

THE RETAILER AND Wood-Worker

MR. WILLIAM EDWARDS.

We have pleasure in presenting to our readers the accompanying portrait and particulars of Mr. William Edwards, lumber dealer, of Brantford, Ont. Mr. Edwards was born in London, England, in the year 1851. After leaving school and engaging in different branches of business there, he resolved to remove to Canada, arriving here in 1872, and after visiting different parts of the country decided to locate in Brantford, embarking in the lumber business. Under his able management his trade has grown to large dimensions, and now embraces lumber, cement, coal and wood. By a visit to his yards and mills, situated at the corner of Grant and Winnett streets, West Brantford, the visitor will find them commodious and well equipped. The mills are furnished with the latest machinery and every convenience for handling his large trade, all departments being in a high state of efficiency. The shipping facilities are excellent, tracks running into the yard. Mr. Edwards' yards are well stocked with the different grades of lumber demanded by his extensive patronage. He makes a specialty of hardwood lumber, in which his dealings extend over a large part of Canada. His coal, wood and cement business is also extensive.

During his business career the subject of our sketch has been largely interested in timber limits



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throughout Ontario, his judgment of standing timber being well known among lumbermen as very accurate, and his services being often in demand as a valuator. He has handled a number of limits in different parts of the province, converting the standing timber into lumber with portable saw mills, and giving employment to a large number of men.

Mr. Edwards is held in high esteem by his fellow townsmen. He has unbounded faith in the future prosperity of Brantford, having already

invested considerable money in real estate. His staff of employees are at present very busy in getting out the first consignment of lumber for the city contract, which he has again secured this year for the third time.

With an active and vigorous mind and body, Mr. Edwards attends to all of the many details of his business, giving it that keen supervision which has made his business ventures so uniformly successful. His kindness of heart and courteous manner has procured him many friends in all parts and among all people with whom he has been brought in contact. He is an old subscriber to THE LUMBERMAN, and states that the perusal of its columns is always a pleasure, and that no up-to-date lumber dealer can afford to be without it.

BREAKING SHINGLE BUNCHES.

How much money has been made, or rather lost, in the selling of a part of a bunch of shingles? The aggregate would no doubt be large if it was only known. I never yet met a man, aside from those who were, or had been in the business, that knew what a shingle was, says C. H. Ketrledge, in the Mississippi Valley Lumberman. A shingle was a shingle to them, whether it was wide or narrow, and for that reason this one item in the details of retailing lumber is the cause of much dissatisfaction on the part of him who wants so many shingles and thinks the dealer is beating him in his charge for them. It is generally known that 250 of them make a bunch; they figure it out that way because four bunches make a thousand, and if you give a man two or three dozen of loose shingles it takes a good proportion of a bunch. Most dealers are in the habit of guessing at the value of them, but it rarely suits the buyer. I have a way of getting at this that suits me.

It is an accurate way of getting at it, and it can be shown to the buyer as a fair one. Instead of pulling them out of the end of a bunch, I break the band and take them from the top as they are packed. I then count the layers that are left, and charge the buyer for that per cent. of the bunch I have given him. To illustrate, there are twenty-five layers in a bunch. Supposing a customer wants two dozen, this will take on an average five layers, or one-fifth of the bunch. If you sell them at the rate of seventy-five cents a bunch your charge for this part of it will be fifteen cents. This is an easy method of counteracting

any charge of unfairness a buyer may make. He can see that you have charged him only for a just proportion of the value of the whole bunch. This is one of the many little things that goes toward the holding of your trade, for the probabilities are that by the overcharging of only a few cents you might lose the sale of several thousand shingles when the man has to shingle his whole roof.

MESSRS. HAWES & MATCHETT.

SITUATED on Ross street, in the city of St. Thomas, Ont., is the planing mill and factory of Messrs. Hawes & Matchett. This firm are among our leading wood-workers and contractors, and from their well-stocked yards supply a large quantity of lumber, principally to the local trade. Their planing mill, of which we give an illustra-



tion, is equipped with modern machinery, making it possible to produce goods at the lowest possible cost. Twelve years have elapsed since the organization of the firm, during which time a steadily increasing trade has been the result of energy coupled with business ability.

Mr. S. Hawes, the senior member of the firm, was born near London, Ont., in 1846, and after leaving school engaged in several minor mercantile lines before commencing his present business. Mr. Hawes was elected alderman for three successive years, then refused further nomination, is a member of the Oddfellows' Society, and is well-known and highly respected.

Mr. Edmund Matchett, the junior member, was born in the county of Haldimand in 1852. He learned the carpenter trade, and in 1880 engaged in the contracting business in St. Thomas, forming his present partnership five years later.

The trouble with too many in the lumber and shingle business is that they figure too much on their profit and forget their expense. They fail to remember that the profit side will take care of itself if the expense account is all right.

Wood veneer is used to some extent for doing up bundles, instead of paper. Curtain pole manufacturers, for instance, when shipping or delivering poles in small lots, wrap them up in veneer. It costs a little more than paper, but not much, and it is much better for the purpose. Poles thus wrapped up are less likely to be creased by the cords tied around them, and the veneer is a better protection from bruises in handling. The veneer used for this purpose is usually of elm wood and made in the same factories where the poles are made. Veneer is also used for wrapping picture mouldings.