American Lumberman 1908-11-14

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American Lumberman

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THE MINUTE MAN IN BUSINESS.

In every business community there are certain men who stand in the relation to the public that was occupied by the minute men at the time of the Revolution. They are sometimes the direct descendants of those citizen soldiers of more than 100 years ago and often possess hereditary characteristics of their ancestors.

In the history of nations there is no more conspicuous and inspiring figure than the minute man of the American Revolution. He was an individual type, having no parallel in any of the other great conflicts of the past. There have been other rebellions, when the people sprang to arms to resist unjust taxation and oppressive measures, but no other rebellion or revolution has brought forth the type of man whose purity of purpose and steadfastness of intent were so evident. The minute man was a man of peace made a man of war by necessity, yet he stood self-sacrificing and as willing to do his duty as the man inflamed by patriotic passion.

The minute man appeared not in the role of an aggressor so much as in the part of a defender. He had no intention of firing the first shot or striking the first blow; but when that shot had been fired and that blow had been struck he was as steadfast in defending himself and his home and his sturdy principles as he would have been had he been the first to make assault.

To be a minute man means to be a dependence and a defense in time of sudden need—to be conservative and yet steadfast and to be ever ready to protect the public good and to preserve life and property. The minute man in business possesses the same characteristics. In times of business peace he is merely a part of the people; in times of business turmoil he springs into view as sprang his ancestors of old at Lexington and Concord. His presence is scarcely noticed and his qualities scarcely recognized or appreciated until his services suddenly become necessary. When that necessity arises he is found a live, active factor in the midst of the turmoil hastening the return of peace.

Such a minute man in business is William E. Litchfield, of Boston, Mass. When a Boston corporation recently became involved in difficulty and another interest became a subject of bankruptcy proceedings it was Mr. Litchfield who was recognized as the minute man of the occasion and who was called upon to defend the rights and property of all parties and to bring out of chaos order, conserving what remained and restoring, so far as possible, what had vanished. Private interest had suddenly become a matter of public concern; and a private citizen was called to act in a semipublic capacity to administer those interests and to protect the public from loss. This work is but an incident in Mr. Litchfield's career, but it has been chosen as a text for this article because it demonstrates the kind of man he is. At such a time the public, through the instrumentality of its representative courts, looks about for a man of experience, conservatism, integrity and administrative capacity; and it is but natural that in these cases William E. Litchfield should have been chosen as the minute man of the occasion.

His reputation has been built slowly and surely and certainly. His eminence as a business man was not won by a sudden coup or stroke of fortune, but by that persistent performance of duty and the careful forethought that build the firmest foundation and create the strongest superstructure of a business career. He was born and reared in the community in which he lives. His life is known to the men with whom he mingles and it has been a life to inspire confidence among his fellows.

William Elias Litchfield comes of an ancestry distinguished in a region where distinguished ancestry is most admired. The first of the family to settle in America was Lawrence Litchfield, who came from England in 1635 in the ship *Seabird*, which followed in the wake of the historic *Mayflower* of fifteen years before. The Litchfields early became important citizens of the colony of Massachusetts. They assisted in its settlement and development. They helped it to attain statehood and have constantly contributed to make it a great commonwealth. Each succeeding generation of the family has had some part in each succeeding epoch of its history. James Litchfield was collector of the port of Cohasset, and Mr. Litchfield still has in his possession the original license issued to the ancestral Litchfield by King George II, and signed by Harrison Gray, constituting James Litchfield collector of the port.



WILLIAM ELIAS LITCHFIELD, OF BOSTON, MASS.;
Who Dignifies the Best Traditions of the New England Lumber Trade.

William Litchfield's father was Joseph William Litchfield and his mother Mary Jane Sloan Litchfield. He was born August 4, 1861, at Cohasset, which is but a short distance from Boston. He received a good education in the common schools of that town, an education devoid of frills and fads and imparted by oldtime methods and secured by study and application. He never learned to be superficial in his school days and that was a habit he never afterward acquired. He became a student at the Derby Academy at Hingham and there received the final training that fitted him for business life.

In 1880 Mr. Litchfield located at Charlestown, a part of Boston, and in January of that year found employment with J. Buffum & Co., lumber dealers. He was with that concern four years, constantly winning advancement and steadily mastering all the details of such a business. In January, 1884, he engaged in the retail lumber business as his own enterprise.

For three years Mr. Litchfield was a retail lumberman. When his increasing knowledge and ceaseless ambition spurred him on to larger operations he determined to embark in the wholesale lumber business, and in 1887 he established a wholesale lumber office. With characteristic independence he took no partner but determined to rise or fall by his own efforts. He decided to make the wholesaling of hardwoods a specialty and so it has remained, until his present sales amount to more than 10,000,000 feet a year. From a young man's venture it has developed into a business that serves New England and the middle Atlantic states and a considerable export trade. It rests upon the sure foundation of a reputation for integrity that has been of great value to its busy owner in both the buying and the selling of stocks.

