

THE DERRICK'S

# Hand-Book of Petroleum

A COMPLETE CHRONOLOGICAL AND STATISTICAL  
REVIEW OF

PETROLEUM DEVELOPMENTS FROM 1859 TO 1898.

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DAILY MARKET QUOTATIONS, TABLES OF RUNS, SHIPMENTS AND  
STOCKS, OIL EXPORTS, FIELD OPERATIONS AND OTHER  
SUBJECTS OF INTEREST AND IMPORTANCE TO  
THE OIL TRADE.

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## S. G. BAYNE.



This book would not be complete if it did not present to its readers a photograph and life sketch of one of the most able and successful men ever connected with the oil business. As a producer, few showed better judgment or met with greater success.

Bayne's contributions to the leading publications of the day, his well-known ability as a designer of cartoons, his advertisements that appeared from time to time in the Bradford Era and Oil City Derrick, that made famous the "Annealed Steel Coupling" and "Palm Link" the world over; his "Pith of Astronomy," that met with such a flattering reception at the hands of the public, have given him a position among writers of the first order, and his ability as such is

recognized to the extent that he often receives liberal offers to write for some one of the leading periodicals of the country, or to boom some article of merchandise with his pen. Fair in all his dealings with his fellow men, willing always to suffer personal loss rather than collect his just dues from anyone, provided that so doing he would be obliged to take a man's home or source of livelihood; so honest himself that he never suspected dishonesty in others, and all connected with him in business, in any way, who met his expectations as regards honesty and ability, met with substantial and unasked reward. Taken as a whole, few men in the oil business possess more honesty, ability, good fellowship, and in fact all the qualities that go to make a man a complete success, than does S. G. Bayne.

S. G. Bayne is a native of Ulster, and was born in 1844. He was educated at the Academic Institution, Belfast, and at the age of 18 years entered Queen's College, under Dr. McCosh, who was professor there before coming to Princeton. While at school and college, Mr. Bayne was captain of the foot ball team and cricket eleven, and was also an officer of the volunteers who were detailed to put down the Belfast riots. After leaving college Mr. Bayne served an apprenticeship with Sir James Hamilton, whose firm imported grain from all parts of the world. Leaving there, Mr. Bayne became financial agent for Messrs. Dickson, Ferguson & Co., the house having branches in most of the foreign capitals. After the dissolution of that firm, Mr. Bayne commenced the manufacture of linen, and remained in the business until 1869. The late A. T. Stewart was a regular customer for certain lines of his manufactured goods. These were the years of "flush times" in Belfast, but when America resumed cotton growing, the commodity began to displace its linen rival, and seeing a large overproduction in the

near future, Mr. Bayne sold his factory and sailed for America on the *City of London*, arriving here in March, 1869, and taking his first look at New York from the steps of the Astor House. After spending some time in traveling through the States and Canada, Mr. Bayne became attracted by the oil excitement at Titusville, Pa., commenced at the bottom, purchasing for a few hundred dollars the old Sugar House well, within a stone's throw of the Drake well on Pine creek. The well had a grasshopper rig, and being a true tenderfoot, Mr. Bayne knew nothing about machinery. During the first shower the belt slipped and wrecked the outfit. Mr. Bayne had to chop wood and wheel it half a mile to the boiler. He began to tire of this and rigged up a gas barrel; the flame ran back to it and blew it into splinters, much to his astonishment, so he had to go back again to first principles with the axe. Afterwards, with more experience, he went into oil operations on an extensive scale, boring over 400 oil wells during the 20 years he remained in the oil regions; he also, during this period, sold oil well machinery, having offices in all the States where oil fields existed. During those years he also shipped machinery, pipes, etc., for over 20,000 oil wells and pipe lines, which, if stretched in a line would more than encircle the globe. Mr. Bayne had many strange experiences when moving from exhausted oil fields to new ones. He built and lived in seven houses at the various towns where oil was found; in fact, a large portion of his time was taken up in helping to build schools, churches, sidewalks, marking out graveyards, "opening" hotels, electing mayors, "supporting" embryo newspapers, etc., as no town in those days was considered fairly started until these functions had been properly discharged. Started in (after leaving Titusville) at Tip Top and in company with "Uncle" Billy Barnsdall opened that field with a 40-barrel well. Then developed the Clark farm at Pleasantville, but met some reverses in boring on the outskirts of Pithole; moved the machinery from these "dusters" to Stand-Off City and drilled the well on the celebrated Tommy Dodd acre. Once more sold out and started in with Jonathan Watson in extensive operations in Clarion county, doing extensive work all along the line from St. Petersburg to Edenburg. Drilled the Waterworks well on the Humel farm; intended to produce water for the coming city, but oil was the only thing he could get out of it. The next field opened was in Butler county and then on to Bradford, with the Bingham estate as the theatre of operations, in partnership with Milt Fuller and Tom Melvin. Mr. Bayne then created the addition of seven streets to the city of Bradford, popularly known as the "Garden of Eden," and constructed the water works of that city. At this point he threw up the oleaginous sponge and set out for New York, where he engaged in banking and real estate.

