The *Elephant,* (*employed in logging and handling timber, principally TEAK wood in Burmah*) has been used extensively in articles published regarding the firm and has frequently been referred to as "the WILLIAMS familiar Trade Mark."

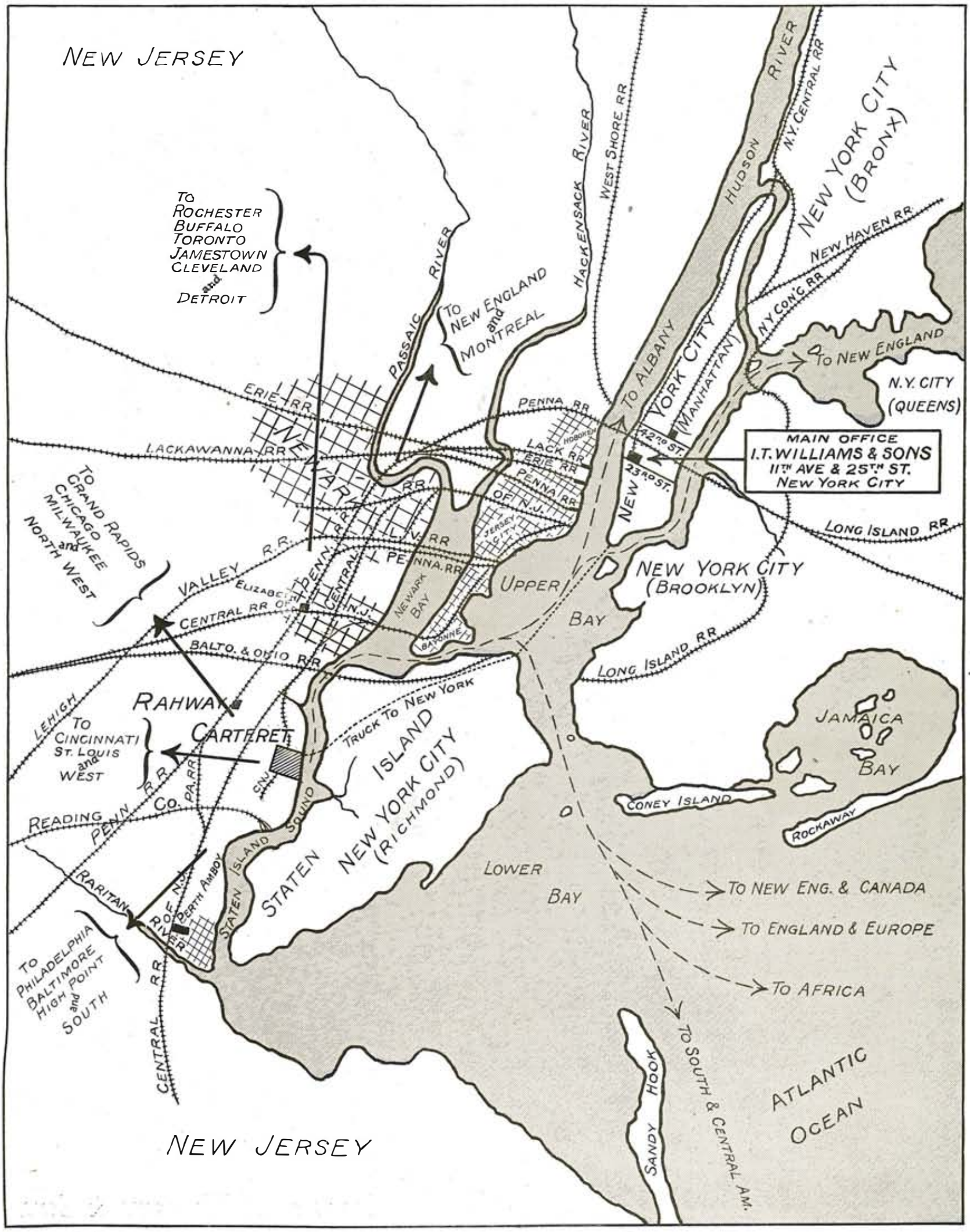
*Ichabod T. Williams & Sons,*

*Foreign and Domestic Cabinet Woods,*

*in Logs, Lumber and Veneers.*

*New York, U. S. A.*

REVISED AND REPRINTED OCTOBER, 1930




*Note:—The numerals underneath the personal photographs, in this Souvenir, denote the year of association with the firm. We take pride in the long service of many members of our organization.*

# CARTERET

NEW JERSEY

**HISTORICAL—** Named after Sir Philip Carteret, first Governor of "New Jersey."

'In the early part of 1659 the King (Charles II of England) had given to Sir George Carteret, * " a certain island and adjacent islets, in America, in perpetual inheritance." To those islands the name of New Jersey was given, and the King's Patent granted permission "to build towns, churches and castles and to establish suitable laws." In 1665 Philip Carteret, a cousin, received a commission as Governor of the Province and he landed at Elizabeth Port, which he named after Elizabeth, wife of Sir George.'

PHILIP CARTERET

* At Sir George's death in 1679 his American possessions were offered for sale, and in February 1682 they were bought for £ 3,400 by William Penn and his eleven Quaker Associates.
*From "The Channel Islands."*

**MODERN—** The Carteret of to-day is an industrial town with a population of thirteen thousand persons, many of whom are employed in the numerous large industrial plants located along the fifteen miles of Staten Island Sound waterfront, from Elizabethport to Perth Amboy, which is served by the Shore line and Sound Shore branches of the Central Railroad of New Jersey.

Among these large Industrial Enterprises are the following:

Singer Sewing Machine Company.
Standard Oil Company.
Grasselli Chemical Company.
American Agricultural Chemical Co.
Armour Fertilizer Works.
Warner Chemical Company.
Mexican Petroleum Corporation.
Foster-Wheeler Corporation.
Benjamin Moore & Company.
Reading Co.—Creosoting Plant.
U. S. Metals Refining Company.
Metal & Thermit Corporation.
American Cyanamid Company.
Chrome Steel Works.
Consumers Chemical Company.
American Smelting & Refining Co.
Bakelite Corporation.
Henry Maurer & Son.
Roessler & Hasslacher Chemical Co.
Standard Underground Cable Co.

Ichabod T. Williams & Sons.

This industrial branch railroad, within the New York Port Authority area, hauls more freight per track mile daily than any other in the U. S. and gives quick connecting service to all Main Line arteries, such as:—Pennsylvania Lines,—Baltimore & Ohio,—Lehigh Valley,—Philadelphia & Reading,—Erie,—Lackawanna,—New York Central,—New York, New Haven & Hartford, etc.

This railroad parallels Staten Island Sound, the deep waterway between New York and New Jersey on which all these plants are located. Ocean Steamers up to 12000 tons with thirty foot draft come right up to the docks. Rail and water facilities permit receiving and re-shipping with a minimum expense for handling. Within a radius convenient for Motor Truck haulage lie all the large manufacturing industries of New York City, Long Island and New Jersey. The Location is ideal for a Foreign and Domestic Wood manufacturing business.

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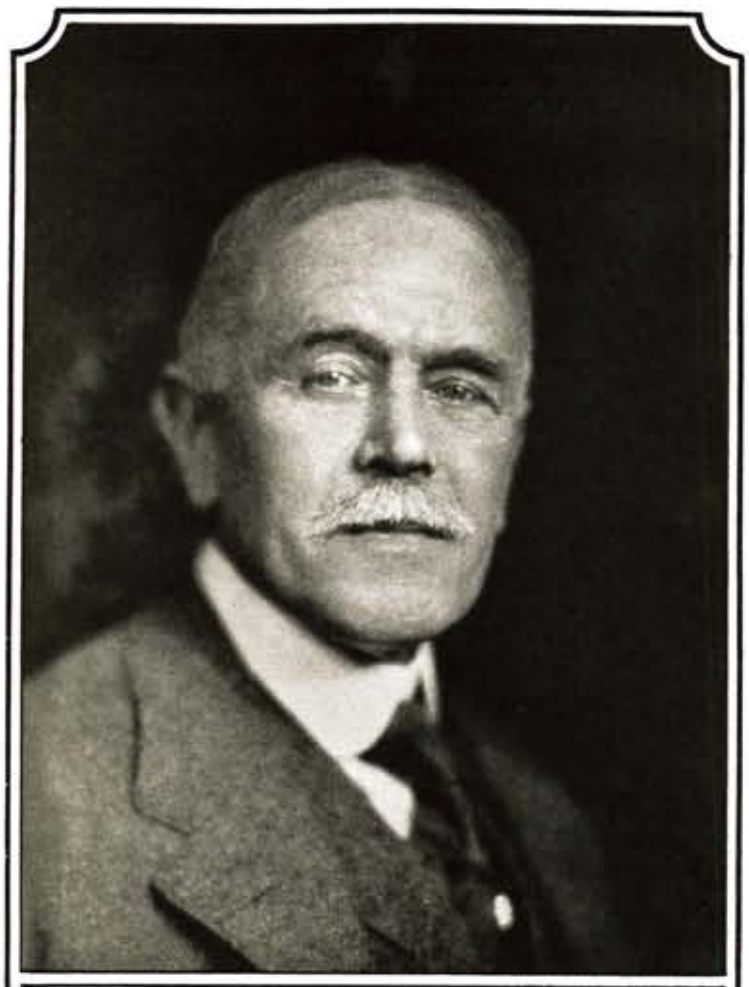
## CONSIGNMENT & STORAGE—AND IN TRANSIT

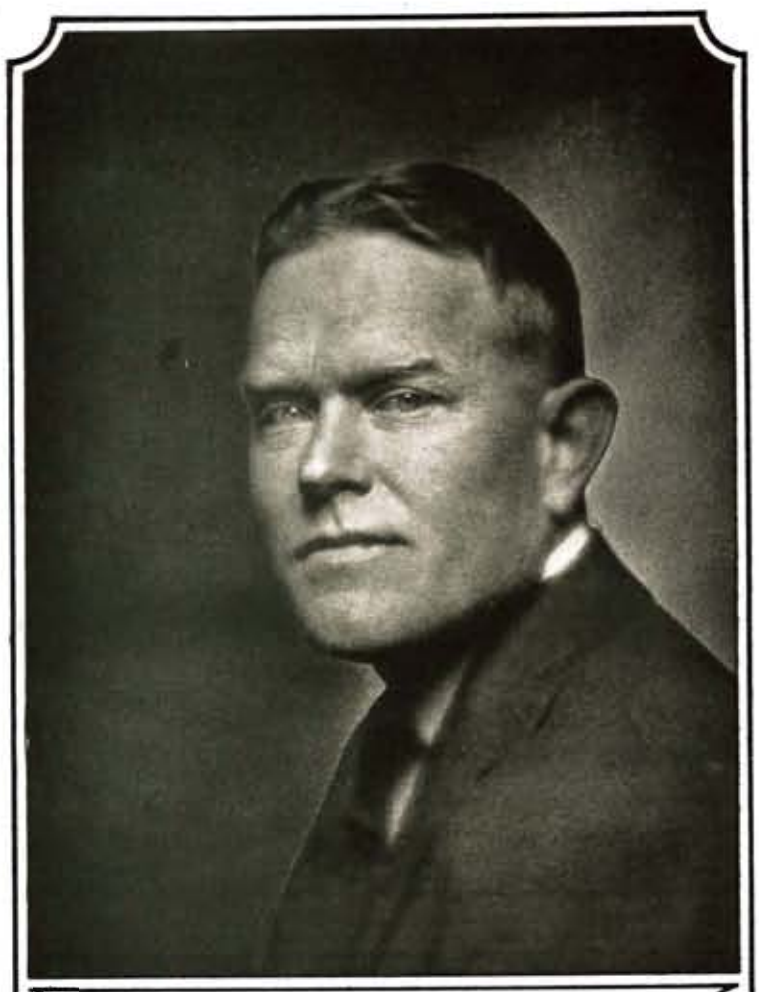
**FOREIGN—** We receive on consignment, Logs, Timbers and Sawn Lumber at minimum handling and storage charges, and offer same for resale as per instructions from the Shipper.

**DOMESTIC—** We receive consignments of Logs and Lumber for Export,—or for storage by agreement,—or for resale,—on shipper's instructions and at minimum charges.



THOMAS WILLIAMS 1873

# *The Firm Partnership*
# 1930



THOMAS RESOLVED WILLIAMS 1900

THOMAS BLAGDEN 1912

1838 1930

# HISTORY OF THE FIRM

THE business of Ichabod T. Williams & Sons was established in the year 1838 by Thomas Williams, grandfather of the present senior partner. Its first location was a lumber yard on Broad Street, New York City, near the present Stock Exchange. Mr. Williams' residence, No. 18 Beaver Street, is still owned by the family. From Broad Street the business was moved to Broadway and White Street, but with the rapid growth of the City and the business it was soon found necessary to secure larger premises and waterfront property, so another move was made to Desbrosses Street and the North River. This location proved convenient, but when the Pennsylvania Railroad established its ferries at Desbrosses Street, the district became too congested at that part of the water front, and in 1850 Ichabod T. Williams, following his father in the management of the business, purchased the property on the east side of Eleventh Avenue, from 25th to 26th Streets and extending to the river. At this time both hard and soft woods were brought from the Great Lakes to Buffalo and then shipped by canal and the Hudson River to New York City, and this fine waterfront property gave the firm excellent facilities for their large hardwood business.

In the year 1885 the City of New York condemned the waterfront, between 25th and 26th Streets, building piers and docks and establishing what is now known as Twelfth Avenue. The firm continued their retail yard business on the balance of this property on Eleventh Avenue, where the present offices are still located, but were forced to seek a new waterfront property. Consequently purchase was made of about half a mile of waterfront property located on the main ship channel in New York Bay, between Tompkinsville and Stapleton, Staten Island. Here, with wonderful facilities of deep water and rail connections, Saw Mills were built and the largest Mahogany and Hardwood Yards in New York City created.

In 1880 Thomas Williams, eldest son of Ichabod T. Williams was admitted to the firm as a partner, and in 1882, Henry K. S. Williams became a partner, and the firm name became Ichabod T. Williams & Sons. Two other sons, Waldron and Lloyd were subsequently admitted as partners. In the year 1900, Thomas Resolved Williams, elder son of Thomas Williams, became associated with the firm and was admitted to partnership in 1905. In 1908 Lloyd Williams retired and in 1911 Waldron and Henry K. S. Williams retired. These vacancies were filled in 1918 by the admission to partnership of F. C. Leary, who retired in 1928, and Thomas Blagden. Ichabod Thomas Williams, great-great-grandson of the founder of the business, became associated with the firm in 1930. A rather unique example of a family controlled business covering a period of 92 years, is thus indicated. To-day the firm is one of the largest and oldest in the world, handling Mahogany and other Imported Cabinet Woods.

In October, 1919, the City of New York condemned the waterfront at Staten Island for Municipal Docks and for the *sixth* time it became necessary for the firm to find a new home. After careful study of conditions affecting the industry, industrial locations were examined on the Atlantic Coast to the Gulf,—from Boston to New Orleans,—and finally a purchase of the property of 70 acres owned by the Bethlehem Steel Corporation, at Carteret, N. J., on Staten Island Sound, in New York Harbor, was made. This property, served by the line of the Central Railroad of New Jersey, connecting with all trunk lines, has a frontage of 1300 feet on a 30 foot channel and is an ideal location for a manufacturing and distributing point. Construction of the largest Mahogany Saw and Veneer Mill in the world was commenced in 1922 and completed early in 1925.

With the keen competition in modern business, profits are now derived from volume and through economy of operation afforded by superior facilities, and it is with these points in view that the firm continue their well known policy of carrying the very choicest cabinet woods in logs, lumber and veneers which are offered at the lowest possible cost to consumers.

Believing that a better idea can be provided from actual views, rather than reading matter,—the advantages and facilities afforded by our new location are placed before you on the following pages showing photographs of this wonderful plant.

# DEPARTMENT HEADS

JAMES H. MARTIN
CASHIER
1907

JOHN McKEE
VENEER DEPARTMENT
1887

CHARLES E. ROGERS
SPANISH CEDAR AND STICKWOODS
1919

JOHN E. McCULLOUGH
SUPERINTENDENT
CARTERET
1903

JOHN MILLER
PLANT MANAGER
CARTERET
1900

CARL W. TIMPSON
LOG DEPARTMENT
1919

JERRY H. WHALEN
HARDWOOD DEPARTMENT
1891

WILLIAM W. WARREN
CONFIDENTIAL SECRETARY
1886

EBERT B. JOHNSON
1920

# THE PLANT

OUR new plant at Carteret, N. J., covers 70 acres with 1300 feet of deep water frontage, having a 30 foot channel maintained by the Government from the ocean to our plant. The waterfront is developed with a slip for lighters; a reinforced concrete dock, 350 feet long by 100 feet wide, on which is direct rail connection with the Central Railroad of New Jersey; a timber basin of 850 feet frontage and covering approximately 10 acres. These facilities enable us to discharge three large Steamers at one time. Between the dock and saw-mill, paralleling the timber basin, a large Log Yard is laid out, equipped throughout with standard gauge rail alongside each pile of timber, which together with the timber basin, provides a storage capacity for over fifteen million feet of logs. Two 30 ton oil burning steam driven locomotive cranes and four electric derricks handle the timber. Rail spurs lead to the saw-mill, making it possible to manufacture or reload shipments of logs or lumber for rail or lighter delivery.

