

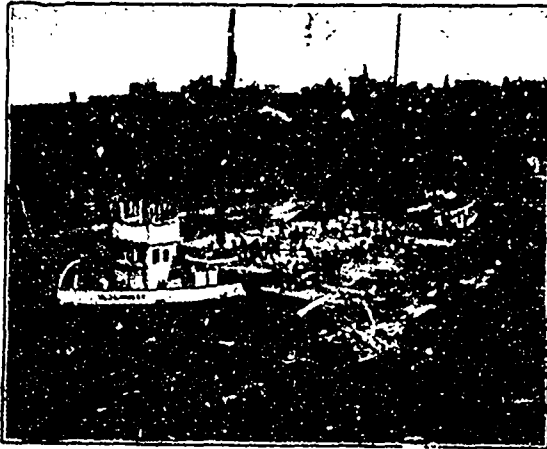
him about nine years. He is survived by a grown up family of four sons and three daughters. Those resident in Ottawa are Mrs. St Denis Le Moyne, Mrs. D'Arcy McMahon and Mr. Walter Mackey.

Probate of Mr. Mackey's will has been applied for. The value placed on the estate is \$1,197,094, of which \$1,060,395 is in personal property and \$136,699 in real estate. To his bookkeeper, Mr. D. R. Mackenzie, he left the tidy sum of \$34,000.

OHIO'S LUMBER INDUSTRY.

[BY OUR TRAVELLING REPRESENTATIVE.]

In common with the general prosperity of the entire lumber trade, the state of Ohio is experiencing quite a boom in this industry. Owing to their situation on



THE "LINDSAY" UNLOADING CANADIAN LUMBER AT CLEVELAND.

Lake Erie and splendid water facilities with Canada, Cleveland and Toledo easily outstrip all the other combined cities in the state. A large number of the retail and wholesale dealers in the state are about to enter the Canadian market for the first time.

As a general rule lumbermen are very hospitable, and in the travels of our representative over this state he met with much courtesy—incivility and curtness being rarely met with.

The Robt. H. Jenks Lumber Company, of Cleveland, are one of the largest dealers in yellow pine in the United States. They manufacture this article, having two mills in the south and making large shipments direct from their mills. They handle annually over 125 million feet. They ship lumber into Canada, making a specialty of large bills. Canadians visiting Cleveland are welcome at their head offices, 176 Euclid Avenue.

The opinion at Cincinnati is that the southern pine can be handled at that point much better and cheaper than "Johnny Canuck's" article, although there is nothing to equal the latter. Some of the southern pine, when dry, seems more like hardwood than soft wood. Among large dealers in Cincinnati are the Nicola Bros. and the R. E. Becker Company. The latter makes a specialty of hardwoods, both United States and Canada, and promise to be extensive operators on this side of the line.

One of the largest firms in Cleveland is the Owen T. Jenks Company. Their large offices on Superior Street show a very busy staff, and they are now coming into Canada, where eventually all the "good" lumbermen will go when they want good lumber. Our readers are referred to the advertisement of the Owen T. Jenks Company in this issue. They offer to buy the season's cut of any mill for spot cash. Their large yards on Merwin street are in charge of Mr. Charles M. Huey, a practical lumberman of large experience in this line. The yards are kept in splendid condition and show an enormous stock always on hand ready for immediate delivery.

The Advance Lumber Company, of 559 Rose Building Cincinnati, is a very large concern, employing an immense staff. They also have an advertisement in this issue, which all lumbermen should read.

At Dayton there are two firms who are interested in Canada lumber, Gebhart & Co. (well-known to the Michigan lumber trade), and W. A. Drake, both extensive dealers and wholesalers.

C. G. & H. H. McLaughlin, at Columbus, as well as P. W. Snyder, are interested in Canadian lumber. The former are now advertising for Canadian pine, to be delivered at Erie, Pa. In the lively city of Akron, the Lyman-Allen Lumber Company and U. G. Frederick are all doing a thriving business both in southern and Canadian pine. D. E. Holwick seems to be the leading dealer in lumber at Canton (the late President McKinley's home.) He is certainly doing a rushing business.

"What!—a lumber paper for a dollar a year? We'll take it!" greeted me at nearly all the offices. Many promised to look into the advertising proposition. If they advertise they are certain of good results.

The value of advertising in the CANADA LUMBERMAN for what they want to buy, or what they have to sell, is beginning to be recognized by the lumbermen across the border, and the fact is a plain truth that they can reach in this way hundreds of dealers and wholesalers, as well as retailers or mill men that would never otherwise know of their existence, no matter how large or how prominent they may be in the United States. Some firms say "We never advertise!" but that does not say or prove it is best not to do so or that it is best policy to let those who do reap all the "cream" or benefit of the immense lumber resources of the country.

