

more rational utilization of the material at hand and by greater regard to the production of a future crop.

Referring to the mooted withdrawal of the import duty on manufactured lumber, he states that from an inspection of the import statistics it appears that the import duty laid upon manufactured lumber in 1872 had the effect at first of decreasing importations from Canada by from fifty to sixty per cent. in 1876 or 1877, when again an upward tendency of imports began. Comparing the importations of the last three years with those of the preceding three, however, there is noticeable again a decline in all classes of forest products from the amounts to which the same had gradually increased up to 1884, when the importation of manufactured lumber reached nearly the same amount that was imported in 1872.

For the decrease in unmanufactured wood the Canadian export duty of \$2 on logs may serve as explanation, but other causes must have worked to effect the reduction in manufactured lumber in the face of decided enhancement of value of the pine product. Difficulty of access and increased distance from the market is probably the explanation.

This decline in importations appears as follows:

Importation.	1882-'84.	1885-'87.	Per cent. Decline.
Manufactured lumber.....	\$21,510,765	\$19,185,504	10.8
Wood, unmanufactured.....	10,404,474	8,522,165	18.3
Manufactures of wood.....	5,653,020	4,801,404	15
Fire-wood, hop-poles, railroad ties (no duty).....	3,005,945	2,099,415	32.5

That the existence of the tariff would have had any other effect upon our forest resources than to hasten to their depletion could not very well be expected. It is also reasonably certain that the larger margin created by the import duty and the consequent stimulated home competition have induced a more wasteful utilization of the standing supplies, while competition of foreign raw material might have necessitated a closer working or delayed the opening of distant forest areas.

At the present stage of development, however, it seems, so far as the saving of standing supplies is concerned, there need be no fear nor hope from foreign competition, for 'the quantity of standing pine in the United States and Canada is reduced to a condition of absolute control; it is held in strong hands on both sides and will not be lightly frittered away.' The stumpage price, which has lately advanced as never before, will necessitate the upholding of present values of manufactured lumber, and an advance of prices is as certain as a decrease of supplies. He concludes that an unbiased weighing of the arguments advanced on both sides leads to the conclusion that the removal of the tariff on lumber would have no appreciable effect upon the price to the consumer, not be detrimental to the lumberman's or saw-mill business, nor in the least affect the laboring man; but at the same time no appreciable benefit towards preservation of forest and forest supplies need be expected at this date from such removal. Possibly positive local advantages may be gained, if by such competition local manufactures were encouraged and the shipping of raw material made less profitable.

OUR WOODS AND FORESTS.

The report of the Ontario Commissioner of Crown Lands for the year 1887, under the heading "Woods and Forests," contains some very interesting information.

The total amount collected from this department for 1887 was \$990,855.43, or, excluding the sum paid on account of the sale held in December, \$590,897.07, as the revenue from timber dues, ground rents, etc. This sum was considerably less than the estimated amount, and the shortage is attributed to the quantity of logs "hung up" in the streams, owing to the lowness of the water consequent upon the exceedingly dry season. Besides, a good deal of the winter's cut was left in the woods, owing to the extraordinary depth of snow, which rendered hauling difficult and expensive. For these reasons many mills were obliged to shut down early in the season.

The lumber trade of the year was, on the whole, satisfactory; there was no period of inaction, and sales were brisk. The early part of the season proved dull for waney and white pine, and prices were unsatisfactory, but later prices stiffened and a healthier feeling prevailed.

Certain districts on the Muskoka and Petewawa waters have become dangerously exposed to fires, on account of settlements taking place upon and contiguous to them, a sale was held of the more exposed portions, aggregating 459 square miles. This sale was attended by representative lumbermen from all parts of Ontario and the United States, and the prices obtained were satisfactory, being much in advance of any previously obtained. The sum of \$1,313,750.50 was realized for the 459 miles, giving an average of \$2,859 per square mile.