The entire plant is electrically driven, being equipped with General Electric alternating current motors, (440 v. 3 PH. 60 C.) and in most instances individual motors are directly connected to machines. The Saw Mill building, 200 feet long by 75 feet wide, stands on concrete piles run to bedrock and reinforced with concrete girders, and is equipped with one 8-foot "Allis-Chalmers" band saw, one 8 foot and one 7 foot "Wheland" Company roller-bearing band saws, so located that "cants" from the two larger saws can be automatically sent to the 7 foot, or this 7 foot saw supplied with rough logs and used as a separate unit, giving a three mill production of 100,000 feet of lumber daily. Logs are fed into the Mill by a "log-jacker" from the pond, and electric derrick from the yard. Logs come into the mill on concave "live-rolls" to each log deck, being cross-cut when necessary, with a motor driven cross-cut saw equipped with "steam dogs" at the entrance to the mill. Steam operated "punch-bars" transfer the logs to the log deck transfer chains, which carry them to the steam "loaders." Each deck is also equipped with steam "nigger" as well as overhead electric driven "turner." "Shot-gun" and geared "twin-engine" carriage feeds are used. "Trout" set works, motor driven, are used on the two larger saws. From the band saws, lumber is carried on self-contained live rolls, mounted on channel irons, to the two Wheland roller bearing "edgers," thence by means of cross transfer to Canadian type "end-trimmer" and cross-cut saw for further trimming, if necessary, after which the lumber is automatically carried to the Inspectors table.

The Inspection Room, wonderfully lighted and steam heated, is laid out to enable the inspectors to devote the most careful attention to grading; the lumber being "fed" from the table under control to the inspector; the lumber dropping *on edge* in front of him, is then turned down for examination of the reverse face, graded and marked, and automatically removed by live rolls to cross transfer and on to the "sorting-chains" which are equipped with power feed "booster-roll" assisting removal to the lumber "dollies." All "shorts" (under 6 feet) are eliminated from the inspection room. This short stock accumulates in conveyors, is retrimmed and then inspected at a separate location in the mill. Fordson tractors are used to haul the lumber dollies to the sunning racks and piles. All lumber is "sunned" and then piled upon permanent concrete pile bottoms for seasoning. The lumber yard contains over two miles of railroad siding, making it possible to ship from many of the piles without cartage.

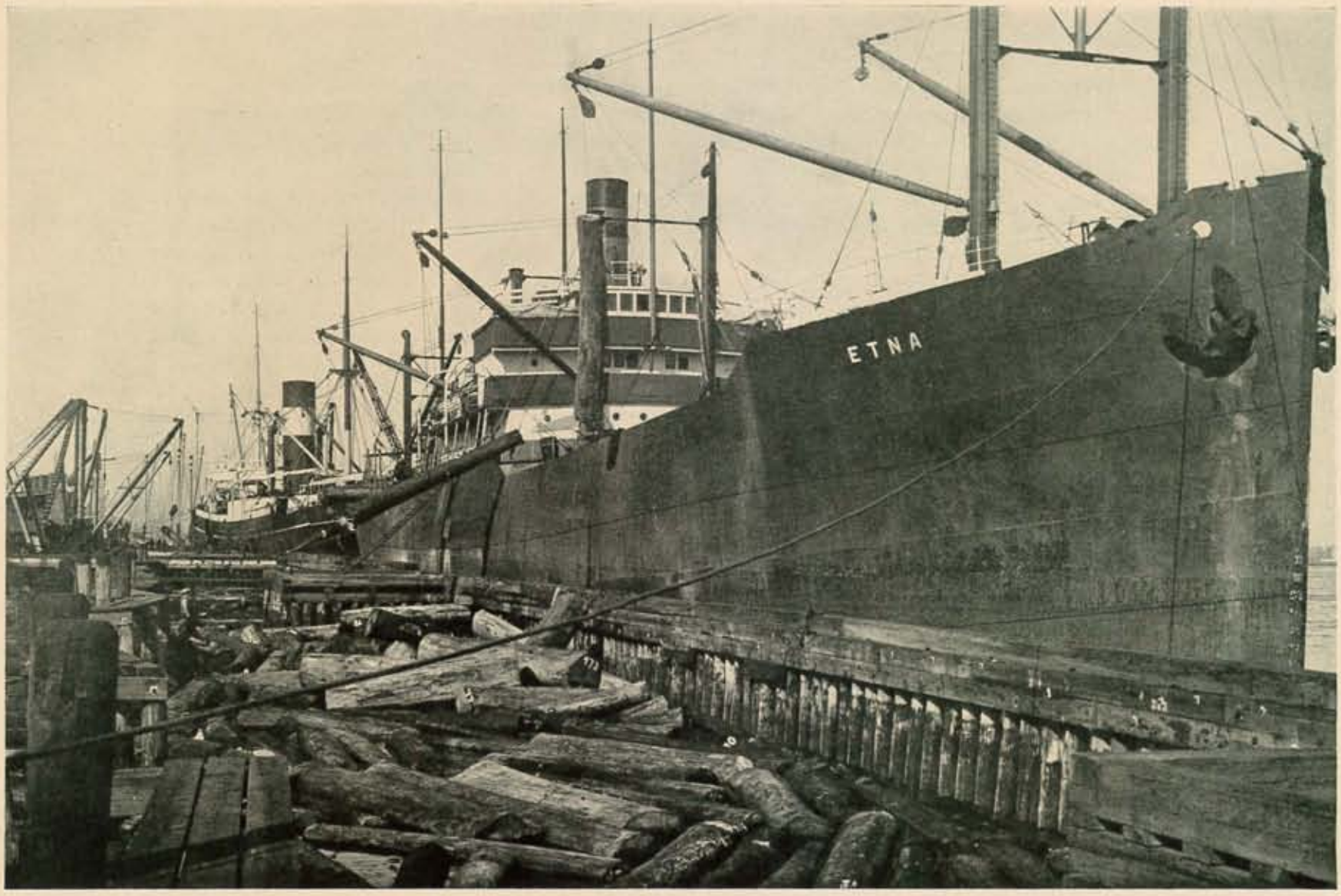
Veneer flitches pass from the saw-mill directly to a large building located immediately in the rear, devoted entirely to storage and preparation for the steam tanks. After being "steamed" in the steel tanks, flitches are conveyed on live rolls and lifted by electric cranes to the various cutting machines and veneer saws. The veneer "slicers" have a capacity of over 250,000 feet daily. The veneer saws, capable of sawing up to 24 feet in length, have a capacity of over 40,000 feet daily.

Logs for "rotary" cutting are cross-cut to length with an electric cross-cut saw on north side of mill and are then placed in large reinforced concrete tanks, and after being "boiled" pass to a 10 foot Capital "lathe" where they are converted into veneer. The veneer is transferred to the automatic dimension "clipper" and from there conveyed to the Coe "roller-drier," both of which are located back of the lathe. Two "Whitney" planers make it possible to do the finest surfacing of thin lumber. Veneers are dried both by automatic driers and "dry-air" racking and are then stored in the five large brick storage warehouses, all of which are served by direct rail connection.

The Dry Kiln equipment consists of the latest type "Emerson" humidity regulated kilns. A transfer track in front of kilns and alongside the large kiln storage building, with a capacity of over a million feet, is so laid out that kiln dried stock can be stored, shipped by rail, or placed directly at the large "Woods" planer, or "American" resaw, without rehandling.

The Power Plant consists of two Curtis Turbines, directly connected to General Electric generators, operating with condenser. All power cables are laid in underground conduits. The boilers are Babcock & Wilcox water tube boilers operating at 160 lbs. All "refuse" from the mill is automatically conveyed to the boiler house, and into "dutch-ovens," producing power at extremely low cost.

The plant consists of 16 buildings with a floor area of about 250,000 square feet. (6 acres) All buildings are electric lighted and equipped with automatic sprinklers, thereby receiving the advantage of a very low rate of insurance on the entire plant.




S.S. "ETNA" AND S.S. "HAGNO" UNLOADING CENTRAL AMERICAN AND AFRICAN MAHOGANY LOGS INTO LOG POND.

S.S. "WEST HUMHAW"—UNLOADING CARGO OF AFRICAN MAHOGANY LOGS ON DOCK.
*(Note unloading facilities—3 stiff-leg derricks and two 30 ton Locomotive cranes in operation.)*

VIEW FROM MILL DECK—SHOWING PART OF LOG POND AND LOG STORAGE YARD.

MOTOR SHIP—"JAMES TIMPSON"—LOG POND AND UNLOADING RACK.

(*Note*: *This ship, owned by and built especially for us, to carry cargoes of Central American Mahogany logs, was recently lost in a hurricane, having aboard a cargo of* 550,000 *feet.*)

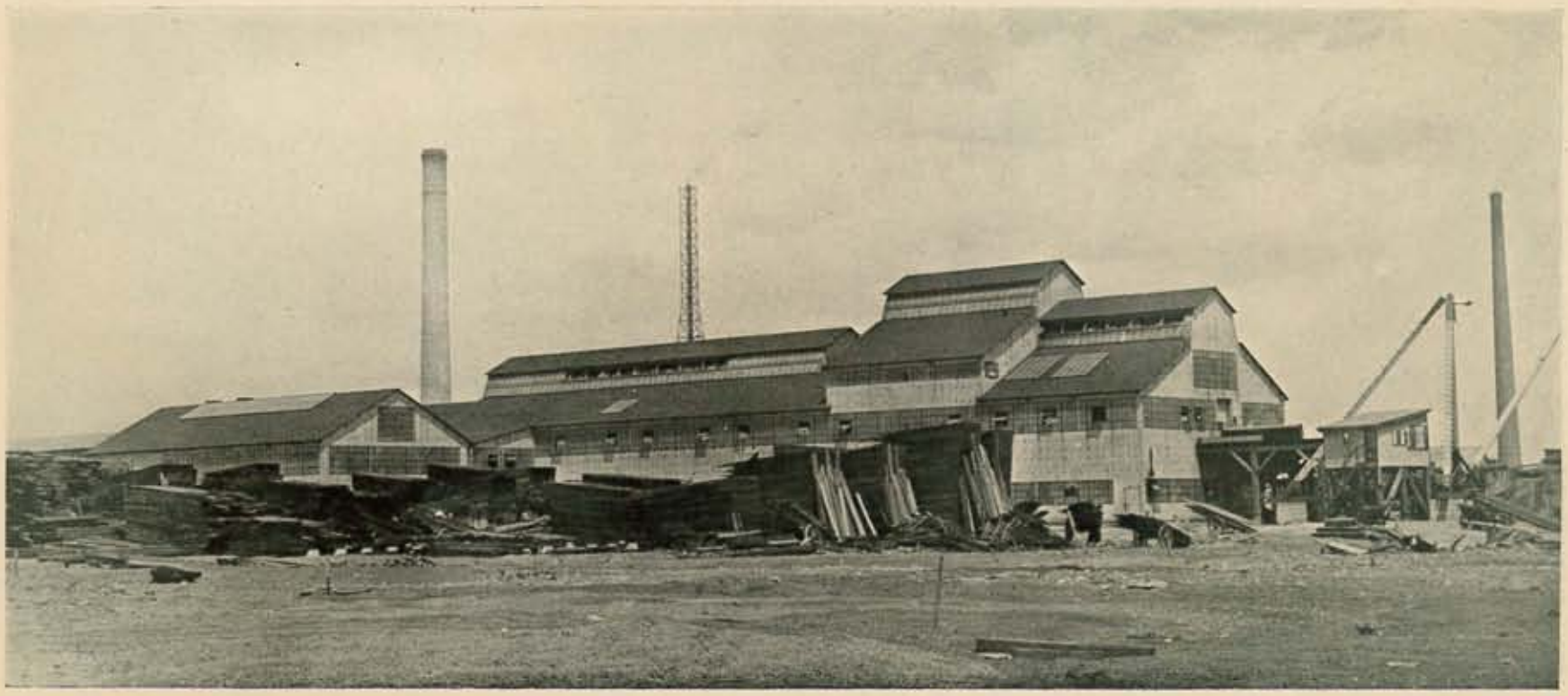
CONCRETE DOCK—350 FEET LONG. 9000 TON S.S. "WEST LOQUASSUCK" FROM AFRICA WITH A FULL CARGO OF 1,000,000 FEET OF MAHOGANY LOGS.

DISCHARGING TWO CARGOES—AFRICAN MAHOGANY ON WHARF—HONDURAS LOGS INTO POND.

MAHOGANY—African—Cuban—San Domingo—Honduras—piled on railroad siding.

Upper Plant—Buildings A and B—Veneer Storage—Domestic Hardwood Yard.

Lower Plant—Buildings C-D-E-F-G-H-I-K and M.—Taken just as construction was completed.

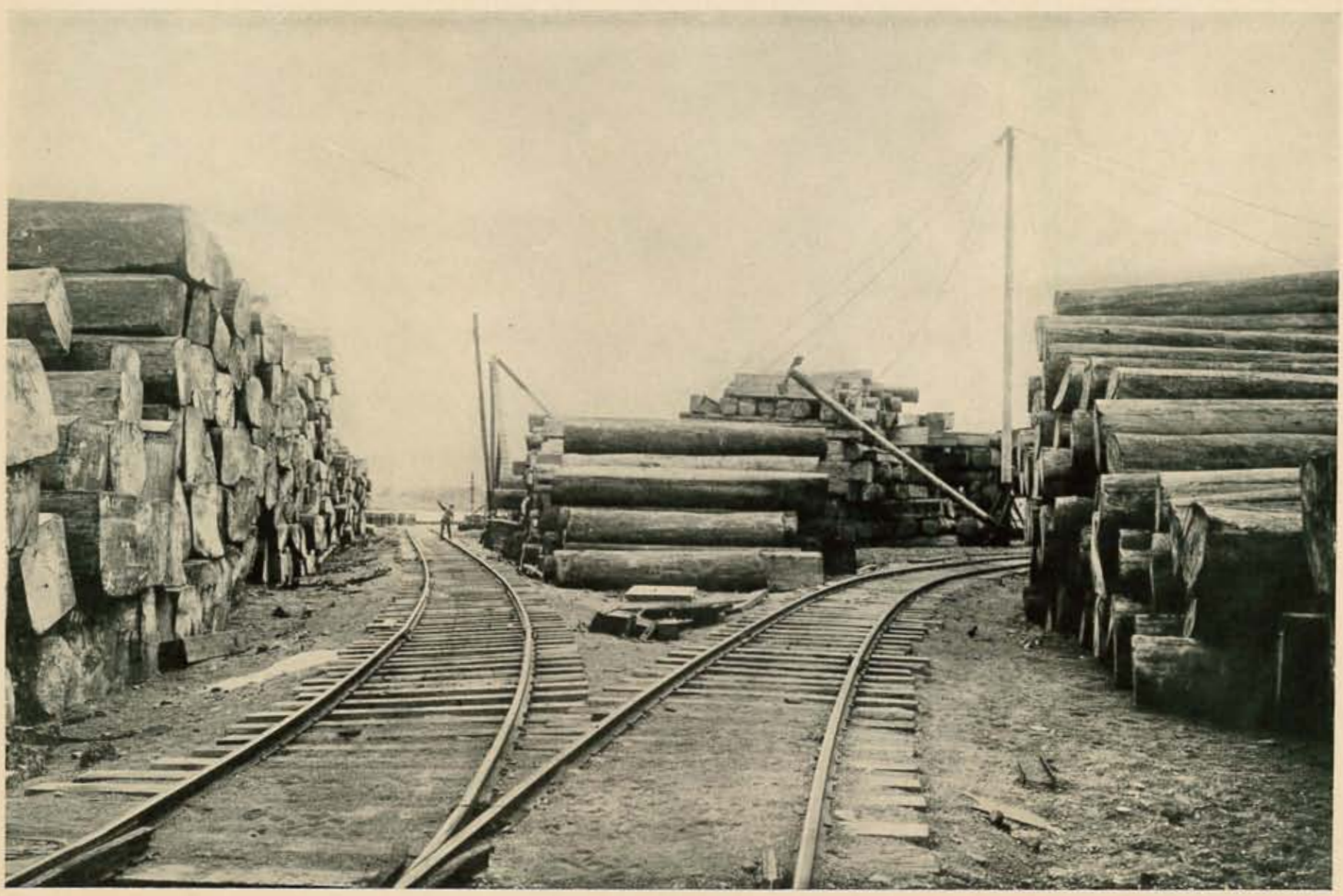


Side view of the Saw Mill—Taken shortly after starting in late 1924.

