



MONTHLY AND WEEKLY EDITIONS

C. H. MORTIMER

PUBLISHER

CONFEDERATION LIFE BUILDING, TORONTO

BRANCH OFFICE:

NEW YORK LIFE INSURANCE BUILDING, MONTREAL

The LUMBERMAN Weekly Edition is published every Wednesday, and the Monthly Edition on the 1st day of every month.

TERMS OF SUBSCRIPTION:

One Copy, Weekly and Monthly, One Year, in advance..... \$1.00
One Copy, Weekly and Monthly, Six Months, in advance..... 50
Foreign Subscriptions, \$1.00 a Year.

ADVERTISING RATES FURNISHED ON APPLICATION

The CANADA LUMBERMAN is published in the interests of the lumber trade and of allied industries throughout the Dominion, being the only representative in Canada of this foremost branch of the commerce of this country. It aims at giving full and timely information on all subjects touching these interests, discussing these topics editorially and inviting free discussion by others.

Special pains are taken to secure the latest and most trustworthy market quotations from various points throughout the world, so as to afford to the trade in Canada information on which it can rely in its operations.

Special correspondents in localities of importance present an accurate report not only of prices and the condition of the market, but also of other matters specially interesting to our readers. But correspondence is not only welcome, but is invited from all who have any information to communicate or subjects to discuss relating to the trade or in any way affecting it. Even when we may not be able to agree with the writers we will give them a fair opportunity for free discussion as the best means of eliciting the truth. Any items of interest are particularly requested, for even if not of great importance individually they contribute to a fund of information from which general results are obtained.

Advertisers will receive careful attention and liberal treatment. We need not point out that for many the CANADA LUMBERMAN, with its special class of readers, is not only an exceptionally good medium for securing publicity, but is indispensable for those who would bring themselves before the notice of that class. Special attention is directed to "WANTED" and "FOR SALE" advertisements, which will be inserted in a conspicuous position at the uniform price of 15 cents per line for each insertion. Announcements of this character will be subject to a discount of 25 per cent. if ordered for four successive issues or longer.

Subscribers will find the small amount they pay for the CANADA LUMBERMAN quite insignificant as compared with its value to them. There is not an individual in the trade, or specially interested in it, who should not be on our list, thus obtaining the present benefit and aiding and encouraging us to render it even more complete.

TO VISITING LUMBERMEN.

Lumbermen visiting Toronto are invited to use the office of the CANADA LUMBERMAN as their own. We shall take pleasure in supplying them with every convenience for receiving and answering their correspondence, and hold ourselves at their service in any other way they may desire.

PROSPECTS FOR CANADIAN LUMBER.

If the articles which appear from time to time in the leading lumber trade journals of the United States are to be depended upon, it is only the question of a few days until the re-imposition of an import duty shall become an assured fact. But we are inclined to the belief that Canadian lumbermen need have little fear in this direction for a time at least. Certain it is that nothing will be done by the present government, and granting that the Republicans will regain control of affairs at the approaching election, the duty would not be imposed without a sufficient time being afforded for a reasonable consideration of all questions affecting the lumber trade. A duty on lumber entering the United States would probably mean that an export duty would at once be imposed upon saw logs by the Canadian government, and this step would prove disastrous to the Michigan manufacturers who now obtain their supply of logs from the Georgian bay district, and also to the pulp mills which are now supplied with spruce wood from our eastern provinces. The results of an import duty on lumber entering the United States would probably not be as serious as some may imagine. Glance at the figures representing the value of exports to that country of boards, deals, planks

and sawn timber for the past eight years. During the McKinley Act, when sawn lumber was subject to a duty of \$2.00 per thousand feet, they were: In 1888, \$7,497,78; 1889, \$7,804,163; 1890, \$7,744,954. In 1891, during which year the duty was reduced to \$1.00, the exports were \$8,498,046. Under the reduced tariff the figures for the following years were: 1892, \$7,539,766; 1893, \$8,217,331; 1894, \$6,134,204. In 1895, with free lumber, the exports were \$6,859,532. The above figures show almost as high an average for the three years under the \$2.00 duty as for a similar period with the reduced duty, while with free lumber last year the exports were below that of any other year with the exception of 1894. Allowance must be made, however, for the depression in the lumber trade which has prevailed in both countries during the past two years, and also for the fact that the market for white pine has of late been seriously affected by the increasing favor shown to the cheaper southern pine. A certain quantity of our lumber is bound to find a market in the United States, duty or no duty, and we believe Canada is in a better position to-day to battle with an American import duty than she was during the operation of the McKinley tariff. Each year she is becoming less dependent upon the United States for the disposal of her timber products. The English market in now consuming large quantities of our lumber and deals, while other nations are importing to a considerable extent and looking to Canada for their future supplies. Among these may be mentioned France, which under the new treaty is likely to be a large importer, the West Indies, South America, Spain, and Australia. In addition to the foreign demand, it is not improbable that the next few years will witness the establishment of a number of pulp mills, which will create a demand for spruce and other wood suitable for pulp manufacture. Already English capitalists are interesting themselves in the matter and are looking round for suitable spruce limits.

