

THE Canada Lumberman

MONTHLY AND WEEKLY EDITIONS

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ADVERTISING RATES ON APPLICATION.

THE CANADA LUMBERMAN is published in the interests of the lumber, wood-working and allied industries, being the only representative in Canada of these important interests. It aims at giving full and timely information on all subjects touching these interests, and invites free discussion by its readers.

Special pains are taken to secure for publication in the WEEKLY LUMBERMAN the latest and most trustworthy market quotations throughout the world, so as to afford to the trade at home and abroad information on which it can rely in its operations. 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.

Advertisers will receive careful attention and liberal treatment. For manufacturing and supply firms wishing to bring their goods to the attention of owners and operators of saw and planing mills, wood-working factories, pulp mills, etc., are CANADA LUMBERMAN is undoubtedly the cheapest and most profitable advertising medium. Special attention is directed to "WANTED" and "FOR SALE" advertisements, which are inserted in a conspicuous position on front page of the Weekly Edition.

VALUE OF HARDWOOD TIMBER.

While coniferous woods comprise the bulk of the forest wealth of Canada, there is a large quantity of hardwood timber which represents an asset of no small value. The tendency in the past has been to overlook the importance of the hardwoods, but the time has come when the question of preserving this class of forest must receive attention.

Notwithstanding that iron and steel have replaced wood in the construction of buildings and for many other purposes, the demand for hardwood lumber is gradually increasing, and to-day the factories using such as their raw material are finding difficulty in obtaining an adequate supply. The furniture factories are now in the happy position of being compelled to take their travelling salesmen off the road on account of having more orders than can be filled. The consumption of hardwood lumber by this industry alone is very heavy. With the consequent increased price of lumber has come an appreciation in the value of stumpage.

The action of certain railroads in the Northern States may have an important bearing upon the hardwood demand. It appears that many of these roads have experienced great difficulty in obtaining longleaf pine ties from the Southern States and have appealed to the Bureau of Forestry for assistance. The Director of the Bureau has suggested the use of beech, maple and birch instead of pine, these to be seasoned and preserved just as beech is seasoned in France. The Great Eastern Railroad of France is said to have succeeded in preserving beech ties for 35 years by impregnating them with tar oils. Should it be found practical to preserve hardwood timber in this manner even for a shorter period than is done

in France, the railroads have expressed their intention of acquiring large areas of timber lands on which they will grow their own trees, cut their own ties, and thus be assured of a steady supply.

Other new uses for hardwood timber will doubtless be discovered as time goes by, and our advice to owners of hardwood stumpage is to preserve it, and before many years it is likely to be much more valuable than it is to-day.

WARNING TO CANADIAN EXPORTERS.

In view of the recent gratifying increase in Canadian exports, some suggestions may be offered to shippers which, if adhered to, may tend to further swell the volume of our foreign trade. The exporter should become thoroughly acquainted with the conditions of the country and know exactly the class of goods required. With this information, he should aim to ship goods which will be considered satisfactory in character and in conformity with the specifications. Substitution of other goods for those ordered should not be permitted. It is a great mistake to jeopardize future prospects of trade by making a wrong beginning. The shipper who sends forward inferior goods is not only likely to suffer a loss himself but gives a black eye to Canadian exports in general, for until the trade shall become thoroughly established the class of shipments received will be to a large extent the determining factor in placing further orders.

Promptness in making shipments is also very necessary. If goods are not shipped within a reasonable time after the order is received, the conditions in the country for which they are destined may have undergone changes and prices have weakened accordingly, thus rendering the importer liable to sustain a loss.

The Canadian consuls frequently call attention to the mistakes of shippers. In his last report to the Department of Trade and Commerce, Mr. Jardine, Commissioner at Cape Town, South Africa, gives one instance of several he has met with. A Canadian firm of commission merchants in Johannesburg ordered a large quantity of building material for the government railway. After some months about \$15,000 worth arrived, and on examination the government refused to take the timber on the ground of its not being first quality as ordered, and accordingly cancelled the balance of the order. The commission firm, however, had already accepted sight draft and paid the price for first quality timber. Mr. Jardine confirms the government official's opinion that the timber was of inferior quality. A buyer for it had not yet been found at time of his last report, notwithstanding that timber of all kinds is in great demand at Johannesburg. This transaction became common knowledge, greatly to the detriment of the Canadian export trade.

Mr. Larke, Commissioner in Australia, calls attention to delayed shipments, careless packing, and substitution, as being great barriers to trade, also that frequent differences arise in respect to accounts. Where goods are sold c. i. f. (cost, insurance and freight), shippers

usually make no allowance for exchange where payment is arranged for in Canada. The full price is collected and the buyer finds the exchange charged up against him at his bank. As this amounts to 2½ per cent., it is a considerable item. Again, where credit is given for freight to be collected at port of destination, the credit commonly is at the rate of a pound sterling for \$4.86, whereas the shipping companies collect at the rate of \$4.80 to the pound, a loss to the buyer of three pence in the pound.

The Canadian government officials appear to be working energetically to increase the export trade of Canada. They have adopted the policy of giving specific information of market requirements and of enlightening shippers in respect to methods of manufacture as far as it is possible to do so. With a continuation of this work and the co-operation of manufacturers and shippers, the exports of this country should continue to grow.

INVESTMENT IN CANADIAN TIMBER LIMITS.

Many millions of dollars of United States capital have been invested in Canadian timber limits. The depletion of the white pine in Michigan formed the first pretext for such investment, which was confined largely to the Georgian Bay district of Ontario. The embargo on the export of saw logs from the province, passed about four years ago, was the means of turning the attention of prospective buyers to the other provinces of the Dominion. The International Paper Company have steadily added to their holdings of Quebec limits, and are to-day in possession of vast areas. The wave of buying sentiment extended to the east, and during the last two years capitalists from across the border have become owners of large timber lands in Nova Scotia and Cape Breton. The properties in the east have, with few exceptions, been purchased with a view to the utilization of the spruce timber for pulp, although several saw mills are also projected.

Perhaps the area of timber lands in New Brunswick held by United States parties is less than in any other province of the Dominion, for recently there have been heavy investments in British Columbia timber. Notwithstanding the claim that much of the timber is difficult to log, that province seems to offer a very promising field for future lumbering operations.

An indication of the trend of the times is furnished by the purchase of Canadian limits by concerns in the Eastern States who have heretofore conducted a wholesale business exclusively—Messrs. Easton & Company, of Albany, for example. Owing to the increasing difficulty of obtaining a lumber supply, due partly to the decadence of the white pine, and fearing a loss of trade thereby, such firms are taking the precaution of buying standing timber, thus rendering a supply of lumber absolutely certain.

The timber industry of this country, it will be seen, is being developed upon natural and very satisfactory lines. Too much timber is still being exported in its raw state, but this will eventually be remedied, and to those of our neighbors who are disposed to invest their