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MANUFACTURES OF WOOD.

Canada has been called a "wooden country." How far this is properly a term of reproach we cannot say; but seeing that wood in the raw stage of squared logs or lumber, forms \$25,000,000 worth, or say a fourth in value of our yearly exports, and that we send abroad a considerable aggregate of manufactures of wood besides, we may well bear the nick-name. Let us, however, eschew such wood goods as wooden nutmegs or hams. We ship to Europe, already, tool handles, broom handles, carriage spokes, hubs and felloes, spools or bobbins, brush backs, &c., &c., in considerable quantity. We might do more in the direction of wooden ware export and indeed it seems to us that, in this, as in other lines, Canadian manufacturers will have to look about them for foreign markets, since the means of production, over-stimulated as they have been are outstripping the home demand.

A recent article in the St. John Sun deals with the subject of "a market for wooden ware," and alludes to the extensive business done in Great Britain and the Continent by American makers of wood goods, as an encouragement to New Brunswickers to go and do likewise. Some of them have gone, and have done well. Others in that province as elsewhere, being less prudent or less fortunate, have not found any bonanza in the venture. But here are the facts: Great Britain and other European countries use enormous quantities of wooden goods, and they are largely made in the United States and shipped from Boston and New York. Why should not Canada, whose supplies of timber are nearer the sea-board compete successfully? It can be done; but it is not likely to be done in a day. Nor is it to be done without observation and pains. Some of the requisites are thus set forth in the Sun's article:

"A knowledge of the English market is essentially necessary at the outset, no matter what kind of wooden manufacture may be decided upon, and in no way can this be more accurately secured than by personal observation and investigation; indeed it would be advisable for our manufacturers to place a practical man in England, one thoroughly acquainted with our woods," to meet the deals and manufacturers there. Such a man, it is contended, could settle all preliminaries and put the Canadian and home manufacturers in direct communication with each other, for much of the supply of such wares will be required in an unfinished state, to be put together after their arrival in England.

"Goods must invariably be consigned to people who understand this special branch of trade, one great cause of failure in the past being due to the fact that our New Brunswick manufacturers sent their wares to personal friends, such as ship brokers, etc., who were to-

tally unacquainted with what was going on outside of their own lines, and who did not know how to dispose of the goods when received, to the best advantage. Pieced goods, such as boxes of all kinds, etc., must be packed in the smallest possible compass, so as to reduce freight charges to a minimum, and should be consigned to parties who can put them together before placing them on the market. In all cases, samples must be secured from England, and when received must be carefully reproduced, the slightest deviation often ruining their sale."

In this, as in other business, it is a fatal mistake to employ as salesmen persons who have not a practical acquaintance with the market. The other circumstance referred to, which we have italicized, is one of great importance. The English, the Scotch, the Australians, and the Brazilians, when they grow accustomed to a certain style of shoe, shape of butter tub, description of rocking chair, will use no other. The lack of a certain tiny flourish on a shoe-top, made in silk with a sewing machine, as per sample, has been known to spoil the sale of a thousand pairs. And Brazilian firms will refuse to buy, or even to sample, the choicest lard or good kerosene, simply because it lacks a customary brand or is put up in unaccustomed packages. Therefore, specimen articles must be reproduced with the utmost exactness, and the fancies of the foreigners must be catered to in respect of package.

Mr. James L. Fellows, a public-spirited citizen of St. John, has been making enquiry abroad in the interests of his province, about wood pulp and other products of Canadian wood for export. And he has furnished valuable data. Mr. Ira Cornwall, jr., who is at present in this country, has been doing likewise, and gives the result of his enquiries to the journal we have quoted. Says Mr. Cornwall, he is speaking of New Brunswick:

"Chief among the articles that can be manufactured here with profit are packing boxes of all sizes, our woods being really better suited for this work than those found on the continent. Salt and fish boxes are also required in endless quantity. Window sashes, casings, doors, and door casings of the better class of woods can be sent to England at a good profit, though it is doubtful if it would pay to compete with the United States in sloop work of the cheaper wood.

Laundry and kitchen tables and patent folding tables are in demand; also cloth boards, pastry boards, rolling pins, potato mashers, wooden bowls of all kinds, clothes horses, wringers, towel rollers, ice-cream freezers, knife and fork boards and boxes, wash boards (a very large item), pails, tubs, churns, and handles for brooms, mops, hoes, rakes, hammers, hatchets and edge tools generally.

