

THE RETAILER AND Wood-Worker

LOOKING AHEAD.

It hardly need be remarked that the dealer who never looks ahead, but waits for a demand to develop before preparing to meet it, may not be "looking for trouble," but he is doomed to find it.

The customs and exigencies of the trade are constantly changing in a manner and in directions to demand constant vigilance and discernment to intelligently keep up with them.

We have upon previous occasions ventured to suggest that the management of a retail lumber yard is derelict—unequal to its opportunities—when it does not see and comprehend and take advantage of what its trade requires, and is likely soon to need. If the dealer knows more about these things than his customers and can instruct them regarding what they need, so much the better for the dealer; but if he bestows upon impending conditions, even in a conservative measure, the intelligent study of which the average dealer is capable, he is likely, thereby, to be spared a good deal of otherwise needless sacrifice and disappointment.

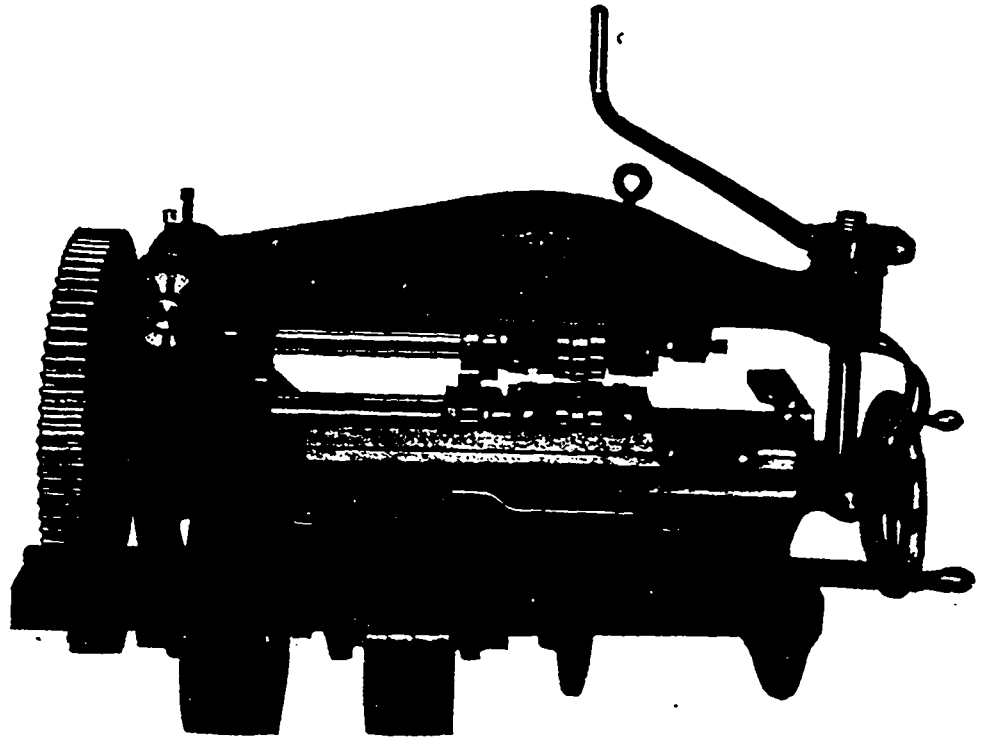
The nature and volume of maturing crops, the markets and general conditions considered in combination, will ordinarily afford a sufficient basis or reasonably safe calculation.

A reasonable assurance of good crops in a given locality, with a like certainty of fair or good prices, means additional lumber trade of certain kinds, just about as sure as anything earthly can be. Nor is the resulting trade going to be restricted in such a contingency to farmers' trade only. In the region where farmers are in a position to buy and improve, other trades and labor and every sort of pursuit, the sum of which stands for prosperity, are sure to share in the movement in due time. Except to the fellows who get into office, there is, generally speaking, no mere class prosperity possible in this country for any great length of time. If, primarily, the farmers are prosperous and general confidence in the situation is sufficient at the same time to keep the industries actively alive, labor is thereby assured of employment and the community at large is assured of what we call prosperity. Under such conditions, the demand expands, prices advance, profits flow and everybody with the ability, strength or industry to "pitch in," gets a share accordingly. The essence of the whole fabric of production, industry, trade and commerce inheres in the one word, "profits," because without gain there can be no incentive to inspire active operations.—Timberman.

BALDWIN, TUTHILL & BOLTON'S MOVABLE SAW STRETCHER AND SHEAR.

THE fine tensioning of bands, gangs, and band re-saws being so essential to successful work, it follows that every operator of such saws should be interested in high grade saw stretching or tensioning machines, and one of the styles made by Baldwin, Tuthill & Bolton, Grand Rapids, Mich., is illustrated herewith.

This machine is offered by the makers as the most complete stretcher in the market, and the only one equipped with the shear feature, which is very serviceable in preparing saws for retoothing or cutting down pieces to braze in.



BOLTON 12 INCH MOVABLE STRETCHER AND SHEAR.

The machine itself is mounted on a bed-plate or track, over which it is moved laterally by means of hand wheel, thus adapting the rolls to any part of the saw, and avoiding the necessity of moving the saw itself, laterally. The machine is unusually heavy and powerful, and is guaranteed to act on the hardest saws successfully. Special guides are furnished for tensioning and shearing; elliptic springs raise upper roll from saw as pressure is diminished, and the pressure is obtained by a coarse lead screw, maximum pressure being secured by less than one-quarter turn of the lever. Motion in either direction may be secured instantly.

The cutters for shearing feed the saw through at the regular speed of machine as run in tensioning, and make a clean, smooth, true cut of any width. This is a feature which the manufacturers state is not found on any other machine. When not required for use the cutters

may be set to one side out of the way, by use of spanner wrench furnished.

Given material strength and power, the success of a stretcher then depends entirely upon the make and grind of the rolls. The rolls are made up solid of the finest steel tempered by an expert and ground mathematically true on the most approved segments. In fine construction, finish, power and general efficiency, the makers claim their machines are unapproached, and furnish their products with an unqualified warranty.

Baldwin, Tuthill & Bolton make saw stretchers as follows: Bolton 12 inch movable stretcher and shear (illustrated), Bolton 12 inch stationary stretcher and shear, Bolton 12 inch stationary stretcher, Bolton 9 inch stationary stretcher, Bolton 6 inch stationary stretcher.

These are distinct machines of different design, adapted to varying requirements, and priced as low as their high grade construction and intrinsic value will permit. These machines are all fully described and illustrated in a new 200 page catalogue for 1898, which is one of the finest machinery catalogues issued, and illustrates a large line of some 60 or more saw fitting machines and tools adapted to bands, gangs,

circulars and band resaws. This book also contains a lengthy treatise on the practical side of tensioning and fitting saws, which will render it invaluable to saw filers.

All persons interested in saw stretchers or other saw fitting equipment should send for a copy of the catalogue, and quotations may be had promptly by addressing Baldwin, Tuthill & Bolton, Grand Rapids, Mich., U.S.A.

A process is said to be in vogue by which it is claimed that poplar can be made so tough as to require a cold-chisel to split it. The result is obtained by steaming the timber and submitting it to end pressure, technically "upsetting" it, thus compressing the cells and fibers into one compact mass. It is the opinion of those who have had experience with the process that wood can be compressed 57%, and that some timber which is now considered unfit for such work as carriage building could be made valuable by this means.

A. J. Mitchell, planing mill, Rodney, Ont., has been succeeded by F. A. McCallum.

The Cookshire Mills Company, Cookshire, Que., will build a new box factory at that place.