

MICHIGAN'S LUMBER INDUSTRY.

(BY OUR TRAVELLING REPRESENTATIVE.)

At one time the Saginaw valley held undisputed sway to the bulk of the lumber trade. Now the lumber industry (which is a different thing from the timber industry) is "all over the state," as a retail dealer told me.

After a journey to Chicago to interview the Hines concern and several other companies, I came back to Durand, Mich. Durand owes its existence in the center of the state to the fact that it is an important railroad center and the junction of three or four roads. To me it looked like a lumber center, yet I found but one firm of dealers there, McBride & Son, who are certainly doing a flourishing business. After telling Mr. McBride what I knew of Canadian lumber and what I didn't know of "Hoo-Hoo," we both came to the same opinion, i. e., that there was nothing to equal Canadian white pine.

From Durand I struck north to Saginaw, where I met such well-known lumbermen as Messrs. John J. Rupp, Lewis C. Slade, L. P. Mason, J. D. Draper and others, all of whom are interested in Canadian lumber. I visited every lumber firm in the city, among which were the Saginaw Lumber & Salt Company, who have extensive mills at Sandwich, Ont., the Morse Cedar Company, Booth & Boyd Lumber Company, Saginaw Mfg. Company, Briggs & Cooper Company, Limited, and N. N. Wright & Company, all of whom are doing a thriving business.

Among the manufacturers of mill machinery and mill supplies, the Morley Bros., the Wickes Bros., and the Allington & Curtis Mfg. Company are pre-eminent in their various lines, in fact, their goods are known in every lumber mill or camp on this continent.

From Saginaw to West Saginaw is only "over the river," but I was not able to catch many of the lumbermen at home. At Governor Bliss' office I learned that he was confined to his home—having just returned from Washington, where he had met with an accident. Taking a trolley I went down the fine main street of West Saginaw to the sash, door and blind factory of Thos. Jackson & Company. This concern is up-to-date and caters extensively to the foreign trade, using Canadian pine and getting the rebate on it by shipping it back through Canada. Mr. Jackson is able to compete for the world's trade by improved methods and improved machinery and watching the market closely. While I was there he figured on an order for seven thousand dollars' worth of doors, etc., for Cape Town, South Africa.

The Mershon, Schuette, Parker & Company lumber yards and mills are extensive. Mr. E. B. Mershon very kindly showed me through the immense plant of this company. Everything here is modern. The band re-saw establishment of W. B. Mershon & Company is really one of the most interesting things I saw in my travels. They are shipping their band saws to all parts of the world.

On the east side of the river Mr. Huss, at all times a very busy man, gave up a couple of hours to show me over the Lufkin Rule Company's establishment. This is the largest manufactory of rules, tapes, measures, etc., in the world.

I had a very interesting talk while in Saginaw with a Mr. O'Donnell, an old-time lumberman. He recalled with a sigh the good old days when the whole country for hundreds of miles around was a forest—now all cut down. He said that even ten years ago the hum of the saw-mill was heard all over the land—now there is not a large pine tree in sight. As the old gentleman very clearly explained to me what the city was like, I imagined myself once again on the upper Ottawa—and in my mind's eye I pictured the lumber camp, the log rolling, the drive, the immense rafts of logs and the ceaseless stream of timber going in one end of the mill to reappear as lumber at the other end. While I was at Saginaw, the Saginaw Valley Lumbermen's Association held a meeting at their club rooms, where freight rates and lumber values were discussed,

probably with as much spirit as in days of yore.

A pleasant journey on the Pere Marquette Railway brought me to Bay City. Here there is one large manufactory of high-grade saw-mill and conveying machinery, the M. Garland Company. E. B. Foss & Company are the largest wholesalers of white pine and Norway lumber. Their extensive yards contain all grades of lumber. Among the other firms I saw were the Maltby Lumber Company, Campbell-Brown Lumber Company, J. & G. K. Wentworth, J. W. Thompson & Company, Eddy Bros. & Company, the E. J. Vance Box Company, and Messrs. Geo. D. Jackson, J. W. Ritchie, John Godkin, Henry B. Smith, J. E. Prohaska and Stephen Alyea, all of whom seemed to be prosperous and thriving. I had a talk with Mr. Wm. H. Sharp, who is one of the largest tug and barge owners on the bay. He does a splendid business connected with the shipment of lumber and timber.

At West Bay City I found the Wolverine Lumber Company fully equipped for business, with a pushing energetic manager. I was pleased to see among the office staff of this company, as also in the office of Mr. J. W. Ritchie at Bay City, several Canadians who were evidently appreciated. From Bay City I went to Grand Rapids, where exist the greatest manufactories of furniture in the world; of course, this fact means that hardwoods are predominant. The Dennis Bros. have their main office here, with mills at Tonawanda, N. Y.