FRONT VIEW—SAW MILL—(*Note the three separate methods of "logging" the mill.*)


HUGE PILES OF AFRICAN MAHOGANY—(*A shipload in view.*) BOTH ROUND AND SQUARED.

AFRICAN Mahogany Logs piled along railroad siding.



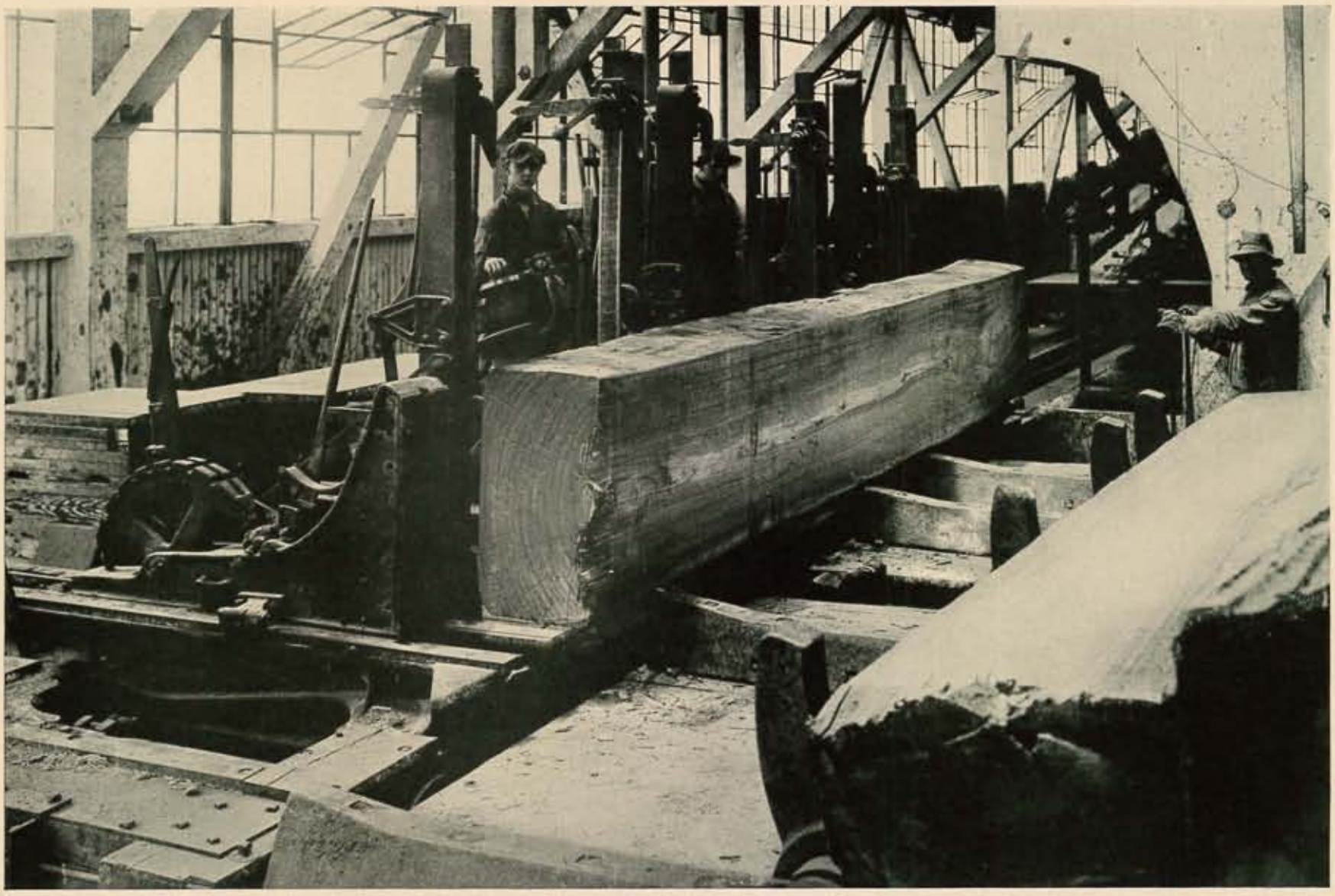
AFRICAN Mahogany—(*Note size of logs compared to size of the two men in the picture.*)

SAW MILL—SHOWING "FEEDING NECK" OF LOG POND. (*Extension, left center, is exterior of lumber inspection room.*)

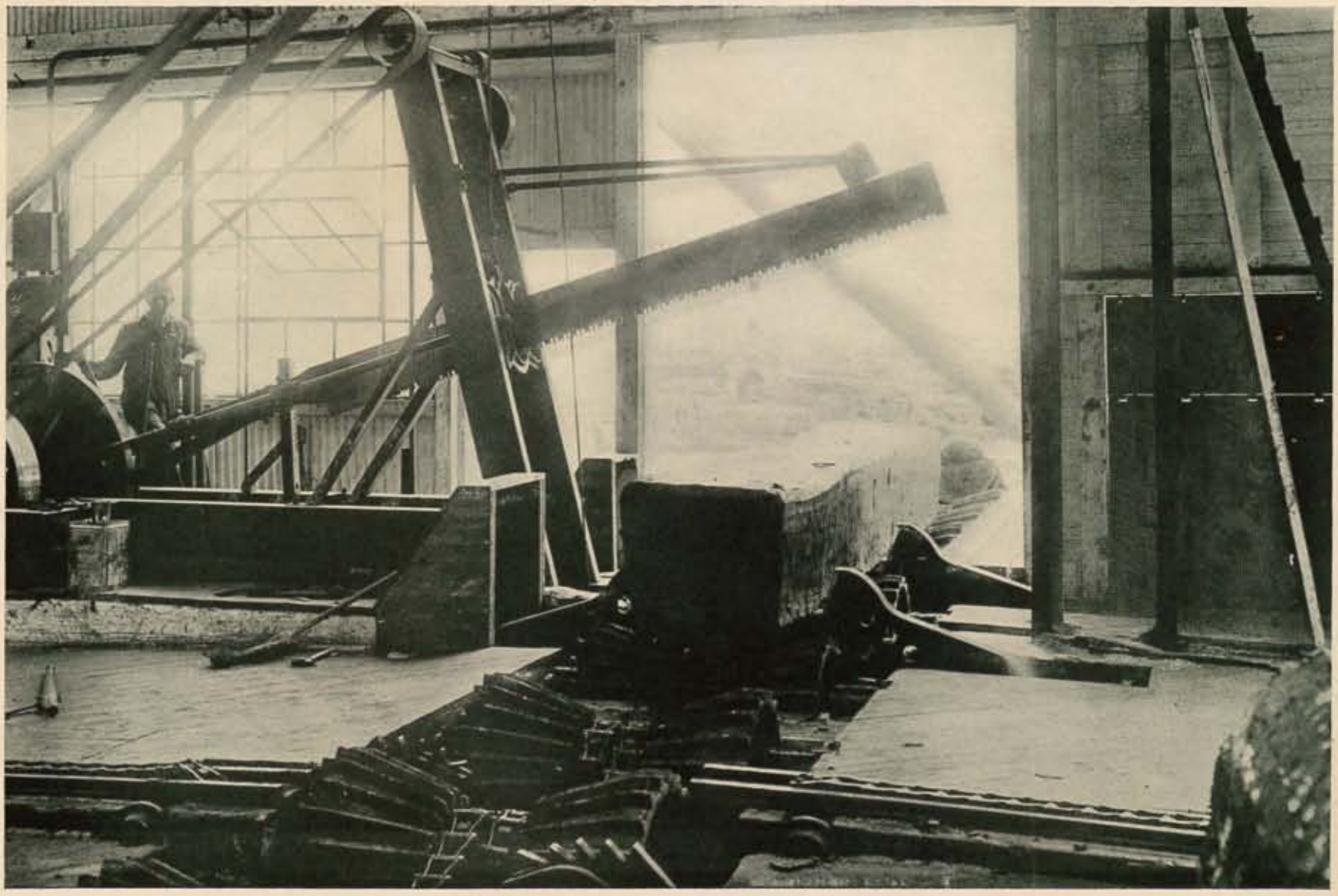
MORE THAN A SHIPLOAD OF LARGE AFRICAN MAHOGANY LOGS.

SAN DOMINGO—Mahogany Logs—Finest for texture and quality but not procurable in large sizes.

S.S. "WEST IRMO"—unloading cargo of AFRICAN mahogany logs direct into Log Pond.



SHOWING STEAM "LOADER" AND STEAM "NIGGER" AND ELECTRIC TROUT-"SET-WORKS."
SQUARE AFRICAN MAHOGANY LOG OPENED SHOWING HEART OF TREE.



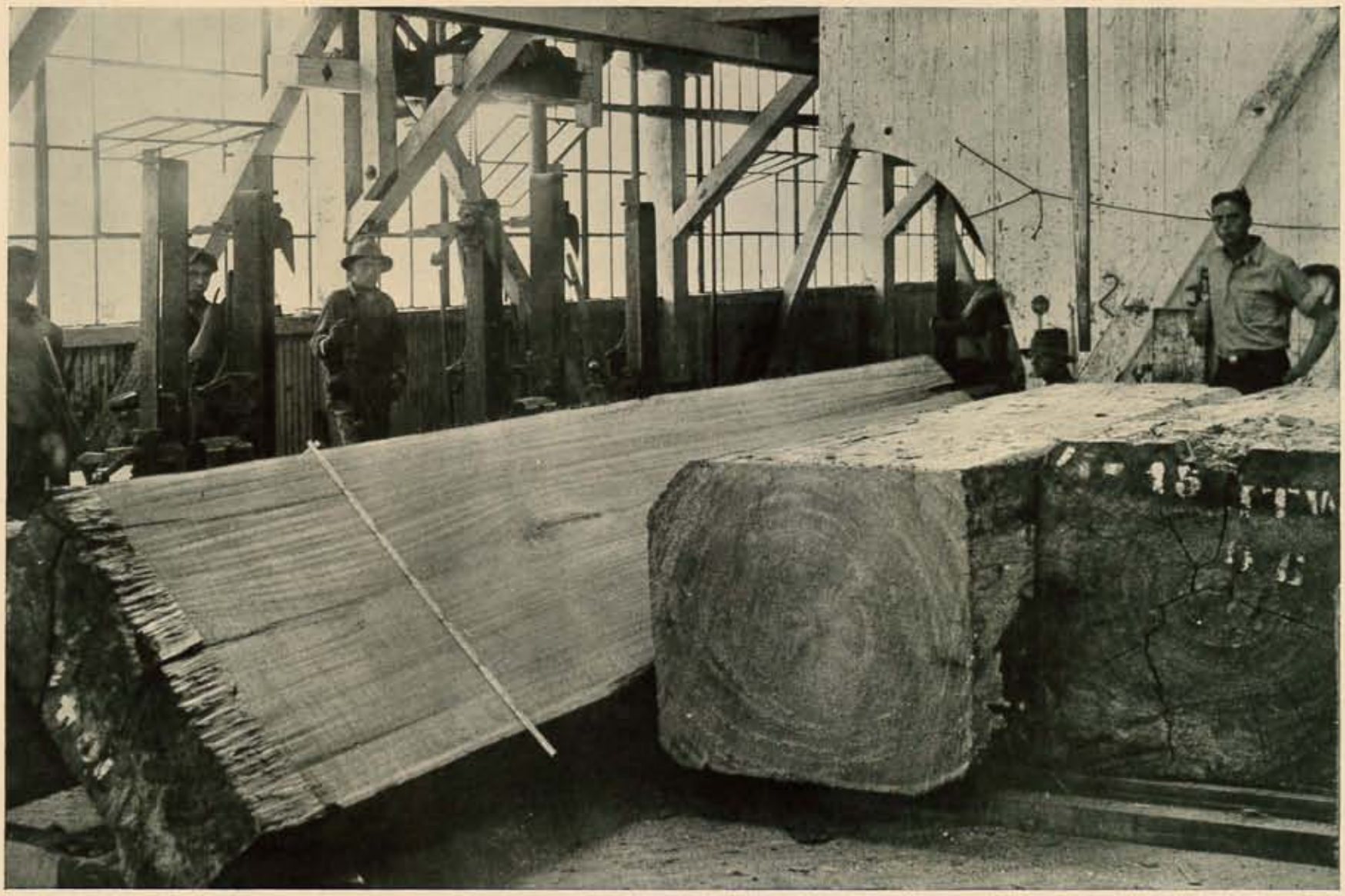
ELECTRIC DRIVEN LOG CROSS-CUT SAW AT ENTRANCE OF MILL. LOGS DO NOT HAVE TO BE REMOVED FROM THE CONCAVE ROLLS. (*Note the steam "Dogs" holding log while cross-cutting*)

SHOWING A FEW OF OUR LARGE SPANISH CEDAR LOGS READY FOR MILLING.

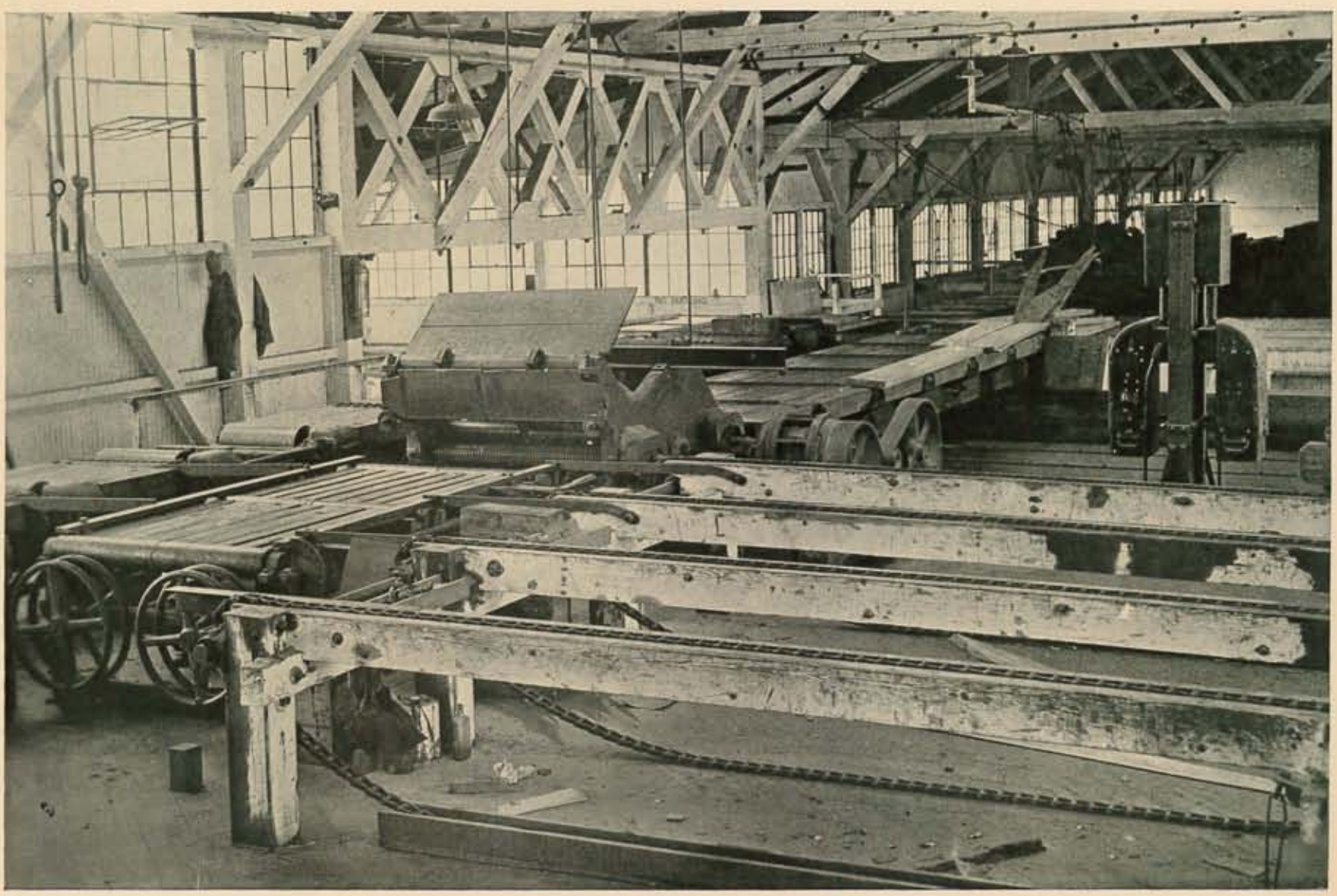
Photo Nov. 1925.

SAW MILL AND NECK OF LOG POND—ALSO SHOWING CORNER OF LUMBER YARD.

