

Marsman Trading Corporation

The growth of the machinery and supply unit of the organization

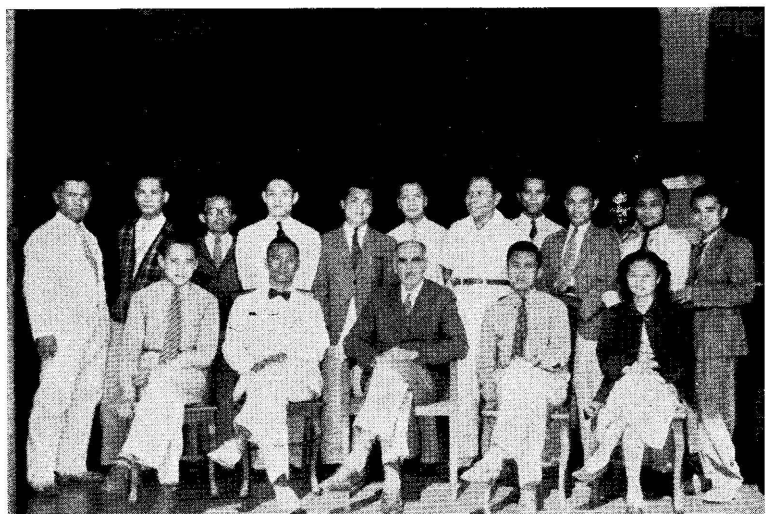
An integral part of the important share in the development of the mining industry of the Philippines, borne by the Marsman organization, has been the supplying of machinery and equipment to the various companies all over the Islands. Marsman Trading Corporation now occupies a prominent position in the mercantile business of the industry; its growth since its organization in August, 1937, has been steady and rapid.

In 1921, when Mr. and Mrs. Marsman undertook the development of the raw prospect which is now the Itogon Mining Company, facilities for supplying the many and complex needs of the mining industry (then centered in Baguio) were lacking. There were no supply houses nearer than Manila, and transportation from terminals to the mines was infrequent and unreliable. In addition to the development of the Itogon mine, Mr. Marsman gradually became interested in other projects, among which were general engineering and contracting, and in 1929, Marsman

& Company, Inc. was organized for the purpose of carrying on the various activities which he had heretofore conducted personally. The general engineering and contracting department was then established and undertook the erection of many building projects in the Baguio district.

Three years later, in 1932, a mine consulting and a mine management department were organized by the company. With the coming of the boom in 1933, the company was in a position to supply its clients with the benefits of professional mining knowledge combined with trained business and financial services. Along with the rapid growth of mining, there naturally came a steady growth in the demand for machinery and equipment. Because of the increasing volume of business in the merchandising department of Marsman & Company, it was decided, in 1937, to organize a new corporation to take over the merchandizing end of that company. Accordingly, the Marsman Trading Corporation was formed on August

The Marsman Trading Staff at Baguio. F. Ream, manager, is in the center.



20, 1937, with a paid in capital of ₱1,740,590.

Operations have been outstandingly successful. The corporation took steps to broaden its activities in the import line.

Marsman Trading now has agencies representing the outstanding manufacturers of the United States and England. The operation consists of branches carrying complete stocks at Manila, Baguio, Paracale, and Surigao. Five stores, with refrigeration equipment for meat, fruit, vegetables, et cetera, are operated in the mining camps (Itogon, Suyoc, United Paracale, and San Mauricio (2)).

A Diesel fuel oil installation is maintained at Mambulao where two tanks totaling 2,500 tons capacity and mooring space for ocean-going tankers is available. The company has transfer oil and gasoline tanks in Baguio of 50-ton capacity each, and operates the Socony Baguio service station.

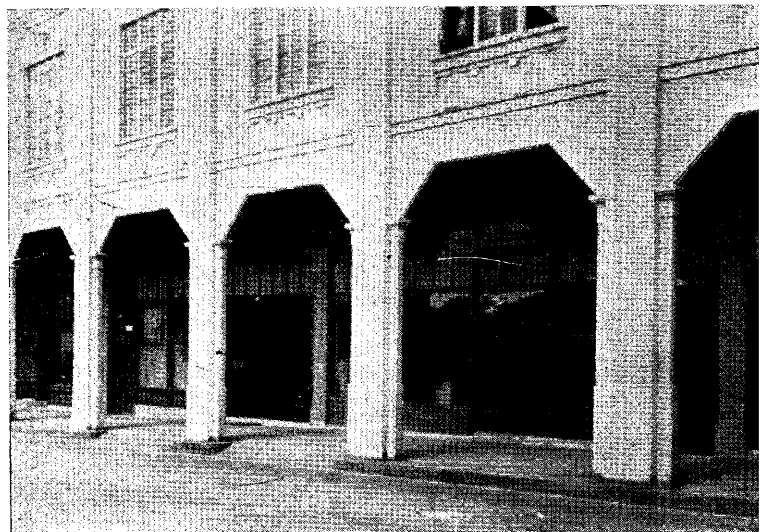
Shortly after the organization of Marsman Trading Corporation, in August, 1937, it became evident that an even wider representation of quality machinery and equipment products would be advisable in order that the new organization might better serve its clientele, not only in the Philippine Mining Industry, but also in the con-

struction and mercantile fields. Accordingly, it was decided that it would be to the best interests of the corporation to send one of the executives abroad to make a thorough investigation of possible new connections, as well as to renew the contacts which the organization had enjoyed since its inception.

George H. Evans, vice-president of Marsman Trading, was chosen to make the trip. He left Manila by Clipper late in May, 1938, after the Marsman Trading directors had worked with him in the preparation of an itinerary which would be of most benefit to the company. During the course of his travels before his return to the Philippines, he covered some 35,000 miles visited half a dozen countries, and established many valuable contacts.

Mr. Evans went first to San Francisco, thence by air to New York, on to Boston, across country to St. Louis, Chicago, Cleveland, Pittsburgh, and Philadelphia. Then he returned to New York to catch a boat for London. After visiting the various Marsman connections in England, he went on to Amsterdam and Hamburg before returning to the United States. The return Westward across the States took him through Denver, Salt Lake City, Seattle, Los Angeles and San Francisco,

The Marsman Trading display rooms in Baguio.



where he boarded the Clipper for the return trip to Manila.

Important calls on his trip were made at the offices and plants of the Atlas Power Company, Great Western Chemical Co., Crucible Steel Co. of America, Justrite Manufacturing Co., Goodman Manufacturing Company (Mancha), Dixon Valve and Coupling Co., Denver Fire Clay Company, The Mace Company, Colorado Iron Works, Wilfley Pump Company, EIMCO, Filson, B. F. Macdonald American Potash Company, the Cameron Pump Division of Ingersoll-Rand, all in the United

States; W. H. Allen Sons Ltd. and Streamline Filters in England.

New contacts made were with Spang Chalfant, Inc.; Great Lakes Steel Corp.; Koehler Manufacturing Co.; Simplex Wire & Cable Co.; The Medart Company; Corrugated Sheet Steel Piling Co.; Briggs & Stratton Corp.; D. O. James Manufacturing Co.; American Brattice Co.; Reid, Murdock Co.; Wellman Engineering Co.; Superior Zinc Corp.; Layne, Bowler & Co.; Sears International and Sears Roebuck; Vulcan Iron Works; Everseal Manufacturing Co.; Sutorbilt Corp.



Clerical staff, Baguio branch of Marsman Trading.

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