless. Mr. Moller knew nothing of a monopoly or conspiracy.

E. S. Nash of Savannah, president of the American Naval Stores Company, in his testimony entered a denial that he is identified with any scheme in restraint of trade, and set up a general denial of charges in the indictments. He testified that his company had not manipulated the market and had advocated lessened production in naval stores.

**Shotter Testifies.**

Spencer A. Shotter, chairman of the board of directors of the American Naval Stores Company and the largest naval stores producer in the world according to his own statement, was called to the stand, and when he had given testimony at the afternoon session, four out of five of the individual defendants who were being tried had been witnesses. Tomorrow J. F. C. Myers, vice president of the American Naval Stores Company and president of the National Transportation and Terminal Company, the only remaining defendant who has not testified will probably be called to the stand.

Mr. Shotter displayed an intimate knowledge of even minute details of the corporation's work. He stated, and the statement caused surprise, that he is not a citizen of the United States, though he has resided in Savannah thirty years, and before that in Wilmington, N. C., but he was born in Canada and is yet a subject of the British king.

Mr. Shotter told of the contracts between his corporation and the Consolidated Naval Stores Company and the West-Flynn & Harris Company about which so much has been said during the trial. He stated that Walter F. Coachman, vice president of the Consolidated, expressed himself as gratified with the contract when it was signed. Mr. Shotter said that the storage charges made by the American was the consideration the American received for purchasing naval stores in Jacksonville, Fla.

He stated that Jacksonville has not sufficient water to permit of loading large steamers for shipments abroad, and the American needed the storage charges paid by the West-Flynn & Harris Company as compensation for buying at a point from which the American has to pay transportation charges to Fernandina, the nearest exporting point.

Mr. Shotter said he does as large a business as he can legitimately. He said the American has 4,000 customers, and that complaints from them have been few. He said since the trial has been in progress, 400 or 500 letters of sympathy had been received by the American. One of these letters, he said, came from Proctor & Gamble, who a witness for the prosecution had stated had been served with upgraded rosin when the American filled its orders.

Mr. Shotter stated that he was indicted in 1899 for violating the interstate commerce law, and that he plead guilty and was fined, but that he shouldered the blame of some one, for something that had occurred before the American Naval Stores Company was organized.

Mr. Shotter's interest, he said, in the American is about 20 per cent of the stock. The spirits owned by the Naval Stores Export Company, of which Mr. Toomer, now representing the prosecution, was president, which was stored in the tanks in Fernandina, was mentioned. "I bought this turpentine," said Mr. Shotter, "once from Mr. W. C. Powell and paid 43 cents

for it and then Mr. Toomer wouldn't let him deliver it." The sale was made subject to Mr. Toomer's approval. Mr. Coachman on the stand had stated that the American did not buy it, when he was questioned as to that company's alleged refusal to buy it.

**Saturday's Proceedings.**

Evidence ended in the trial of the American Naval Stores Company, the National Transportation and Terminal Company of New Jersey, and of officers of the former, in the United States court here today. Arguments will begin Monday morning.

The defense closed soon after the session of the court opened this morning. Judge Samuel B. Adams read a contract about which much has been said in the case, and then announced the end of the evidence of the defense.

Because J. F. Cooper Myers, one of the defendants, had not been called to the stand, the announcement caused a ripple of surprise. The counsel stated that the defense did not consider that any of the defendants had been connected with a conspiracy to do the things charged, and specially was there a lack of evidence against Mr. Myers. This was the reason he wasn't put up.

Without a minute's delay the government began the calling of witnesses in rebuttal. The witnesses were called to the stand, examined and excused in an hour.

The government rested and there was nothing more from the defense. A short recess ensued, and Judge Adams renewed his motion for the court to direct a verdict in favor of all of the defendants. It was not argued fully. Judge Sheppard overruled the motion as in the previous instance.

Walter F. Coachman, of Jacksonville, president of the Consolidated Naval Stores Company, was recalled by prosecution to rebut the testimony of S. P. Shotter and George M. Boardman. In regard to the contract of the Shotter Company and Paterson-Downing Company with the Consolidated, Mr. Coachman said there were two objections to it at the time it was signed, but he was then only vice-president of his company. He said he knew nothing about any manipulation of the Savannah market early in 1908.

Mr. Toomer read portions of the Boardman letter which purported to record Mr. Coachman's conversation in New York with Mr. Boardman. The witness was quoted in the letter as saying that if the Toomer turpentine at Fernandina were sold at a price which left no equity for the Naval Stores Export Company, that company would be wiped out and would not have to be reckoned with any more.

"That is absolutely untrue," said Mr. Coachman, "I did not make that statement." He said that Mr. Boardman himself made those remarks in the course of their conversation.

The witness said he wanted to qualify his statement about the alleged stolen letter, and the use of it congress by Senator Taliaferro. He said he saw in the Congressional Record that such a letter had been made use of in some of the congressional committees. Personally, he did not attend the meetings, and did not know whether Senator Taliaferro submitted the letter or not.

The other witnesses who were called in rebuttal were Charles Smith, inspector, who is maker of the standard types; David Hill of Brooklyn, a laborer; E. C. Patterson of Jacksonville; Walter O'Keefe of Brooklyn; George F. White, S. H. Oliver of Pooler and S. A. Alford.