*(Logs and lumber in view—all Mahogany)*

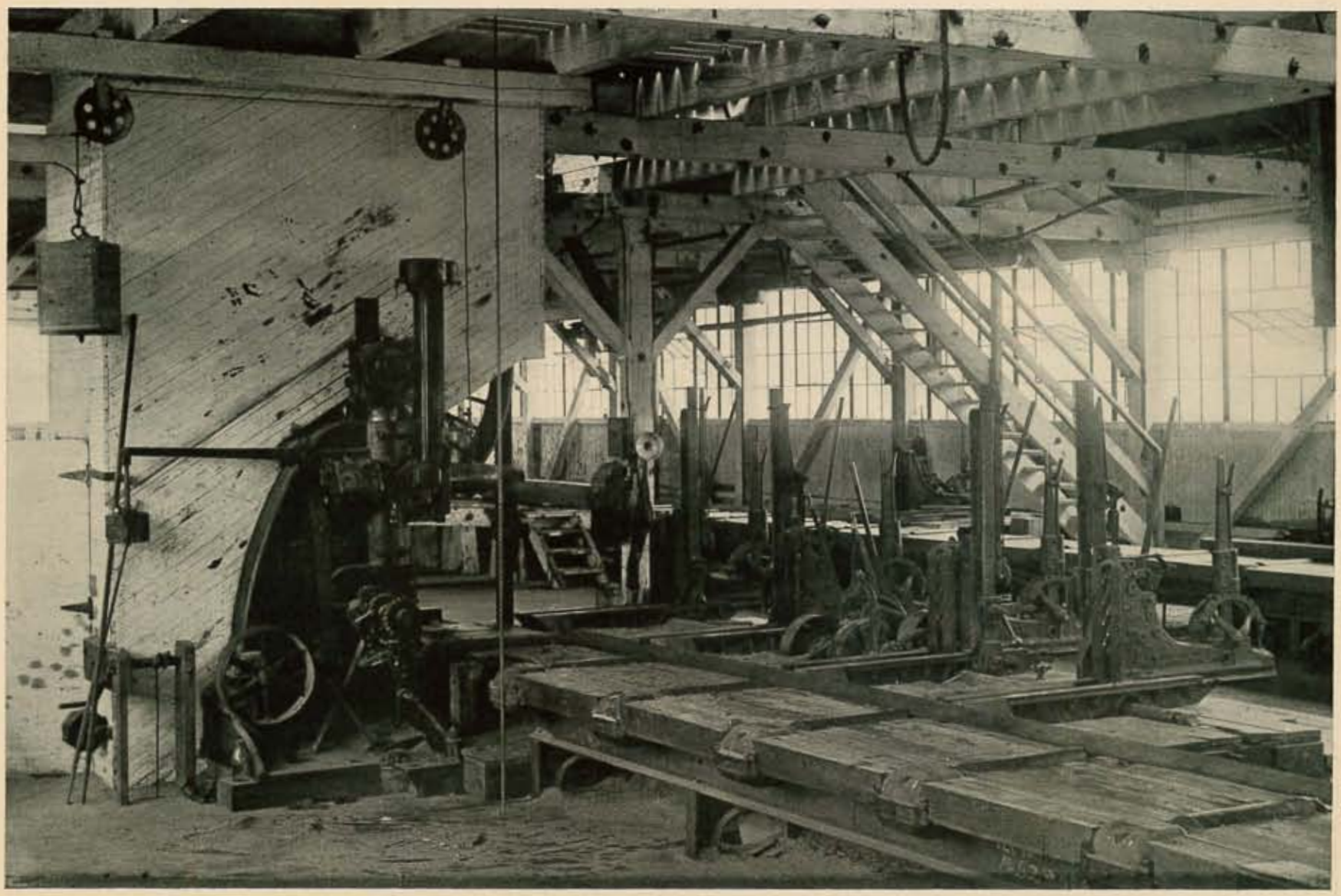


BAND MILL No. 2—"WHELAND" ROLLER BEARING 8 FOOT MILL. SAWING SQUARE AFRICAN MAHOGANY LOGS.



ONE OF THE TWO "WHELAND" ROLLER-BEARING "EDGERS."

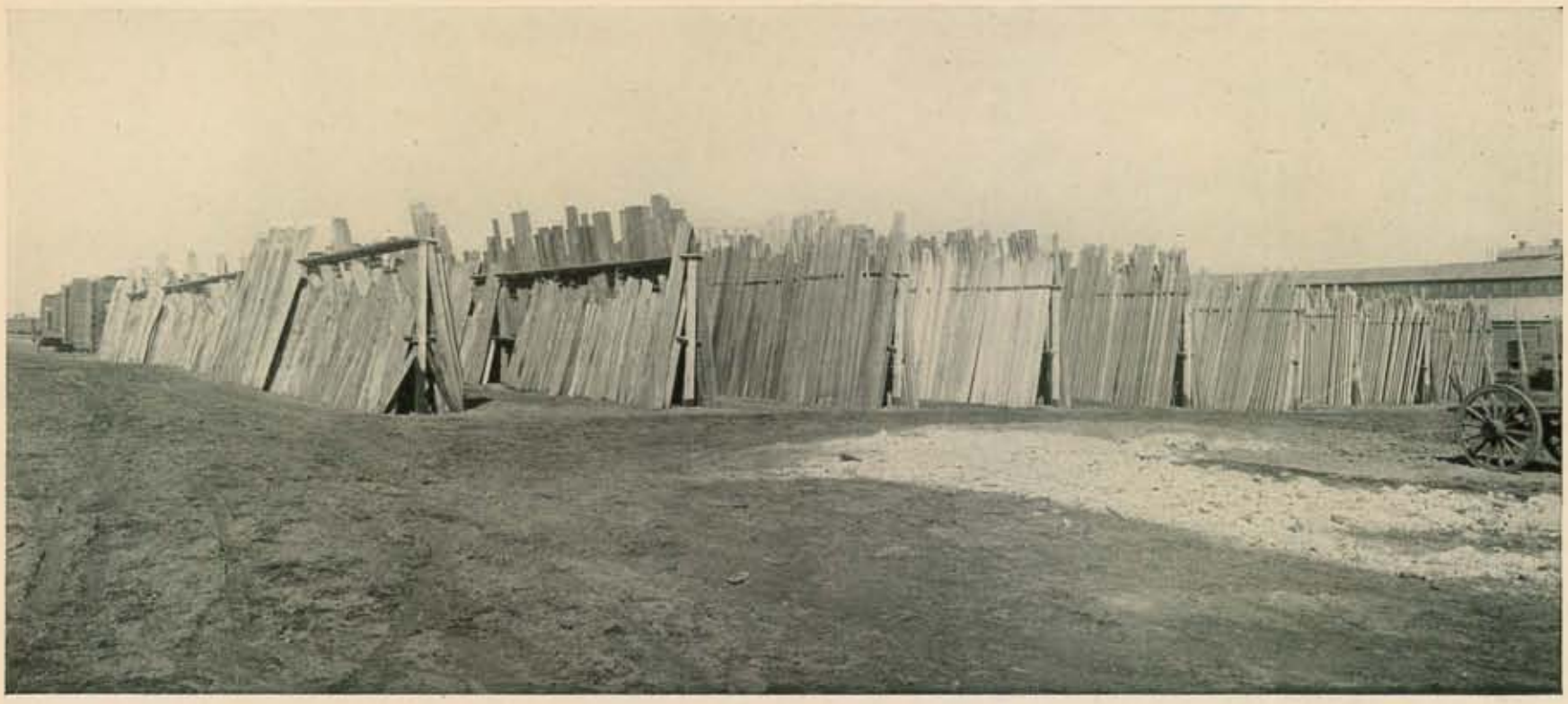
BAND MILL No. 1—"Allis Chalmers" 8 foot mill. Sawing round MEXICAN mahogany logs.
(*A good view of Log Deck, showing concave live rolls and "punch-bars"*)



BAND MILL No. 3—"Wheland" roller bearing 7 foot mill. This mill is used principally for sawing "Cants" or "Flitches" from mills No. 1 & No. 2 but is so arranged that it is a complete separate unit.

INSPECTION ROOM—(*Note the abundance of light—the tally boys in stations directly over the tables.*) THE ARRANGEMENT OF TABLE FEED CONTROL WITH LUMBER COMING TO THE INSPECTOR *on edge* IS AN INNOVATION IN INSPECTION. A PRESSURE OF FOOT ON FLOOR ROD, REMOVES THE LUMBER, SENDING IT ON OUT TO THE SORTING TABLE.

SORTING TABLE—HERE ALL STOCK IS SORTED FOR THICKNESS AND GRADES AND PLACED ON SEPARATE LUMBER DOLLIES. THE "BOOSTER-ROLL" RUNS THE FULL LENGTH OF TABLE ON RIGHT HAND SIDE, OVER WHICH SIDE 90% OF THE STOCK IS SORTED.

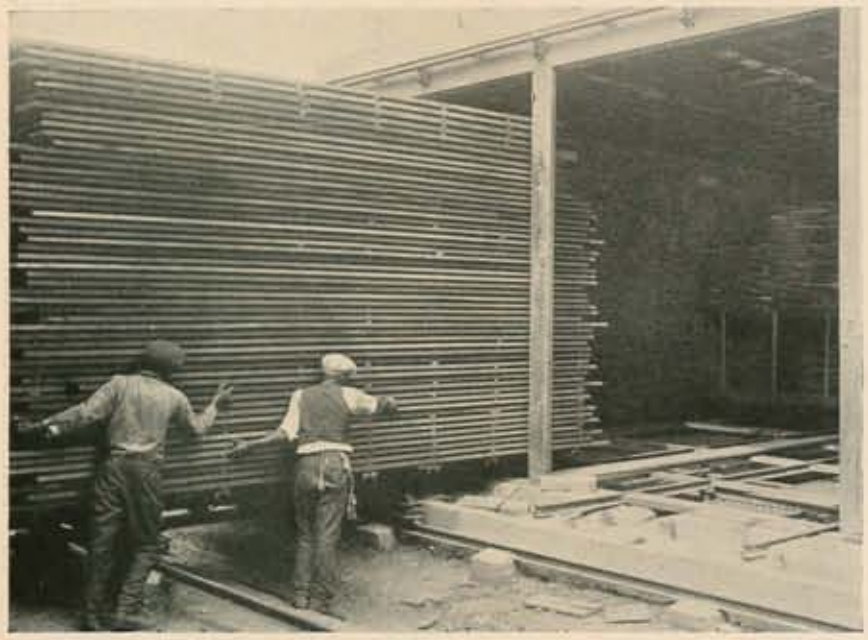


THE "SUNNING RACKS"—CAPACITY A MILLION FEET—ASSURING WELL COLORED MAHOGANY.

"END TRIMMERS"—EACH PIECE IS "SQUARED" (*both ends*) ELIMINATING CHECKS AND SPLITS, AND MAKING NOT ONLY FOR BETTER APPEARING BUT BETTER GRADED STOCK.

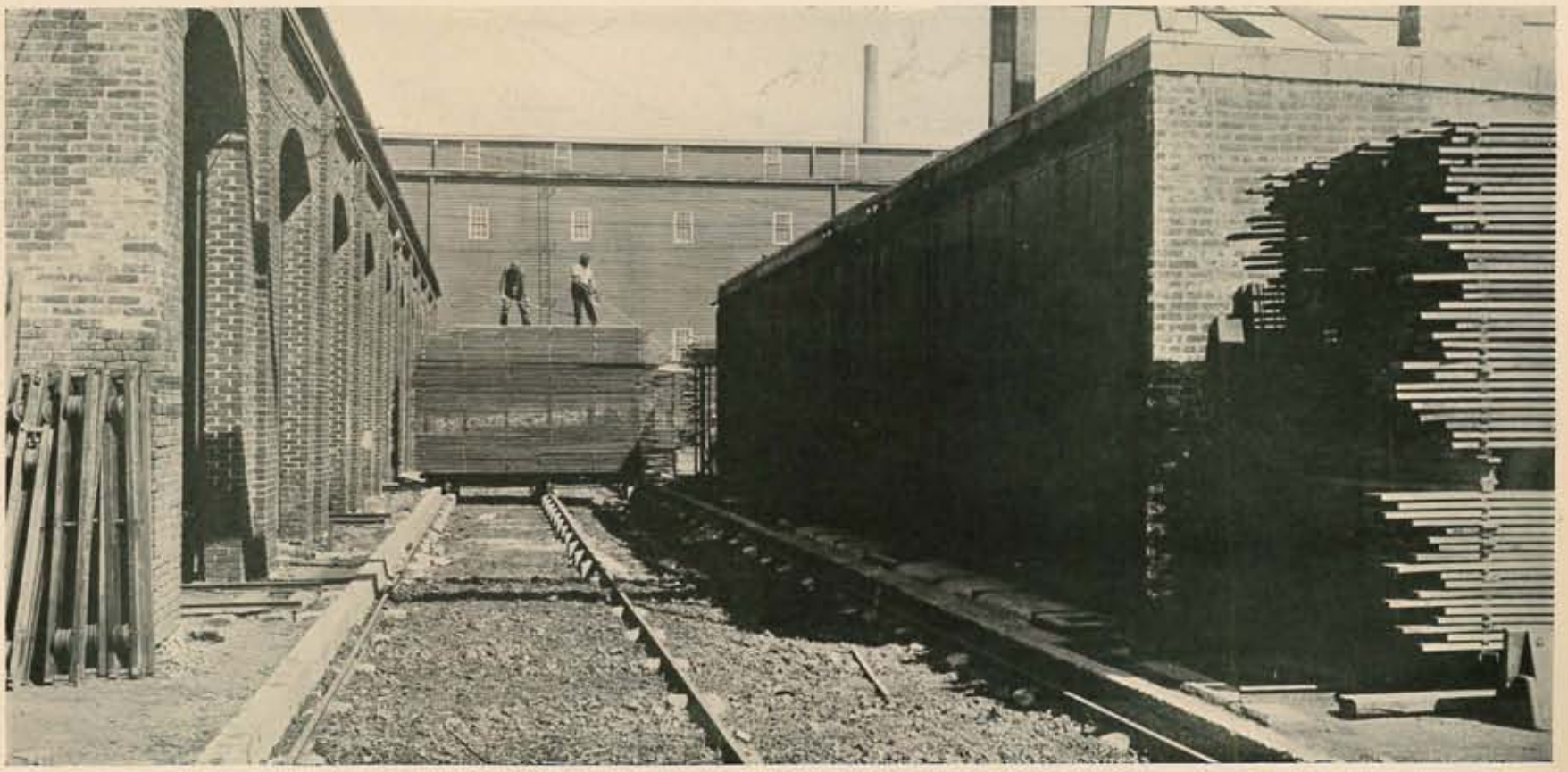
FORDSON TRACTORS—USED TO HAUL MAHOGANY TO THE SUNNING RACKS AND THEN TO PILES.