In 1887, the year in which he established himself in the wholesale business in Boston, Mr. Litchfield entered into partnership with his brother, George Albion Litchfield, and engaged in the manufacture of hardwood lumber at North Vernon, Ind., the center of a region widely known for the excellence of its timber. A small circular mill was acquired and later converted into a most efficient institution by the addition of a modern band mill. The firm of Litchfield Bros. not only owns considerable standing timber but it is a heavy buyer from farmers and loggers in southern Indiana. Most of the lumber turned out goes directly into the hands of Mr. Litchfield's customers.

Mr. Litchfield's other interest in the lumber business is as stockholder and vice president of the Willis C. Bates Company, of Boston, a heavy dealer in dimension, piling, railroad ties and telegraph poles.

Mr. Litchfield, however, places his association affiliations beside his individual enterprises in importance. He is a trustee of the National Wholesale Lumber Dealers' Association and the National Hardwood Lumber Association, and has been the New England representative on the hardwood committee of the National wholesalers' body, where he has been of good service because of his understanding of the hardwood trade. He has been a director of the Hardwood Manufacturers' Association and for two terms was president of the Massachusetts Wholesale Lumber Association.

It will be seen that Mr. Litchfield is and always has been an active association man. He has been affiliated continuously with every association having anything to do with his business, not only that he might be himself benefited but that he might give others the benefit of his experience. Mr. Litchfield's conception of an association and its purposes and possibilities is the correct one. He looks upon the association as an institution from which a man will receive a great deal more than he gives, no matter how liberally he bestows upon it his time and attention. That which he has been able to learn himself in the business he very properly believes will be of value to others, because he has found their information of value to himself. He recognizes it as a certainty that for every thought he gives to associations

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is hoped that the swamps will have a chance to freeze hard before the snow comes to stay.

Building took a fresh start immediately after the election. Twelve permits, totaling $50,000, were taken out November 5 and there is every prospect that Duluth will have a building boom in 1909. The steel corporation will proceed with the construction of its great steel plant, which will take two or three years and will involve the expenditure of more than $10,000,000. Two great railroads are building into this city, the Wisconsin Central and the Soo line, and both will complete extensive terminal improvements here next year. The impetus that the steel plant and the coming of two important railroads will have, in addition to the generally healthy growth, is working wonders. Architects have plans for a number of proposed business blocks for 1909 and the construction of flats and dwellings has been going on all the time.

Shipments of lumber by boat last month amounted to 24,202,000 feet. Shipments of shingles were 4,900,000. It was expected before election that all lumber shipments for the season would be forwarded by November 15, but they will last until December 1. The weather so far this month has been very favorable for the movements of boats and loading cargoes.

John Moberg, of Bemidji, has contracted to log 6,000,000 feet of pine for the Walker-Akeley Company, the logging division of the Red River Lumber Company, which owns a large saw mill at Akeley. The timber will be cut ten miles west of Laporte and delivered on Lake Sheridan.

OVER THE NORTHERN BORDER.

Revived American Trade Expected—Big Stocks Affect Prices—Michigan Men Invest in British Columbia.

HULL, QUE., Nov. 7.—Lumbermen are looking for an improvement in trade with the United States as a result of the termination to the presidential campaign. Sales of box lumber were seriously affected during the last few months by the apparent timidity of buyers across the border. With a knowledge that industrial conditions are not to be changed lumber manufacturers of this district expect that their old American customers will soon begin to place large orders.

The quantity of lumber leaving J. R. Booth's yard in Ottawa during the last month has been greater than any of the preceding months this summer, but Mr. Booth does not characterize the market as brisk. The stocks on hand there, at Buckingham, Rockland, Arnprior and New Edinborough are so great that no drain on them would be likely to advance prices. Pine, good strips, 1x7 and up, which a year ago sold at $35 f. o. b. Hull, can not find a buyer at that figure now. No. 1 dressing sidings scarcely bring $30 and No. 1 dressing strips $25, though a few dollars more is generally quoted for either. In fact all the prices put on the middle and upper grade of pine are usually more than the manufacturers hope to obtain. A little better conditions exist in mill culls, barn and pine shorts. Local demand for this stuff is considerable on account of fairly active building operations.

The eyes of all lumbermen of the district are turned to the Chaudiere water power, which has completely crippled the manufacture of lumber and pulp in the twin cities, Ottawa and Hull. Until a temporary dam, which is nearing completion, is ready for service the E. B. Eddy Company will not be able to grind pulp and J. R. Booth's lumber and pulp mill will be idle. Gangs are working every day, Sundays included, on the construction and the steel piers and cement work on the Quebec side are finished. The work of diverting the water of the large cataract has just been started.

The board of railway commissioners of Canada after a second hearing reserved judgment on a complaint regarding tolls on telegraph poles by the Grand Trunk, Canadian Pacific and Central Ontario railways. The chief complainants were John Mackenzie, of Ormsby, Ont., and the Rideau Lumber Company, of Ottawa, who alleged that they were discriminated against when their freight was compared with other freight. M. K. Cowan appeared for the Grand Trunk railway and G. F. McDonnell, of Toronto, for the Canadian Northern. The case for the complainants was presented by A. W. Greene, of Ottawa. The reply of the railway companies was that these poles were freight of a burdensome character; that their carriage involved additional labor and precautions and that therefore they were justified in charging more than the ordinary freight.

