

year the demand was very active, but as heavy shipments continued to arrive, the market weakened, and prices throughout the entire season showed a gradual decline. The difference between the opening prices and those realized in the late fall was about £1 10s per standard. The depression would have been more severe had it not been for the active consumption, induced in a measure by the low price. Taking the year's business as a whole, profits of manufacturers on this side were perhaps no more than if the production had been curtailed by one-half. Thus we see the evil effects of an over-supply.

Turning to the influence of price upon consumption, we find that this same overproduction has assisted in opening the way into new markets. Heretofore the Canadian spruce trade has been confined almost exclusively to the west coast of England, the east coast obtaining its supply from the Baltic. Within the past two years, however, the price of Baltic lumber, owing to the increased value of the forests, has advanced in price, until today whitewood is quoted at more than two pounds higher than spruce. The result of this is that consumers are turning their attention to other woods, and have made large purchases of Maritime province spruce. There appears to be reason to believe that for many purposes it will entirely supersede whitewood, and that an immense market will be created by shipbuilding and other industries. Some estimate of the requirements of the east coast may be arrived at by taking the ports of Hull, Grimsby and East and West Hartlepool. Their combined import last year was 1,709,084 loads of 50 cubic feet. This is equal to over one billion feet board measure, which is only a small portion of what is imported by all the ports combined. It is not to be expected that Canadian spruce will supply more than a mere fraction of the total requirement, but the figures show the opportunity that exists for extending our trade.

The Baltic shippers will undoubtedly come down in their price in order, if possible, to hold the market, and our manufacturers will find it no easy task to capture the trade.

Two things should receive the careful consideration of Canadian producers: First, the overstocking of foreign markets should be guarded against; and, secondly, attention should be given to lessening the cost of production by using thin saws, utilizing the waste material, and by every other possible means. It is manifestly more advantageous, when competing in the markets of the world, to obtain from a given log 1,000 feet of marketable lumber which can be sold for, say, twenty dollars, than to lose 25 per cent. through waste or careless sawing and be compelled to ask the same price for the remaining 750 feet.

#### FOREIGN TRADE IN LUMBER.

THE abstract in this issue from the final report of Mr. E. E. Sheppard, trade commissioner to the South American Republics, further corroborates the statements reiterated in this journal that the lumber of Canada is little known in many foreign markets. It clearly points out that the policy of allowing our export trade to be handled by United States houses has been, and will continue to be, detrimental to our best interests, and until some means is devised of affording direct steamship communication we need not expect any great expansion of trade.

Mr. Sheppard has evidently devoted considerable attention to the lumber trade, and has placed the government and Canadian lumbermen in the possession of facts and figures which should serve as a basis to work from. There appears to be a fair prospect of increasing our trade in lumber with Mexico, Central America and some countries of South America. The trade of Mexico is now held by the Southern States, while the Pacific markets of Central America know little of Canadian lumber. It is Mr. Sheppard's opinion that persistent efforts on the part of our mill-owners would capture much of this trade.

Of the South American countries, Argentina and Chile appear to offer great possibilities for our spruce and pine lumber. Spruce is shipped in large quantities from Maine, and could no doubt also be profitably exported from the Maritime provinces. One drawback with which shippers have to contend is in respect to the payment of duties, the valuation of the goods, instead of being taken as per invoice, being fixed by the authorities, according to their judgment. All goods of any specified class are assessed alike. It is a singular fact that, although Chile imported \$800,000 worth of lumber in 1896, Canada is not credited with supplying any portion thereof. The methods of saw-milling in these countries are very crude, which suggests the thought that if Canadians would manufacture their lumber carefully and into proper sizes, they might in a short time build up a much larger trade.

#### EDITORIAL NOTES.

THE memorial recently presented to the Dominion government by western lumbermen, and which is printed in this number, presents strong arguments in favor of an import duty on lumber, and should dispel the erroneous idea which seems to prevail to some extent that the consumer of the Northwest will be compelled to pay a higher price for his lumber when United States competition is shut out. There are sufficient mills and timber in Canada to supply the requirements, and the competition between local concerns is sufficiently keen to keep prices within reasonable bounds. Every lumberman in the Dominion should exert himself to secure the exclusion of United States lumber until such time as the tariff of that country is more favorable to Canada.

