

Canadian Woodworker

A MONTHLY JOURNAL
FOR ALL CLASSES OF WOODWORKERS

Vol. 1

TORONTO, OCTOBER, 1908

No. 8

CANADIAN WOODWORKER

A Monthly Journal for all classes of
Woodworkers.

Subscription: Canada, and Great Britain, \$1.00 per year; United States and Foreign owing to postage \$1.50, payable in advance. Advertising rates on application.

SAMPLE COPIES FREE ON REQUEST.

BIGGAR-WILSON, Ltd., Publishers

Offices: 405-406 Confederation Life Building, Toronto, Ont.
Telephone, Main 6377.

Canadian Woodworker is published by the first of the month. All changes for advertisements, news items and other matter must be in hand by the 15th of the preceding month. Cuts should be sent by mail, not by express.

Practical men are invited to send to the Editor signed articles or paragraphs upon any subject of interest to their fellow woodworkers.

WHY SHOULD CANADA IMPORT WOODENWARE?

Canada has such a high reputation for lumber resources and for the manufacturing possibilities which accrue from the possession of such, that it seems like an encouragement to carry coals to Newcastle to suggest exporting woodenware wholesale into this country. Of course, already we import quite a quantity of furniture from the United States, but our people have believed that this was a more or less temporary expedient which time would sooner or later convert into a movement in the contrary direction. Our American contemporary, "Veneers," speaking on this subject, says in a recent issue: "They have timber in Canada, but not so much in the way of cabinet woods, and they buy a fair amount of our veneers, which helps some, but it would probably help still more if American manufacturers would keep their veneers and make them up into furniture, doors and millwork to send to Canada." The matter of extending exports to Canada is broached because of the falling off in that branch of trade to Europe, somewhat in furniture and very considerably in the sash and door trade. In fact, in the latter line American exports to Europe are only half what they were five years ago.

Certainly there are several kinds of wood which we in Canada will have to continue importing, but, taken in the main, we have so many natural advantages for the manufacture of furniture and all kinds of planing mill products that suggestions for making Canada a market for heavy importations from the United States to relieve their domestic market do not fall on fertile soil.

PROMPTNESS IN DELIVERY.

"Be prompt in carrying out an order" is a splendid rule for woodworking establishments. In many cases promptness is a quality more valued than mere cheapness. At any rate, a reputation for promptness in turning out goods at short notice will often bring to a planing mill a class of customers who care more for that and for the dependence which they can place on the proprietor's word than for the saving of a few dollars through taking their work to a mill whose sense of the importance of time is deficient. A prospective builder is often a man who wants mill work in a hurry. If he can order it, and get it quickly and at the time promised, the mill is likely to receive further orders from him, and he will often not trouble about getting competitors' prices.

Even of more importance than the getting out of an order in quick time is to have it ready at the time promised, whether this be soon or late, to-day or to-morrow. Nothing can be more annoying to a customer than for goods promised, say, by Thursday, to be still unfinished on Friday. Failure to be strictly on time is apt to put other arrangements awry also, with the result that Mr. Customer, even if he does not say much at the time, makes a mental note to go somewhere else next time.

We have heard of planing mills which make a specialty of quick delivery. A load of lumber asked for by phone in the morning is delivered in the afternoon. A number of window sashes or door frames required to complete a dwelling-house ordered over night will be finished and delivered before the close of the following day. This idea of speed requires good, systematic management, and probably is a little expensive in carrying out, but it probably pays for the extra cost. But as to the profitableness of producing the goods just when promised, there is no question. It is an essential of this as of other businesses.

—At the recent Toronto Exhibition the Waterous Engine Works Co., Brantford, supplied a 9 x 10 McEwen engine to run the line shafting and the electric light. This engine ran continuously without stopping each day from 8 a.m. to 11 p.m., handling heavy load, without noise or vibration. The engine was simply fastened to the floor, and was not placed on any special foundation. They also exhibited one of their second size standard crane-neck steam fire engines, with patent boiler, this engine being the one built for the Corporation of Vancouver, B.C. They also exhibited one of their standard 15-ton double cylinder steam road rollers, these being three of their leading lines, in which they do a very large business.