BUILDING "F"—STORAGE OF KILN-DRIED MAHOGANY AND HARDWOODS. (*Capacity over a million feet.*)

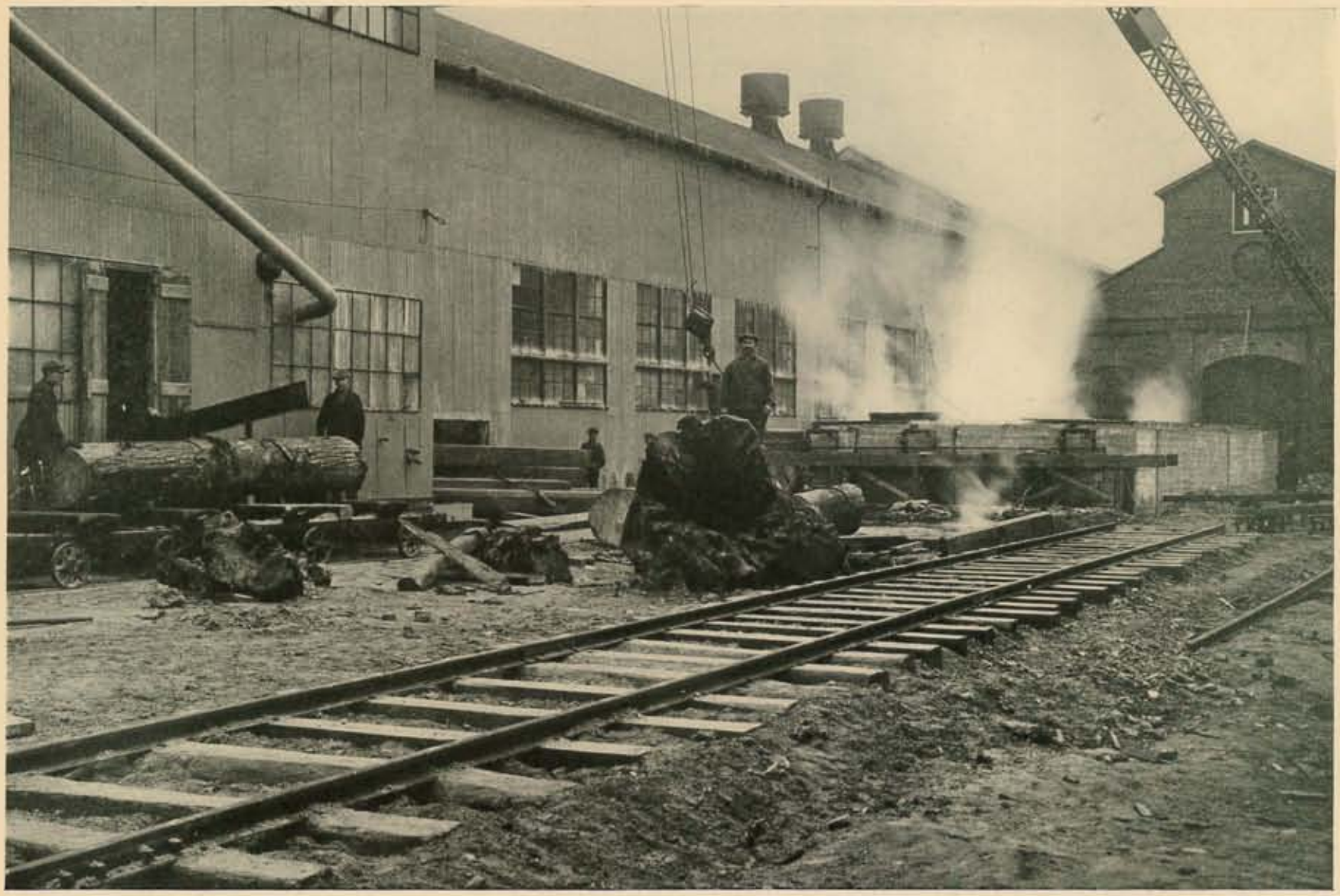


LOADING DRY KILNS—EVENLY STUCK LUMBER.

CAREFULLY PILED LUMBER—FIVE BEARING FOUNDATIONS.

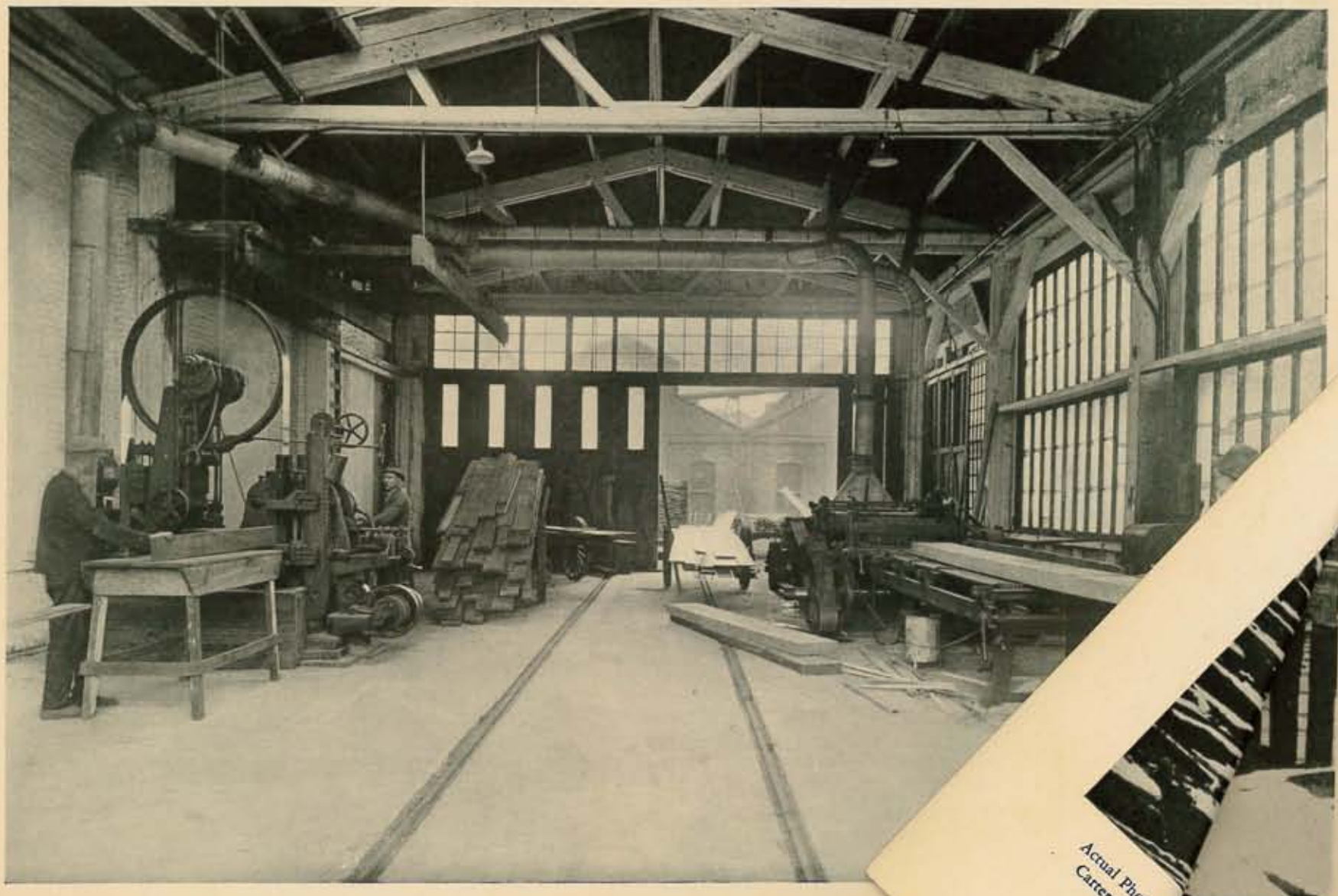


DRY KILNS—LOADING AND TRANSFER—BUILDING "F" AT LEFT.



ELECTRIC CROSS-CUT SAW FOR OPENING WALNUT AND CROSS CUTTING LOGS FOR ROTARY CUTTING.

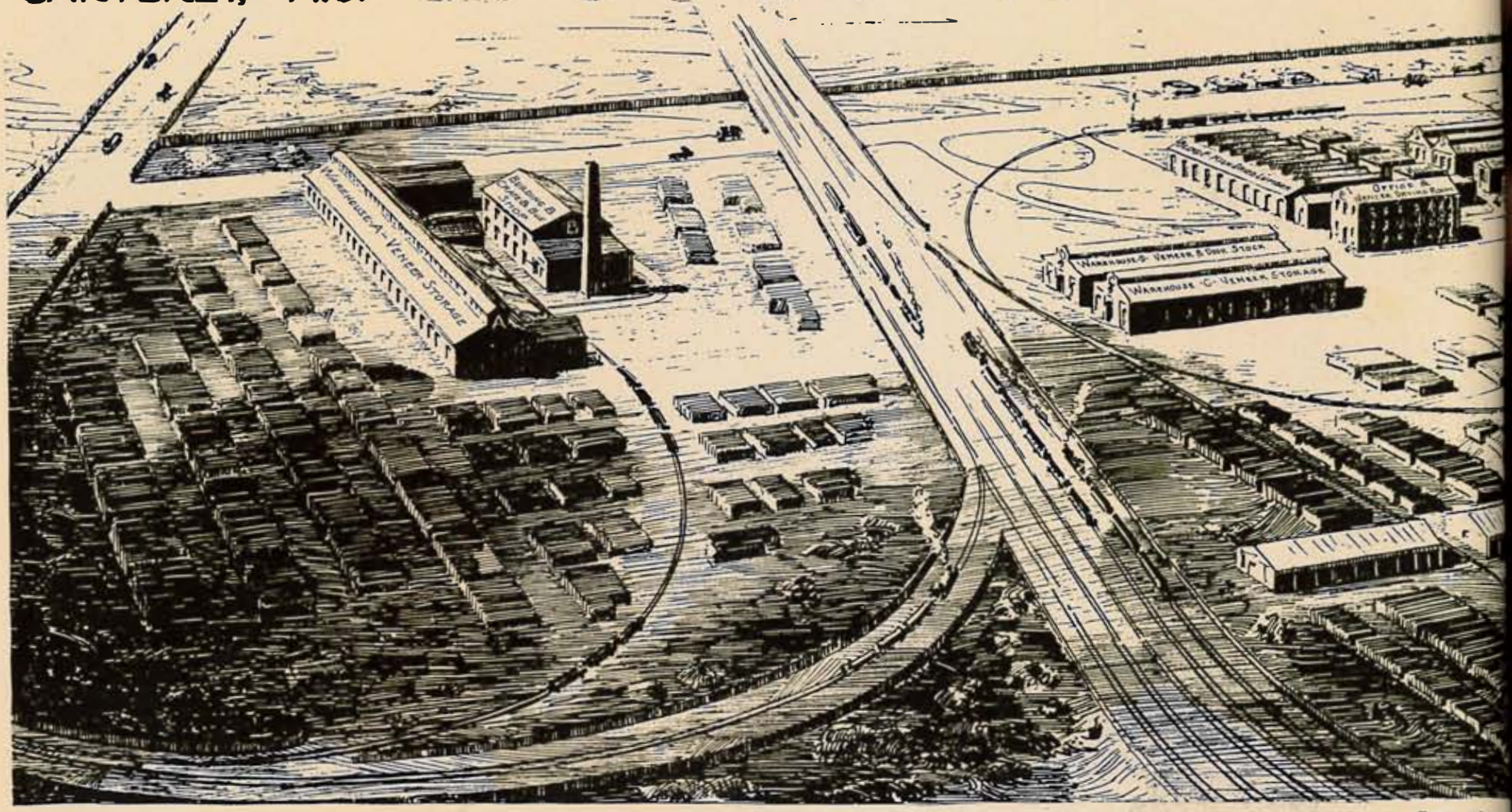
THREE CONCRETE BOILING TANKS, EACH 60 FEET LONG BY 8 FEET WIDE.



"AMERICAN" RESAW AND LARGE "WOODS" DOUBLE SUR.
*(The tracks run to Dry-kiln transfer and Kiln storage building.)*

Actual Photogra
Carteret, New
*n view.)*

# BIRD'S EYE VIEW OF YARDS AND MILLS OF ICHABOD T. WILL
# CARTERET, N.J.

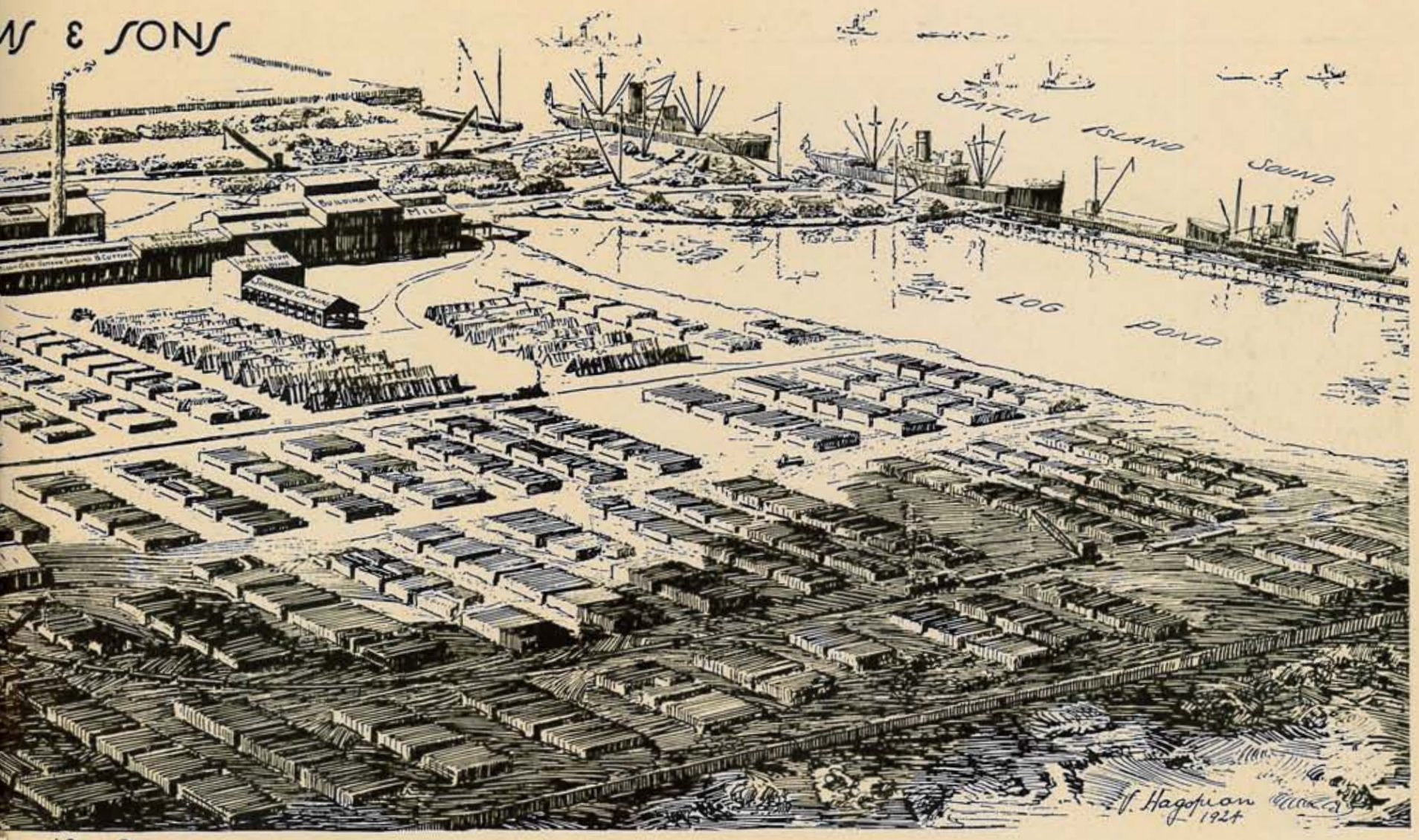



Building-B- Crate & Box Shop.
Warehouse-A- Veneer Storage

Dry Kiln
Building-F-Kiln Dried Lumber.
Building-E- Office &
Warehouse-D-Veneer & Door Stock
Warehouse-C-Veneer Storage.

Actual Photograph 1924
Carteret, New Jersey.

*View of "LOG POND" Showing the largest collection of MAHOG*




NDING-I-CEDAR STORAGE
BUILDING-P-TURBINE & BOILER ROOMS
KYING ROOMS. BUILDING-K-FLITCH STORAGE BUILDING-M-SAW MILL.
ILDINGS-G&H-VENEER CUTTING & SAWING.
INSPECTION BUILDING
SUNNING RACKS. SORTING CHAINS. SUNNING RACKS

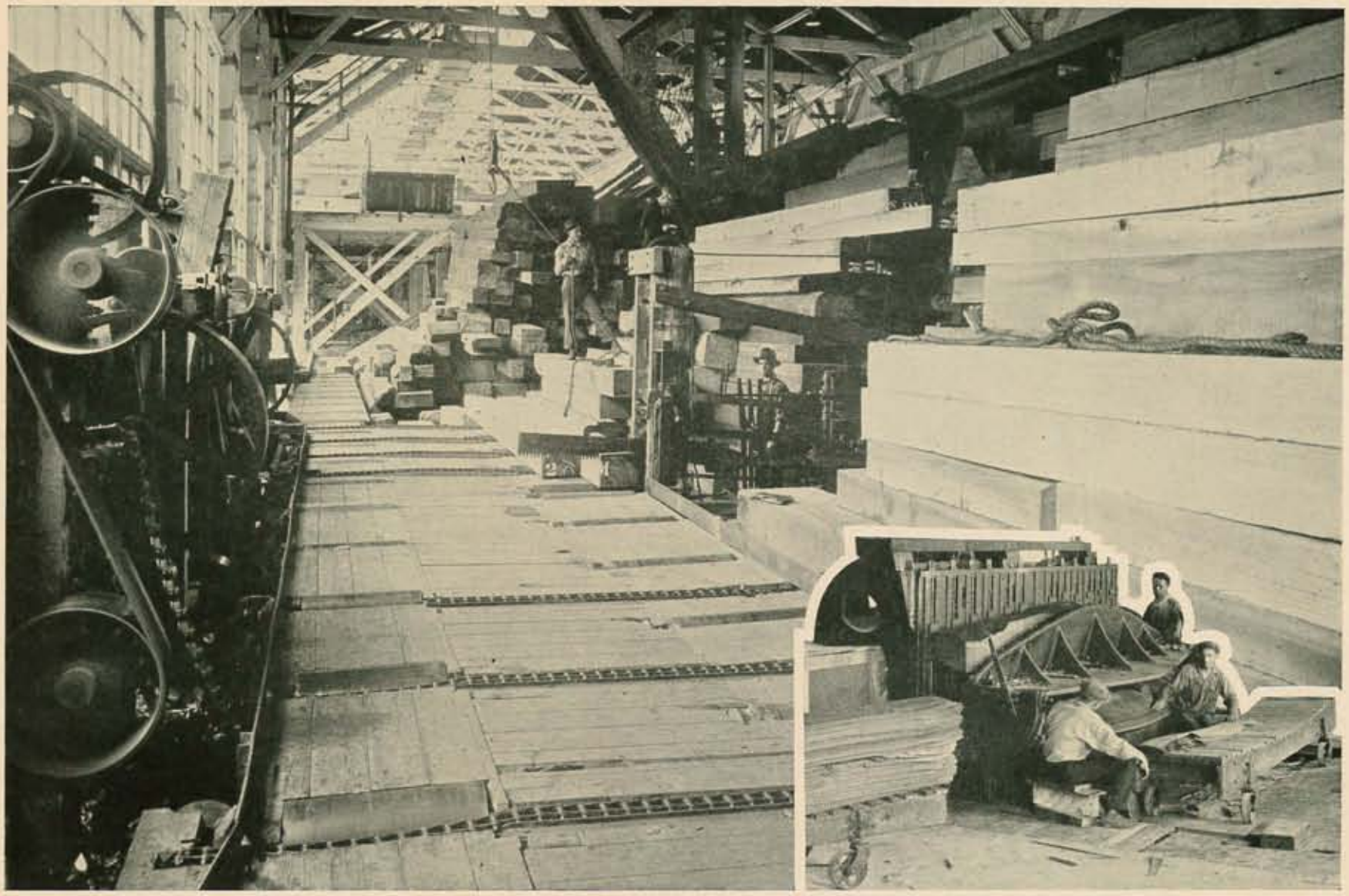
STATEN ISLAND SOUND

LOG POND

NY ***LOGS ever assembled at a U. S. Saw Mill.*** (*Over Twelve Million feet of logs in view.*)

ALL "SHORTS" (*lumber under 6 feet long*) ARE HANDLED, INSPECTED AND SORTED SEPARATELY, AT THIS SIDE OF THE MILL, SAVING "CLOGGING" OF THE REGULAR INSPECTION AND PRODUCTION.