The tariff of dues upon timber was raised from 75 cents to \$1 upon sawlogs, and upon square or waney timber, from 15

to 2 cents per cubic foot. These changes came into effect on the 1st of May.

The employment of Fire Rangers cost \$15,000, a much larger sum than either of the two previous years, which is accounted for by the drouth. As the licensees pay one-half the cost of the service, the net cost to the Department was only \$7,500. From the reports received it is estimated that by 110 distinct fires 200 millions of feet, board measure, of pine were badly damaged, and the total loss was placed at \$70,000. There is no doubt, says the report, that the presence of the Rangers, and the prompt and active measures taken by them, materially prevented and substantially reduced the losses.

Not only so, but the licensees were supplied with reliable information as to the quantity of timber damaged, its situation and the force necessary to handle it this season before the grubs had time to seriously damage it, by which an enormous sum was saved the province and the licensees.

The principal causes of fires are stated to be carelessness of settlers clearing land, river drivers making fires for cooking, smudges, etc., careless hunters, fishermen, tourists and explorers, and, in one or two instances, sparks from locomotives. The Commissioner urges the necessity for reducing the danger from these sources to a minimum, as "the careless throwing down of a match might cause millions of dollars' worth of the timber wealth of the province to vanish in smoke," and is of opinion that timber berths should be sold by government as soon as danger is threatened by the advance of settlement, as by such a sale a bonus is at any rate obtained and a closer supervision exercised. No serious fires were reported in the unsettled regions of Algoma, Thunder Bay, or Rainy River districts.

ARTISTS IN THE LUMBER TRADE.

They have interesting methods for working the lumber business down in Surveyor General Mitchell's County and its vicinity. A Calais, Me., despatch to the *Bangor Commercial* reports on it as follows:—

Down the St. Croix river are annually floated immense quantities of logs from the logging camps along its course. The mills at which these logs are converted into lumber are located at Fredericton, Edmundston, Woodstock, Benton, Deer Lake and Magagadavic in New Brunswick, and at other points nearer the mouth of the river. The proprietors of these mills are also owners of wharves at St. Stephen, on the New Brunswick side, and in Calais on this, to which they transport the lumber as fast as manufactured. From St. Stephen this lumber is floated in rafts or scows across the river to Calais, and then stored for future sale or immediately loaded upon American schooners, owned by these lumbermen, for transportation to other American ports. On the face of this, all is legitimate.

Lumber, the product of American forests, is admitted free of duty, while upon foreign lumber, the product of foreign forests, various rates of duty are imposed. Rough logs are also duty free. Hence an American mill owner may import Canadian trees and convert them into American lumber and pay no duty. The Canadian mill owner may import American trees and export the product to America duty free. During the investigation it has been learned that the mills at Deer Lake, Benton, Magagadavic and Edmundston, N.B., are stocked entirely with Canadian logs, while those at Woodstock, and Fredericton and others near Calais, are partially stocked with American logs, many of them, only approachable from Canadian territory, and have always been regarded as located in Canada. Yet it is asserted by those well acquainted with the matter here that these mills have for years been operated as American mills and their products admitted free.

In order to evade the duty these properties have been denationalized and practically annexed to the United States. This business began some 20 years ago and was practiced as lately as two years ago.

Until the abrogation of the reciprocity treaty the mills at "Upper Mills," opposite Baring, Me., were Canadian mills, and located in Canada. Since the expiration of that treaty these mills have become American and the ground they stand upon a portion of United States territory.

To such an extent has the practice of changing nationality of real estate and entering lumber by false declaration obtained that it is believed here that the total amount of which the government has been defrauded will reach millions. For example at this port alone, in the last quarter of the fiscal year ending June 30, 1886, over 6,000,000 feet of lumber and laths were entered. Of this amount over 3,000,000 were admitted free; as original product of the State of Maine. Under this provision, the entire timber product of the Dominion could be admitted to free entry. The lumber-kings of this vicinity have not been slow to take advantage of their opportunities. They are mill owners in Canada and log owners in Maine.

