

are backward the tone is tolerably confident. In iron and steel, the old country feeling is weak and both in Glasgow and North of England, prices favor buyers, who, however, are holding off, waiting to see the big stock in Connaught's yards reduced. Then the ship-building activity is slackening, which affects steel as well as iron. In Canada there is some demand for certain kinds of heavy goods, such as boiler plates and tubes, tank plates, &c., and a fair sorting-up trade is reported in shelf goods and general hardware.

#### LUMBER AND TIMBER NOTES.

Lumbermen on the Chaudiere are only fairly well satisfied with the result of the winter's work. A leading operator tells the *Ottawa Journal* that the cut of logs on the Upper Ottawa was much lessened by the lateness of snow early in the season, but the remainder has been favorable and it seems now that the cut this year will be about 10 per cent. larger than last year. Mr. J. R. Booth said that the season though backward at first had been very favorable since snow came. As there were unusually large gangs of men in the bush, he expected the cut to be larger than last year's. There might, however, towards the end of summer be a dearth of logs with some of the firms.

"Lumber shipments from Ottawa have been very slow during the last three months," said a prominent lumber merchant of the Chaudiere to a representative of the same paper, "and the lumbermen are anxious to get last year's cut off their hands before the sawing season opens. This lumber is of course all sold, but owing to the cold winter in the New England States, the dealers there have not been able to handle half the amount of lumber they usually do, and consequently all the yards at the Chaudiere are stocked with lumber which ought to be delivered to leave the piling grounds ready for this season's cut."

The declared value of the exports of forest productions from Ottawa to the United States during the month of January were:

Sawed lumber, 7,316,286 feet.....	\$100,176 62
Box shooks.....	4,178 16
Lath, 642,550 pieces.....	824 33
Shingles, 164,000.....	286 00
R. R. Ties, 7,486 pieces.....	1,592 00
Hemlock bark, 314 cords.....	1,570 00

Total.....\$108,627 11

This is an increase of 65 per cent. over January, 1886.

According to the *Courier* nearly as much lumber well be cut this season as last, by St. Croix operatives. Todd & Sons will cut about two-thirds as much, having a large stock of logs over. The operations of Murchie & Sons will include about 14 million feet; those of Gates & Wentworth about 10 million feet. Messrs. C. F. Todd & Son's cut will be about the same as last year; Eaton & Sons will cut about 18 million feet. Total about 55 million feet, as against 60 million last year. The winter thus far has been a fairly good one for logging operations.

—The figures of dry goods importations at Montreal for last month, manifestly show that the conservative policy apparent in this particular for some time past, has lost none of its force. Below are the returns for January '87 and January '88 compared.

	Jan. '88.	Jan. '87.
Cottons.....	\$280,377	\$308,366
Fancy goods.....	86,943	121,787
Hats.....	76,010	92,028
Silks.....	99,557	124,236
Woollens.....	320,986	460,044
	\$863,273	\$1,106,461

#### MANUFACTURERS' NOTES.

According to *Kuhlow's Review* of 25th January, the German leather manufacturers devoted themselves with particular success to the production of that class of goods which are known as "specialties" in the trade. "At the present moment, the leather makers are bringing out a calf leather which is an imitation of Italian walnut or chesnut wood. The success of the imitation is surprising and almost deceptive. Strange! that in the paper branch, leather is being imitated in paper, and now wood is being imitated in leather."

A new and economical steam motor, at work on the well-known chocolate factory of the Gebruder Stollwerck, one of the largest establishments in Cologne, is attracting attention from manufacturers. The machine is built on the treble expansion system with high boiler pressure. It only occupies a space of 8 metres length, 2 metres breadth, and 3.5 metres height. Its capabilities are 550 HP. and 200 revolutions. The consumption of coal is extremely small, being only 0.7 kilogrammes equal to say 1½ pounds per hour per HP. All movable parts of the machine are of steel. The system followed in the construction of the machine has already been largely adopted for ships, but for the first time for a stationary engine on land in the factory of Messrs. Stollwerck.

The following comparative list of failures in the timber and kindred trades, taken from Seyd's Commercial Circular, establishes the fact that, numerically, at all events, the year 1887 was more disastrous in failures than its predecessor. These figures are, of course, exclusive of private arrangements, of which there were many in both years.