The subject of this sketch organized the First National Bank of Bradford, Pa., in 1880, and was its president until leaving for New York. Rapidly following this, he organized National banks in various States—three in Texas, two in Kansas, two in Pennsylvania, one in Mississippi and one in Minnesota, in all of which he retains his original interest, and they have prospered from

the beginning. In 1863, Mr. Bayne, with a number of associates, assisted in organizing the Seaboard National Bank of the City of New York, the history of which is familiar to all engaged in banking.

In 1873 and 1874, the subject of this sketch made a trip around the world. Starting from the Union Depot, Pittsburg, and going west, he ultimately arrived at the Union depot from the east, losing a day during the trip in following the sun to the west. No attempt can be made here to describe this interesting trip; suffice it to say it included everything worth seeing. A journey of 600 miles up the Cambodia river through Burmah; extended travel in Ceylon; visits to Singapore, Manila, Madras, Calcutta, and a trip to the Himalaya mountains via Ganges river, stopping while en route at Benares, Delhi, Lucknow and Simla, and returning to the eastern coast by Allahbad and Bombay. During the course of his travels Mr. Bayne visited the Elephanta Caves in the Indian ocean, and traveled through Persia, Arabia and the northern part of Africa, on his way to the Mediterranean sea. While at the Mikado's palace he was on the reviewing stand at Yeddo with the Emperor, who was reviewing his troops before starting for the first Korean war.

While in California, the subject of this sketch engaged for a short time in gold placer mining, working some claims on the John C. Fremont reserve, in the Mariposa valley. He sailed from San Francisco on the steamer Great Republic, and on the steamer was fortunate in making the acquaintance of a diplomatic party, among whom were Sir Bruce Seaton, Herbert Praed, M. P., and the veteran diplomat, John Campbell, of Islay. Mr. Bayne was invited by them to join the party as secretary. On arriving in Japan, he accompanied them on a two weeks' visit to the Mikado's palace in Tokio. This led to similar advantages connected with these gentlemen in China, Burmah, India and Egypt.

In 1887, Mr. Bayne built a home on Riverside Drive, corner 108th street, in which he now resides. He is a member of the Manhattan, New York Athletic, Lotus, and The Lambs' Clubs, is president of the Riverside Drive Association, and treasurer of the Produce Exchange Safe Deposit Company and president of the Atlas Improvement Company.

## HENRY. M. WILSON.



Henry M. Wilson was born in Franklin, Pa., October 30, 1846. His father, General Edwin C. Wilson, was a son of Judge James Wilson, of Ohio; his mother was a daughter of Hon. Alexander McCalmont, of Franklin, Pa., and a sister of Hon. John S. McCalmont and General Alfred B. McCalmont. He resided in Franklin with his parents until he reached the age of 13 years, when his parents removed to Erie. In 1860, when the civil war broke out, the young man was attending a military school in Cleveland, Ohio, and, as naturally might be expected, young Wilson was fired with the ardor of the younger generation in desiring to assist in the preservation of the Union. Several times he made attempts to enlist, and his parents

finally became so concerned over his efforts in that line that the young man was taken from school and was given an appointment as a clerk in the office of his father, who, at that time, was in charge of the United States Quartermaster's Department, stationed at Harrisburg. In this position the young man remained nearly three years, when he was transferred to Buffalo, N. Y., filling that position in an acceptable manner for two years. At the close of the war, Mr. Wilson returned to Franklin, and casting about for an occupation, decided to take to the law, and began reading in the office of Judge John S. McCalmont. In this pursuit he remained two years, when news of the great success in the mines of the west caused the young man to long to try his hand and brain in delving for the precious metals then being brought from the earth in the western States and which were arousing so much interest in the east. Accordingly he took to the "trail" for the far west. For a number of months he prospected, roaming at will among the "Rockies," and investigating mines and mining in all their details, acquiring considerable useful knowledge of the business. The fickle goddess of fortune refused to smile on his efforts, however, and it was not long until Mr. Wilson was again headed for his native heath—the Oil Country, with which he has since been prominently identified. Just after returning from the western country, Mr. Wilson, in company with a Franklin friend, started with the express purpose of becoming a member of the expedition to Cuba on the *Virginus*, but some unforeseen circumstance prevented his departure with that vessel, and he thus escaped the terrible fate suffered by the other members of the party in the Cuban capital. He first cast anchor at Fagundas, and he was there found in the thickest of the fray in the search for oleaginous wealth. Here he developed the McCalmont Oil Company's lands, with an unusual degree of success, though frequently punching holes