MRS. MORLEY—AN AMERICAN LUMBERWOMAN.

W. O. Hughart, jr., buys basswood, ash and birch lumber from Canada. M. E. Stockwell and H. G. Dykhous are doing a good business. On my list to call upon was the firm name of Morley & Son, situated in elegant offices in the Michigan Trust Building, (Grand Rapids' largest skyscraper.) I tapped softly on the door. In answer to "come in," given in a feminine voice, I found myself in the presence of a pleasant lady. "Could I see the proprietor or manager?" "Yes, please be seated, I am the person you wish to see!" was the reply.

Now, I was not at all surprised to see or meet with an up-to-date American business woman, but to meet with the first lumberwoman I had ever seen or heard of was just a little embarrassing. However, I was soon set at ease by the lady in question, Mrs. C. S. Morley, explaining to me just why she was a lumber dealer. "Don't think I came into this business because I preferred it—but I was forced into it, and after I had been at it a little time I saw I could make a success of it," she said. "My father and my brother, before they died, were both lumbermen and it came to me quite naturally. I went into it unwillingly at first, but mastered the details." Then Mrs. Morley told me more in fifteen minutes about lumber than any lumberman had in an hour. She is the United States manageress of the Arthur Rushforth concern of Liverpool, Eng., who handle more mahogany than any other firm in the world. Mrs. Morley told me of her trip to Liver-

pool to attend the big auction sales. She has the distinction of being the only woman who ever attended a regular mahogany auction sale as a bidder. "At the sale I attended in Liverpool," she said, "some of the African logs sold for 96 cents per foot, inch measure. I made successful bids and secured some good mahogany, being treated by the Englishmen with the greatest courtesy."

Mrs. Morley spent three months in England and on the Continent. While in Germany she concluded arrangements to purchase all the soft wood in this country that is required by one of the largest manufacturers in Germany. Mrs. Morley has lived in Grand Rapids since she was a child. Her father, the late I. L. Quimby, established a saw mill and handle factory in that city, and she did clerical work in her father's office. This factory was one of the few that was kept running during the panic of 1893, only to become closed by litigation in 1900. Mrs. Morley then turned her attention to the lumber commission business and since that time she has been a familiar figure in the furniture factories and throughout Michigan. Mrs. Morley cut 32,773 feet of mahogany in one day of twelve hours at Grand Rapids, thus establishing a record.

Through the kindness of Mrs. Morley I was able to obtain an excellent likeness of herself as well as of a couple of car loads of mahogany logs she had just received. In the picture we herewith print Mrs. Morley will be noticed seated in her buggy. I can vouch that the corner vignette does not flatter this shrewd business woman.

Some lumbermen require considerable talk in order to induce them to advertise or subscribe. Not so with Mrs. Morley. Before I mentioned one word of the real object of my visit, her intuitiveness saw I was out for "business" and thus saved me a lot of talk. When Mrs. Morley came back from St. Louis she had orders for five car loads of mahogany. She knows what canvassing is, and she makes a successful bid for a large amount of business. And right here I want to thank Mrs. Morley's son for kindness shown to me. He is a splendid fellow, and I feel sure will make his mark in the lumber world.

Grand Rapids is the second largest city in Michigan, and really a lively place. Here was erected in 1834 the first saw-mill built in Michigan. Then the state was a forest wilderness full of Indians. Here it was that the well-known lumberman, Martin Ryerson, sr., married a squaw of the Ottawa tribe and later moved to Muskegon, making an immense fortune in lumber and timber. His son by a second wife has just given Grand

Rapids a library building costing a quarter of a million dollars. The Grand River at one time was a great log-running stream. That day is past and gone never to return. Grand Rapids has nearly half a hundred or more furniture factories which cut up a great amount of hardwood in a year—some say over sixty million feet per year. Basswood is practically dead hereabouts, and they are turning to Canada for it.

Up at Muskegon, on the shores of Lake Michigan, I was told that this place once did more trade in the lumber industry than either Saginaw or Bay City. By the look of the deserted piling grounds it seemed somewhat that way. The Rogers Iron Mfg. Company are easily the largest manufacturers of saw-mill machinery in this part of the state. They have a splendidly equipped plant, which Mr. Rogers took me through. He is a very progressive business man.

Among Muskegon's lumbermen I visited the Thayer Lumber Company, Munro & Brinan, Langeland Mfg. Company, F. Alberts & Son, and Mann, Watson & Company, who are the largest concerns. Several smaller dealers complete the list in this once thriving timber centre. On the way up to this city I passed through miles upon miles of second growth, scrub oak and scraggy little poplars about the girth of one's wrist. Every piece of merchantable timber has been cut down. Some of the lumbermen are going to Canada for their stock.

(Continued next month.)