

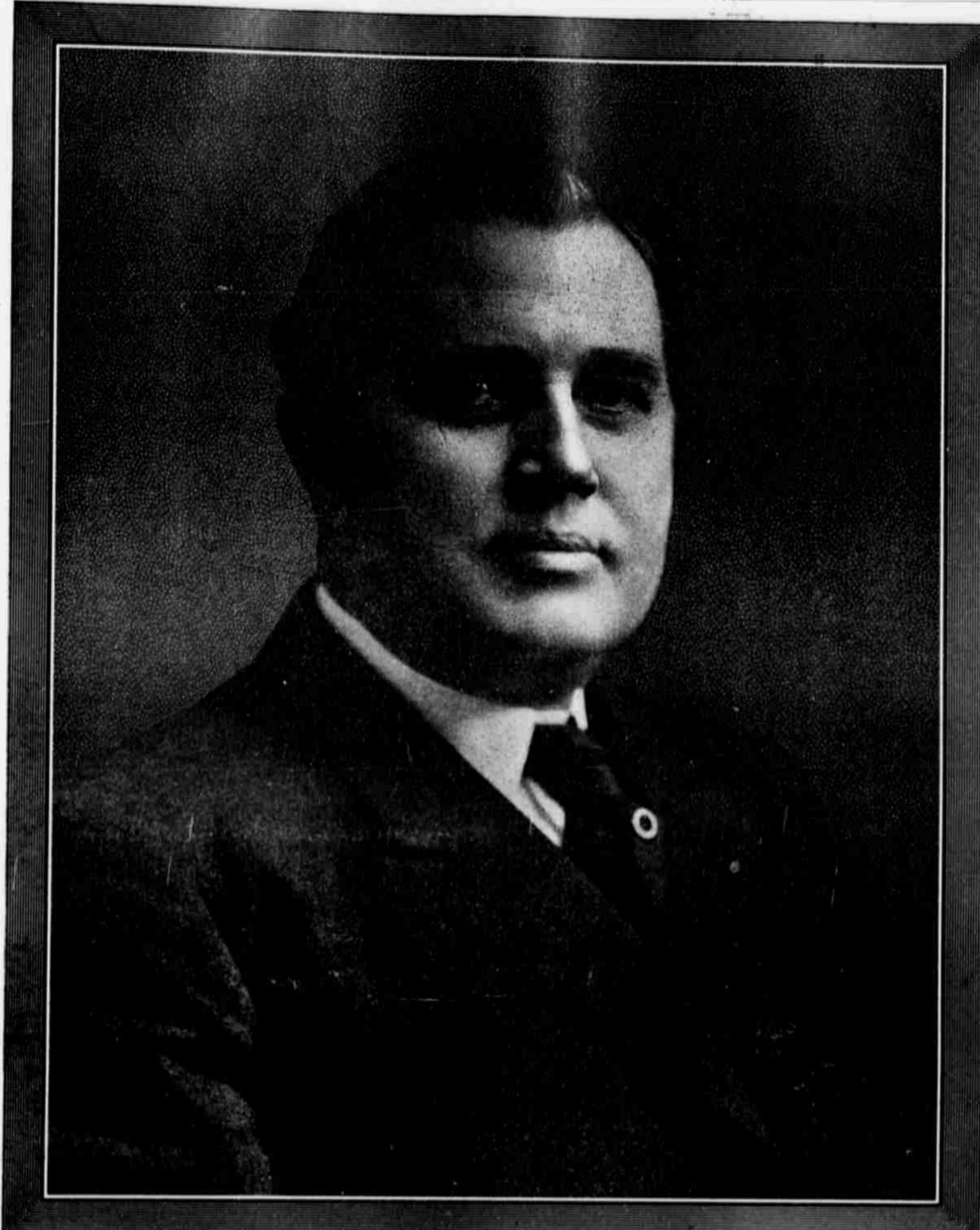
# The Realization of a Great Commercial Dream; The C. A. Smith Lumber and Manufacturing Co.

THE following remarkable record of the activities and achievements of Charles Axel Smith, president of the C. A. Smith Lumber & Manufacturing Co. and the immense industries his companies are operating, appeared recently in the American Lumberman of Chicago, the leading lumber journal of the world. It is a graphic and interesting recital of the growth and development of what is well and truly called the "world's most advanced example of a lumber manufacturing and distributing organization." It is probably the most extensive and detailed narration of like character ever appearing in a trade journal. The Lumberman sent its own staff writer and staff photographer to Coos Bay and secured all data and pictures at first hand. Through the courtesy of the American Lumberman and Mr. C. A. Smith, The Times has been permitted to use the original cuts and all the illustrations appearing in the following eight pages are from that publication.

