

NO BIG TIMBER SALES

More Careful Business Methods Make it Possible to Avoid Extensive Drafts on Ontario's Capital—Smaller Lumber Dealers Get a Chance—Timber Now Sold by the Thousand Feet, Instead of by Guess—A Sample Liberal Sale—Public Competition for Pulp Concessions Pays.

The Whitney Government has not found it necessary to hold any large pine timber sale during its term of office. During the last four years of the Ross administration it was necessary to procure six millions of dollars from this source, which it must be admitted, was a considerable draft on capital account.

Not only have there been no big sales, but the Government has materially changed the methods of its predecessors in sales it was found necessary for the supply of local demands to hold. One of the great complaints about old sales was the fact that such large blocks were put up that only the very wealthy could buy, and the conditions of sale made the bidding hazardous unless one had time enough, or timber cruisers enough to thoroughly estimate the large berths offered, or unless one could get a hint of the Government's estimate and upset the price from the gentlemen conducting the sale—as one dealer has sworn he did.

Guess Work Sales Abolished

Such timber as the Department has had for its disposal has been sold in small blocks and with a time limit, and one objection of the smaller dealer was thus removed. Another was overcome by making the cash deposit as small as was consistent with a guarantee of bona fide and safe business methods. Then the Minister removed the element of guess by the simple expedient of selling the timber by the thousand feet, B.M., which made a close estimate of the berth of less importance to the purchaser. He only pays for what he takes out and as he takes it out, and, on the other hand, the Government gets paid for every foot of timber on the limit, as it appoints its own scalers. By this method of sale the element of guess work has been eliminated and a timber sale takes its place as a business transaction rather than a BIG GUESS. Under old conditions if a bidder guessed wrongly and found he had paid too much for his timber, he sometimes failed to pay after the sale and left the limit with the Crown. If he found he had several millions more than he thought he was buying, he was simply that much in and the Government that much out.

High Prices for Small Lots

Some of the prices obtained at these sales have been remarkable. One small sale near the Soo brought a bonus of \$10.52 per M. feet and dues of \$2.00, or a total of \$12.52 per thousand. The Department also sold the pine on Franklin Island, in the Georgian Bay, at \$12.26 per M., and bonus of \$2.00, or \$14.26 in all.