

# Who's Who in Woodworking

**E. G. HUTHSTEINER**  
Treasurer and Manager  
Tell City Furniture Company  
Tell City, Ind.



**“** **ALWAYS TRY** to give the best value possible for the money received.” It is upon this solid foundation that the success of E. G. Huthsteiner, treasurer and manager of the Tell City Furniture Company, Tell City, Ind., is based. It is to this policy that Mr. Huthsteiner himself credits “whatever success I may have had in the furniture business.”

But it must not be inferred from this that Mr. Huthsteiner is a man who is given to the pleasant sport of talking about himself. He only gives up information of the kind quoted above when under pressure of questions put as only a reporter or a prosecuting attorney can put them. He is a reticent man and a modest one, and his values are as solid as those he puts into the bedroom suites he makes out at Tell City.

Mr. Huthsteiner came into this troubled world on Jan. 31, 1867, which indicates that he is a young man still. His father was a banker and the young man's first business experience was in the Tell City National Bank, in which his father was a cashier. When he was fourteen he began working in the bank during summer vacations. He continued at this sort of work until he was seventeen, when his father, who was one of those old fashioned

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men, who believed that every boy needed the discipline of a useful trade, got him a job in a woodworking plant, where he could learn the woodturner's art.

Young Huthsteiner remained at the woodturner's lathe until he was about 20 when he quit this engrossing business to go clerking on a steamboat running the sluggish Ohio river between Louisville, Ky., and Evansville, Ind. He kept at this until he became head clerk or purser.

By 1892 Mr. Huthsteiner had tired of cussing nigger roustabouts and seeing the world from the mud deck of a river steamer and went back to Tell City to resume the dignities of bank clerk. For the next five years he was a banker and forgot the picturesque language of the riverman. Then he quit to go into the general insurance business.

It was not until 1907, that, by buying a little stock in the Tell City Furniture Company, he became interested in the furniture business. His active interest in the furniture business did not, however, begin until March, 1912, when he was offered the job of manager of the Tell City Furniture Company and at the insistence of the directors of the company, accepted it.

Since that time Mr. Huthsteiner's biography has been involved in the growth and increasing prosperity of the Tell City Furniture Company, of which he is still manager and treasurer. Since he took hold of the plant its production capacity has been more than quadrupled. The plant has been improved to a state of high mechanical efficiency and the company placed in a strong financial condition, which permits the regular payment to the stockholders of satisfactory dividends. When Mr. Huthsteiner took hold the factory was producing a very ordinary line of bedroom furniture, but it is now turning out a high class line that will stand comparison with any in the country. The highest manufacturing standards are maintained at the plant and some of the finest veneers and hardwood lumber obtainable are used in the furniture produced.

During his career as a furniture manufacturer Mr. Huthsteiner has found the time and energy not only to improve his own organization, but to take part in the progressive co-operative movements of the industry. He has been an active member of the National Alliance of Case Goods Manufacturers and a member of its executive committee since its organization. He is also a member of the National Council of Furniture Associations, being a delegate to that body from the National Alliance of Case Goods Manufacturers. He was a member of the school board of Tell City for eight or nine years and president of the Tell City Chamber of Commerce a number of years.

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## Detroit Buyers Announce Strengthening of Hardwood Market