The extent of the operations of the C. A. Smith Lumber & Manufacturing Co. will be better appreciated after a perusal of this account. Already the C. A. Smith mill is known as the most modern lumber manufacturing plant in the world and is a model one as well. Its development along the lines laid down by its founder will make Coos Bay the Mecca for the lumber men of America and the center of the lumber trade of the Pacific Coast.

### UNEXAMPLED INDIVIDUAL ACCOMPLISHMENTS.

THIS is the first detailed description of one of the greatest of the Pacific coast lumber manufacturing concerns that has appeared on these pages, and it is therefore of special interest. There is, also, a personal element in this story. It is a narrative of the career of one who started lumber manufacturing twenty-seven years ago and who today is the owner of more standing lumber than any other individual. His lumber manufacturing operations are among the world's largest. It is the story of Charles Axel Smith and of the C. A. Smith Lumber Company, of Minneapolis, Minn., and Bay Point, Cal.; of the C. A. Smith Lumber & Manufacturing Company, of Marshfield, Ore., and the C. A. Smith Timber Company, holding probably 30,000,000 feet of standing timber in Oregon and California, largely in the former state. As Mr. Smith owns the larger part of the corporations it is essentially an account of himself, his holdings and operations. Mr. Smith has been a leading figure in lumber manufacture in Minnesota for twenty-seven years and has been more years' sawing ahead there. In the last four years he has secured and put into operation, at Marshfield, Ore., one of the great mills of the Pacific coast, the output of which, this year, at the present rate of sawing of 500,000 feet in ten hours, will, if the market warrants, be in the neighborhood



**CHARLES A. SMITH**

PRESIDENT, FOUNDER AND BUILDER OF THE MONUMENTAL ORGANIZATION FOR THE MANUFACTURE AND SALE OF PACIFIC COAST LUMBER.

Herman business for his firm \$50,000 and in the other venture \$40,000, a half of each sum being his individual profits.

### Beginning of Independent Operations

Mr. Smith was then 32 years of age, was fairly successful and ambitious, and was therefore ready for the offer that came from Mr. Pillsbury in 1884. The governor had loaned some loggers about \$30,000, and as they were unable to pay their debt Mr. Smith was asked to help him buy the logs and manufacture them into lumber. This Mr. Smith agreed to do, and at that time the lumber manufacturing concern of C. A. Smith & Co. was formed, this being the beginning of Mr. Smith's career as a lumber manufacturer. In this purchase C. J. Johnson had an interest. He and Mr. Smith and Mr. Pillsbury made up the partnership, and Mr. Pillsbury continued to be associated with Mr. Smith until 1899, shortly before the death of the governor, when Mr. Smith bought the latter's entire interest in the business.

### Official Eminence.

As a lumberman Mr. Smith has always been prominent in the higher councils of the trade. He was vice-president of the National Lumber Manufacturers' Association and a member of its board of governors, and for years was active as an officer and director in the Mississippi Valley Lumbermen's Association, now the Northern Pine Manufacturers' Association. In 1896 he was a presidential elector, chosen to carry to the National Capital the vote of Minnesota for McKinley and Hobart, which fact indicates his political affiliation. In 1900 he served as a delegate to the convention which nominated McKinley and Roosevelt. He also is a regent of the University of Minnesota, having been appointed by the late Governor John A. Johnson, and is now serving his second term as such.

Mr. Smith has been signally honored by the king of Sweden in recognition of his services to the subjects of that country in America and in the fatherland, having been created a Commander of the First Degree Order of Vasa. He is well known to all Scandinavians in the Middle West for his generosity to numerous schools and churches, and for the prominent part he took in the raising of funds for the relief of famine sufferers in Finland, to which cause he gave liberally.

### Home and Family.

Mr. Smith's domestic relations are happy. He married, February 14, 1878, Miss Johanna Anderson. To them have been born five children, three daughters and two sons. The oldest son, Vernon A. Smith, after a preparatory course at Hotchkiss School, Lakeville, Conn., entered Yale and was graduated from that university in June, 1911. For the last year or more he has been treasurer of the C. A. Smith Lumber & Manufacturing Company, of Marshfield, Ore. He is 23 years of age. The youngest son, Carroll W. Smith, was graduated last June from Hotchkiss School, at the age of 17, and this fall entered Yale University. The eldest daughter, who was Miss Nann Smith and after whom the Smith company's big steel steamship Nann Smith was named, was graduated from Smith College, Northampton, Mass., and is now the wife of Frederick A. Warner, residing in San Francisco, where Mr. Warner is assisting Mr. Smith in looking after many of the details of the western business. The next daughter, Miss Adeline Smith, was graduated from Ogontz School, near Philadelphia. The youngest daughter, Miss Myrtle, secured her degree at Smith College in the spring of 1909. Mr. Smith keeps before him in his office desk a photograph of his eldest son, Oscar, who was accidentally killed when a youth of 17 years of age, some years ago. With this son he had planned to share some day

(Continued on Next Page.)