J. B. Jackson, trade commissioner in Leeds, England, informs the Canadian government that liberal supplies of wood skewers are being sent into his district from the United States and there appears no reason why Canadian manufacturers should not similarly cater to the demand. The success of the trade, he says, would depend upon importers being able to buy the skewers from Canada at a competitive price with the goods now obtained from other sources. He explains that when prices are quoted for shipments it should be remembered that samples act as an indispensable precedent to doing business. In the purchase of these skewers a preference is given for goods made out of maple or hickory, the sizes in most general use ranging from 4½ inches up to 14 inches long, with a diameter of from five thirty-seconds to six-sixteenths of an inch. For shipment it is usual to send the larger sizes in bundles of 100 and the smaller sizes in 200 to the bundle. The agent reports that where prices are favorable clothes pegs meet with a fair demand in the north of England.

FROM THE CANADIAN NORTHWEST.

VANCOUVER, B. C., Nov. 7.—Business continues quiet. With the shutting down on the first month of permission to export cedar logs the market in that part of the industry is inactive. There is hardly ever any call for cedar, and with the mills curtailing operations fir is not in great demand. Lumber manufacturers are, however, optimistic, and the activity in timber and the announcements of operations planned indicate that good trade is expected. In the Kootenay, the Patrick Lumber Company is making extensive preparations for logging, and expects to have 150 men on the pay roll in a few weeks. This company lost many thousands of feet of logs in June and suffered additional losses through fire.

Following the announcement a couple of weeks ago that a representative of American capital was inspecting the property of the Hartley Bay Lumber Company comes the news that a transfer of the controlling interest is now being made for $100,000 to Michigan people. Capt. E. McCroskie, who has been president, will retain his interest, but J. J. Martin, secretary and treasurer, will resign. The Hartley Bay Lumber Company has been capitalized at $200,000, but it is expected that this will be increased another $50,000, as the company intends to put in a cold storage plant and conduct a fishing business on a large scale, having valuable privileges under a special license from the Dominion government. The company owns two bays of commercial importance on the northern coast situated at the junction of three important inland channels, namely, the Douglas and Grenville channels and the Gardiner canal, about seventy miles south of Prince Rupert. The improvements recently made consist of an uptodate saw mill, 700-foot wharf, hotel, fishhouse, several dwellings, blacksmith shop etc. The limits are said to contain as fine timber as there is on the coast, including a large quantity of yellow cedar, a scarce variety.

October returns of the timber department for the last month are: For licenses west of the Cascades, $107,134.96; east of the Cascades, $73,973.80; transfers, $1,248; penalties, $850; total, $183,206.

R. N. Calkins, of Anacortes, Wash., has organized a company and made arrangements for the purchase of materials, machinery etc., for the establishment of a pulp mill on Powell river, a short distance up the main land coast from Vancouver. He was in the city the other day on his way north and made the announcement. The plant will cost about $350,000, the capital being English. It is likely that a plant for the extraction of turpentine will also be installed according to the recently patented invention of Provincial Assayer Carmichael.

HYMENEAL.

Cale-Phelps.

SEATTLE, WASH., Nov. 1.—At 5 p. m., October 31, at their new home at Rosita Villa, one of the fine apartment houses in Seattle's fashionable residence district on Queen Anne hill, occurred the marriage of one of this city's most popular young lumbermen, David Hines Cale, and Miss Donna Buckingham Phelps, daughter of Mr. and Mrs. Byron Phelps. The ceremony was performed by Rev. John Marvin Dean, only relatives and a few immediate friends of the bride and groom being present. The bride was attended by Miss Muriel Blake, daughter of E. P. Blake, of the Washington Logging & Brokerage Company, this city, and John H. Hewitt, president of the Tyee Lumber Company, this city, of which Mr. Cale is secretary, acted as best man. The decorations consisted of pink roses and carnations. The bride is a



MR. AND MRS. DAVID HINES CALE.

charming young lady, with hosts of friends in Seattle. The groom is also well known both here and in the lumber trade in the middle west, having traveled on the road selling lumber for several years before coming to Seattle nearly three years ago. He and J. H. and H. B. Hewitt organized the Tyee Lumber Company last summer and have already developed an extensive wholesale lumber business.

Mr. and Mrs. Cale will be at home at Rosita Villa to their many friends after December 1.

The accompanying picture, which was recently taken at a house party given by John H. Hewitt at his beautiful summer bungalow, "Sleepy Hollow," down on the ocean north of Grays harbor, is a splendid likeness of the bride and groom, although "Dave," as he is commonly known among his many friends, says if there appears to be a scarcity of hair on his head it is entirely due to the camera and not because he is bald.

Final Report of Receiver.

RICHMOND, IND., Nov. 6.—According to the final report of Henry T. Burns, receiver for the Richmond City Mill Works, preferred creditors who held bonds aggregating $50,000 received 82 percent of their claims, while unsecured creditors received 53 percent. The unsecured claims totaled $34,000. The concern is now out of business.