The "young Napoleon" of the lumber industry, Mr. Edward Hines, believes in advertising, as all progressive Americans do. His half page advertisement in this issue testifies to his business acumen and success,



MR. R. H. JENKS,
President Robert H. Jenks Lumber Company and a
Prominent Cleveland Lumberman.

backed and aided as he is by Mr. Wiehe and an enormous staff of able assistants.

Like the Hines concern at Chicago, the Cleveland Box Company can boast of its own buffet, where their employees are fed on the best the market affords, instead of being forced to go distances for an indifferent meal or to the low groggeries and dives which haunt the great industrial centres.

When you are in Cleveland, be sure and take a "trolley" to Painesville. There you will find the Coe Manufacturing Company's plant. They are the largest makers in the world of veneer cutting and drying machinery. Their half-page announcement in this issue speaks louder than words of the push and business energy displayed by this company.

Cleveland has always been a great lumber centre. The Cuyahoga river here runs into Lake Erie, winding snake-like through the very heart of the city, with a maze of docks, levees and piling grounds. Here are situated great piles of lumber owned by some of the different companies mentioned in this article, among which also are the Saginaw Bay Company (the head of which, Mr. Prescott, is well known in Canada); Colonial Lumber Company; The Nicola Bros. Company; Nicola, Stone, Meyers Company; Fisher & Wilson; Lake Shore Saw Mill & Lumber Company; C. H. Foote; Howard A. Singletary; Mills, Grey, Carleton Company; The Cuyahoga Lumber Company; C. H. Gill Lumber

Company; Martin-Barriss Company; Potter, Tenre & Company; M. G. Brown Lumber Company; and the Guy & Ralph Gray Company.

Besides the large lumber concerns Cleveland possesses a number of box factories. Very prominent among these are the Cleveland Box Company and the American Box Company, who are both very progressive and up-to-date. The Cleveland Co.'s advertisement in this issue offering to buy for spot cash twenty million feet of No. 4 and 5 grade lumber will show more than anything else the size of this company's enormous output. They have their own vessels on the lakes, and we have pleasure in presenting to our readers an illustration of the steamer "Lindsay" owned by the Cleveland Box Company, showing her discharging a cargo of over one million feet of Canadian pine lumber at the docks on Stone's Levee, which is the lumber district.

There is a club-room and cafe on the levee run by the Cleveland Board of Lumbermen as headquarters. Here they meet in the noon-hour and talk over prices and lumber prosperity generally.

The Cleveland-Sarnia Saw Mills Company have an office at Cleveland in the "Plains" building, their extensive mills being situated at Sarnia, Ont. They distribute immense quantities of Canadian pine throughout the United States, sending it far south, where nothing can replace the lightest of pines.

At Sandusky I found that the Sandusky Crayon Company were thinking of getting their box material from Canada. I could not catch the American Crayon Company's officers, but heard they used considerable lumber also. The former company have a fine plant on Water street. The Geo. R. Butler Company, of this place, make a specialty of hardwoods, and do quite a business in office and interior fixtures. The Sandusky Lumber & Box Company, Bennett Bros. Lumber Company, and Gilcher & Schuck do a big business, all handling considerable quantities of the Canadian material.

Chicago ranks first as the greatest railroad center on this continent, but Toledo comes a close second. The situation of the latter on Lake Erie, and the excellent docking and railway facilities, gives it a great advantage as a distributing point to all the middle eastern states. Among Toledo's biggest wholesalers, the Rib River Lumber Company, of which Mr. D. D. Flanner is president, do an immense business, having branches at Pittsburg, Pa., and Rhinelander, Wis., with main offices and extensive piling grounds at Toledo. This company's advertisement will be found in our weekly edition. They are prepared to buy the season's cut of any mill of pine lumber or white pine lath.

The Booth-Feilbach Column Company, which was



A PARTIAL VIEW OF STONE'S LEVEE, CLEVELAND.

formerly the W. S. Booth Company manufacturers of columns and capitals, are talking of entering the Canadian and foreign field. They are large users of lumber. The field in Canada is now open to wide-awake, energetic firms who can seize the golden opportunity.

The other Toledo firms who seem to be thriving are the Alvin Peter Company, Mitchell & Rowland, Kelsey & Freeman, Barbour & Starr and the Empire Lumber Company. A couple of other firms in this city are talking of disbanding.