**FREDERICK A. WARREN**  
Of San Francisco, Assistant to President C. A. Smith.



**VERNON E. SMITH**  
Of Marshfield, Treasurer of C. A. Smith Lumber and Manufacturing Co.



**CARROLL W. SMITH**  
Of Berkeley, Youngest Son of C. A. Smith.



**J. V. SMEATON**  
General Manager of the Smith Interests.

greater business achievements of men of Swedish birth than any other state in the Union, as that locality appealed especially to those of Swedish nationality. To their sturdiness, thrift and determination that state owes much of its prosperity. Among the long list of those of Swedish birth who have won success and reputation and name in Minnesota none has made for himself

Mr. Smith to secure his start in the business world. While a student at the university, Mr. Smith lived with Governor Pillsbury, working for him all his spare time during the winter, and being employed in the governor's hardware store in Minneapolis, on what was then known as Bridge Square, during his summer vacations. Being compelled by illness to discontinue this work he reluctantly abandoned his efforts to secure a university education and entered the governor's hardware store, where he worked until 1878. In that year, with the help of Mr. Pillsbury, Mr. Smith went to Herman, Minn., then a new town on the Great Northern Railway, built an elevator, and opened an implement store and lumber yard, doing business for six years as C. A. Smith & Co., he and Mr. Pillsbury being equal partners. Finding

Manufacturing Company, of Marshfield, Ore. He is 23 years of age.

The youngest son, Carroll W. Smith, was graduated last June from Hotchkiss School, at the age of 17, and this fall entered Yale University.

The eldest daughter, who was Miss Nann Smith and after whom the Smith company's big steel steamship Nann Smith was named, was graduated from Smith College, Northampton, Mass., and is now the wife of Frederick A. Warner, residing in San Francisco, where Mr. Warner is assisting Mr. Smith in looking after many of the details of the western business. The next daughter, Miss Adeline Smith, was graduated from Ogontz School, near Philadelphia. The youngest daughter, Miss Myrtle, secured her degree at Smith College in the spring of 1909.

Mr. Smith keeps before him in his office desk a photograph of his eldest son, Oscar, who was accidentally killed when a youth of 17 years of age, some years ago. With this son he had planned to share some day

a higher place in the records of its people than has Charles Axel Smith, and of late years his reputation as a man who accomplishes things worth while and of magnitude has extended to the shores of the Pacific.

During 1868 and 1869 Mr. Smith attended the Minneapolis public schools, and in 1872 and 1873 he studied at the University of Minnesota, at Minneapolis, an institution which was then firmly established and which has since become one of the leading universities of the country. The progress of this institution was made possible at the beginning largely through the efforts of the late John S. Pillsbury, for several years governor of the state, who did much for the university through the trying days of its youth and who also made it possible for

opportunity during this time to extend their business. C. A. Smith & Co. opened retail yards at Evansville, Brandon and Ashby, Minn., taking as a partner C. J. Johnson, who has ever since been associated with Mr. Smith in his Minnesota operations. During those six years Mr. Smith was very successful; he cleared in his

12,000,000 feet of lumber. In addition he will manufacture this year over 60,000,000 feet at his Minneapolis plant, which in the last fifteen years has had an average annual output of 100,000,000 to 150,000,000 feet. What Mr. Smith has accomplished during his lifetime—he is now but 58 years of age—is an exhibition of the opportunities that are afforded in the United States. As products of lumber, Mr. Smith's plants at Minneapolis and Marshfield combined manufactured over 200,000,000 feet of lumber in 1911, exceeding in magnitude the output of any other individual lumberman.

**BIOGRAPHY OF C. A. SMITH**  
It is interesting at the outset, that one may understand what has been accomplished by Mr. Smith, to look at his life's career from the time, when at the age of 17, Sweden, for the United States. He was born in the province of Ostergotland, Sweden, December 11, 1854. On coming to the United States he went to Minnesota, a state that undoubtedly has been the scene of