

## CORRESPONDENCE

Letters are invited from our readers on matters of practical and timely interest to the lumber trade. To secure insertion all communications must be accompanied with name and address of writer, not necessarily for publication. The publisher will not hold himself responsible for opinions of correspondents.

### CANADIAN HARDWOOD LUMBER ASSOCIATION.

WOODSTOCK, ONT., February 10th, 1900.

Editor CANADA LUMBERMAN:

DEAR SIR,—Such an association as the above does not exist. The need of one was never more apparent than during the year 1899. The demand for hardwood lumber was such that anything that looked like lumber was put upon the market. There being no uniform system of inspection, more or less dissatisfaction took place between buyer and seller. An association composed of hardwood manufacturers and wholesale dealers could formulate and adopt such rules for inspection as would become general among all classes of dealers, and thereby obviate to a great extent any friction that might otherwise arise. In the United States they have an association called "The National Hardwood Lumber Association," which was organized April 8th, 1898, and in eighteen months had a membership of about four hundred of the prominent lumbermen from Boston, New York and Chicago, and some from all the East, West and Southern States, including four from Canada. At a meeting held in Memphis, Tennessee, last November, they adopted rules for inspection of hardwood lumber and the measurement of hardwood logs.

If Canadian lumbermen would organize and adopt

there are in the trade, and the Canadian saw mills simply work for the Canadian middlemen, at least in a great degree.

I found several highly respectable and responsible brokers in London and other large receiving ports, whose names I could give, and who can be trusted in every way. They are prepared to deal even as flat buyers, or sell at fixed prices to arrive, and even handle consignments, in which case they sell for the saw mills direct to consumers. In this way even the small saw mills are put in direct communication with the actual consumers and derive much of the benefit and a large proportion of the profits which are now taken by the numerous middlemen, through whom their lumber is now sent into the markets.

Consignments as a rule cannot be advocated, but on the other hand, if the right people handle consignments honestly, the result is obviously most favorable for the saw mills. In pine particularly I found that all grades except mill culls are saleable, but each grade ought to be honestly sorted and differently marked.

Regarding the measurement, I understand that the dock companies in Great Britain always measure, and their measurement accounts are undeniable evidence in the law-courts there and sellers as well as buyers always accept their statements. The dock companies are perfectly impartial.

Regarding dimension stuff, when the Canadian saw mills can put themselves in direct communication with the right parties on the other side, they will find there is a market for this material, particularly in the hardwoods, but I certainly think that the Canadian manufacturers ought to have agents in London, Liverpool, Glasgow, etc., who would take proper care of their interests there. Such agents can be found who also guarantee the accounts in case the buyers should fail before the goods are paid for. To deal direct with the actual consumer is not advisable, as the saw mills ought to have somebody to guard their interests when disputes occur regarding quality, etc.

J. B. M.

### BRITISH COLUMBIA LETTER. (CORRESPONDENCE OF THE CANADA LUMBERMAN.)

THE lumber and shingle manufacturers of this province met about one month ago and completed organization, under the name of the British Columbia Lumber and Shingle Manufacturers' Association. Mr. John Hendry, of the British Columbia

Mills, Timber and Trading Co., was elected president; Mr. J. G. Scott, of the Pacific Coast Lumber Co., vice-president, and Mr. Wm. T. Stein, secretary-treasurer. The lumber and shingle mills in Vancouver and New Westminster have joined the association, and it is expected that in a very short time every large mill in the province will have followed suit. Under the proposed arrangements manufacturers expect that prices can be regulated as far as British Columbia is concerned so as to enable the mills to carry on business much more profitably than in the past, and to more equitably divide the business done. For instance, it has often happened that orders have had to be refused owing to a mill having charters to satisfy too far ahead. Owing to the friendly relations now established, it is claimed that the output will be regulated to some extent so that all the mills in the province will as far as practicable be made to share alike, according to their capacity, in all the business offered. Some time ago many of the lumber companies of British Columbia joined what is known as the North Pacific lumber combine, but this arrangement was found not to work satisfactorily. The combine was manipulated from Puget Sound, and it was very soon found that such an arrangement where American, as well as Canadian manufacturers, were concerned, was impossible, and the Canadians withdrew. Since then very low prices for lumber have prevailed.

The Victoria Lumber and Manufacturing Co. have just completed doubling the capacity of their saw mill at Chemainus, making it the largest in the province. Your correspondent now learns that plans are being perfected for an even larger mill to be built at some point on the northern coast of the island. It is said that the mill will

be a ten-band one and will have a capacity of 400,000 per day of ten hours. The company owns one of the best timber limits on the island, and do an extensive port trade, shipping to the Orient, South Africa, South America and Australia.

It is reported that the second mill owned by the McLaren Co., of Ottawa, and situated on the Fraser about two miles above this city, will again be in operation in the near future. The mill of the company, Barnet, which has been idle for several years, is being overhauled and will be in operation again in about six months.

