

methods of doing business in Great Britain are changing just as they are on this continent, and more than ever there appears to be no place for the middleman. On the other hand, in certain lines the prospects are fair for a good trade in the early spring, and Canadian exporters to the United Kingdom hold to the view that a better trade with Great Britain will be done during this year than for some time past. A good average business is being done in South America, and if no internal disturbances occur, which are somewhat threatening just now, this trade is likely to continue throughout the year.

#### HARDWOODS.

Perhaps more than other departments of lumbering, the hardwood trade has a hopeful outlook at the present time. The demand for elm, black ash and birch is reaching fair proportions. A lumberman, who does a large hardwood trade, said he believed that in the course of a few years birch would take a leading position among hardwoods in large demand. It is now being used increasingly in furniture manufacturing and in other ways, where there had been little call for it in the past. Prices are firm. It cannot be said that the trade are getting the benefit of the removal of the \$2 duty—a very small proportion, in fact, of this is coming their way. But the removal of the duty has given the trade a better market in the United States, which is increasing the demand and keeping prices from being cut. It is quite noticeable in Michigan, for example, that lumbermen there, who had in the past paid little attention to hardwoods, are now cultivating these, and several new concerns have recently opened out, who will make a specialty of hardwoods. A new hardwood flooring manufactory is to be established at Saginaw with a capital of \$150,000. A similar factory controlled by Young Bros., is at Bay City.

#### SHINGLES.

Several lumbermen, who had of late years manufactured shingles, will not do anything in that line the coming season, turning their attention to lumber. The shingle market will be benefited by this decision, as there is an overstock at all quarters at the present time. Prices do not alter much. There have been statements of a slight advance, but this is rather in the way of levelling up on the cut prices that had prevailed in certain sections recently. A manufacturer remarked to the writer a few days ago that it would only require, after all, about one season of a curtailed cut and the exercise of a little common sense on the part of the trade to bring shingles up again to something like a reasonable figure.

#### STOCKS AND PRICES.

##### CANADA.

J. T. Hurst has nearly 60,000,000 feet skidded at the camp of jobbers in the Georgian Bay district.

H. Hetu, of the Edmonton Saw Mill Co., Alberta, N. W. T., is taking out 2,000,000 feet of logs this winter to be sawed at the mill up the river.

The steamer City of Lincoln will sail from St. John, N. B., for Liverpool, with a cargo including 755½ tons of timber and 678¾ standard deals.

Eaton & Sons, saw mill operators at Calais, Me., are about to complete the

purchase of a large timber tract in New Brunswick, on which a large saw mill is already in operation.

An Australian dispatch says that the demand for Canadian spruce, ex a late arrival per Wm. Fairbairn, shows that actual consumption of this particular class of lumber is on the increase.

The American schooner Ada has sailed from Vancouver, B. C., for Shanghai, with 620,000 feet of lumber and 2 spars, the whole valued at \$6,400. The cargo was loaded at the Moodyville mill.

G. G. Scovil, M. P. P., is cutting the lumber off the McBrarity lot near Annisdale, N. B., which he will have sawed at Patterson's portable mill and shipped by the Central R. R., to St. John.

Within the past week, 1,750,000 feet of deals, etc., went forward from St. John, N. B., to British ports, and 1,250,000 feet of long lumber and 1,250,000 feet of lath to United States ports, chiefly to New York.

Mr. Peter Ryan, of Toronto, has purchased for well-known Ontario lumbermen, the Lauson timber limits on the Upper Ottawa, 147 miles in area. The sum paid is understood to be between \$100,000 and \$115,000.

The C. Beck Manufacturing Co., Ltd., of Penetanguishene, have, within the past week, sold to one firm in Pennsylvania a quantity of lumber amounting to \$50,000, all to be shipped out during the spring months. The firm reports that enquiries from the States are numerous.

George Cormack, Whitby, Ont., writes: "There seems to be enquiries for 1x12 and 2x12 lumber for South America. Generally, however, no large sales, so far as my experience goes, are being effected anywhere just now. At some places stocks of lumber on hand are considerable. Prices seem to keep firm, but without any tendency to advance.

Quotations for Douglas fir in British Columbia in cargo lots for foreign shipment are as follows: Lumber, rough merchantable, ordinary sizes, in lengths to 40 feet inclusive, per M feet \$8.00; deck plank, rough, average length, 35 feet per M \$19.00; dressed T. and G. flooring per M \$15.00; pickets, rough per M \$8.00; laths, 4 feet 6 in per M \$1.90.

#### UNITED STATES.

Clapboards and shingles in the Boston market are firm.

A Buffalo report says prices are firmer for all grades of pine.

Few sales on the cargo market are reported at Bay City or Saginaw.

At present rough merchantable lumber is sold at \$9 in San Francisco; not a very profitable price.

Box makers at Saginaw, Mich., say that there is a fair enquiry for box stuff, but other lines are slow.

Spruce lath in the New York market is dragging and two or three cargoes received since the new year could not be placed at better than \$2.00.

Spruce in the Philadelphia market has been advanced to \$15 for 20 feet and under, Philadelphia freights; \$15.50 to Jersey City points, and \$16 to New York city.

