

there are only eighteen or nineteen feet at the Jacksonville bar; don't you know that our ships go out twenty-seven feet; as a merchant don't you know that they go out from this port—combination cargoes that are made up of lumber and naval stores?

A—No, I don't know that.

Q—Don't you know the facilities are better?

A—The facilities are a little better.

Q—Don't you know those things?

A—Well, possibly you have better water facilities; I am not positive of that; because some of the ships are very large ships; they go from Jacksonville to New York.

Q—Don't you know that owing to difference of the depth of water and the greater amount of tonnage, and the character of combination cargoes, that the facilities for the export trade are better here than in Jacksonville?

A—Possibly they are. The Government has spent a great deal of money in this port; I cannot be sure of that fact though, because I am not posted on that matter.

Q—Well, you were kind enough to tell us that sometimes the American Naval Stores Company did not buy; as a merchant you know, in trade, that sometimes a man does not buy; is not that a fact?

A—That is a fact.

Q—Sometimes a merchant will buy from one and sometimes from another, that is true, is not it?

A—Yes, sir.

Q—Now you were under no compulsion to sell your naval stores to the Patterson Export Company at a fixed price, were you?

A—No.

Q—You were under no compulsion to

sell to the American Naval Stores Company at any fixed price, were you?

A—Well, I had to sell to them.

Q—I say at the fixed price, sir?

A—No, sir.

Q—You were under no compulsion to sell us at any fixed price?

A—No, sir.

Q—You were under no compulsion to sell on any given day, or to sell to any particular person; in other words you were aware of the fact that Mr. Fairie, of Fairie & Co., was a buyer in Savannah of naval stores, and that the London & Savannah Company were buyers here, and that the Patterson Export Company—at that time, you know they were buyers?

A—Yes, sir.

Q—And it is also true that Mr. J. R. Walsh was a buyer here?

A—Yes, sir.

Q—And Mr. T. T. Chapeau was a buyer?

A—Yes, sir.

Q—And Mr. T. R. Middleton?

A—Yes, sir.

Q—You were under no compulsion to sell to any of those people?

A—No, sir.

Q—You could have sold to any of them?

A—Yes, sir.

Q—You could have sold the products you had to anybody anywhere in the world, could not you?

A—Yes, sir.

Q—To anyone that would buy them?

A—To anyone that would buy them, yes sir.

Q—When you came and saw these gentlemen about making this contract, Mr. Shotter and Mr. Nash did not make any threats against you, sir?

A—Well, I cannot say that they did, except this, I supposed from what was

said, I know, if we didn't go into this contract they would not buy.

Q—The only thing was that unless you would put the goods that you were to sell, at their yard, why they wouldn't buy from you; that was the proposition; and you came to the conclusion: the fact is that as a factor you had naval stores for sale in Jacksonville?

A—Yes, sir.

Q—And you wanted to sell them as a good factor to the very best advantage for your patrons?

A—Yes, sir.

Q—The American Naval Stores Company was a large buyer; and they declined to buy from you unless the naval stores were put in their yard?

A—Yes, sir.

Q—And they said if you will deliver them in our yard we will go into a contract with you to pay you the market price, and we will treat you just like we treat everybody else?

A—Yes, sir.

Q—Of course, they had no power, and they did not attempt to exercise any power to force you to do this, except to say that they would not buy from you, that is the whole of it; you know that they could not have forced you to have done anything?

A—That is a rather hard question to answer.

Q—Is not this true?

A—They controlled such a proportion of the business that without having their good will, their good feelings and friendship, it is a question with stuff such as we had whether we could have handled it.

Q—You handled a good deal of stuff and you wanted the good will of a large buyer and you met pleasantly about it and the

point of difference was this, they had a naval stores business and they said, now we won't buy from your company, Mr. West, unless you will put the naval stores on our yards, and you wanted their good will, you wanted them as bidders in the market when you wanted to sell to the best advantage and you made that contract to that effect?

A—That being the best we could do under the circumstances.

Q—And in every trade you do the best you can?

A—I have not always done that way. No, I could have seen prices where I could have gotten more for things.

Q—You wouldn't do anything wrong; but don't you know when you represent as a factor for instance, if I send you one hundred barrels of rosin or ten or fifteen barrels of rosin to sell for me—

A—I would do the best I could.

Q—And then you wanted to get the best price you could for the goods you had as a factor to sell?

A—Yes, sir.

Q—That is the simple truth of it?

A—Yes, sir.

Q—Now then you were informed by Mr. Nash and by Mr. Shotter when you went there with that contract that they would make with you the same agreement that they made with the other people in the trade?

A—Yes, sir. We did not go there with any contract.

Q—But they told you that they would make with you the same agreement that they made as they did with the Consolidated and the Peninsular, and the J. P. Williams Company; in other words when you went to them to get them to buy (Continued in our next.)

