

an extensive acquaintance which has stuck to him with its increasing trade, ever since he opened his large establishment in Milwaukee. So well and favorably known is the house of Simonds & Brooke that the usual commercial travelers are not needed to introduce their goods to patrons; the only difficulty being in fully supplying the trade which comes to them through the long established reputation of the firm. Mr. Simonds has been a practical lumberman himself and appreciates the difficulties that sometimes attend the lumber business; therefore he has always proved a reliable, lenient and faithful friend to all his customers in the pineries of the northwest. The result is the up-building of one of Milwaukee's largest houses, wealth to that firm, and the ever-increasing good will of all who are fortunate in forming their acquaintance. A lumberman especially is always cordially greeted by Mr. Simonds, and whether he wishes to buy goods or not, if he gets away from Mr. Simonds' genial conversation and hospitality in any reasonable length of time it will be because the head of the firm of Simonds & Brooke is unusually busy.

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Port Huron, Mich., has log thieves.

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The shingle mill of D. C. Bowen & Co., Montague, Mich., has a capacity of 85,000 per day.

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The steam saw mill of Williams & Bros., Saginaw City, was burned July 37; loss \$40,000; insurance \$30,000; principally in eastern companies.

## PEIRCE & WHALING.

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Magnitude of the Iron Business of the Northwest—Proof of Milwaukee's Uninterrupted Commercial Progress.

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The MILWAUKEE JOURNAL OF COMMERCE pays the following merited tribute to one of Milwaukee's most enterprising and widely-known business houses.

The firm of Peirce & Whaling is so well known to readers of the MILWAUKEE JOURNAL OF COMMERCE that we shall attempt no description of their warehouse, Nos. 133, 135, 137, 139, 141, 143, 145 and 147 West Water street, or of their perfect machinery and admirable methods of doing business, or of their wisely liberal style of advertising. It is hardly exaggeration to say that this energetic house is as widely-known as any wholesale house in any line of business in the northwest. It is favorably known to the trade, not only for its importance as the largest heavy hardware house in the west, but for its enterprise in keeping up its assortment of goods, for its courtesy and promptness in correspondence, for its honorableness in fulfilling orders, and for having inaugurated in this market the policy of small profits on large transactions, in place of the old-fashioned policy of immense profits and little business.

The fact that Peirce & Whaling, during the months of reaction following the great disaster to the iron interests of the country, have steadily increased their trade, making up in one quarter what was cut off in another, and finding no occasion to reduce their extensive force of workers, is a satisfactory proof of the general prosperity of the northwest and of Milwaukee's identity with this prosperity. It shows that the iron mercantile interests, as well as the iron manufacturing interests, of this point, are soundly established and carefully conducted with reference to the

legitimate needs of the vast territory of which Milwaukee is the distributing centre.

Messrs. Peirce & Whaling, it may be remarked, deserve all the prosperity they have had. It is the product of incessant vigilance, unwearied industry, the closest calculation and a conscientious avoidance of every element of speculation. This house has been enabled by the dullness in the demands of other markets during the past few months, to keep its stock down very close and yet supply its large trade directly from eastern manufacturers, with more than its ordinary promptness. For several months past its monthly sales of iron and nails have nearly equaled its stock on hand. We mention this fact to show the sagacity and care with which this vast business has been conducted during the most trying period in the history of the American iron trade.

Instead of a description of the establish of Messrs. Pierce & Whaling, we have through their aid obtained a pretty thorough inventory of the articles in which they deal which we present for the information of the trade at large as well as of any reader who cares to know what the heavy hardware and iron trade consists of. We have learned, to our surprise, that the item of railway supplies was never more than one-fifth of the entire business of the house, and that this proportion has been materially lessened in both directions during the past year. The trade that has diminished with constructors and repairers of railroads has been more than balanced by gains in the trade with manufacturers and dealers in all parts of the northwest.

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An East Saginaw dispatch, reports that the lumber business throughout the valley is becoming more brisk. There has been more lumber sold and shipped during this month than any other during the present season.

## SEASONING LUMBER.

So many correspondents have written us in relation to the various methods of seasoning lumber that we are induced to give the manner of seasoning performed by the "Beach High Pressure Steam Seasoning Process," or at least as claimed by the advocates of that process:

"The nature of this invention consists in subjecting wood to the action of direct steam, so confined as to allow of a pressure, of about 30 lbs to the inch, striking every pore at the same instant with a high heat, and by the pressure forcing the heat almost immediately completely through the wood, thereby coagulating and retaining the albumen and mineral salts in the wood; thus partially filling each pore with an insoluble compound, the affinity of which for water has been entirely destroyed; and so rendering the wood more solid, tougher, less brittle, susceptible of a higher polish, and much less liable to be affected by atmospheric changes.

In order to perform this operation, the lumber is separated by lath strips, loaded upon a small car, run into an iron cylinder or tank, when the door is closed, properly secured, and steam admitted from a boiler, until it shows a pressure in the tank of about 50 lbs to the inch, which pressure should remain for a time, dependent upon the thickness and kind of wood treated—thin or soft wood not requiring so much time as thick or hard wood. Six or eight minutes are sufficient for pine of one inch in thickness, and ten to twelve minutes