

B. C. millmen will have very much better facilities for getting into this market.

VICTORIA.

This being a protectionist colony, the duties on dressed and manufactured lumber, and the fact that in the tariff "Oregon" is discriminated against, affects the importations and limits them largely to deals and other undressed stuff. The importations of the classes in which Canada is or might be interested were:

	1897. Feet.	1896. Feet.
Deals, total	2,061,500	4,429,600
From Canada	884,900	2,400,700
" Norway and Sweden	954,900	1,831,100
Laths, total number	995,400	1,006,000
From United States	739,900	1,002,000
" Canada	249,000
Oregon, total	10,130,000	11,318,000
From Canada	4,116,000	3,242,100
Staves, number	562,133	245,923
From United States	566,220	105,480
Undressed timber, total	16,942,600	17,743,100
From Canada East	2,400
" United States East	1,258,300	858,400
" " West	1,746,900	1,074,700
" New Zealand	11,994,300	13,329,000
" Norway and Sweden	220,400	1,082,900

It will be seen that there was not much change in the trade of the two years. The largest decrease is in deals, both Canada and Norway and Sweden sharing. There was a demand for spruce deals, but freight rates were high, and this stopped business. The Canadian trade would be much improved by a reciprocal tariff between Canada and Victoria. The duty on Oregon and the free admission of all other undressed timber bears more heavily on the west coast trade of Canada than on that of the United States. Having redwood and sugar pine admitted free, it is easier to make up a cargo in San Francisco than in Victoria. Spruce should find a market in Victoria and take the place of Baltic lining and shelving, as it does in Sydney when it can be had.

Business is improving in Victoria. There appears to be a slow but steady recovery from the crisis of five years ago, and should it be blessed with fair harvest, of which there is now a good prospect, the trade of next year will show a decided advance over that of this or several previous ones. When it is remembered that a large part of its area has suffered from drought for three years, ruining its harvests and lessening its output of wool and butter, its present condition is remarkably good. With more favorable seasons there will be a resumption of building, although mostly like the extent that characterized the boom years prior to '93, and a larger demand for lumber.

J. S. LARKE,
Canadian Commissioner.

SOUTH AFRICA

In South Africa there is quite a promising market for Canadian timber products, in which our exports have increased during the past two years. This may be said to be a new field, as it is only within recent time that any considerable shipments from Canada have been made. There is, we believe, a good market there for spruce and pine deals, scantling, doors, sashes, blinds and other manufactures of wood, while a limited quantity of red pine, elm, ash and oak logs could be placed. The consumption of hardwoods in British South Africa will no doubt gradually increase, as the furniture and other industries using this class of raw material are fast developing. In deals 16 feet is the average length for the Cape Town market.

One essential feature in securing a more extensive trade for Canadian lumber manufacturers is that the goods should be placed on the market at a reasonable cost, as competition from Baltic woods is very keen. The attention of the trade is directed to the following letter:

14 WALE STREET, CAPE TOWN, SOUTH AFRICA,
August 1st, 1898.

SIR, Since my last letter appeared in your journal, considerable improvement has taken place in the timber trade between Canada and South Africa, and I am pleased to note that cargoes from both the Atlantic and Pacific ends of the Dominion have arrived and are still coming, at least at this time Canada, with her timber and other products, is better known in this part of the world than ever heretofore. The transactions of the past two years have also had the effect of bringing the two colonies into

closer relations, and of seemingly reducing the mileage between them, and I have no hesitation in hazarding the statement that in the past twelve months the number of letters and cables passed between South Africa and Canada will show an increase of tenfold over any previous like period.

All this would indicate that business has begun to be done, and in my opinion it will continue so long as Canadians remain alive to their interests here, and no longer. With the exception of the timber trade, all cargoes have been coming, thus far, through the port of New York, there being a couple of steamers and sailers leaving there for South Africa each month, and so long as present bonding privileges and competitive freight rates to New York continue in force, there is not much to grumble at in that port as an outlet for Canadian general shipments and small shipments of lumber. In fact, before the United States put the new tariff on Canadian lumber, large quantities of Canadian pine were shipped here by American firms by the regular steamers and sailers from New York, which trade should now be continued by Canadians. This channel can therefore be utilized by shippers for the purpose of getting small sample shipments here.

I might say that the principal woods imported into this colony are deals 3"x9" and 3"x11", flooring boards, ceiling, clear pine and pine boards, planed on all sides and in the rough, and pitch pine logs.

During the year 1897 there were imported into this colony: Deals, 24,987 standards; ceiling and flooring boards, 13,755 standards. I have not obtained a return of the imports of pine boards, etc., which would be large, and the returns are not further classified.

Apart from spruce and pine, the major part of these imports is from the Baltic, but recently a new wood to the trade, called "fir," has been introduced here, and several cargoes have been shipped in from Tacoma, Washington Territory, and Vancouver, B.C. The advantage which Baltic timber has had over spruce and red pine is in lengths, as well as being slightly better in quality and more suited for building purposes and joinery work; but this country demanding long lengths, seems to have given fir a temporary advantage over all, in which deals are now being landed, from 40 to 50 feet long, without a knot.