	1886.	1887.
Wholesale timber.....	14	18
Builders, &c.....	311	351
Cabinet-makers, &c.....	53	69
Carpenters, &c.....	98	115
Coopers.....	1	2
Timber dealers and sawyers..	28	13

The employees in the Rochester shoe factories have just concluded a three months' strike at an estimated loss in wages and savings of \$750,000. It will take two years of saving to repair the damages. The loss of the manufacturers in rejected orders and custom turned away has also been very heavy. Their trade has been permanently injured. The strikers will return to work at the wages they might have earned all the time they have been idle. Was there ever conceived, asks the *Philadelphia Record*, a more bungling and costly method of arguing the wages question.

#### INSURANCE NOTES.

The new building, in Montreal, of the New York Life Insurance Co., will be a large one as we have already stated. It will also be a handsome one, judging from the illustration of the architect's design for it in the *Canadian Architect and Builder*, which has already given views of the Canada Life's new building in this city, and the new city hall in Hamilton.

Absolute immunity from loss by fire is seemingly not to be had in the most perfect appliances and mill owners and others should not delude themselves with the idea that they can dispense with the insurance company simply because their premises are supplied with all the modern conveniences for extinguishing fire. A case in point is that of the large paper mill of the Collins Manufacturing Company at North Wilbraham, Mass., which was burned recently. It was a model one of

its kind as to construction and was equipped with all the latest and most approved facilities for the prevention and suppression of fire. The loss was \$325,000 and was insured in the following manufacturers' mutuals for \$298,000:—Blackstone Mutual of Providence, \$10,000; Arkwright Mutual, Boston, \$30,000; Boston Manufacturers' Mutual, \$78,000; State Mutual of Providence, \$80,000; American Mutual of Providence, \$10,000; Worcester Mutual of Providence, \$20,000; Fall River Mutual, \$10,000; Firemen's Mutual of Providence, \$20,000; Enterprise Mutual, \$10,000; Mill Owners' Mutual of Boston, \$20,000; Cotton & Woollen Mutual, \$10,000; Paper Mill Mutual, \$10,000.

A good illustration of the ideas some people have of the nature of a fire-insurance contract, was given in these columns a few weeks ago. There had been a fire in a western Ontario town, destroying several frame houses and slightly injuring others. An insurance adjuster went to the place, and *instantly* his office was besieged by applicants, nearly every one wanting a dollar in cash for a dime's or a quarter dollar's worth of damage. One good woman put in a claim for \$60, "damage to furniture," and about the only damage she could show for it was a hole burned in a mattress. "Why don't you sew up that trifling hole?" asked the adjuster; when the woman replied indignantly, "Sew it up! who ever heard of sewing up furniture that is insured?" In another case of which we have heard more recently, a fire loss occurred on the premises of one of a group of neighbors, and the agent of a company, who had done his level best to settle equitably, was roundly abused because of his 'niggardly' treatment of the insured. "He only gave Mrs. Jabberwock twenty dollars for all her nice curtains and things; the mean villain! Sure an' he ought to have furnished her room all afresh, so, he ought, an' his company so rich, too." This small transaction (in the eyes of the neighbors) prejudiced Mr. E's reputation thereabouts, and it was hard for his company to get renewals of policies. However, one man was persuaded by our nice-looking friend to renew, which he does in the following letter, which expresses, we are told, his heart-felt sentiments, not the slightest irony being intended:

"MR. — DEAR SIR,

We have decided to continue our insurance with your company, please send us receipt for same. We only stipulate that when we are burnt out you will send a liberal-minded appraiser, a man who will have the interest of the insured at heart and will consider the interest of the company of secondary importance."

Yours truly,

THE DIFFERENCE BETWEEN. — A veteran agent of the Equitable Life Assurance Society says:—The difference in soliciting for life assurance in the far East and the far West is marked. In the East you court a man for six months as assiduously as you courted your wife. You join his church, meet him at the lodge, dine with him, finally get his application, then his policy, then wait on him a month for the premium. Beyond the Mississippi, and beyond the Missouri, you engage your man, and in fifteen minutes can have his application, and his note immediately. You give him a "binding receipt" for the premium, and in due course of mail deliver his policy to him. His note is protested, and you condole with the bank to which you sold it at three per cent. a month, and are amused to see it wrestle for the money, in which effort it generally comes out on top!