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MR. ROBERT STEWART.

A VETERAN LUMBERMAN STILL IN HARNESS.

Mr. Robert Stewart, lumber merchant, of Guelph, Ont., whose portrait appears on this page, is one of the captains of industry whose individualities are special objects of interest to a large clientele of readers of the Continental press. He stands for all that is straightforward and successful in Canadian skill and enterprise. He is native born, and in this respect he closely resembles the greater number of Canadians who have been successful in law, politics, medicine and commercial life. His early years were spent on the home farm in the Scotch Block, Township of Esquesing, in Halton county, whence, at the age of seventeen, he went to Toronto, where he acquired that knowledge of his business which has since made him the proprietor of one of the largest planing mills and sash and door factories in Western Ontario.

Mr. Stewart has had one ambition, that is to succeed in and develop the business to which he has devoted the best years of his life. He has never sought public office. In politics he quietly supports the party of his choice and goes back to business again. Although having reached nearly four score years he is a splendid conversationalist. He has always been a busy man and probably will be to the end of the chapter. He faces the world with the independency of one who has always paved his own way.

When a man has been steadily running a constantly increasing lumber business for half a century, his reminiscences should be worth listening to. And so it is that when you want to know something about the difference between the lumber and sash factory business in 1846 and 1903 you can spend a pleasant and profitable hour with the subject of this sketch. He will tell you that he has seen lumber bought in Toronto at \$4.50 per thousand feet, which to-day would cost \$30. In those days joists 3x12x24 feet long were brought to Toronto at \$5.00 per thousand feet; to-day the cost would be \$30. Clear lumber in those days sold for \$8.00 per thousand feet, and it was thought quite a run when it went up to \$11. To-day clear lumber runs from \$60 to \$65.00.

Since locating in Guelph, in 1855, Mr. Stewart has seen clear 2 inch lumber brought to the Royal City at \$12.00 per thousand feet, recalled there, and shipped six months afterwards to the Albany market at \$17.00 per thousand feet.

In the days of Mr. Stewart's early experi-

ence a railway was unknown from a practical standpoint, all lumber was teamed in from the surrounding townships, and, as a natural consequence, the contrast between then and now is very marked. In those days, an ordinary mill would cut 1500 feet of lumber in twenty-four hours; to-day the average figure is about fifty thousand to sixty thousand feet.

Wages, too, have advanced considerably. Then, in Toronto, a laborer would do well if he got 75 cents per day, a first-class carpenter would draw \$1.25, and a brick-layer \$1.50 per



MR. ROBERT STEWART, GUELPH, ONT.

diem. Nowadays the laborer gets \$1.50 and up, the carpenter \$2.50 and up and the brick-layer \$3.00 and up per day.

In the olden days the demand for lumber was limited and the supply unlimited. To-day the demand is unlimited and the supply limited. If they had possessed modern machinery in the old days a very short time would have sufficed to prepare all the material required for the building trade.

There were Walnut trees in those days that would be priceless at the present day. The lumber supply was close to hand. Nowadays the manufacturer has to go to Muskoka, Georgian Bay, British Columbia and the Southern States for his Cedar, Fir, Oak, Poplar, Cypress and Yellow Pine. In this connection, Mr. Stewart advocates the reforestation of our deforested timber lands, an increased study of arboriculture and a practical demonstration of such by our farmers. For every tree cut down a new one should be planted.

TRADE OPENINGS.

The Secretary of the Canadian Manufacturers' Association, Toronto, has received the following trade enquiries. The names and addresses may be obtained by applying to the publishers of this journal.

BUILDING MATERIAL.—A firm in London, England, desires to procure an agency to sell on commission all kinds of building materials. Good references are sent.

BUTTER DISHES OF THIN WOOD.—A firm in Glasgow doing a large business with the Cape desire to procure the above line of goods in Canada.

CHAIR STOCK.—A firm of shipping and commission merchants in New York desires to get in touch with Canadian shippers of the above. They have facilities for introducing their goods throughout the whole of Australia and New Zealand.

OVERMANTELS.—The agency in the United Kingdom for a Canadian firm of wood overmantel makers is wanted by a person qualified to undertake this business.

SKEWERS.—An enquiry has been received from London, England, for the names of Canadian manufacturers of butchers' skewers.

SOFA FRAMES.—A firm of shipping and commission merchants in New York desire to get in touch with Canadian shippers of the above.

TIMBER.—A firm in Brisbane, Australia, desires to procure timber of different kinds and dimensions direct from Canadian mills.

WOOD FRAMES FOR WIRE MATTRESSES.—A firm in Ilford, Eng., desires to procure wood frames for wire mattresses of various sizes and asks for quotations for same c.i.f. Liverpool, Bristol or Avonmouth.

WOODENWARE.—A firm in Glasgow doing a large business with the Cape, desire to procure the above line of goods in Canada.

DOWELS, ETC.—A large importing firm in London desire to arrange for shipments of dowels and trunk laths. The details are:

DOWELS.—Maple, birch and beech, from 3-16 in. to 1 3/4 in. in thickness, and from 14 in. to 4 feet in length. Prices to be made per 1,000 lineal feet in carload lots.

TRUNK BATTENS OR LATHS.—In ash and elm. Lengths, 26 in. to 45 in.; thickness, 1 3/4 in. x 7-32 in., and 2 1/2 in. x 1/2 in., with chamfered or rounded edges. Prices to be made on 1,000 lineal feet, in carload lots.

HANDLES.—Turned handles of all kinds.

Terms.—2 1/2% 90 days, draft against discounts.

The Dickson Company have commenced the erection of a new saw mill at Burnham's Point, near Peterboro.