



"I was just stopping to see your *modus operandi*," explained the visitor in the sawmill. "We ain't got any," apologized the sawyer. "I've been tryin' to git the boss to interduce some of the new-fangled inventions, but he says the old-fashioned way is good enough for him." Happily, however, the census of millowners who are content with the "old-fashioned way" is distressingly small.

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It cannot be charged that the LUMBERMAN is much given to talking shop. I am sure no advantage is taken in this page to "toot one's horn," and as little in any other part of the paper. Nor am I going to make a break now. But the following talk by a level-headed business man is just good enough to find a place here, and also to be gummed up in some conspicuous place on the desk of every business man. "The employer who conducts his business on the theory that it doesn't pay, and he can't afford to advertise," says this writer, "sets up his judgment in opposition to all the best business men in the world. With a few years' experience in conducting a small business on a few thousand dollars of capital, he assumes to know more than thousands of business men whose hourly transactions aggregate more than his do in a year, and who have made their millions by pursuing a course that he says does not pay. Such talk in the year 1892 may well be considered ridiculous, and it requires more than the average patience to discuss the position of whether advertising pays or not. His complacent self-conceit in assuming that he knows more than the whole business world is laughable, and reminds us of the man who proved the world doesn't revolve by placing a pumpkin on a stump and watching it all night, basing his calculations on the result. If advertising doesn't pay, why is it that the most successful business men believe in it?"

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In his annual address to the shareholders of the Merchants Bank, Mr. George Hague, the veteran manager, usually directs a part of his remarks to lumber affairs. With agencies widely scattered throughout the Dominion, and through them brought into intimate contact, no doubt, with many prominent lumbermen, his resume of the lumber situation must always command deserving consideration. In his address of a fortnight since Mr. Hague said: "Last year and the year before were years of heavy losses in the lumber trade—no new thing, by the way. Important failures took place both in Canada and England. (In one of these we were interested, but our securities brought us out with only a small loss). The reason of these failures was the common one of parties, on the strength of a good year's trade, plunging into enormous operations far beyond their means to carry through. Production has now been curtailed and most of the goods we are chopping this year will be sold to advantage. Sawn lumber has had an average year, and with the exception of the Toronto building trade, the general demand is good. This line of business requires not only a heavy capital to carry it on successfully, but also an extraordinary degree of vigilance. Multitudes of operations are carried on over widely extended tracts of country, and anything like an easy-going style of conducting business will infallibly lead to ruin. Bankers know this to their cost. Painful as it is to think of labor and money thrown away, it is always too true that it would have been better for the banks and many of their customers if millions of trees that have been cut down and sawn up had been left standing in the woods."

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If I were writing for a religious newspaper I might refer to June as a month of church courts, for nearly all our religious denominations, and we have not a few of them, hold their annual conferences, synods, assemblies and gatherings, under whatever name one will call them,

at this time of the year. But it is straight business that is talked in this page; and if the churches have been having their innings the business community, as represented in the annual bank meetings, have also been taking a turn at the bat. I have given you in another paragraph on this page some utterances of the manager of the Merchants Bank on the lumber situation. In that case a Montreal banker speaks. I am going to give here the words of Mr. B. E. Walker, manager of the Bank of Commerce, the leading bank in this province. Mr. Walker is a thorough-going business man and he has always manifested an interest in the natural wealth of Canada that gives extra importance to anything he may say touching our agricultural, mineral, or forest resources. Of lumber he says: "We have little that is not favorable to report of the lumber and timber trade. In the Ottawa district the pine timber manufactured was less than three million cubic feet, and adding thereto the stocks held over from previous years on account of the bad state of the trade, referred to in my remarks a year ago, the entire stock held for sale amounted to about five million cubic feet, a quantity considerably less than the yearly product of the seasons 1888-89 and 1889-90. For this there appears to be a satisfactory demand at good prices, so that it may be said that the timber trade has quite recovered its tone, a remarkable and gratifying change in a comparatively short time. In the Parry Sound and North Shore districts very little timber has been made, but there is an increase in the manufacture of deals, the trade in which has also improved considerably. Notwithstanding a slight increase in wages, and more than usual expense in driving owing to the late breaking up of the ice and low water, the bulk of the cut of logs will reach the mills in the Ottawa district, and at a reasonable cost. The cut, with the smaller amount than usual held over, makes a stock exceeding last year about ten per cent., but keeps well below the excessive production of 1887-88. The cut of logs elsewhere also somewhat exceeds that of 1890-91. There has been an excellent market with some advance in prices in the United States, and a partial revival of the trade with South America, apparently indicating a return very soon to the demand which existed before the financial troubles of the last few years. The home consumption is still unsatisfactory because of the decline in building operations. The consumption of pulp wood is increasing very rapidly, and in view of our well nigh inexhaustible supplies of spruce this is a trade which will soon, if it does not already, occupy a place of great importance among the industries of this province."