Yellow pine is said to be displacing white pine for ceilings and flooring in the Buffalo market, owing to the low price at

which it is selling. It is coming east in considerable quantities from Southern states.

Sutherland & Co., at Saginaw, Mich., will be heavy holders of hardwood lumber in Michigan when springs opens. They have already about 5,000,000 feet on sticks, and are putting in a large quantity of oak and ash to be sawed as soon as the demand warrants.

#### BRITISH LUMBER CONDITIONS.

The annual trade circulars of Singleton, Dunn & Co., Foy, Morgan & Co., and other British concerns, furnish some useful information touching not only the trade of the past year, but the possibilities for the year upon which business is now entered. We summarize those portions of the circulars that deal specially with Canadian woods.

Singleton, Dunn & Co., take the position that waney and square pine form a diminishing quality in the aggregate of wood used, and prospects in consuming markets do not point to prices adequate to cover the continuously advancing rates required by shippers. Pine deals are going more into use, but here again the consumer has a large share in making values. The higher grades scarcely maintain the figures made a few years ago, owing to so many other sorts of wood, such as clear birch, pine boards, Oregon pine planks, California red wood and Kauri pine in various forms, from 2½ in x 1¼ in. boards for linings up to 36 in. wide, all operating against first quality pine deals, and at much less cost. Then in the lower grades of pine any substantial up movement in price is promptly checked by the readiness with which spruce is resorted to. Spruce deals from the St. Lawrence and the Lower Provinces have been very largely imported here these last few years, a fair opening for an increased supply being due to the fact that north of Europe white deals have run much higher in c.i.f. cost. Hardwoods from Canada are also suffering from the competition of logs from other quarters, and also from the quantity of sawn wood sent chiefly from the United States. Oak scantlings are increasing in favor, and surely and rapidly displacing the log trade. Birch planks and squares are having a similar effect on birch logs, and ash planks and boards from the States are beginning to tell against the ash logs from Canada. United States woods are growing in favor and the staple articles making a distinct position for themselves—not to mention pitch pine and oak scantlings, there is a big trade in poplar or canary colored whitewood in log, plank and boards. There is also a growing and, indeed, big trade in oak boards, both plain and quartered, chiefly the latter. Walnut in the log, when prime, was in active request, and did well all the year, but small and poor wood was neglected, and when sold was so at wretchedly low prices. Walnut planks and boards do not make way, chiefly owing to the narrowness of the specification and poorness of quality sent here.

Foy, Morgan & Co., say that the importation of pine and spruce deals from Canada has increased, but not to the same extent as the European supplies. It is possible, they think, that the imports from Canada to Great Britain will in future show a new development consequent on

the revision of the French and American tariffs, the immediate effects of which, however, are likely to be overrated. Although the French market will doubtless absorb a larger proportion this year of the spruce supplies than last year, the full effects of the readjustment of the international demand cannot be felt for some years. Indeed, continues this circular, so far as this country is concerned, it is estimated that the supply of pine deals next year will be slightly larger, and not as might have been at first thought, smaller than usual.

The Timber Trades Journal, of the current week, says of American woods, that indications, although not as yet very pronounced, are all in favor of a good demand for birch, hewn pitch pine, second and third pine deals, oak planks, waney, board pine, walnut and white pine. The moderate stocks on hand are not now too heavy for the present and prospective demand and there is every inclination to hold firmly to quotations. Red pine is not in very active request, although stocks are lighter than at this date last year. The low prices of competing qualities account for this. No advance for pitch pine would effect a change in this respect.

#### LUMBER CONDITIONS IN GERMANY.

Mr. Carl Gartner, of Hamburg, Germany, in his current market report, says that no general improvement of trade can be reported; on the contrary, it seems as if, with few exceptions, the receding movements of prices of the past summer is making further progress. This is particularly true of oak lumber, which is offered more freely from all sides. Some large contracts for white oak lumber for future shipment have been brought about, calling for 1 in. to 3 in. thick, 8 in. and up wide, 11-12 in. average, free from knots and sap, worm and all defects, plain white oak, at \$52 and \$53 per 1,000 feet, ex ship Rotterdam, and on the same basis some larger deals more might still be consummated. The most usual size of white oak stair steps wanted in Germany is 13½ x 11 and 13 in. running in lengths of 3½ ft. or multiples thereof. The quality to be free from knots centre and free from sap on three sides, close wood. Price \$53 to \$56 per 1,000 ft. In black walnut much American capital got lost in 1894, owing to an immense overflow of the German market with inferior logs and lower grades of lumber, which material has been slaughtered mostly in the public sale yard on the auction bank, whereby middle quality was made to suffer likewise, and had partly to be sold also with great sacrifices, whereas prime and large-sized logs adapted for the make of veneers, form a category quite by itself, and found always ready buyers at the highest prices, because offers therein fall short of the lively demand. Mr. Gartner has no flattering words to use when speaking of auction sales of lumber. He considers their influence to be highly detrimental on the legitimate trade, and expresses surprise that in the United States this method of selling lumber should be adopted. "According to my opinion," says Mr. Gartner, "such auctions, instead of being fostered, ought to be fought and suppressed with all means possible, for they will prove for the sellers, in nine out of ten cases, simply ruinous."