FOREST culture and forest preservation, although not identical, have as their purpose precisely the same object, namely, to provide present and future generations with a necessary supply of timber. In Canada, with her large tracts of timbered land yet unsold, and all lands reverting back to the crown after the timber is cut therefrom, there has been but little done in the way of forest culture, more especially as the government have taken steps in ample time to perpetuate our timber supply by establishing forest reserves and investigating the possibilities of a regrowth on cut-over lands. In the United States, where the timber supply is more nearly exhausted, forest culture has become more necessary. The suggestion of Governor Black, of New York, should therefore meet with favor. He proposes that a bill should be passed by the State Legislature authorizing the lease to Cornell University for twenty-five years of 25,000 acres of State lands

for experimental purposes in the cultivation of timber, an annual appropriation to be granted for the purpose. In this way the University would be in a position to proceed with forest culture along the same lines as practised in some of the older countries of Europe, and the practicability of the scheme would soon be demonstrated, and copied on a larger scale.

#### LUMBERMAN'S ASSOCIATION OF ONTARIO.

FOR the purpose of reorganizing the Lumberman's Association of Ontario, which had not held a meeting for eight years, members of the trade assembled in the rotunda of the Board of Trade on Tuesday, March 22nd. The members of the association present were: A. H. Campbell, sr., president; J. B. Miller, secretary-treasurer; James Scott, John Waldie, A. H. Campbell, jr., Toronto; C. Beck, Penetanguishene; T. Conlon, Little Current; W. A. Charlton, M.P.P., Lynedoch. Others present who identified themselves with the association were: C. D. Warren, Imperial Lumber Co.; John Bertram, Collins Inlet Lumber Co.; Allan Macpherson, Longford Mills; R. Laidlaw and W. J. Smith, Toronto; R. Cook, South River.

The president, Mr. Campbell, took the chair, and called upon the secretary to read the constitution. After some discussion a committee was appointed to revise the constitution, those named being Messrs. John Waldie, J. B. Miller, R. Laidlaw, John Bertram and C. D. Warren.

The report of the treasurer was presented. It showed a membership of about fifty, and a surplus in the treasury of over \$300.

A committee was appointed to take steps to secure the imposition of an import on lumber, and to meet a deputation of western lumbermen the following day.

It was resolved to adjourn until 10:30 a.m. on Thursday, April 7th, 1898, when the committee on the revision of the constitution will present its report.

At this meeting many important questions will likely be considered, among them being the formation of a hardwood section and the possibility of securing cheaper freight rates to the Northwest. An advertisement elsewhere extends an invitation to all lumbermen desirous of identifying themselves with the association to be present, and we hope to see new life infused into the organization. For the information of our readers, we give below the original membership of the association:

M. M. Boyd and W. T. C. Boyd, Bobcaygeon; John Macdonald, Albany, N. Y.; Jas. Scott, Waubesaushene; John Charlton and W. A. Charlton, Lynedoch; James M. Irwin, Peterboro'; N. Dymont, M. Burton, J. L. Burton and C. H. Clark, Barrie; Robert Thomson, Hamilton; David Gilmour and Allan Gilmour, Trenton; Alex. Fraser, Westmeath; C. McLachlin, Arnprior; T. Murray, Pembroke; J. B. Miller, Parry Sound; J. M. Dollar, Midland; C. Beck, Penetanguishene; W. C. Caldwell, Lanark; Alex. McArthur, East Saginaw; A. M. Dodge, New York; H. Malone (The Calvin Company), Garden Island; R. C. Strickland, Lakefield; Thos. Conlon, Thorold; D. L. White, jr., Midland; W. C. Edwards, Rockland; Jas. McLaren, E. H. Bronson, E. B. Eddy, E. D. Moore, C. B. Powell, J. R. Booth, G. H. Perley, W. R. Thistle, W. H. Rowley, Ottawa; A. H. Campbell, J. L. Hatton, H. H. Cook, A. H. Campbell, jr., J. H. M. Campbell, John Waldie, W. W. Belding, Toronto.