in the ground in unproductive spots. For 18 month previous to the opening of the famous Bullion pool, in Venango county, Mr. Wilson was interested in and drilled 17 dry holes. This reversal of fortune did not deter him from getting in at Bullion when the "oil fever" broke out at that place, and we find him there in possession of an acre lease of the noted Crawford farm, with his holdings surrounded by leases held by Thomas Phillips. By the time that Mr. Wilson had a rig up and was ready to drill, Phillips had surrounded the one-acre lease with a sequence of dry holes, from some of which not a trace of oil could be gotten. Wilson was much cast down by this poor prospect for his little piece of territory, and when Phillips offered him enough money to let him out whole on the building of the rig and other expenses incurred, he quickly accepted the offer, as he was sure the one-acre plot was not underlaid with oil. Phillips went on and finished the well and the first 24 hours after completion the gusher, for such it turned out to be, made 1,700 barrels and was known as the famous "Crawford No. 7." Again was Mr. Wilson dismayed at this streak of hard luck, which he counts as about the worst that could befall a man, and the hardest that he ever experienced. Mr. Wilson, however, continued in the oil business until 1880, in which year, his success having been of that varying kind which is not conducive to a plethoric pocketbook or bank account, he accepted a position with Mr. S. G. Bayne, of "Power Hall," one of the most widely known oil well supply houses in the country. A few years later, when Mr. Bayne went to New York and organized the Seaboard National Bank, he took Mr. Wilson in as a partner in the machinery business, and since that date the latter has been virtually the manager of the extensive and worldwide interests of the celebrated firm of Bayne & Wilson, and which later became the firm of Bayne, Wilson & Pratt, by the admission of C. W. Pratt to the partnership, in 1890. In 1894, Mr. Wilson, in company with Mr. Pratt and H. W. Bishop, organized the National Supply Company, and in the four years of its existence it has grown to be the largest oil well and general hardware supply company in the world, with branches in every known oil field in this country, and agencies in others; in the Pennsylvania, Ohio and West Virginia fields the company maintains a supply store in each central town for the accommodation of their patrons. In addition to his interests in the line noted, Mr. Wilson is a director of the Franklin Steel Casting Company, and a member of the well-known producing firm of McFadden & Co., operating principally in Monroe county, Ohio. This company has been very successful, as has all, or nearly all, of the enterprises in which Mr. Wilson has been interested. In 1874, Mr. Wilson was married to Miss Funk, of Franklin, and has always made that town his home in preference to all others, his birthplace having an attraction possessed by no other. They have one son, John M. Wilson, a graduate of Bucknell University and at present in his second year at Harvard University Law School. Mr. Wilson has a beautiful home in Franklin, which is one of his greatest solaces after hours of toil. In public affairs Mr. Wilson has not been very active, yet Franklin's interests were always paramount in his mind and anything to enhance the prospects of the place readily received his sanction and aid. Personally and socially, Mr. Wilson can be classed in the human category as a "prince of good fellows," and his friends are legion wherever his name and face are known. Among other traits, Mr. Wilson displays that of the characteristic bike fiend, and is an ardent devotee of the wheel. A sprinkling of gray hairs—an intimation of his 52 years—is no bar to a sturdy constitution, and lengthy jaunts on the "silent steed of steel" are an almost every-day variation in Mr. Wilson's life.

