

THE YELLOW PINE CONVENTION.

The secretary's report read before the Yellow Pine Manufacturers' Association at its recent semi-annual meeting in Chicago, Ill., was largely statistical, says the Lumber Trade Journal. The fact also appearing that the organization had increased in membership during the half year, was particularly gratifying as well as a flattering commentary on the current administration. The daily information department authorized by the directory last March in consonance with the policy of curtailment generally at that time believed to be necessary, has meanwhile been in operation with results of both daily and weekly reports tabulated in the secretary's report to July 25. The tables show a decrease of cut between April 15 to June 12 when the weekly reports were abandoned, by 216 mills reporting, of 282,319,000 feet, with shipments in eight weeks amounting to 503,544,754 feet, or 12 per cent less than actual cut. As shown by both daily and weekly reports, the total decrease by an average of 190 mills amounted to 452,250,000 feet, or 30 per cent of the normal cut.

Other data show that for the half year there had been a net increase in production over shipments of 120,569,945 feet. June was the first month of the year showing shipments in excess of cut—10,292,337 feet.

On the whole, the figures are less ominous than many have expected, and there is not a doubt but that buyers have been disposed to exaggerate the situation supposedly in their own interests, but in point of fact to the prejudice of all concerned, themselves, of course, included. To

get the precise significance of these statistics, the reader will find it necessary, or, least, more satisfactory, to refer to the original figures printed in the report of the meeting appearing in the news columns of this paper. June, the last month reported, shows how previously excessive cutting had been reversed, and it can hardly be doubted that later reports will show at least a continuation of and possibly an increase in the same direction. This reversion of previous tendencies will undoubtedly tend to steady values and if continued, result in stronger and higher prices. The figures, of course, are less valuable than they would be if involving a greater number of mills, but the showing is sufficiently marked to properly arrest any further downward tendency in prices and at the same time stimulate a demand heretofore partly dormant on account of distrust of future values. Show buyers, in other words, that the tide has turned and is going to keep on in the same direction, and demand and prices will take care of themselves. Meanwhile let the wheels either slow down or quit early.

Within the varied range of matters discussed, there probably was no utterance more pregnant with practical significance than that of a member who in effect said that it is impossible for the country to now absorb all of the lumber it is capable of producing. That ought to be posted where every manufacturer would be obliged to see it at frequent intervals.

The new basis price list adopted is a consummation long needed. Although to start on, confessedly higher than the now prevailing market, the idea is not to

specify prices, but afford a uniform basis to quote from, somewhat as sash and door lists are quoted subject to such discount as the seller cares to make. The basis being in all cases identical, concessions therefrom are determinable at a glance. Instead of a multiplicity of so-called price lists, there will be but one and that not of actual selling prices but prices subject to actual discounts.

Other important matters before the convention included: Change in the basis of membership assessment, classification of railroad material and the code of ethics. The general subject of conservation was also discussed, and, upon the whole the meeting goes into history as one of the most momentous the association has ever held. The discussion of trade conditions was particularly interesting and, subject to conceded need of continued curtailment, encouraging.

NAVAL STORES WILL ADVANCE.

(Jacksonville Metropolis, Aug. 21.)

"Startling as it may seem to those who are using turpentine and naval stores, the production is rapidly nearing an end, and the time is not far in the future when all available territory will have been used up throughout the Southern States." This is the statement of D. H. McMillan, of the Consolidated Naval Stores Company, who is one of the best posted men in the industry.

Mr. McMillan stated to a Metropolis reporter this morning that the business was rapidly decreasing, that all available timber of importance had been used up; that sawmill men and tie manufacturers were increasing work, and that with such

conditions prevailing it would be only a few years until a great change took place. The price of turpentine has been now going up for several months. This is not due to any attempt of the producers to hold back their products, but is the inevitable result of a scarcity of turpentine fields.

A Banner Season.

Last year proved to be the banner season for the industry, and while the vast fields were entered throughout the State the products were disposed of as fast as received. The price went down, but this had but little effect on the producers, as labor was easily obtained, and the profits to the operators remained about the same. Many old fields were worked, which gave the operators their product at a low price, as the owners of such lands had no other use for the timber.

Buy up Old Fields.

This has been changed by the fact that railway companies and lumbermen have bought up old fields of timber and the supply is necessarily reduced. Coupled with this is the fact that the weather of this year has also reduced the output, and Mr. McMillan states that he believes the crop of this year will be lowered fully 20 per cent, and possibly 30 per cent.

When asked what the remedy would be Mr. McMillan stated that there would be no remedy unless something was discovered which would take the place of turpentine and rosin. The scheme of extracting turpentine from old stumps had been tried without success, and the whole matter is now at a point where the price will increase steadily until the turpentine industry is a thing of the past.

Industrial Record Buyers' Directory.

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., Macolenny, 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.