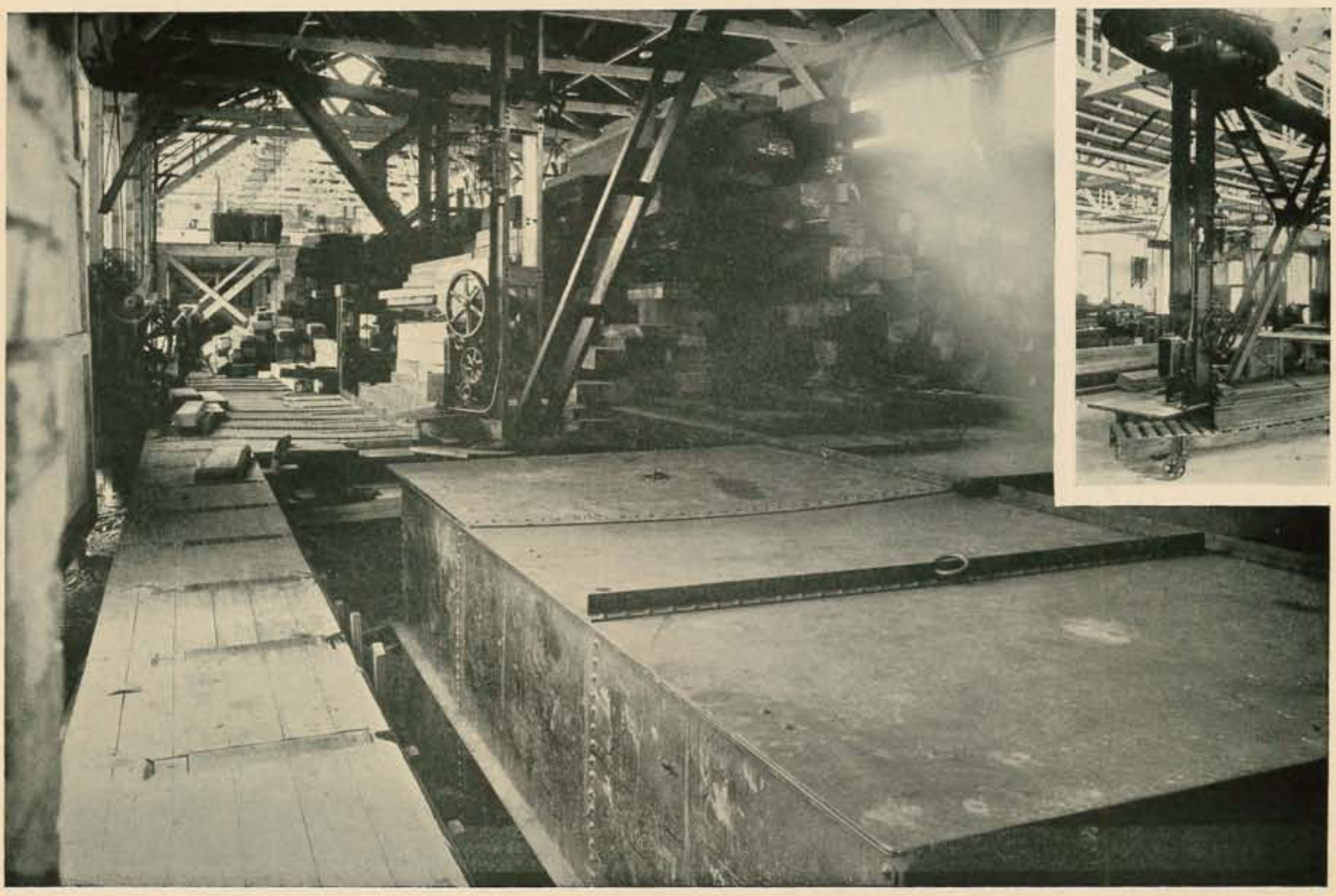
GENERAL VIEW OF SOUTH CORNER OF THE LUMBER YARD. (*all Mahogany in view.*)



BUILDING "K"—FLITCH TRIMMING AND STORAGE.

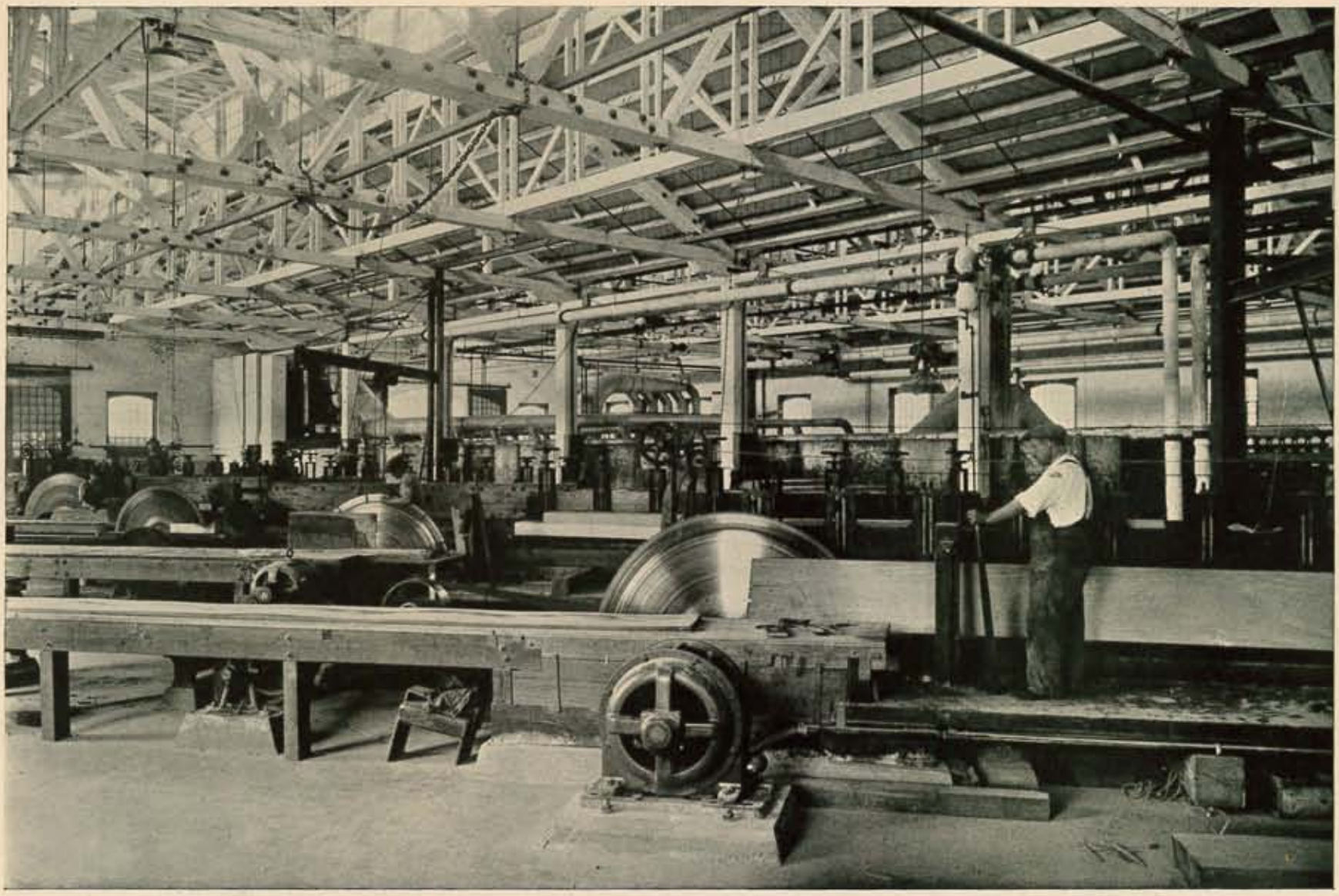
HERE ALL ENDS ARE CAREFULLY TRIMMED OFF AND FLITCHES PREPARED FOR THE STEAMING TANKS, EACH PIECE TO BE MADE INTO VENEERS.

(*Insert*)—CUTTING ROSEWOOD VENEERS.



SHOWING SOME OF THE SIX STEEL "STEAMING TANKS" USED FOR STEAMING VENEER FLITCHES.

(*Insert*) ONE OF THE FOUR STEEL ELECTRIC CRANES USED IN HANDLING FLITCHES.



VENEER SAWS—Five-direct motored, automatic feed, veneer saws, set diagonally, fed with flitches by live rolls, direct from flitch room.

VENEER "SLICERS"—The larger machine (*nearest the wall*) is of our own design and built over 20 years ago. The knife is 17 feet long. Two separate "beds" interchangeable, obviate loss of use of the machine while "grinding" knives, and makes this machine the largest producer in the world. It has cut many millions of feet of fine figured veneers, and is in continuous operation.

Buildings—G, H and I—(Turbine Room in center)

Veneer Warehouses—Buildings C and D.

Dry-Air racking of "Figured" veneers.

Heat and humidity controlled veneer drying room.

VENEER WAREHOUSE—Building "A"—All Mahogany Veneers, each stock carefully numbered and catalogued. (*Note absence of posts except for the "Loading Lift" in the foreground*) (*Insert*) Exterior view of building.

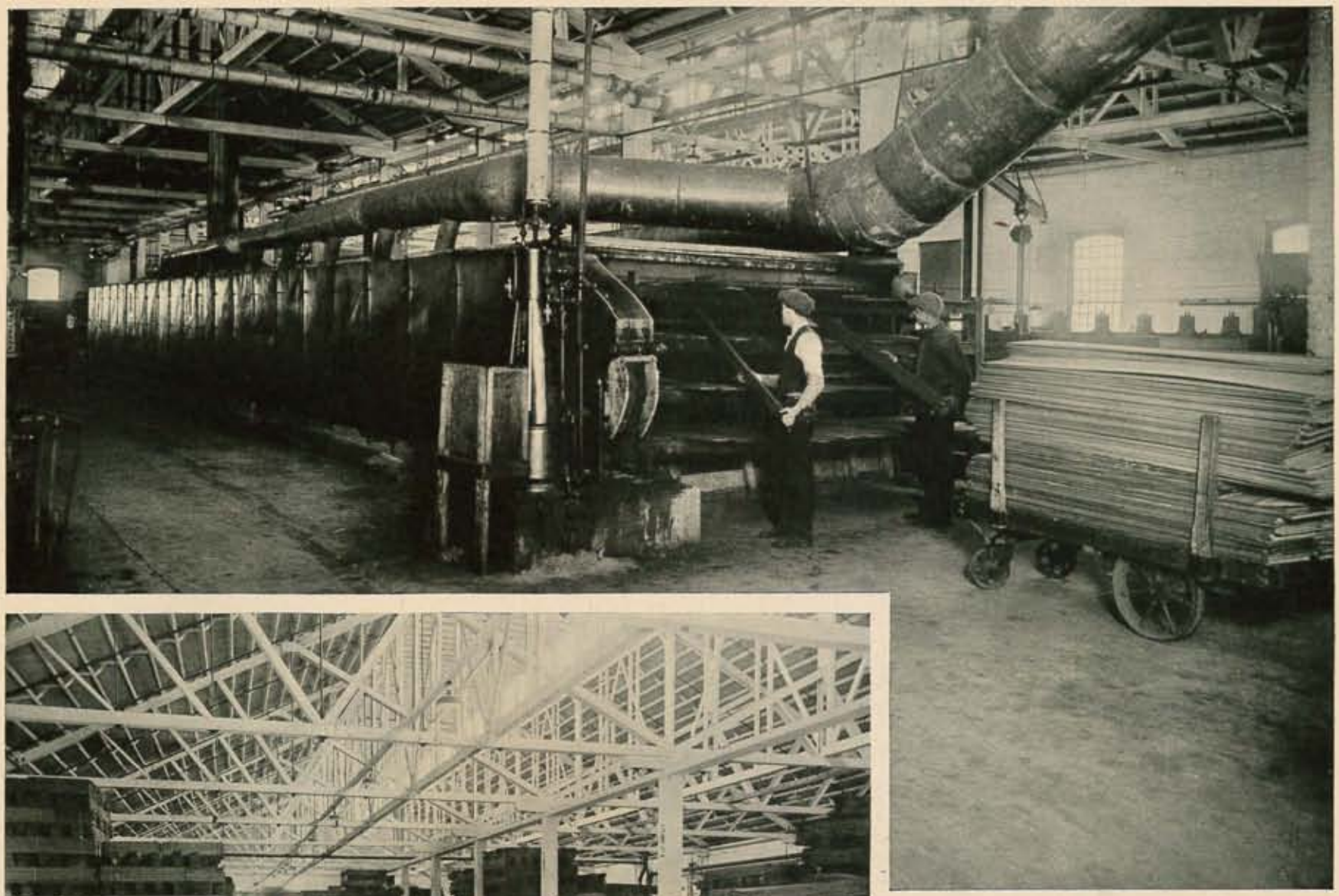
VENEER WAREHOUSE—Building "A" (*from rear end*) Probably the largest Mahogany veneer storage floor in the world. Capacity over 30 million feet.
(*Insert*) Veneer measuring and shipping room, attached to building (*note fine overhead light*). Here 3 cars can be placed at separate doors and loaded simultaneously, the platform being at car-floor level.

VENEER WAREHOUSE—Building "C"—Storage of 1/8″ 3/16″ & 1/4″ stocks, in Mahogany, Walnut, Maple, Birch, Oak, Poplar, etc. Door stock and Grand Piano Rims.

VENEER WAREHOUSE—Building "D"—Storage of Sawn Veneer and Knife cut 1/20″ 1/16″ 1/12″ 1/10″ etc. Rosewood, Satinwood, Padauk, French Walnut, English Oak, Koko, Teak, etc.

