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J. S. ROBERTSON,

EDITOR.

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 trade 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 15 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.

STATISTICAL NUMBER.

FOLLOWING our usual custom a custom appreciated, we believe, by our readers--this issue of the CANADA LUMBERMAN is what we term the annual statistical number, containing a review of the lumber trade of the Dominion for the year 1892. All possible care has been exercised to make this review as complete and accurate as possible, and the plan has been adopted of giving the record of each province separately, as well as a summary of the whole. We have to thank many readers for their ready response to our letters asking for lumber statistics of the year from their districts. The review will be found on pages 10 and 11, and calls for no further comment here. Current markets with prices revised to time of going to press will be found on page 14.

HOW TO "GET THERE."

"It might have been" is a refrain that has come home with telling force to others besides Maud Muller. Shrewd business men, as well as this captivating young lady, have learned that "It might have been" is all they possess, sometimes, of what they had hoped would have proven a profitable and pleasing actuality. Illustrations will come to every reader. How many neighbors and friends are living on the dry crusts of the might-have-been, having lacked the prescience to unload in stocks, or lands, or other possessions just at the opportune time. Others are wealthy simply because they seem to have known when to buy and when to sell, the time to hang on, and the time to let go. These experiences have come to not a few engaged in lumbering operations in this country and elsewhere. Men, who are, practically, poor to-day, might have been millionaires, had they foreseen that the timber limits, which not many years since in Canada were obtainable at a comparatively nominal price, would in a few short years increase largely in price, as has been shown by recent timber sales in this province. Farmers, in many cases, would have little cause to worry over the low price of wheat the

past year, had they realized that the various hardwoods so prodigally cut and disposed of in the days of the clearing, would in some instances be hardly obtainable now at any price. Mr. Phipps, government forestry clerk, points out in his last annual report, writing of conditions in Kent county, that oak that sold fifteen or twenty years ago at \$4.50 per thousand feet could now be marketed at \$25 per thousand, and walnut which then only brought \$14 per thousand feet would to-day command \$100.

The following instance, related by an American lumber journal, has its counterparts, many times over, in both the States and Canada. This journal says: "A great deal depends on getting in at the right time. A man in this regard can exercise keener judgment than in almost any other direction. Look back at the white pine men. Many of the now millionaires were for years pine land poor. They loaded up with pine and the price stuck right there as if glued. All at once, away it went, rocket like, and there were men who bought, sold and made fortunes all within twelve months, which must have made those who had paid taxes for twenty years or more, think that they were not sharper than a razor. The other day a man said, pointing to a corner in the business centre of the city, that he held that lot for fifteen years, got tired out and let 'er slide. Two years ago it was purchased and has since been sold at a profit that would permit the seller to retire if disposed to do so. 'Damn the luck,' said the old owner as he walked into a bank to get a note discounted."

A Michigan correspondent, of the Northwestern Lumberman, gives currency to the following story, which is apropos to the present line of thought. "I recently talked over old times with an eastern man who is now out of the business, and he was telling of the days not so long ago when it was easy to make money out of pine land, if one only had the sand to make the purchases. One little lot that he instanced was offered for sale in 1882 for \$1,100, and the one to whom it was offered did not think enough of it to touch it alone, but induced another person to take half with him at that figure, and in 1889 that same piece sold for \$23,500 cash, and was considered cheap at that figure. There is a tract of timber on the Flint & Pere Marquette road, which is now being operated by a Ludington concern, and for which \$10 stumpage would not be any inducement to them to sell, and yet ten years ago it was in the market at \$1.50, and went begging at that, as no one had faith enough in the future of white pine to invest at that figure even. One of the shrewdest and wealthiest lumbermen in this region told me not long ago, that he owed his wealth to his inability to sell his plant some years ago, when pine was depressed and no one would touch it. He tried his best to give it away almost, and while working at this, things took a turn and pine land suddenly became of some value."

We sometimes talk about the success that follows the man who is lucky enough to get in on the ground floor in lumber or other transactions. But experience shows that the faith and grit necessary to keep a man resident of the ground floor, when things around that part of the house are wanting in even the coldest hospitality, are often more required to secure ultimate success, than getting possession in the first place. The law of voluntary, if not compulsory, eviction, applies not unfrequently to the man on the ground floor.

How rare indeed is the gift of foresight.