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**ACCOUNTANTS.**  
T. G. Hutchinson, Jacksonville, Fla.

**AXES.**  
J. D. Weed & Co., Savannah, Ga.

**BANKS.**  
Commercial Bank, Jacksonville, Fla.

**BEER—WHOLESALE.**  
Chas. Blum & Co., Jacksonville, Fla.

**BARREL STAVES.**  
East Coast Lumber Co., Watertown, Florida.

**BOXES AND CRATES.**  
Cummer Lumber Co., Jacksonville, Fla.

**CLOTHING.**  
Standard Clothing Co., Jacksonville, Fla.

**COPPER SMITHS.**  
McMillan Brothers, Jacksonville, Savannah and Mobile.  
Baker, M. A., Brunswick, Ga., and Pensacola, Fla.

**COOPERAGE.**  
Atlantic Cooperage Co., Jacksonville, Fla.

**DRUGS.**  
Wm. D. Jones, Jacksonville, Fla.

**ENGINES.**  
Schofield's Sons Co., J. S., Macon, Ga.  
Lombard Iron Works and Supply Co., Augusta, Ga.

**FOUNDRIES.**  
Schofield's Sons Co., J. S., Macon, Ga.  
Lombard Iron Works and Supply Co., Augusta, Ga.

**GENTS' FURNISHERS.**  
Standard Clothing Co., Jacksonville, Fla.

**GROCERS—WHOLESALE.**  
Williams, J. P., Co., Savannah, Ga.  
Young Co., John R., Savannah, Ga.

**HARDWARE.**  
Weed & Co., J. D., Savannah, Ga.  
Standard Clothing Co., Jacksonville, Fla.

**HOOP IRON.**  
J. D. Weed & Co., Savannah, Ga.

**IRON WORKS.**  
Schofield's Sons Co., J. S., Macon, Ga.

**JEWELERS.**  
R. J. Riles Co., Jacksonville, Fla.  
Hess & Slager, Jacksonville, Fla.

**LUMBER.**  
East Coast Lumber Co., Watertown, Florida.

**LIQUORS.**  
Blum & Co., Chas., Jacksonville, Fla.

**MEDICINES.**  
Spencer Medicine Co., Chattanooga, Tenn.

**MACHINE WORKS.**  
Schofield's Sons Co., J. S., Macon, Ga.  
Lombard Iron Works, Augusta, Ga.

**MATERIALS FOR TURPENTINE PROCESS.**  
Schofield's Sons Co., J. S., Macon, Ga.

**METAL WORKERS.**  
McMillan Brothers, Jacksonville, Savannah and Mobile.  
Baker, M. A., Brunswick, Ga., and Pensacola, Fla.

**MILL SUPPLIES.**  
Schofield's Sons Co., J. S., Macon, Ga.  
Weed & Co., J. D., Savannah, Ga.  
Lombard Iron Works & Supply Co., Augusta, Ga.

**NAVAL STORES.**  
Peninsular Naval Stores Co., Jacksonville and Tampa, Fla.  
Barnes & Jessup Co., Jacksonville, Fla.  
Consolidated Naval Stores Co., Jacksonville, Fla.  
West-Flynn-Harris Co., Jacksonville, Fla.  
Williams Co., J. P., Savannah, Ga.  
Southern States Naval Stores Co., Savannah, Ga.

**PHOSPHATE MACHINERY.**  
Lombard Iron Works & Supply Co., Augusta, Ga.

**PUMPS.**  
Schofield's Sons Co., J. S., Macon, Ga.

**RAILROADS.**  
Atlantic Coast Line.

**NURSERIES.**  
The Barber-Frink Co., Macclenny, Fla.

**SAWMILLS.**  
Lombard Iron Works and Supply Co., Augusta, Ga.

**SHIP YARDS.**  
Cummer Lumber Co., Jacksonville, Fla.

**SHOES—WHOLESALE.**  
Jos. Rosenheim Shoe Co., Savannah, Ga.

**TANKS.**  
G. M. Davis & Sons, Palatka, Fla.  
Schofield's Sons Co., J. S., Macon, Ga.

**TURPENTINE BARRELS.**  
Atlantic Cooperage Co., Jacksonville, Fla.

**TURPENTINE STILLS.**  
Baker, M. A., Brunswick, Ga., and Pensacola, Fla.  
McMillan Brothers, Jacksonville, Savannah and Mobile.

**TURPENTINE TOOLS.**  
Council Tool Co., Jacksonville, Fla.  
J. D. Weed & Co., Savannah, Ga.

**WATCHES.**  
Hess & Slager, Jacksonville, Fla.  
R. J. Riles Co., Jacksonville, Fla.

**YELLOW PINE LUMBER.**  
Cummer Lumber Co., Jacksonville, Fla.  
East Coast Lumber Co., Watertown, Fla.