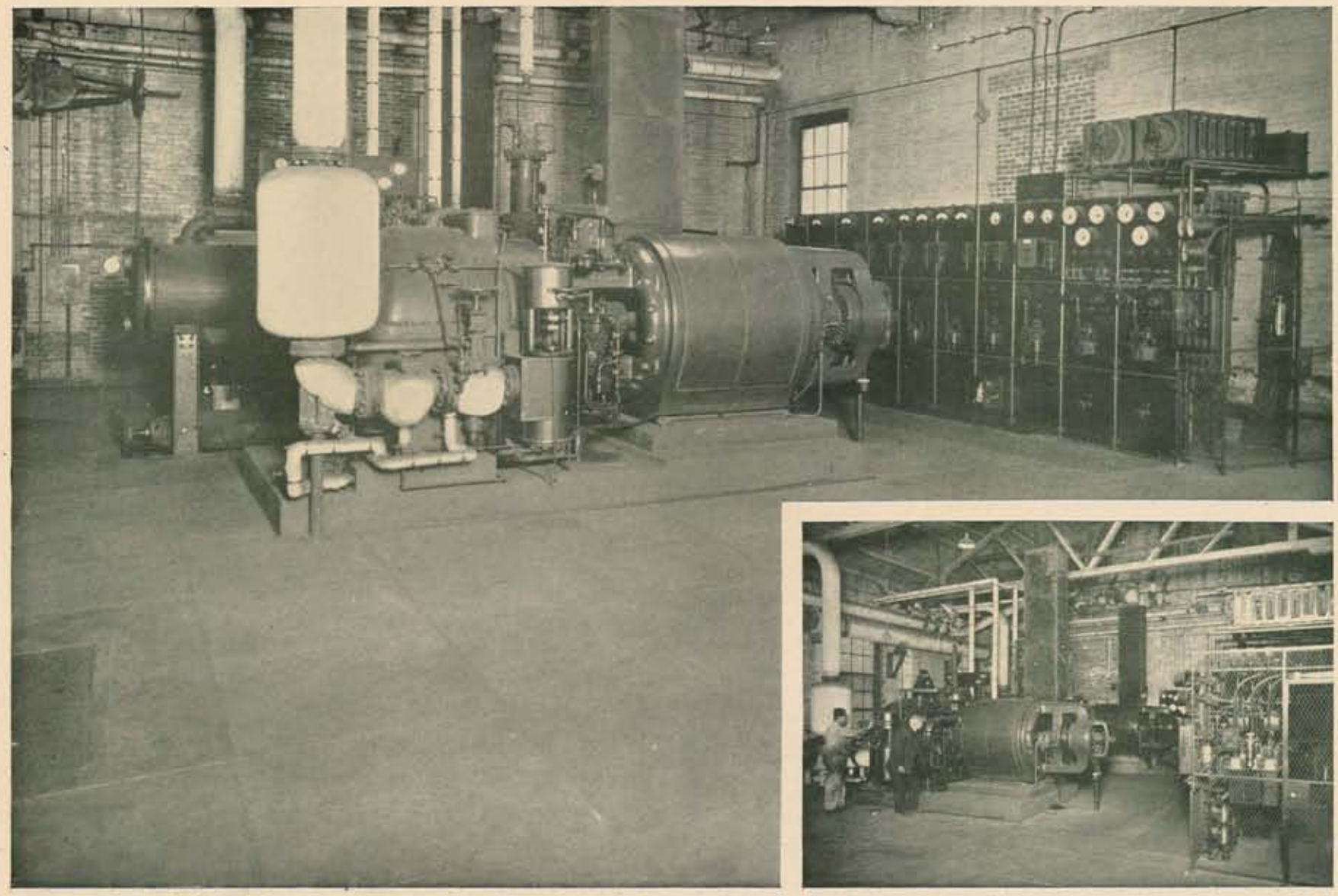
CAPITAL LATHE—ROTARY CUTTING—SPANISH CEDAR. (*Cigar Box Lumber.*)

AUTOMATIC POWER "CLIPPER"—SIZING TO WIDTH—SPANISH CEDAR.



*Left*—INTERIOR BUILDING "I" SPANISH CEDAR WAREHOUSE. ROTARY-CUT AND VENEER-SAWN, CIGAR BOX LUMBER.


*Top*—"COE" ROLLER DRYER—USED FOR DRYING SPANISH CEDAR, ALSO MAHOGANY DOOR STOCK 1/8", 3/16", 1/4" ETC.
*Lower*—"WHITNEY" PLANERS USED FOR SURFACING OF THIN LUMBER.



"General Electric" Turbines and Generators with Switchboard.



*Insert*—View of both units.


"Babcock & Wilcox"—Water Tube Boilers (*Rust-type*) Three with "Dutch-ovens"—conveyor feed.
*Insert*—No. 3 & No. 4 during erection.

Saw Filing Room—(*An important part of the mill*)

Walk above Mill Floor—Showing Truss Construction.

"Ohio" 30-ton Locomotive Crane.

Dredging out the Log Pond.

Teak Flitches—English Brown Oak Logs.


"BURLS"—Some fine figured veneer wood here.

Logging in the Caucasus.

Figured American Black Walnut Log.

**MAHOGANY**—African—Central American—Spanish——Mahogany grows only in the tropics and at the present time comes mostly from West Africa, Central America, Mexico and parts of South America. A limited supply also comes from the West Indies, principally from Cuba and Santo Domingo. The mahogany from these Islands is frequently spoken of as "Spanish Mahogany" and is now available only in relatively small sized logs. It is a close grained, hard, smooth textured wood and will take a very high polish. There is a glow and a depth of figure and color in this wood which makes it more beautiful than any other variety.

The Central and South American mahogany is sometimes spoken of, in the trade, as "Mexican Mahogany." It is, when freshly sawn, a yellowish colored wood, not quite as hard as Spanish Mahogany, straight grained and only a comparatively small percentage of the logs are figured. It is generally imported in round logs either "barked" or with the bark left on. These logs are of good size and produce excellent lumber, good widths and lengths, also beautiful veneers.

The mahogany logs which come from Africa (the Ivory and Gold Coasts and Nigeria) are on the average much larger than those from Central America. It is not uncommon to secure African mahogany logs weighing seven or eight tons and logs weighing fifteen tons or more have been received. In the logging operations the larger logs are roughly hewn square by the natives in order to make it possible to get them out of the forest. The smaller logs are sometimes squared and at other times shipped in the round. African mahogany is of a reddish color and contains a very large percentage of figured wood which makes this variety particularly suitable for producing fine veneers. Ninety percent of all mahogany veneers manufactured today are from African logs.

Mahogany, although an imported wood, has for many years been handled in such large quantities that it is possible to obtain it in standard grades some of which are as low in price as domestic hardwoods. Mahogany is used for a multitude of purposes ranging from the finest cabinet work to the making of patterns. It is used in residences, office buildings, yachts and transatlantic liners, railroad cars, furniture, pianos, talking machines, radios, etc., in fact wherever a beautiful and lasting cabinet wood is required and can be used, mahogany has earned its title as the "King of Woods."

**PADAUK**—(or Vermilion). The best comes from the Andaman Islands, is hard, strong and takes a high polish. There is great variation in figure and color ranging from a beautiful "ox-blood" to light red or even yellow. Some of the finest offices and buildings in the United States have been trimmed in this wood and it has always been popular with the furniture makers. It is used in both solid and veneer. We have specialized in this wood since its first introduction into this country when it was used exclusively by the Pullman Company.

**ENGLISH OAK**—The beautiful color of Brown English Oak has for years been generally recognized and has unquestionably made it the premier cabinet oak. Brown "Pollard" trees produce the famous tortoise-shell effect so much in demand. Almost all of this wood grows in the parks of old estates and some of the trees are many hundreds of years old and are famous historically, as the "Robin Hood" tree. We pride ourselves on always having been able to maintain a supply of Brown English Oak.

**SATINWOOD**—Ceylon (East Indian) and West Indian. A hard, heavy, light colored golden yellow wood, used principally in veneer for fine furniture and for decorative purposes. This wood has always been very popular on account of its beautiful color and texture and is frequently used in combination with other woods, particularly with mahogany. West Indian is preferred in the solid wood.

**ROSEWOOD**—Brazilian and East Indian. These two species are quite different in both color and characteristics and are not easily described. Both are suitable for use in either solid or veneer.

**FOREIGN WALNUT**—Circassian, English, French, Italian, Turkish. These are all similar and all are used in both solid and veneer. The French and Italian are practically the same and most of the shipments come from France. They are an even light grayish color and have a fine close texture. English Walnut is only obtainable in small quantities and its use is therefore very limited. Circassian Walnut has characteristic black markings which produce handsome and unusual effects. Turkish Walnut is a mild colored wood more like the French than the Circassian. It is difficult at times to secure some of these varieties owing to Governmental restrictions.

**TEAK**—This highly valued wood comes from Burma, (British East India) Siam and Java. It is a beautiful light brownish colored wood, tough and strong, adapted to any kind of finish, or if desired may be used without any finish at all. Because of the natural oil in the wood it is affected very little by moisture and its durability when exposed to the weather is known and appreciated the world over and makes it the most desirable wood for shipbuilding. It is not attacked by the "white ant" found in tropical countries which so swiftly destroys other woods. Occasionally it is possible to secure figured trees which when manufactured into veneer have been used for paneling in some of the finest banks, office buildings and private residences. It is also used for furniture, flooring, carving and in tropical countries for car building.

PILING TEAK LOGS.

PUSHING TEAK LOG INTO PLACE.

**PRIMA VERA**—is a light golden colored wood, the grain and texture being very similar to Mexican Mahogany and for this reason it is sometimes improperly called "White Mahogany." It is an excellent cabinet wood, easy to finish and takes a high polish. The figured logs produce beautiful veneers.

**KOKO**—a warm brownish colored wood, sometimes having black and golden streaks growing in the Andaman Islands. Although the supplies are somewhat limited, it has been used for high class trim work, as well as for special floors. It can be furnished in both lumber and veneer.

**AVODIRE**—a brilliant light yellow colored wood, which comes from the West Coast of Africa. This wood can be furnished in highly figured, as well as magnificent crotch veneer. It is also available in solid lumber.

**ORIENTAL WOOD**—sometimes erroneously called Australian or Queensland or Oriental Walnut.—This wood has been imported into this country recently and has been used extensively in place of American Walnut. It is somewhat similar in color and as the trees are large, quartered veneer can be furnished in very sound and large sheets.

**FOREIGN OAK**—The principal foreign Oaks that are used in this country, other than English Oak, are French, Austrian and Slavonian. These are all similar and are mild, close textured woods with a very uniform color.

**SABICU**—a rich brownish colored wood, hard and heavy. This is an excellent cabinet wood and takes a high polish. Many of the logs are highly figured.

**BUBINGA**—a light pinkish to red colored wood, which for a long while has been very popular in France for all types of cabinet work and recently has been used in the United States for high grade furniture and paneling. It is a firm textured wood, takes a high polish and the veneers often show very striking figure.

**EBONY**—There are two varieties of Ebony, the real black Ebony, which comes from the West Coast of Africa, usually called "Gaboon Ebony" (which is only available in small size logs) and the so-called Macassar or Golden Ebony, which is a dark colored wood with light yellowish streaks running through it.

The woods described are but a few of the foreign cabinet woods now used and we always carry large stocks, both in lumber and veneer. We also handle many other beautiful and practical cabinet woods, such as: *Amarillo — Black Bean — English Sycamore — Gaboon or Okoume — Harewood — Indian Laurel — Iroko — Japanese Tamo — Lacewood or Silky Oak — Sapeli — Swiss Pearwood — Spanish Cedar — Tiama — Tigerwood — Warri — White Holly — Yuba — Zebrawood* and many others.

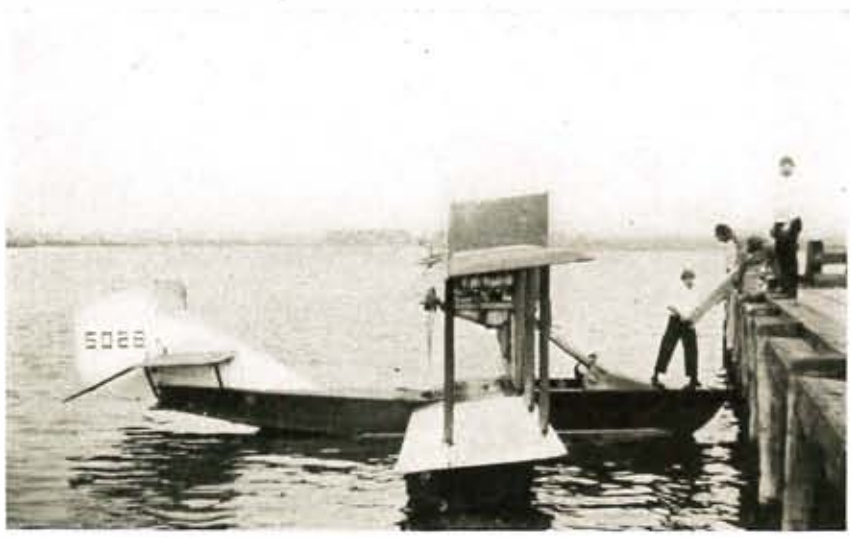
As a nation we are a wasteful people in the use of wood. The French, a thrifty people, many years ago introduced the use of Veneer, thus greatly reducing the quantity of solid woods used and making it possible to utilize in the form of Veneer very beautiful crotches and burls, which it would be impossible to use satisfactorily in solid lumber.

Occasionally God grows a tree that is extraordinarily beautiful by reason of the "figure" and grain of the wood, and it is for these particular trees that we search the world. This continual search for unique, rare and handsomely figured wood makes the Veneer Department of our business intensely interesting.

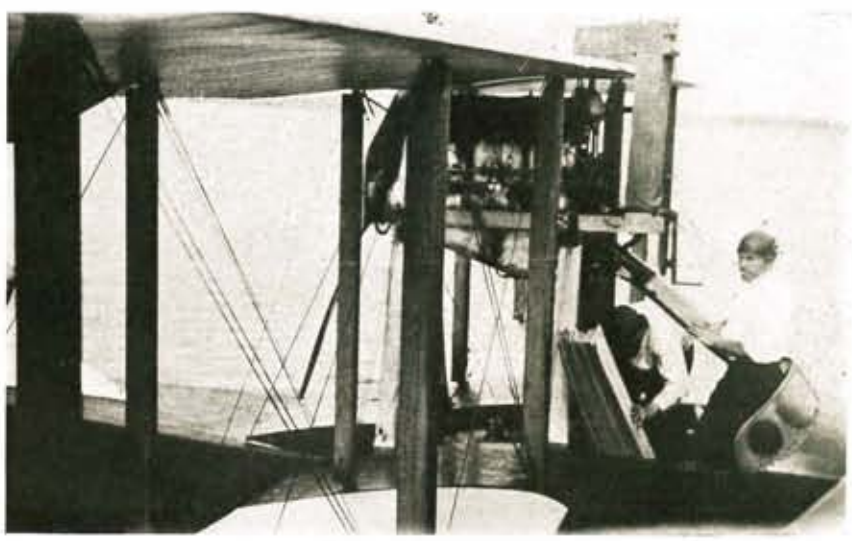
Excrescences, sometimes three or four feet in diameter, are occasionally found on trees. These resemble warts on the outside of the tree. The trade name for these peculiar lumps is "Burl" and from these Burls strikingly beautiful veneers are secured.

The Veneer machinery at Carteret is of the most improved kind, including one of the largest "knives" in the world. Two methods are adopted in "cutting" Veneers from logs of wood; one is known as "slicing" and the other as "rotary." In the first a blade is firmly held horizontally, and the flitch of wood descends, striking the razor-like edge of the "knife," producing "sliced-cut" Veneer. In the second process the log or section of log is either placed between two "chucks" or spindles, as in a turning lathe, or else is fastened to a revolving axis of steel called the "stay-log," and the Veneers are peeled from the log, just as a boy would peel an apple. These Veneers are rotary cut.

The tendency of today is toward the increased use of Veneer and Plywood. With Veneers, "effects" are produced and uniformity of matching obtained. In most cases "veneered work" costs more than solid—it is more effective, more beautiful and when properly made, more durable. The early English Master Furniture-makers, such as Chippendale and others, keenly appreciated the value of Veneer, particularly of the crotch effects that they could obtain on their curved surfaces—impossible in the solid wood. The adaptability and economy of Veneer is so evident that every year shows a greater demand, and as fine woods become more rare it is inevitable that the Veneer business must grow, thus justifying the great effort and large investment necessary for a modern establishment.



SHIPPING LUMBER BY AEROPLANE FROM OUR CARTERET YARD.



STOWING LUMBER IN PLANE FOR SHIPMENT.

"Double-End"—Piles—38 feet long—Easy loading for carload shipments.
(Note: This gangway contains over 1½ million feet.—All Mahogany.)

"Double-End"—Pile—8′ x 38′—containing 30,000 feet B.M.—(2 car loads)

While Ichabod T. Williams & Sons have always devoted much time and capital to the importation of the finest foreign cabinet woods, they have never neglected the valuable cabinet hardwoods found within the borders of our own country and Canada.

It is interesting to note the constantly changing methods of timbering our native hardwoods, resulting from the tremendous development and industrial expansion of our country since the founding of the firm 92 years ago.

In former years the firm operated their own fleet on the Great Lakes. Their schooners brought cargoes of hardwood lumber from Canada and the territory bordering the Lakes to Buffalo, from which point it was reshipped by barge through the Erie Canal to New York, thus providing the metropolitan market with selected native cabinet woods at lowest cost. In the same period the firm owned and operated large sawmills in Kentucky and in other richly timbered sections of the country.

