

# CANADA LUMBERMAN

## WEEKLY EDITION

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### CANADA LUMBERMAN

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Weekly Lumberman, published every Wednesday contains reliable and up-to-date market conditions and tendencies in the principal manufacturing districts and selling domestic and foreign wholesale markets. A weekly medium of information and communication between Canadian timber and lumber manufacturers and exporters and the purchasers of timber products at home and abroad.

Lumberman, Monthly. A 24-page journal, discussing fully and impartially subjects pertinent to the timber and wood-working industries. Contains interviews with prominent members of the trade, and character sketches and portraits of leading lumbermen. In special articles on technical and mechanical subjects are especially valuable to saw mill and planing mill men and manufacturers of lumber products.

Subscription price for the two editions for one year, \$2.00.

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Advertisements will be inserted in this department at the rate of 10 cents per line each insertion. When four or more consecutive insertions are ordered a discount of 25 per cent. will be allowed. This notice shows the position of the line and is set in Nonpareil type, and no display is allowed beyond the head line. Advertisements must be received not later than 4 o'clock p.m. on Monday to insure insertion in the current week's issue.

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### CURRENT TRADE CONDITIONS.

ONTARIO.

THE improvement in general business, reflected by Bradstreet's a week ago, is modified this week by the remark that there is less of the speculative spirit shown in current transactions. This is a hopeful sign, for a revival that is not founded on sound business principles is not wanted. Whether, as a result of restoration of confidence, or from other causes, there is a stronger feeling in lumber circles. Enquiries from the United States, which have been of a hand-to-mouth character all season, are taking on more of the old time courage. "We have shipped this week," said a member of a large wholesale firm, "one hundred cars of lumber, the order for which reached us a good time ago, but which has been held until now at the request of the buyers." A stiffening of prices in better grades is an evidence of improvement in trade, for, when business is depressed, the higher-priced article is the first to suffer, consumers satisfying themselves with goods of a cheaper character. Whilst it cannot be said that quotations are absolutely firm, there is less inclination to shade prices, even under temptation of securing orders. Recent visitors to the lumber territories of the province have expressed the opinion that stocks are not heavy, if there was anything approaching a reasonable demand, yet, with the new cut coming on, there will be found to be sufficient to meet all requirements. It may be, however, that a revival of trade will come with greater rapidity than was anticipated, and such a thing as short stocks is possible. As against this cheery feeling, that is one good step towards an improvement in trade, and which it is to be hoped is genuine, we quote the view of a large Ottawa mill man, whose opportunities for sizing up the situation are the best. He writes the LUMBERMAN: "Stocks are not moving as actively as we would like to see them. Our people tell us, this is due to the fact that lumber is in very slight request in the United States markets, and also in some of the foreign markets, particularly those of South America, where our stock has usually found sale. Under these circumstances, as you can easily understand, they are quite satisfied if they can hold present prices. From all we can learn, the improvement in business, so far as the lumber trade is concerned,

is more newspaper talk than actual reality. Any improvement, however, would not be felt by the lumber trade immediately, as it is the last to get the benefit of improved trade conditions. Our people tell us that they are looking for a better feeling in the fall trade. Whether or not their hopes will be realized remains to be seen."

QUEBEC AND NEW BRUNSWICK.

A somewhat discouraging feature of lumber as effecting big shippers, is the report that comes from across the Atlantic telling of the continued unsettled nature of the deal trade. Shipments from this side of the Atlantic are reported to be reaching the Old Country, but are finding large stocks on hand there. The view is expressed that it would have been better if these had been withheld for a short time. Aside from this fact, however, whilst the British market does not show the improvement that had been hoped for, there are indications that business is on the mend. Shipments are going forward from Quebec in good numbers. New Brunswick lumbermen, so far as they are resting on British trade, find conditions the same as with Quebec shippers, there being no boom in British markets. This quietness is offset by a demand of no small size from the United States, and that country is absorbing a good quantity of New Brunswick lumber at prices that are deemed fairly satisfactory. This class of trade is likely to keep up throughout the season.

BRITISH COLUMBIA.

The output of precious metals in British Columbia, will, this year, it is said, be the greatest in the history of that province. This boom is giving a stimulus to trade generally on the coast, and lumbermen are hoping to reap some of the benefit. The actual sales and shipments of lumber are of good size, but the weakness of the trade is the somewhat profitless prices that obtain for many classes of lumber. The lumber trade of the Pacific coast will not assume that robust condition that is merited by its great lumber resources until mill men get together and fix on a better basis for prices. The shingle trade, which has been terribly low down, shows signs of revival, but, whilst stocks are going out, prices do not stiffen to any material degree.

UNITED STATES.

The continued depression that has overshadowed the lumber trade for a year and more past is less observable within a week or two. Generally speaking, increased confidence is having a healthy influence on lumber. Capital is not so tardy to seek investment. A good sign of

better conditions is also shown in the increased earnings of the railroads for the first four months of this year. These conditions must eventually, if not immediately, place lumber in an improved position. When, however, we come to examine current transactions at individual lumber centres, it cannot be said that the situation has changed very much. Buying is engaged in with somewhat more freedom, yet the actual sales made are still on a very careful basis. The week's reports from Michigan do not show that things are booming very much there; Buffalo records indicate that little lumber is going out from that point, and someone has expressed the view that unless business improves there will be no need for green lumber at that port. One benefit is coming from the renewed confidence, and that is that prices are perhaps a little stiffer. The increased prices for yellow pine are being well maintained.

FOREIGN.

A study of British markets shows that business at London, where trade has been long depressed, is a little easier. What sales are being effected are at current rates. The deal market is the least healthy of any, and shippers are too often ready to accept an undercut in prices. At Liverpool business has been a little quieter than usual. The season's shipments of pine deals from Canada are arriving, with little immediate need for this addition to stocks, as stocks on hand are still of fair size. Trade has been quieter than usual at Glasgow, and it is said of the first of the season's Canadian deal shipments that have just come to hand, that these have attracted little attention, sales being very difficult to negotiate. A report that comes to the LUMBERMAN from a Canadian concern, considerable of whose product reaches South America, does not tell of business being in good shape in that country, and unless a turn in the tide takes place exports to South America will be of a restricted nature.

HARDWOODS.

Business of the week in hardwoods has hardly been up to the average. In the New York market, trade has been quiet and enquiries from there and other points have dropped off. Building operations in Philadelphia are growing, the permits of the past week showing an increase of over \$500,000. Hardwoods there are in fair demand, a little more doing in ash than formerly. The furniture trade is variable, at times brisk, and again showing signs of restriction. As building operations of the season progress, the demand for maple, which has been fair, is likely to improve.