Mr. Murray, forest ranger, has recently made several seizures of timber in order to enforce the payment of Government dues thereon. This timber has mostly been cut for cord-wood, shingle bolts and for making oars. The making of oars is an industry larger than might at first be thought. The oars are made by the thousands, and the trade is altogether in the hands of the Japanese, who usually take the best and largest trees, cutting great oars six feet in diameter. The straight and even part of the heart and any portion with the least knot is rejected. The Government, however, requires that the entire log be paid on at the rate of 50 cents per thousand feet.

New Westminster, B. C., Feb. 19th, 1900.

### DOMINION FORESTRY ASSOCIATION.

THE committee appointed at a preliminary meeting held in Ottawa recently to consider the formation of a Dominion Forestry Association have called a meeting for March 8th next, in the Railway Committee room of the House of Commons, to take final steps. All persons interested are invited. Following is a copy of the invitation issued by the secretary:

OTTAWA, 6th February, 1900.

DEAR SIR,—

I beg to inform you that at a meeting of several gentlemen interested in Canadian forestry, held at Ottawa on the 15th of January last, a resolution was passed appointing a committee, consisting of—

Hon. Sir H. G. Joly de Lotbiniere, of Quebec,  
Wm. Little, Esq., of Montreal;

J. R. Booth, Esq., of Ottawa;

Dr. Wm. Saunders, Director of Experimental Forestry, Ottawa;

Thos. Southworth, Esq., Chief of Ontario Forestry Bureau, Toronto; and

E. Stewart, Esq., Chief Inspector of Timber Forestry, Department of the Interior, Ottawa,

to call a meeting of all persons interested, to be held in the city of Ottawa, for the purpose of considering the formation of an association to promote forestry in Canada.

The said committee to prepare for submission to the meeting a constitution and by-laws and also a program consisting of addresses on appropriate subjects for discussion at the meeting.

In pursuance of the above resolution and in behalf of the committee, I beg to inform you that such a meeting will be held in the Railway Committee room of the House of Commons, on Thursday, the 8th day of March, at 10 o'clock a.m.

The committee is very desirous that a good representation from all parts of the Dominion should be present. They are of opinion that the time has arrived when the efforts being made by our various governments for the adoption of rational forestry methods should be assisted and guided by intelligent public opinion, and that this can best be done by the formation of such an association as they have in view.

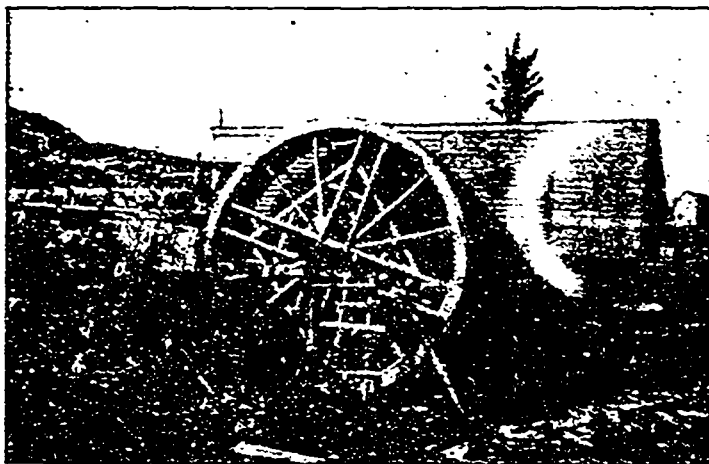
The committee cordially invite you to be present at the meeting, and you are also requested to invite any persons whom you think might be interested in the subject.

Yours respectfully,

E. STEWART,

Secretary of Committee.

It is hoped that there will be a large attendance of persons prepared to assist this important movement.



A NEWFOUNDLAND SAW MILL.

similar rules for inspection, great good would certainly result to all parties concerned. Just now, before the new cut of lumber is put upon the market, would be a most opportune time to take united action on these lines.

I would be pleased to see an expression of opinion upon this subject from some of your many readers.

Yours truly,

O. G. ANDERSON.

### IMPRESSIONS OF THE BRITISH MARKET.

(BY A RECENT VISITOR.)

THE most important market for lumber in Great Britain is, of course, London, which not only supplies the trade in that city, but also the home counties and the south coast. There is a large scope for all kinds of Canadian logs and lumber, such as pine, spruce, oak, white ash, black ash, red birch, maple, etc. The principal business is in pine and spruce, but this trade appears to be a kind of monopoly, being in the hands of a small group who are fed by the middlemen exporters in Canada, the Quebec shippers, who buy and control the outputs of the saw mills in Canada.

I found a great many responsible firms in London who are anxious to get in direct communication with the saw mills in Canada. Frequently negotiations do not lead to business on account of the mutual want of confidence. The London buyers hesitate to buy lumber from unknown sources, and the small saw mills in Canada, not knowing the right people in Great Britain, show great distrust in direct dealings except for payments on the Canadian side against bills of lading. The Canadian middlemen, who understand the position on both sides, consequently step in and swallow up the bulk of the profits