## CHARLES W. PRATT.



Charles W. Pratt, who has had a varied career in the oil business, was born in Allegheny City, August 27, 1847. Up to the time he was 17 years of age, the young man remained in that city and Pittsburg. In the meantime absorbing all that could be gained from the educational facilities at hand. In 1864, in April, he landed in Oil City and, like Monte Cristo, had the world before him, but had but 80c "in his inside pocket." A pedestrian tour up Oil creek landed the young fortune hunter within the precincts of the then booming Rouseville, and there he cast anchor for a time, securing employment with the Humboldt Refining Company, which had a refinery on Cherry run, above the town. It was in 1865 that, the wheels of fortune not

turning fast enough to suit his taste, Pratt formed the Shenango Valley Oil Company, and leased some 600 acres of supposed oil territory four miles from Greenville, in Mercer county, and near the Pittsburg & Erie canal. The venture proved altogether unremunerative, and among other experiences Mr. Pratt drove 300 feet of 5-inch pipe and failed to find a rock of any description; disgust overtook the young prospector, and he soon hied himself back to the classic shades of Rouseville, and that same year indulged in another pedestrian tour which landed him in the far-famed town of Pithole, then at the zenith of its glory as an oil producing centre. At Pithole he secured employment with Pool Bros., remaining with them until in 1867 he organized the firm of Pratt, Lawrie & Co., drilling a number of wells which were quite successful ventures. This partnership continued until 1872, when it was dissolved, and the now seasoned operator plunged into the petroleum vortex of Butler county, operating near Petrolia, Millerstown and Greece City. From Butler county, after a modicum of success, Mr. Pratt landed in Foxburg, Clarion county, where he remained some time, finally selling what interests he had acquired, and in the spring of 1874 located in St. Petersburg. In the vicinity of the latter place he operated on the Widow Black farm, the Gates and Jerusalem farms. This field occupied his attention until 1879, when he followed the migrating hosts of grease hunters to Bradford, remaining there but a short time when he went to Leadville, Col., to take charge of and take up mining claims for Bayne, Melvin & Fuller. On his return from Leadville, Mr. Pratt located at Richburg, where he represented the Bayne agency for the sale of machinery and pipe in the New York State oil fields. From Richburg, Pratt journeyed to Warren to look after Mr. Bayne's

interests in that part of the field. While there Pratt formed a partnership with Dave Phillips, and purchased the Melvin-Walker-Shannon interests on the Cooper Tract, Forest county, and after making a barrel of money in this venture, he was taken into partnership by Bayne & Wilson, the firm becoming that one which has become so well known wherever oil is produced—Bayne, Wilson & Pratt. Pratt's connection with the oil business dates back almost to the inception of the industry, and in it he has had the usual share of reverses which can be summed up in "hard luck stories." But through it all, by his truthfulness and honest method of doing business, by his faithfulness as a friend and his anxiety to always be at the front to help anyone in need, by his goodfellowship, he has gained the everlasting friendship and esteem of everyone that ever came in contact with him in the Oil Country, from '64 to the present time, and there are few traders in the regions to-day whose word will be taken for anything quicker than that of Charlie Pratt. There is a legend in St. Petersburg as to how Bayne and Pratt got acquainted, which is as follows: In the spring of 1874 the mud was eight feet deep in the main street of St. Petersburg, and there was only one crosswalk, that in front of the St. Petersburg hotel and not wide enough for two people to pass. Bayne and Pratt one day met in the middle of the crossing. Pratt said: "Stranger, I was here first. You will have to turn back or jump off." Bayne replied: "I will flip a penny with you to see who makes the jump." Pratt acquiesced in this arrangement. Bayne tossed the penny, and Pratt lost. Pratt jumped overboard and went out of sight. Bayne got frightened and made a break for the hook and ladder house, got a pole 40 feet long, with a hook on the end of it, and fished around for about 20 minutes and finally got Pratt by the coat collar and yanked him to the sidewalk. Bayne then queried Pratt as to his name, and Pratt told him. "You are the gamest man I ever met," said Bayne, and with that remark he presented Pratt with a hundred dollar bill. This was the beginning of a friendship that has lasted 24 years, and bids fair to continue indefinitely. While Pratt was looking after the affairs of his firm in the producing field at Cooper Tract, he played a little scouting game of his own to defeat the ends of the bevy of men watching wells to get the first information. The well under surveillance was the Schultz well, and J. M. Fuller, who was in charge, gave Mr. Pratt a message to get to the office at Garfield, where it was to be telegraphed to the other owners of the well. After receiving the message, Pratt was suddenly much interested in the quality of the beech nuts found in the woods adjacent to the well. He did not tarry long in quest of nuts, but as soon as safely out of sight, made a bee line for a spot where he had a horse tethered and rode at a breakneck speed in the direction of Garfield, while the scouts about the well marveled at Pratt's disappearance and suddenly came to the conclusion they had been duped. The Oil City Derrick, on January 12, 1883, a few days after the occurrence, made this reference to the trip mentioned: "A well-known young man from the western country made his first appearance as a scout at the Schultz well. He rode his horse into Garfield in quick time, and, throwing down his messages, demanded that they be sent off at once. 'The wires are crossed,' said the operator. Charles turned around, removed his eye-glass, put on a terrible frown, and, facing the operator, said: 'See here, mister, I am a jumping locomotive from California Gulch, and those messages have got to go through.' Speaking of it afterwards, the whilom scout said the operator promised to get them through right away. Charlie's horse got away from him also, and was found next day in Clarendon. Charles is now registered in the scout book as No. 28, and when he is interrogated about his Tam O'Shanter chase for the telegraph office, he invariably replies in the monosyllable 'Hidalgo,' which, in the scout's cypher, refers to any form of neuralgia."

