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ADVERTISING RATES FURNISHED ON APPLICATION

THE CANADA LUMBERMAN is published in the interests of the lumber trade and of allied industries throughout the Dominion, being the only representative in Canada of this foremost branch of the commerce of this country. It aims at giving full and timely information on all subjects touching these interests, discussing these topics editorially and inviting free discussion by others.

Special pains are taken to secure the latest and most trustworthy market quotations from various points throughout the world, so as to afford to the trader in Canada information on which it can rely in its operations.

Special correspondents in localities of importance present an accurate report not only of prices and the condition of the market, but also of other matters specially interesting to our readers. But correspondence is not only welcome, but is invited from all who have any information to communicate or subjects to discuss relating to the trade or in any way affecting it.

Even when we may not be able to agree with the writers we will give them a fair opportunity for free discussion as the best means of eliciting the truth. Any items of interest are particularly requested, for even if not of great importance individually they contribute to a fund of information from which general results are obtained.

Advertisers will receive careful attention and liberal treatment. We need not point out that for many the CANADA LUMBERMAN, with its special class of readers, is not only an exceptionally good medium for securing publicity, but is indispensable for those who would bring themselves before the notice of that class. Special attention is directed to "WANTED" and "FOR SALE" advertisements, which will be inserted in a conspicuous position at the uniform price of 25 cents per line for each insertion. Announcements of this character will be subject to a discount of 25 per cent. if ordered for four successive issues or longer.

Subscribers will find the small amount they pay for the CANADA LUMBERMAN quite insignificant as compared with its value to them. There is not an individual in the trade, or specially interested in it, who should not be on our list, thus obtaining the present benefit and aiding and encouraging us to render it even more complete.

OUR TARIFF RELATIONS WITH THE UNITED STATES.

One of the subjects in which Canadian lumbermen are at present most interested is the bill now before the American Senate, under which it is proposed to impose an import duty of 60 cents per thousand feet on lumber. The reason given for this step is that the Government of the United States are compelled to raise a large amount of additional revenue. The Bill is introduced as a temporary measure, and is supposed to be operative only until 1898.

It is not certain that the Bill will become law, as it has yet to pass the Senate and receive the signature of the President. It is the opinion of some that the measure will not reach the statute book, but will either be thrown out by the Senate, or the President will refuse his signature. As our readers know, the Cleveland administration was elected on a policy of freer trade, and there is a possibility that the President may, on this account, refuse his signature to a measure which has the appearance of reverting to the protective doctrine. No doubt the Republicans, who have been gaining strength of late, are desirous of making the path of the present administration as difficult as possible, and knowing this, President Cleveland may refuse to place himself in the position of apparently being forced to adopt, in some measure, the policy of his opponents. Or, he may get over the difficulty by taking advantage of the rule under which a measure becomes law if the President neglects to either approve or veto it within ten days after it has passed the Senate.

The Government appears to be greatly in need of more revenue, and their only means of securing this would seem to be by an increase of duty in some directions. We should suppose, however, that there are many classes of imports on which the duty might be increased, without disturbing the provisions of the recently enacted Wilson Bill relating to the importation of lumber.

In many quarters the opinion is strongly expressed that in the event of this measure becoming law in the United States, the Canadian Government should not hesitate to at once impose an export duty on timber of all kinds, and thereby prevent the present annual exportation of about 200,000,000 feet of pine timber, by Michigan holders of Canadian limits, as well as large quantities of spruce timber which are being taken across the border to supply the pulp mills of the United States. The cartoon which we publish this month expresses the situation as it presents itself to the minds of many Canadian lumbermen.

After having carefully considered the whole question we are of the opinion that it would be unwise on the part of the Dominion Government to adopt retaliatory measures at the present time. The Bill now before the United States Government is, as we have stated, ostensibly a temporary one, and the proposed duty of 60 cents per thousand feet will not be sufficiently burdensome to interfere, to a large extent, with our American trade; therefore our wisest course would seem to be to take no action provided the duty shall not be increased beyond 60 cents per thousand feet; but if it should be increased above this amount either before 1898, or after, it should be incumbent on our Government to take action. Meanwhile, as we have pointed out elsewhere, Canadian lumbermen should be on the lookout for means of extending their trade in other markets than those of the United States.

EXTENSION OF OUR FOREIGN TRADE.

We have pleasure in directing the attention of our readers to the correspondence appearing in the LUMBERMAN for January, and in the current number, from well-known hardwood lumber manufacturers in Ontario, urging that a united effort be made to learn what openings exist in the European market for Canadian hardwood lumber. It is evident from the tone of this correspondence, that our hardwood manufacturers and dealers have become thoroughly dissatisfied with the condition of the American market, and are tired of doing business on the margins at present obtainable.

We are pleased to see this awakening on the part of a section of Canadian lumber manufacturers, and trust that it will result in something more than a mere expression of opinions. We would suggest that those who have taken part in this correspondence, and those who endorse the opinions which have been expressed, should endeavor to meet and discuss the question in all its phases, and decide, if possible, on what lines an effort should be made to develop foreign trade.

We hope to be able to publish shortly some information regarding the possibilities of trade with France under the new French Treaty. There is ground for the hope that in France and Germany, as well as in England, a market

might be found for some varieties of Canadian hardwoods.

The first thing to be done, as suggested by Mr. Schell, is to obtain definite information as to the possibilities of trade with these countries. After having learned what varieties of wood there is a demand for, and the purposes for which it is required, our manufacturers would be in a position to make an intelligent effort to extend their trade in this direction.

We have little hope that either the Dominion or Provincial Government can be prevailed on to take sufficient interest in the matter, to send a Commissioner to Europe for the purpose of learning the conditions of trade existing there. Even should they be induced, after considerable urging, to take such action, we fear the results would be reached too slowly to suit the purpose of the trade. If anything is to be done in this direction, it seems to us that it must be done by those most interested in the matter, the hardwood manufacturers and dealers themselves.

The action of the hardwood section should, we think, be followed by other sections of the trade also. We cannot disguise from ourselves that, while the United States afford the best and most convenient market for Canadian lumber, the constant uncertainty, due to continual dickering with the American Tariff, renders trade with the States very unsatisfactory, and there is no guarantee that the possibility of trade may not suddenly be entirely destroyed by a prohibitive duty. There is in addition the fact that great annoyance and loss are frequently sustained by reason of the lack of a uniform system of inspection. Complaints on this score continue to reach us from month to month.

It seems to us that in view of the uncertainty of our business relations with the United States, manufacturers of lumber and timber products of all kinds in Canada should pursue a policy which would render them, as far as possible, independent of the American market. The present seems to be the proper time for Canadian lumbermen to meet together for consideration of matters affecting their interests. There is strength in unity, and it is a matter of regret that our lumbermen have not associated themselves together for the advancement of their interests. An Association of Lumber Manufacturers was organized in Ontario some time ago, but has held no meetings for some time past, and appears to exist in name only; indeed the name itself has well-nigh been forgotten. This would be a good time to revive the organization.

The question of finding a market for our lumber, other than that of the United States, is forcing itself on our attention, and doubtless must be met, if not now, in the near future. Would it not be wise to face the situation at once, and adopt means for the extension of our foreign trade?

THE CANADA LUMBERMAN Vest Pocket Inspection Book has been selling like hot cakes, as the result of the advertisement appearing in our Weekly Edition. The orders for the book which have come to us from all parts of the Dominion and from abroad as the result of this advertisement, is the strongest possible evidence that THE LUMBERMAN is carefully read, and is a first-class advertising medium.