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A fortnight ago I spent an interesting half-hour in the office of the Ontario Lumber Co., in the Yonge St. Arcade, chatting with Mr. H. H. Cook. Mr. Cook knows the lumber situation from A to Z. It matters little at what point the interviewer may attack him, his intimate knowledge of conditions, local and general, present and past, renders his response ready and complete. "I consider," said he, "that for some years we have been selling lumber in Canada at altogether too close prices. For my part our company has preferred to hold its lumber rather than part with it at prices offering. Who is most to blame for these conditions perhaps it is difficult to say, and yet there are some greater sinners in this respect than others. The commission men are responsible for their share of the evil. I am liberal in my views of commercial affairs, as you may know, and would not desire to put a bridle on any man's methods of doing business, so long as these are conducted honestly and above board. But when commission men are ready, for the sake of making a few dollars at the time, to sell lumber at a mere trifle above cost, it becomes so demoralizing to legitimate business that I am disposed to kick vigorously. This is what commission men are doing. They have no yard, they have no mill, they have almost nothing at venture in their transactions. They are out to sell lumber for the money that is in it for the day, be that amount ever so small, and beyond that they have no interest in the trade. The millmen, too, are responsible for some part of the decline in prices. I can name good-sized concerns who are among the biggest sinners we have anywhere. They'll be sorry some day. Not by any means have we a tremendous pull on the American lumber market, as

some lumbermen would have us believe. Every year the yellow pine of the south is coming more directly into competition with Canadian pine. This is more particularly the case as the stocks of Michigan pine have become lessened. There can be no doubt that Michigan is fast losing her grip as a pine State. With negro labor they have a great advantage in the south over lumbermen at any other lumber centre. It is not possible for any other class of workmen to compete against them. Why, even the Chinese have no show. And it is not as mere laborers, doing only logging and the rougher work of lumbering, where the negro is used. They are taken into the mill and educated into the work of sawyers and general mill mechanics. And in these positions a very slight increase in wages is given them above what they were getting when engaged in the most primary work of the lumberman. So we must look upon the lumberman of the south as no insignificant competitor with the Canadian lumberman." A mention of tariff matters brought from Mr. Cook the straight reply that as a lumberman he was undoubtedly in favor of free trade. "How a Canadian lumberman can hold any other view I cannot understand. We have seldom had a better advertisement of Canadian lumber interests than that furnished in the attack made on the Bryan free lumber bill by the Northwestern Lumberman. I wrote the editor thanking him for the agitation. Scores of Americans who knew little or nothing of our great lumber resources, to-day realize what immense wealth we possess in the product of the forest. And many of these are now doing business in Canadian lumber."

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"The Redwood district of California," said an Ottawa gentleman who had made a tour of the lumber districts of that country, "is confined to the counties of Humboldt, Mendocino and Sonoma, only isolated clumps of trees being found outside of this tract. I visited Casper, where the timber handled is chiefly redwood. The streams flowing through the redwoods are small and can only be used for log-driving purposes when there is an abundance of rain during the winter season. As this frequently fails, most of the lumbermen have constructed short tramways from their limits to the mills and bring in the logs by rail instead of by water. A visit to a redwood camp is both novel and interesting to Canadians. We mount one of the trucks of a logging train, which consists of a locomotive and ten trucks, and off we go over a well constructed railway ten miles in length. The train rattles along at a speed that seems somewhat reckless to the uninitiated. Jughandle creek is crossed on a bridge 145 feet high and shortly after Mitchel creek runs beneath us, 100 feet below the level of the rails. The height of these bridges does not add to our sense of security, but we soon leave bridges behind and dashing through cuttings twenty to thirty feet in depth and around curves innumerable, we descend with a gradient of seventy feet to the mile to the level of the creek. There the railway terminates and a gang of fifty loggers are at work among the mighty redwoods. Felling the tree is an important part of the work and good fellers command the highest wages. Two men work on each tree, using saws twelve feet in length. It takes half a day to fell a good sized tree, say from six to eight feet through. The fellers are followed by other sets of men, who cut the tree into suitable lengths, usually from ten to twenty feet. Another gang does the barking. The bark is from three to five inches thick and sometimes even more than that. When barked the logs are rolled upon the skidways by means of jack-screws and then comes the work of hauling to the roll-ways. This is accomplished by a donkey engine with 900 feet of wire rope. We now proceed to the coast, a run of about an hour. Here watch the unloading of the logs and see them go thundering down the chute which conveys them to the mill pond, 100 feet or more to the level of the track. The lumber on leaving the mill is loaded on cars which are hauled to the cliff above by means of a stationary engine. It is then hauled on tramways to the piling ground by mules, which are used to a considerable extent throughout California instead of horses. The lumber is shipped chiefly to San Francisco and Los Angeles. The vessels are loaded by means of a chute lowered from the cliff by means of spars and tackle."