About 1875 the general expansion of the railroads, offering new and increased facilities to all the industries of the country, resulted in the present method of handling native hardwoods. Today we accumulate large stocks of hardwoods at points convenient for forwarding by rail. Our trained inspectors are constantly seeking the best timbered sections for logs and lumber of the finest texture and best quality. Mills in some sections have turned their entire production over to us for sale. As a result large reserve stocks of thoroughly seasoned lumber enable us to make carload shipments direct to our customers or to our Carteret yard for distribution from there. Probably one of the largest single shipments of hardwoods ever made was a solid trainload of 38 cars—over 500,000′—of FAS Band Sawn Quartered White Oak, all shipped from one mill to our yard.

For the retail market our Carteret yards have unequalled facilities for delivery by motor truck, rail or water. Millions of feet of choice, selected hardwoods are carried at this yard, as well as large stocks of kiln dried lumber ready for immediate shipment. Resaws, planers and dry kilns, all of the most modern type, add to the service which we can offer to our customers.

The firm at one time operated yards and an office in London with agents on the continent in France, Belgium and Germany. Today, however, export shipments of Domestic Hardwoods are made to all parts of the world direct from our Carteret Yards or the mill.

Ichabod T. Williams and Sons' many years experience, together with their exceptional facilities for yarding, manufacturing and shipping, enable them to offer an unusually fine selection of Native Hardwoods, in conjunction with the services of the largest and most modern plant of its kind in the country.

| | | |
|---|---|---|
| ASH | CHERRY | MAPLE |
| BASSWOOD | CHESTNUT | POPLAR |
| BUTTERNUT | ELM | WALNUT |
| BIRCH | RED GUM | WHITE PINE |

*Red and White* — OAK — *Plain and Quartered*

UPPER HARDWOOD YARD—(*and building A.*)

A GANGWAY IN LOWER HARDWOOD YARD.

# SALES PERSONNEL

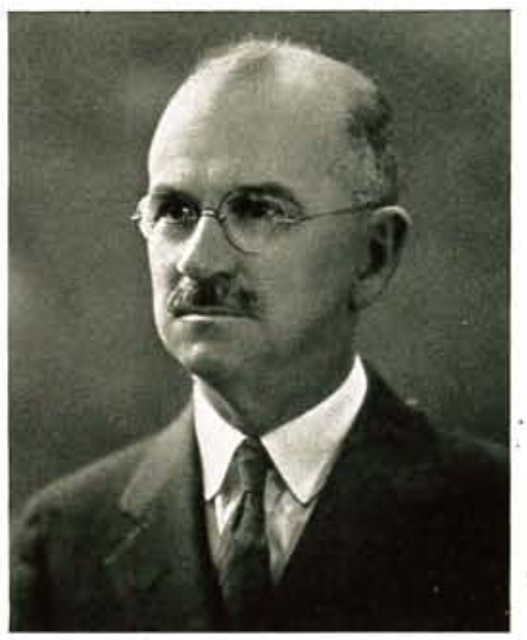
HARRY A. DANA
1911

JAMES E. V. BARRETT
1897

WILLIAM E. ROGERS
CHICAGO OFFICE
1906

WILLIAM W. HASTINGS
1923

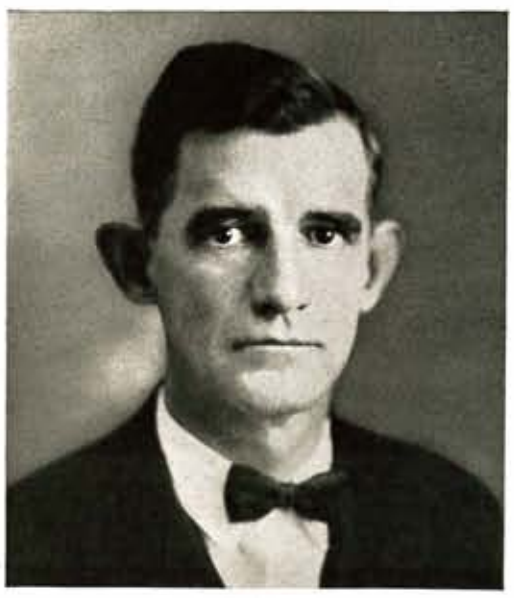
J. ALEXANDER ROE
1900



CHARLES T. WILBER
1918

CARL N. ADAMS
1927

JOHN A. GRAF
CHICAGO OFFICE
1923



LAMAR McCALLUM
AGENT—SOUTHERN DISTRICT
1919

E. H. PROUDFIT
1929

# *Sales and Service*

Success in the Sales end of any business is dependent upon three things!

PRODUCT — SERVICE — SALES REPRESENTATION

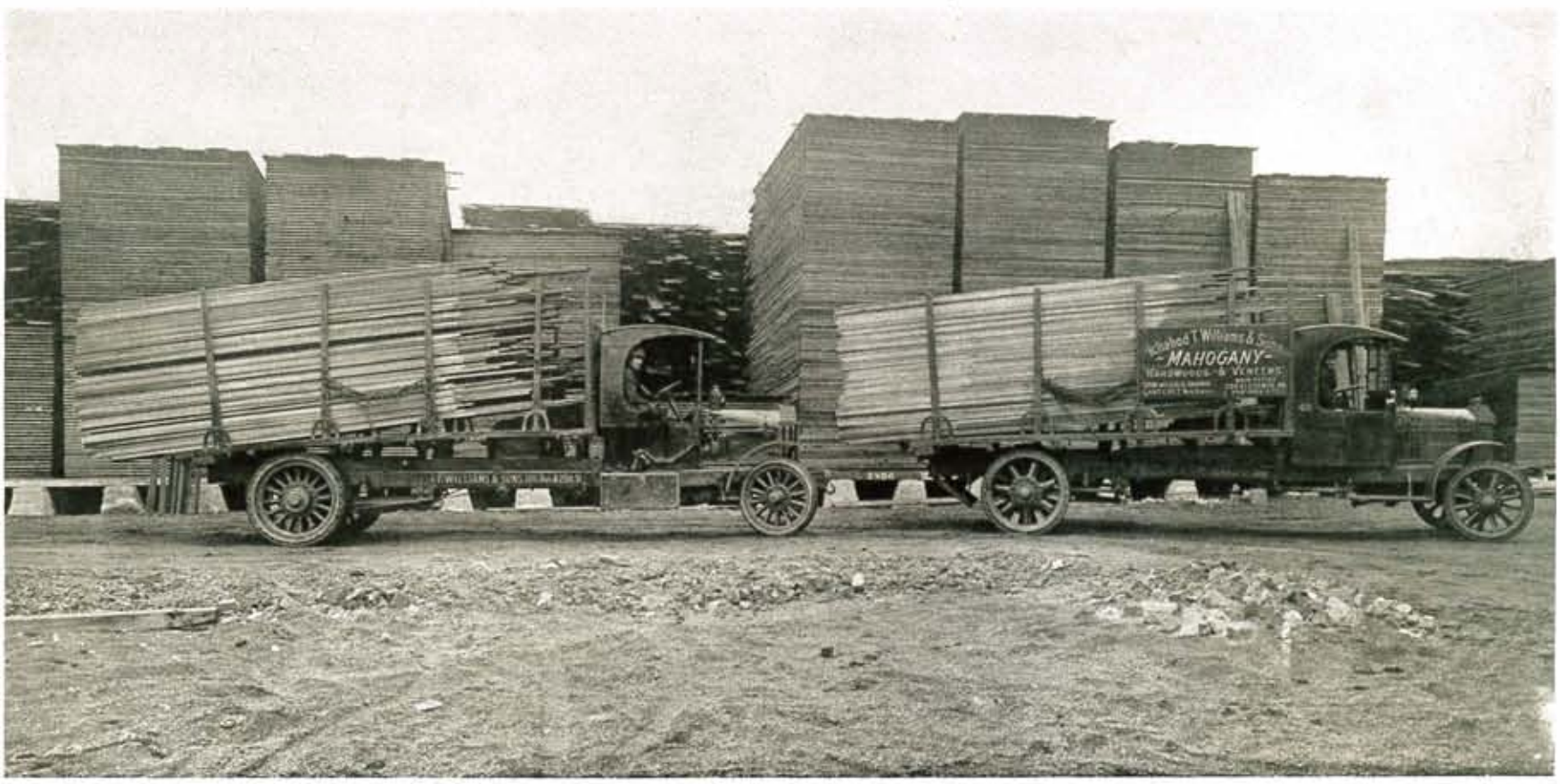
Realizing that the measure of success we could achieve in our sales effort would be gauged by the manner in which we coordinated these three component parts of Salesmanship, we have aimed high in all three.

The Plant, as portrayed in this book, is a testimonial to our effort at furnishing the "Product." Only through purchase and use of the product itself can you determine whether we have succeeded.

In like manner "Service" can only be demonstrated by afforded opportunity. The Tropical logging scenes, ships, logs, mill, dry-kilns, piles of sawn lumber, stocks of veneers, railroad facilities, etc., may, as we hope, prove interesting to you; they are, however, no more than the evidence of physical equipment. Supplementing and energizing these inanimate things, is the human factor that vitalizes them into a working unit—an equipped and functioning service organization of value to us and to you.

In the marketing of lumber and veneers, as in that of every commodity where wide distribution and a varying demand, dictated by individual needs are factors, the Distributor or Wholesaler serves as an important unit in "Sales Representation." Quite frequently his personal contact and intimate acquaintance with the buyer and his needs, are controlling factors. Realizing this, we have woven into the fabric of our Sales Organization a close relationship, founded upon mutual interests, with important wholesale Lumber and Veneer Dealers at various points throughout the country, through whom we market a considerable percentage of our product.

Last, but not least, we present in the photographs on the opposite page, the efficient direct Sales Organization through whom we solicit the privilege of placing our "Product" and our "Service"—at your command. Having covered, for many years, the broadest field of hardwood marketing and consumption, embracing Mahogany and all the other Imported Cabinet Woods, as well as our own American Hardwoods, both in solid lumber, thin-stock and veneer, they have acquired a knowledge and a fund of information that you may find helpful. Many of you know them and to such no introduction is necessary. They are of the type and caliber that merits all the Firm and the Mill can put back of them and of their efforts.




TWO OF OUR FLEET OF PIERCE ARROW MOTOR TRUCKS.—(# 35 AND # 42)—5 AND 7 TONS.

# Central *and* South America

Raft Enroute to Ship—Colorado Bar Mouth—Nicaragua

"Joy Riding"

Loading Ship,
Belize,
British Honduras

John H. Biddle
Resident Manager
1904
Belize, British Honduras

Office—Belize, British Honduras

Ichabod T. Williams & Sons have for many years maintained their own offices, resident Managers and Agents in Tropical America, particularly in British Honduras, Nicaragua, Mexico, and Colombia and have imported Mahogany (and other tropical cabinet woods) from every known producing area.

Mahogany Logging methods used in the various countries are very similar. During the dry months trees are felled and logs hauled by cattle or tractors to the banks of streams and left awaiting the rainy season with the resulting floods that carry them to the river mouth, where they are caught in booms, measured, and loaded on Ocean Steamers.

The advantages of long experience operating in all of the Central American countries, the acquisition of concessions secured years ago and which can not be duplicated to-day, the possession of plant, equipment, tug-boats, launches, tractors, cattle, etc., place the firm in a most favorable position to secure the choicest timber from sections producing the best logs, and they have steadily imported many millions of feet of Mahogany and Spanish Cedar logs annually. Their operations are among the most important of any firm in the world.

Our Tugboat "*Spellman*" with Raft of
Honduras Mahogany Logs

Hauling Honduras Mahogany Logs
with Cattle to Creeks and Rivers

British Honduras—Cattle Team—taken in the forest

Tractor—Hauling Honduras Logs

Honduras Logs—"Peeled" before shipping

Raft in River—British Honduras

Honduras Logs—not "Barked"

Mahogany Logs—Belize, B. H.

Harbor—Belize, B. H.

Surveying and Measuring—Using Derrick

Log Dump—Mexico

Forest Trail—Honduras

Log Camp—Honduras

# African DEPARTMENT

LAUNCH "ICHABOD" CROSSING THE BAR

NORMAN H. RIDDLE
RESIDENT MANAGER
1903

OFFICE AND LIVING
QUARTERS AT
GRAND BASSAM
IVORY COAST
FRENCH WEST AFRICA


LARGE MAHOGANY LOG

RIGHT—MAHOGANY TREE
A SMALL ONE, PROBABLY NOT OVER 40" DIAMETER
*(Seldom found in open spaces like this)*

NATIVE HUTS

LEFT—MAHOGANY TREE
*(Preparing staging for cutting above the butt—which is typical.)*

AFRICA is unquestionably destined to be for many years the greatest source of supply of Mahogany. With a timber belt of over 1000 miles its resources have hardly been touched. Some fifteen years ago our firm realized the necessity of establishing itself permanently in Africa. At Grand Bassam, French Ivory Coast, suitable properties and timber storage yards were purchased, offices, dwelling houses, garage, boat houses, etc., erected and branches established at Axim, Assinie and Grand Lahou.

Logging methods here are quite different from Central America as the "*tsetse*" fly makes the use of cattle impossible. African logs are so large and heavy that tractors have not worked successfully; hence the use of "man-power" only in getting out these huge logs, which often weigh ten to fifteen tons. Not infrequently, due to lack of rains, logs are "hung-up" in stream beds until they become worthless. A corps of experienced white men is maintained in our headquarters throughout the year, and these men travel hundreds of miles, on foot, into the jungle cuttings seeking the finest timber.

African Mahogany is highly prized throughout the world for its beautiful "figured" logs suitable for manufacture into veneers. Its increasing popularity has been proved by the imports which have grown to thousands of tons annually. The "figured" character of the wood, cheap labor and low cost direct transportation to this country, easily make AFRICAN the best and cheapest Mahogany now on the market.

Log Yard Crew—Rolling logs back into water

Mahogany Log ruined by Sea Worms (*Teredo*)

Log Yards near Grand Bassam, F. W. A.

Log Yard Crew—Grand Bassam, F. W. A.

Logs "hung up" awaiting floods

"The Giant Mahogany Crashes to Earth"

River Bed—nearly dry

"Stranded" logs

More Water Needed

Ready for Shipment

Grand Lahou Beach

Shipping

THESE GIANT LOGS WEIGH MANY TONS—YET ONLY "MAN-POWER" CAN BE USED TO HAUL THEM THROUGH THE TRACKLESS JUNGLE

AXIM BEACH—GOLD COAST

PROSPECTING

AXIM—GOLD COAST

STARTING CUTTING (*Note axemen on stage*)

THE REMAINS OF A MIGHTY GIANT

OUR "PLANTATION" FOR THE ACCUMULATION AND STORAGE OF LOGS
(*Note Railroad Tracks to bring in the logs*)

THE ONLY STEAM RAILROAD ON THE IVORY COAST—ABOUT 150 MILES LONG—NARROW GAUGE AND CARRIES ONLY LOGS AND PRODUCE

"Squaring" Mahogany Logs in the Bush

The man at the left with the two "machetes" is beating the time and the men on opposite sides of the log are supposed to work in unison

Landing Log—Car on Rails under water

Hauling Log out of Lagoon into Log Yard

Turning Log with Log Jack

Our Log Yards,—Grand Bassam

Using Hand Winch

Log lost from end of wharf

Raft coming down river

Recovering lost log from surf

Upper—Large Mahogany Log—passing over wharf
Lower—Grand Bassam Wharf—note height of surf

Upper—Mahogany Logs going over wharf to ship
Lower—Destroyed Wharf after storm

## SAW MILL "Grief"

*Left:* —An old hand-made mule shoe, entirely overgrown, ten inches inside the bark. The band-saw "found" it, and when the wood was chopped away the shoe came into view. It was probably hung on a small limb or nailed on the tree, years ago.

*Right:*—Piece of band-saw, 3″ wide, torn from a 15 gauge, 14″ x 49′ band saw while running 8400 feet per minute. The saw struck a foreign substance within the log,—the log was then chopped open to find out what had become of this part of the saw. The piece is nearly 5 feet long.


*Retail Yards* *Veneer Sample Rooms*

**NEW YORK CITY — OFFICE BUILDING**

**No. 220 Eleventh Avenue.**

**All correspondence should be addressed to main office**

*Ichabod T. Williams & Sons,*

*Eleventh Avenue, cor. West 25th Street,*

*New York City,*

*U. S. A.*

*Cables*
"KOALGAP"
NEW YORK

*Codes used*
Bentley
Western Union
A B C 5th Edition
OKAY

*Telephones*
Private
Branch Exchange
"CHickering" 4-
5380
5381
5382
5383

*Branch Sales Office*
*with complete line of veneer samples*
*910 S. Michigan Avenue*
*Chicago, Ill.*

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