TREE CULTURE.

We are pleased to see that at least a few persons in Canada appreciate the fact that at the rate at which the forests of Canada are at present being cut down, it will not be very long before good merchantable timber will be a scarce commodity in this country. One of the persons who is thus looking into the future is Mr. Thomas Conant, of Oshawa, Ont., who, in the last two years, has planted about 12,000 trees, consisting of black walnut, red cedar, and shell bark hickory.

It is a well known fact that pine and other soft woods have of late been largely superseded in building operations by various kinds of hardwoods, more particularly maple and oak. In view of this change, and of the improbability that there will ever be a return of former conditions, the wisdom of replenishing our supply of hardwoods is clearly apparent. There are in Ontario alone thousands of acres of uncultivated land which might profitably be devoted to the growth of hardwoods for which there is likely to be the most demand in the future. Walnut, for example is in the greatest demand at the present time owing to its extreme scarcity, and there is no doubt that this wood will always bring a satisfactory price. Buyers in the Glasgow market are at the present moment deploring the fact

that it is impossible to obtain shipments of Quebec walnut such as they were accustomed to receive in former years, owing to the fact that the supply has become exhausted. This evidences the wisdom of the advice given the farmers of Quebec by the Hon. Mr. Joly some time ago to turn their attention to the cultivation of walnut.

We in Canada have been so accustomed to being surrounded on every side with an abundance of wood that few of us realize the rate at which it is disappearing and the nearness of the time when our forests will, to a large extent, have disappeared. It behooves us to make provision for the future.

DISHONEST BUSINESS TACTICS.

JUDGING by the reports which come to hand from time to time of attempts made by certain business establishments in the United States to swindle Canadian lumber dealers, one would naturally conclude that the opinion was prevalent that Canadians were possessed of a very meagre equipment of business sense and shrewdness. These would-be "sharks" will probably find out ere long that as a rule Canadian lumbermen are not easily caught in their traps. We have so frequently referred to this matter that we feel an apology is necessary for making any further reference to it, but a case in point cannot, in the interest of the trade, be allowed to pass unnoticed, showing, as it does, how every opportunity is taken advantage of to defraud shippers out of their just receipts.

A traveller for an Ontario wholesale dealer was given an order by an American firm for ten cars of $\frac{5}{8}$ and $\frac{3}{8}$ bicycle rim stock. Upon the order reaching the office the wholesaler, who had learned to be cautious when dealing with certain United States customers, did not feel justified in shipping the ten cars at once, but offered to send forward one sample car for acceptance before shipping the balance, which was finally agreed to by his customer. Placing the order with a mill man he sent his inspector to ship the car. The inspector discovered, however, that some of the pieces had been cut too small, and suggested to the mill man to remedy the matter. As the stock was carefully tied up in bundles, the miller agreed to send the car forward subject to inspection there. When the car was received a report came to the wholesaler advising him of the above fact, when he instructed his customer to reduce the $\frac{5}{8}$ stock which was too small to $\frac{3}{8}$ and reject any $\frac{3}{8}$ stock which did not meet the requirements as to size. The account rendered by the wholesale dealer was as follows:

10,175 pieces $\frac{5}{8}$ at $2\frac{1}{2}$ c.	\$254 37
3,800 " $\frac{3}{8}$ " $1\frac{3}{4}$ c.	66.50
	<hr/> \$320.87

Acting under instructions from the wholesaler, the stock was reduced and an account forwarded to him as below:

Freight	\$98.26
19 $\frac{1}{2}$ hours, time, 2 men and saw, at 75c. }	14.63
Edging strips too wide for planer..... }	
400 pieces short at $2\frac{1}{2}$ c.....	10.00
Discount of $\frac{1}{4}$ c. each on 9,225 pieces, $\frac{5}{8}$ run down to $\frac{3}{8}$, they being too poor for $\frac{5}{8}$	69.10
9,768 pieces $\frac{3}{8}$ rejected at $1\frac{3}{4}$ c.	170.94
	<hr/> \$363.02
Balance.....	\$42.15.

By the account the wholesale dealer was brought out in the debt of his customer to the