There seems to be considerable sap in this fir, however, which is also loose in texture, and it is possible that it may not fill the requirements of the market. There is a market here for spruce deals and pine, and the Baltic being closed during winter months, betters the chances so far as the Maritime provinces of the Dominion are concerned, and longer lengths are produced in the provinces than in Quebec. Deals should be 3"x9", and as long as possible; other sizes do not sell well, as all building specifications are made out for 3"x9" sizes. White pine should be shipped say 12" and up x 1", and should be as long as is produced, planed on all sides. It is called "shelving" here. Clear and strictly clear pine boards should be rough, 1 1/2, 2, 2 1/2 and 3" thick, 12" and up wide, and of good length.

I believe the day will soon come when spruce flooring, ceiling and finish will hold a good place with the trade here. As for hemlock, a product of the Maritime provinces, and, I believe, a very good wood, nothing is known of it here, and until a sample lot is received nothing will be heard of it.

I take this opportunity of advising the merchants and mill owners of the Maritime provinces that I have opened here, under sanction of the government of the Dominion, a building wherein exhibits of all kinds may be placed free of charge, and intending exporters are invited to correspond with this office and send samples and form of invoice f.o.b. at port of loading, of goods they are able to supply.

We can without difficulty dispose of car load lots, out of which we can retain samples for exhibition purposes, and we have concluded an arrangement with Mr. J. B. Small, export agent, 30 State street, New York, to attend to transshipments, secure space for shippers, and to advise as to ocean freight rates and sailings. Railway companies will, however, grant through bills to South Africa on car load lots, in which case their own agents attend to transshipment.

Thanking you, Mr. Editor, in anticipation of again being allowed space in the columns of your valuable journal, I am,

Yours truly,
THOS. MOFFATT.

OTHER COUNTRIES

UNITED STATES.

THE United States market is so well-known to Canadian lumber manufacturers as to require but brief mention here. In the year 1896, with free lumber, our exports of lumber to that country were, approximately, 800,000,000 feet, valued at \$9,000,000. There were also exported shingles, lath, scantling, ties, pulpwood, etc., to the value of about \$5,000,000. Since the coming into force of the Dingley Bill, in July, 1897, our exports have fallen considerably. The duty on white pine, spruce and hardwoods excepting basswood, sycamore and white oak, is two dollars per thousand feet. These latter are subject to a duty of one dollar.

FRANCE.

This country is quite an extensive importer of timber products, her chief supply coming from Norway and Sweden. Recently some Canadian lumber has been imported, which seems to have met with favor, and the outlook for an extension of the trade is believed to be promising. The Dominion trade and navigation returns give the export of spruce deals to France in the year 1896 as valued at \$110,000, but there is little doubt that this estimate is altogether too low. The average price of 3x9 inch deals at Bordeaux, one of the chief importing points, is 160 francs per standard c. i. f. This is equal to about \$32 in Canadian money.

HOLLAND AND BELGIUM.

These countries also import lumber extensively, the native supply being entirely inadequate. Norway and Sweden furnishes the bulk of the import. Taking the port of Amsterdam alone, we find that in the year 1897 there were received 178 cargoes of wood goods. Zaan-dam received 142 and Harlingen 72 cargoes. Belgium imported \$20,000,000 of lumber in the year 1897. There is a market there for spruce and pine. Indeed, many kinds of lumber would be saleable, providing it is light, properly sawn, squared, and free from rot. The usual dimensions are from 2 to 8 inches in width and from 60 inches upwards in length. The rates of duty assessed on all lumber imported into Belgium are, per cubic meter (35,316 cubic feet), as follows: Oak and walnut wood, and building and cabinet woods other than oak or walnut, in logs or unsawn, and joists and pieces of lumber in the log or unsawn, less than 29 inches in circumference, \$0.19 1/2. Building and cabinet woods (except oak and walnut): Beams, sawn, \$0.38; beams, otherwise prepared, \$1.16; sawn beams, planed, \$1.74; all other lumber free.

Exporters of lumber desirous of increasing their trade in Belgium must conform to the usage of the country in their methods, especially in the system of measurement. All lumber sold is quoted by the cubic meter; any other method of giving quotations is unintelligible to Belgian dealers, and all price lists should be made on this basis. Correspondence should be in the French language, and care should be taken to employ the correct technical terms in describing the variety and condition of lumber offered, as confusion is very apt to arise.

SPAIN.

Concerning the Spanish market Mr. J. Carreras-Ferrer, timber agent, Barcelona, writes as follows. "It is a singular fact that the imports of Canadian produce into Spain should be so limited, and show no signs of improvement. This apathy is due to lack of knowledge on the part of Canadian manufacturers and exporters. I would strongly advise that they appoint capable agents, thoroughly experienced and knowing perfectly the requirements of the different districts of Spain. This country offers a vast field for trade in Canadian wood products, such as pine, hardwoods, wood pulp, etc., and more especially spruce, which is required in large quantities for casing alone, on account of the quantity of fruit produced. The market deserves attention, and Canadian shippers who will take it up in earnest will reap the benefit of their enterprise. Business is of a most sound nature, no consignments, shippers have no interference with Spanish dues or duties, contracts are made for entire cargoes, both by steam and sailing ships, for determined specifications, at prices in sterling per standard f.o.b. at shipping points, and sometimes c.i.f. Recent sad international