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ADVERTISING RATES FURNISHED ON APPLICATION

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.

TO VISITING LUMBERMEN.

Lumbermen visiting Toronto are invited to use the office of the CANADA LUMBERMAN as their own. We shall take pleasure in supplying them with every convenience for receiving and answering their correspondence, and hold ourselves at their service in any other way they may desire.

THE UNITED STATES TARIFF.

THE Finance Committee of the United States Senate, by whom the Dingley tariff bill has been under consideration for some time, are not to be charged with hasty legislation. It was announced that before this date the bill would be presented to the Senate, that the lumber section would be the first to be considered, and that in case the proposed duty should be sanctioned, it would become operative by the first of June. The probability of this taking place is now out of the question, and no one ventures to predict the exact time when the interesting document will be reported to the House. After this stage is reached probably a month will be spent in discussion before the bill is ready for the president's signature, and it is safe to say that the tariff will not become law until late in the summer.

The announcement was recently made that a retroactive clause had been added to the Dingley bill, providing that, should the bill become law, all imports should be dutiable from the first of April. Later information, however, is to the effect that this provision is not likely to appear in the bill when it reaches the Senate, as the present tariff will not be repealed until the new one goes into effect, and there cannot justly be two con-

flicting laws on the same subject at the same time. The main object in inserting the clause was to prevent importers from making large purchases of lumber and other foreign goods, thus weakening the market.

A bitter fight is being made by Michigan lumber manufacturers against the imposition of the duty. In this they have the support of the paper trade, who are interested in obtaining free pulp wood, and of the consuming public, who will not consent to the imposition of a tax which they will be called upon to pay. These combined forces, together with the wholesale dealers interested in Canadian lumber, represent a strong opposition, and already rumors are afloat that the bill has been greatly modified in its protective features by the Senate committee.

A study of the new Canadian tariff furnishes little light as to the probable action of the Dominion government regarding an export duty on saw logs and pulp wood, but without doubt an American import duty of \$2 per thousand feet on lumber will be met by retaliatory measures. It is probable, however, that the final revision of the United States tariff will be such as to render unnecessary any such steps. Should this not prove to be the case, our lumbermen must accept the situation, and at once take steps to devise ways and means to develop our foreign trade. How this can best be accomplished is a question which requires thoughtful consideration, and in any policy which should be decided upon the interests of the small manufacturer should be carefully guarded.

COMMERCIAL AGENTS AND FOREIGN TRADE.

CIRCULARS were sent out some time ago by the Minister of Trade and Commerce to the various boards of trade throughout Canada requesting suggestions as to the best methods to be adopted for the extension of our foreign trade. The replies in nearly every instance recommended the appointment of commercial agents in all countries where there is a fair probability of placing Canadian goods. It is understood that the government has decided to act upon the recommendations, and will shortly appoint suitable persons for the positions. This would appear to be a step in the right direction, and if properly carried out will certainly result in developing our export trade to a much greater extent than has been done in the past. To this method of making its manufactures known the United States owes no small amount of its foreign trade, and to-day it ranks among the largest exporting countries of the world.

That Canadian manufacturers are realizing the importance of foreign markets is shown by the fact that several firms have already sent special agents abroad to report on the possibilities for trade, the success which they have met with only confirming the conviction that Canadian goods are little known in many foreign markets where bright prospects for trade exist. The pioneer work, however, such as the introduction of the goods and the establishing of a connection, has invariably been found expensive—so much so, indeed, that only a very limited number of Canadian manufacturers could thus afford to investigate for themselves the possibility of foreign markets. Considering the wealth of Canadian forests, the number of lumbermen who have visited the markets of Europe and other coun-

tries with the object of learning their requirements is so small as to count for little, and here is where commercial agencies may be of service to the country if judiciously and carefully managed. The Canadian consuls who have been stationed in foreign countries in past years have certainly been of some benefit, and many of them are fully alive to the duties of their positions. That others might have been of much greater service will probably be admitted. The reports sent to the government are frequently so general in character as to be of little value to persons desiring information of any particular class of goods. It should be the duty of our consuls to give as far as possible specific information regarding the classes of goods which are in most demand in the country in which they are located, to furnish suggestions as to best methods of manufacture and shipping, to give approximately the cost of freight, and similar data, thus placing the Canadian manufacturer in a position to estimate his chances for developing a profitable trade.

By the courtesy of Mr. J. S. Larke, commissioner for Australia, we are permitted to publish a communication on another page descriptive of the timber trade of New South Wales, which should be carefully read by lumber manufacturers in this country. Mr. Larke clearly points out that a much larger trade might be done by Canada in dressed timber and doors, but unless our men exercise greater care in the manufacture of stock the advancement in that direction is likely to be slow. In placing goods upon a new market, it is especially necessary that the specifications should be exactly complied with, otherwise opportunities of developing an increased trade may be permanently lost. Mr. Larke is of the opinion that we could compete successfully with the Baltic flooring, and provided that a line of steamships sailed from the St. Lawrence or maritime province ports, there would seem to be no reason why this could not be done. The question of shipping facilities is a very important one, and on which depends to a large extent the future of the Canadian lumber industry. Therefore we express the hope that before many years shall have passed the government of Canada will take such steps as will provide for a regular line of steamers between Canada and her principal importing countries.

In this connection mention might be made of the fact that, acting under instructions from the Minister of Agriculture, Mr. C. C. Eldridge, of Vancouver, is now making a collection of British Columbia products, to be exhibited at the World's Exhibition at Stockholm. Included in the display will be sections of trees, sawn timbers, and other manufactures of the forest.

THE red cedar shingle business of the Pacific coast appears to be taking on new life. For the past year or two the manufacture of shingles on the Pacific coast has been greatly curtailed, owing to the depression in the trade and the low prices ruling. Manufacturers have preferred to allow their mills to remain idle rather than operate them at a loss. The wisdom of this is now proven, as at a recent meeting of twenty of the largest manufacturers it was resolved to advance prices for eastern shipment, owing to the fact that the spring demand had increased beyond the supply.