

VEHICLE TRADE OUT OF DULUTH IS DEVELOPING

**L. Hammel Company Comments
Upon Increase in Sales of Wag-
ons and Buggies From its Re-
pository During Past Few Years
—Development Is Main Factor.**

**United States Export Business
Passes \$1,000,000,000 Mark in
1911, More Than Doubling in
10 Years—Iron, Steel and Ag-
ricultural Tools Are Big Part.**

Development of northeastern Min-
nesota and the springing up of thriv-
ing towns through it has brought a
wide expansion in the L. Hammel
company's scope of operations. Busi-
ness is now coming to it from over
an average radius of 100 miles of
Duluth. It also has a branch at Vir-
ginia, established eight years ago,
under the management of Adolph
Keller.

The lines handled at its repository
include the full range of the famous
Studebaker company, South Bend,
Ind., and of the Martin Carriage
works of York, Pa., taking in cut-
ters and sleighs, wagons, buggies,
Concords, deliveries, drays, etc. The
business was established 20 years ago
in a small place on First street, near
Sixth avenue west. Afterwards re-
moval was made to larger quarters
on First street near Second avenue
west, and later to the present loca-
tion at First street and Third avenue
east. Volume of its trade has kept
pace with the growth of this dis-
trict's activities, necessitating the se-
curing of increased accommodation.
That led to the erection less than a
year ago of the handsome premises
now occupied.

It affords on the lower Third ave-
nue side a carriage and wagon show-
room 100 by 140 feet in size, or a
matter of 12,000 feet floor space. It
easily ranks as one of the best and
most conveniently arranged in the
northwest.

Above, rising three stories in height,

VEHICLE TRADE IS GROWING

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with a main entrance from the street, is the Auditorium with its roller rink offering a clear skating space of 10,000 square feet. Equipped with everything that could be desired for the convenience and pleasure of patrons, the rink is conceded to surpass anything in New York. It is, in fact, one of the few such in the country built especially for the purposes.

Its conveniences include women's rest and men's smoking rooms and a balcony that will accommodate 500 spectators. Further features in it are illumination by 18 500-candlepower Tungsten lights and two exhaust fans by means of which the air in the entire rink is changed every six minutes. Under such conditions, with pure air assured, tubercular germs would appear to be a rarity. Conducted from its opening on May 2 last, on the most advanced roller rink ideas, it has steadily grown in popularity, as shown by the liberal public patronage being accorded it.

Besides skating, roller hockey is becoming a favorite pastime, and in that connection the rink has become the home of the Twin Ports Roller Hockey league. A league has also been formed for indoor baseball, in which the games are played upon its floor.

Officers of the company are as follows: President, Jacob Hammel, Appleton, Wis.; vice president, treasurer and general manager, Louis Hammel; secretary, Rosa Hammel.

S. H. Marshall is manager of the wagon department and W. L. Downer is manager of the roller rink.

America's Big Exports.

The estimate of the bureau of statistics of the department of commerce and labor made some weeks ago, that the total value of manufactures sent to foreign countries and the noncontiguous territories of the United States in 1911 would aggregate more than \$1,000,000,000, is justified by figures received by that bureau showing in detail the foreign commerce of the year. They give as the total value of manufactures sent to foreign countries in the year ending Dec. 31, 1911, \$964,773,958; to Porto Rico, \$21,861,137; and to Hawaii, \$15,337,758, making a total of \$1,001,972,853.

These figures include both finished manufactures ready for consumption and manufactures for further use in manufacturing. Of manufactures ready for use the total exportation was \$640,000,000, and of manufactures the product of one industry to be used as materials in other industries, \$325,000,000.

Exports of manufactures from the United States have more than doubled in 10 years, and quintupled in 20 years. In 1891 they aggregated \$190,000,000; in 1901, \$447,000,000, and in 1911, \$964,750,000, or \$1,002,000,000 if we include shipments to Porto Rico and Hawaii, foreign countries in 1891.

Four leading articles of domestic manufacture (iron and steel, copper, mineral oil, and wood) supply over half the entire exportations of manufactures from the country, and to them the gain of over \$500,000,000 in ten years is largely due. The record of American foreign trade in these articles during the last twenty years is set forth in the following table: Six ciphers omitted.

	1911	1901	1891
Iron and steel	250	103	31
Copper	103	34	9
Refined mineral oil..	100	67	41
Wood manufactures..	91	46	23
All other manufactures	421	197	86
Total	965	447	190

American manufactures are sold in all parts of the civilized world. Last year the exports of agricultural implements from the United States to Russia aggregated \$7,273,203, those to Canada and Argentina, each about \$6,000,000, to Germany, \$2,378,953 and to France, \$3,088,298. About \$3,333,000 worth of automobiles went to the United Kingdom last year, and nearly double that sum to Canada, Mexico, Cuba, and Argentina, as well as Canada, are taking large amounts of railway equipment, the value of freight and passenger cars alone sent to each of these countries last year ranging from \$1,000,000 to \$2,500,000. Europe took nearly \$1,250,000 worth of American clocks and watches in 1911, and Canada an almost equal amount. United States growing exports of copper pigs are

mostly sent to the industrial countries of Europe.

Southwest Prosperous.

"Regardless of present political or general business conditions, people of the southwest are expecting better times," said B. F. Yoakum, chairman of the board of directors of the St. Louis & San Francisco railroad. Mr. Yoakum had just returned to New York from a three weeks' journey through the southwest, the territory traversed by the lines he dominates.

"Business since the bad spell of weather," he continued, "is showing signs of increase. I believe the last six months of this fiscal year will be fairly good. I do not look for any big rush, but a continued healthy growth."

Mr. Yoakum said he was hopeful because of the hundreds of thousands of acres of virgin land being cultivated.

"It is a conservative estimate that each acre of the land under cultivation will produce \$20 per annum," he said. "When this land was used as pasture it took three years for eight acres to develop a beef steer worth \$40. Now in three years agricultural returns from the same land will be \$480 instead of \$40."

Denies Deal Is On.

Great Northern is not borrowing money of the Northern Pacific, according to an official. Its current needs are well taken care of by the proceeds of the sale, during the past year, of \$35,000,000 4 1-4 per cent bonds, a part of the \$600,000,000 mortgage executed last spring. In addition, Northern Pacific's present financial position is not such as would warrant the loan of any amount of funds.

James J. Hill will not take up this year, at least, the sale of the Northern Pacific's interest in the Burlington to the Great Northern. Mr. Hill could only pay for this acquisition by the sale of a very large issue of bonds and the fact that \$35,000,000 have already been sold in the past year, has closed the market for another issue which would have to be many times larger than \$35,000,000.

The very valuable equity which Northern Pacific holds in Burlington would make the matter of price for the transfer an extremely difficult question to determine. An agreement that would be considered fair by both the Great Northern and the Northern Pacific could only be reached after an almost endless amount of negotiations and there are interests on the Northern Pacific board strong enough to prevent the Great Northern people from taking the Burlington stock at their own price. A director of Northern Pacific said that the question had never been officially broached, and it might never be taken up.