There is a large demand for common wood bedsteads, much of the supply of which article

is now received from Boston; while chairs and furniture in parts, hat and clothes wall racks, step-ladders, folding and patent ladders, bench screws, bobbins and spools are standard articles in unlimited request. There is a limited demand for shoe pegs. Toy or miniature washtubs, pails, chamber sets, wagons, wheelbarrows, log cabins, bureaus, sand mills, and fancy boxes, with some taking novelties, from a special line that could be sent to England with profit to all concerned.

House fittings and furniture made according to the architects plans, open up a line for the higher class of wood work which could be operated by a competent agent on the spot, supplied with sample woods, etc., who could negotiate directly with the architects. Indeed the present is a most favorable opportunity for initiating this industry, as mahogany and dark wood generally are now considered bad form in England, the lighter woods taking their place. A factory could here find a field for the manufacture of immense quantities of the better class of flooring, borders and base boards, wains cottings, window sashes, doors, carved mantels, etc.—the furniture of the house to correspond with its woodwork from designs by the architect. * * *

Special attention must be paid to the manufacture of spools and bobbins. The very best seasoned woods must be used, and the articles made to an exact gauge. As silk, etc., is reeled not measured, the necessity for accuracy in the size of the spool is obvious. There is tremendous demand in England just now for Venetian blinds; while ships' furniture presents another line in which very much can be done.

Mr. G. Flowwelling, a New Brunswick manufacturer, who has devoted much time and care to obtaining a knowledge of the English and West Indian market for wooden ware, in speaking of the vastness of the field awaiting the enterprise of New Brunswickers, says:—"Properly worked, this business is large enough to keep every mill in New Brunswick, and many more, running full time to supply the orders that would come to hand."—*Monday Times*.

LUMBER TRADE OF FRANCE.

In viewing the lumber trade of France during 1883, the *Marchand de Bois*, of Paris, says the lumber dealers generally did not regret to see the year's business brought to a close, as it had been for the most part an unprofitable one, and the number who did profit by it were quite limited.

The year had opened with excellent prospects; with stocks moderate; but the anticipations were early in the year dissipated by unexpected complications in the industrial affairs of the country. Those who had made purchases at the beginning of the season had every prospect of selling at a profit, but the status of the out-

put was of such a character as to alarm the larger dealers; they forced their goods on the market and disturbed values. The fall in prices was hastened without apparent cause, but was in the main attributable to the general stagnation of affairs throughout the country, especially the department of building. This stagnation seriously manifested itself in Paris, where the excess of construction was first felt.

To show the extent of the decline in prices, it is necessary only to quote comparative prices of a few dimensions. White wood timber which brought a remunerative price at the close of 1882, declined in one month from 20 to 25 francs per standard (\$2 to \$2.25 per 1,000 feet); and battens of good ordinary quality, that brought 120 francs (about \$23) fell to \$90 to \$95 francs, and planks which were readily sold at the beginning of the year at 120 to 140 francs, fell to 85 francs. Notwithstanding this heavy decline in values, failures in the lumber trade were very rare.

The year 1884 opens with cheerful prospects. Stocks are small, and if the affairs of the country generally does not receive a back set the lumber trade of the year promises to be satisfactory. In the import trade steam was largely used, but there is always a demand for sailing vessels, as a number of the French ports do not possess sufficient water for steamers. During eleven months of 1883 there were imported into France from the Baltic, Canadian and pitch pine ports, 135 million tons, against 155 million for the month of 1882.

Redwood.

Humboldt county contains 450,000 acres of redwood, which is estimated to cut on an average, 100,000 feet to the acre. On this are at work about fifteen mills, with a capacity of 20,000 to 30,000 feet each per day; altogether probably near 600,000 feet of lumber a day is cut in the county. The whole amount of redwood in the State is estimated by the Census Bulletin at twenty-five billion, five hundred and fifty million feet, and as an idea of how much is consumed it may be of interest to know that 186,735,000 feet were used up in the year ending May 21, 1880. This consumption has increased enormously since then, and the amount must be now very much greater, as they are now supplying a very large foreign as well as domestic demand.

The Uses of Paper.

There seems to be no limits to the manufacture of articles made of paper. Houses, smoke stacks, steamships, are among the recent products, and now we are told in earnest that experiments are carried on to make boots and shoes from paper. Well, there is no telling where invention will stop in our present age, and although we may doubt the success of this attempt, we cannot deny its possibility.