One tree looks like another of the same species. They are shippers in Canada and consignees in the United States, and when, as often happens, to antagonize them is to destroy local interest, there is but slight check upon the efforts to defraud. Treasury regulations provide for a verification of the timber cut in Maine and manufactured in New Brunswick by special instruction. This has been found to be impossible, however, and now practically the only voucher for the American origination of the lumber is a statement of the survey usually by a Canadian, in the employ of the logger.

To this the *Miramachi Advance* adds: "The far-seeing operators of the St. Croix lumber regions bought up the Crown Lands on which they operate, years ago, and it is their influence, together with that of the other private owners—such as Mr. Gibson, The New Brunswick Railway company and the Nova Scotia Land company—that prevents the New Brunswick government from relieving the Crown Lands operators in other parts of the province of the excessive stampage tax which is still levied upon them."

WINTER SHIPMENT OF LUMBER.

At a recent meeting of the St. John Board of Trade the matter of railway freight on lumber was brought up, and the statement was made that if lumber was carried from the North Shore to St. John in the winter at the same low rates that coal was carried to the upper provinces that a great deal of lumber would be sent to St. John for shipment instead of being held over till the opening of navigation in the spring.

Hon. Pugsley, says the *Miramachi Advance*, said that in conversation with a large lumber merchant from the North Shore he had learned that after the ports of the North Shore are closed it is necessary for the operators to hold their lumber over until the following spring. The gentleman to whom he had spoken thought it of greatest importance to the port of St. John that the government should cheapen the freight on lumber to St. John. By this means from \$50,000 to \$60,000 of additional business would be done in St. John during the winter season. The arrangement would benefit both railways and the city. He moved seconded by Mr. McCready, as follows:

Resolved, That the Intercolonial railway authorities be urged to take into their favorable consideration the matter of fixing special reduced rates with a view of enabling shipments from points on the North Shore to be made through the port of St. John, and that a similar request be made to the New Brunswick Railway Company and the Northern and North-Western Railway, with a view to encouraging the bringing of lumber over those railways to this port for shipment. Carried.

When it Pays to Advertise.

In this time of dullness and depression in business it becomes every good, solid, and far-sighted business man to advertise freely and largely in the trade journals. When such time as these come buyers are anxiously and carefully scrutinizing their pages to find the best places to purchase. In flush times with money plenty, they don't care so much, but now when all the corners are cut, and every dollar expended carefully and economically, those firms who advertise get the full benefit of their advertising. Go into any city and you will find that the only firms whose order books are filled are those who advertise liberally and persistently. It is this, and not occasional and spasmodic, that pays. Fairbanks used to say that he advertised all the time, and as much when his books were full as when demand was dull; that he maintained his business at an even, steady flow by keeping his goods and name constantly before the public, never allowing them to be forgotten, and his success justified his course. An even and steady demand caused by constant and regular advertising, a demand that can be counted on, and preparation made for it, is much better and more profitable than the same amount of orders received in an irregular and uneven manner, sometimes running overhanded, and sometimes shorthanded, taking and discharging workmen according to business.—*Southern Lumberman*.

THE LONGFORD MILLS.

On Thursday, Aug 30th, the Longford mills were inspected by the president of the Grand Trunk Railway, Sir Henry Tyler, and party. Sir Henry Tyler, Jos. Hickson, Esq., General Manager, S. Barker, Esq., and Mr. Sargent, General Traffic Supt. of the Grand Trunk walked through the mills and were astonished at the magnificent display of well manufactured lumber in the beautifully put up piles that grace the two yards—one of the finest displays they have had the pleasure of witnessing. Sir Henry and party expressed themselves highly delighted, and were very pleased to think that the very large output of this gigantic enterprise all passed over their system of railways.