TIMBER CHANGING HANDS.

SEVERAL important changes in the ownership of Canadian timber limits have taken place since the last issue of the LUMBERMAN. The Cochrane timber limits on the Coulonge and Black rivers were put up for sale by auction in Ottawa on 12th Jan., at the instance of the Merchants Bank. Many lumbermen were in attendance but only one parcel reached the upset price. This was one hundred square miles on the Coulonge river, which was bought by Wm. Mason & Sons, of Ottawa, for \$22,000. The limits of L. N. Tummins, of Mattawa, on the Wahnapiat river, sold at Suckling's auction rooms, Toronto, on 10th ult., were bought by Holland, Emery & Co., of Saginaw, Mich. \$40,000 was paid for the first berth of 36 square miles, and \$10,000 for the other, the pine on the second being of an inferior quality. S. O.

Fisher, of West Bay city, and Joseph Turner, of Bay City, Mich., have purchased 175,000,000 feet of standing pine in the Parry Sound district from Merrill, Ring & Co., of Saginaw, for \$350,000. Turner also purchased 200,000,000 feet on the Wahnapiat from James T. Hurst, Wyandotte, for \$500,000. Fisher owns a similar amount of the latter tract. It is also stated that Mr. Hurst has purchased the standing timber and logs being put in by Sibley & Beringer in the Georgian Bay District, there being about 50,000,000 feet of logs and timber. This lets Sibley & Beringer out of Canada. It is very clear from the particulars here given that United States lumbermen do not lose interest in Canadian forest products, giving a strong coloring to the remark of Congressman Bryan, quoted by Mr. Little in these columns two months ago, that American lumbermen own the timber in Canada anyway.

EDITORIAL NOTES.

WITH the heavy snows this winter there will be no lack of water for the spring drives. This is good news for lumbermen; but the prospect is not without its shading. There may be too much water and if the break up a few months hence should be somewhat sudden it will make things lively on the drives and the men of hatches, peaveys and pike poles, will have their best skill put to test.

AN illustration of what has, more than once, been stated in these columns, viz., that lumbering operations in Ontario are rapidly seeking the interior, as the only place where timber wealth in any degree of richness is to be found, is brought out in a recent remark of Mr. C. Henderson, government bush ranger in the Wahnapiat region, that there are now 5,000 men lumbering between North Bay and the Soo.

FOR some time Michigan lumbermen have been experiencing the unprofitableness of long credits, and the abuse of credit that is a common practice with some dealers. Our Michigan correspondent points out in his letter this month that the custom has been to sell lumber on sixty and ninety days and then renewals were not unknown. Even with this liberality some men are not satisfied and we are told that a trick of the trade has been to wait for thirty or forty days after a car load has been shipped and then send on a note at ninety days from that date in settlement, thus running the credit, in the first place, into nearly five months. To remedy this and like abuses, Michigan lumbermen are now organizing themselves into an association and intend to reduce the terms of credit. What about long-winded credit among the lumbermen of this Province? The evil exists here to just about the same extent as in Michigan, but our lumbermen have not reached the point of their Michigan brethren and made preparations to put a stop to this unbusiness-like business. Now at the commencement of the new year the time is opportune to take the necessary steps in this direction. Who will lead?

ONE of the difficulties of the growing scarcity of many hardwoods is instanced in a statement from the Buffalo Express to the effect that hardwood lumber dealers and coopers find themselves unable to obtain bass wood enough to complete work in hand. "Ten years ago," says the Express, "Buffalo was visited every day in summer by small Canadian vessels loaded with 'cooper stuff.' They come no more, for the Canadian shore on Lake Erie, which used to furnish these cargoes, is denuded. There is already complaint that whitewood, the poplar of the lumberman and the tulip of the botanist, is all gone though but a few years ago it was very common timber. Cherry is disappearing, and other and less valuable wood is put in its place. Every year marks a future decline of the business of such lumber producing centres as Saginaw. Now the great pine centres are Georgian Bay, Menominee and farther Lake Superior. Half a dozen years ago the Saginaw district alone supplied the lake trade as completely as all these together do now. Since the denudation of the lake districts, lumbermen plunge still further into Canada and look to the far south for timber. Canada produces the favorite white timber, but Southern timber is of varieties not yet in general use in the North. That it will be before long is certain."