When the active operations began in the vicinity of Pittsburg. Mr. Pratt removed to that place and took charge of the office of Bayne, Wilson & Pratt, from which orders were booked from the producers operating in the territory adjacent to that city. Mr. Pratt, with his family, makes his home in the East End.



## THE NATIONAL SUPPLY COMPANY.



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|------------------------------------|---|
| 1. President J. L. Wolcott.        | 4. Secretary J. H. Barr.                  |
| 2. Assistant Treasurer E. B. King. | 5. First Vice-President H. M. Wilson.     |
| 3. General Manager W. C. Hillman.  | 6. Second V.-Pres. and Treas. Wm. Hardee. |

The National Supply Company, organized in 1894 by J. L. Wolcott, H. W. Bishop, H. M. Wilson and C. W. Pratt, has from the day it first started met with a degree of success that is simply marvelous. The producers of the Oil Country were almost unanimous in their request for some "new blood" in the manufacture and sale of oil well supplies, so the National Supply Company was organized and afterwards consolidated, or rather absorbed the Buckeye Supply Company, of Ohio, Indiana and the west, and Shaw, Kendall & Co., of Toledo, Ohio. The National Supply Company is represented in every oil county and town in the world, and in addition to being manufacturers on a large scale of all goods used in the finding and producing of oil, is general agent for the sale of the National Tube Works Company's output of oil well casing, tubing and pipe, all sizes of gas and lime pipe; general agent for the sale of boilers, engines, gas engines and powers manufactured by the Titusville Iron Company; also represent Bayne, Wilson & Pratt, general agents, in the sale of the celebrated Farrar & Tref't's boilers and engines.

C. M. FARRAR.



JOHN TREFTS.



Away back in the sixties, two men, C. M. Farrar and John Trefts commenced to build engines in a little seven-up shop on Perry street, Buffalo. They hadn't much capital, but they had lots of brains and sand. They foresaw the future greatness of the oil business and so set out to build an oil engine that would drill a well to the bottom without breaking down; that would use less fuel than any then in use; that would be simple and would last a quarter of a century with reasonable care—they accomplished all this. But do not let the gentle reader imagine for a moment that it was done in a night. It took months and years of thought and experiment. They were confronted by many difficulties, but these troubles gave way when met by at least a dozen of inventions in perfecting the machine, the crowning glory in this line being the now famous palm link, which at that time revolutionized the oil engine. C. M. Farrar then invented the steam jacket, the steel pin cross head, compensating balance and the pig trough bed plate (don't laugh at its being called an invention for they all had to steal its idea before they could sell their copy). These inventions were then applied to our engine, thus making a marvel of simplicity, strength, quickness and durability. Farrar & Trefts in those days had no boiler shop, but they soon built one and have now brought it to such a state of perfection that they can build any kind of a boiler that is produced either in Europe or America.

It does not take a great deal of invention or ingenuity to build a boiler, but it does require lots of principle to build an honest one, as there is no manufactured article on which a purchaser can be so completely cheated as a steam boiler. The buyer has to depend solely on the reputation of the builder, and with this general warning we will proceed to say that Farrar & Trefts have been rewarded by the producer for their labor and enterprise. All the way down from Pithole to Whisky run, they have sold stacks of them in every field yet opened, having built, sold and delivered the enormous total of 25,000 engines and boilers up to date—just think of it! Enough to make a ferriferous fringe for one of our States if the different pieces were laid out edge to edge on the landscape.

Farrar & Trefts' Machinery is the most widely known, is the most popular, has the largest sale, has given the best satisfaction, is the most durable, is the most economical, has the speed record for twenty years, has smothered all competitors as fast as born, is always tuned up to concert pitch, is the easiest to sell at second hand, has the right of way in every oil field on the globe, has never lost a friend who gave it a fair trial, has outgrown everything in sight; it took some blowing to start it, it makes its own draught now; those who buy it, make a good investment; those who don't, make a mistake.