

the European timber exporting countries to supply Great Britain with wood at very low prices.

The British have used the spruce and red pine for so long that they are thoroughly familiar and satisfied with the defects of the wood. They have developed a system of finishing their buildings, which enables them to use timber provided it is sound, regardless of the number of knots, it may contain. Although the British insist upon the very best of clear timber and the highest grades obtainable for certain industrial uses in ship and car building and in some public buildings and expensive private dwellings, practically no clear or select timber is used in over ninety-five per cent. of the buildings of the country. In the ordinary British house, store or office all woodwork is heavily covered with paint and the floor is a mass of knots. The builder, the owner and the tenant are satisfied with this class of timber and do not want a better grade unless it can be offered at a lower price.

The whitewood (spruce similar to Canadian spruce) and redwood (pine somewhat similar to Canadian red pine) imported into Great Britain are manufactured in many different sizes and grades. The sizes commonly carried in stock are:

1-inch and 1¼-inch by 3-inch, 3½-inch, 4-inch, 4½-inch, 5-inch, 5½-inch, 6-inch, 7-inch, 8-inch, 9-inch, 11-inch; 1½-inch and 2-inch by 3-inch, 3½-inch, 4-inch, 4½-inch, 5-inch, 5½-inch, 6-inch, 7-inch, 8-inch, 9-inch, 11-inch; 2½-inch by 4-inch, 4½-inch, 5-inch, 6-inch, 7-inch, 8-inch, 9-inch, 10-inch, 11-inch, 12-inch; 3-inch by 3-inch, 4-inch, 4½-inch, 5-inch, 6-inch, 7-inch, 8-inch, 9-inch, 10-inch, 11-inch, 12-inch; 4-inch by 6-inch, 7-inch, 8-inch, 9-inch.

The sizes vary in different ports according to the regulations adopted by local municipal bodies governing the sizes of joists and other building timbers. Sizes are also affected by local custom. All lengths are odd and even from 6 to 26 feet. All sizes cut in European mills are perfectly accurate, even and uniform, a point concerning which the British purchaser severely criticizes Canadian and American lumber. The various sizes of sawn lumber are roughly classified in the British market under trade names.

- Boards, less than 2 inches thick by 4 inches wide and up.
- Battens, 2-inch by 6-inch to 8-inch.
- Scantlings, 2-inch by 3-inch, 4-inch, 4½-inch, 5-inch, 5½-inch.
- Deals, 2 and up by 9 and up.
- Planks, larger than deals.
- Balks, 4-inch by 4-inch to 8-inch by 8-inch.
- Timbers, 9-inch by 9-inch and up.

These terms are used loosely and cannot be sharply defined. The methods of grading vary in the different Swedish, Norwegian and Russian ports. Even in the same ports or shipping districts different shippers have established individual interpretations of the grades. Each shipper marks every piece of lumber exported with his trade mark and a mark indicating the grade. The grades are not written or clearly defined and can be known only as the result of experience. The firsts from one port will be equal to the seconds or thirds from another and the firsts from a shipper in one port will sometimes average only a little better than the seconds from another shipper in the same port. This being the case, the importers adjust their prices for the better grades in accordance with their past experience of the shipper and the port from which he ships.

British timber importers have thus come to attach a great deal of importance to a trade mark and when the brand of a certain shipping firm has become known for uniformly good shipments they will pay a higher price for lumber so branded. Similarly when a certain shipping district has been shown to export timber of a higher quality or superior nature for working, they will pay higher prices for wood from that district.

As the grades are not clearly defined for the European timbers and as they are so variously applied, the custom of arbitration on shipments has been universal. The buyer, when buying a certain grade, bases his price on what his

knowledge and experience of that particular brand has been in the past. The contract allows the buyer 14 days after the arrival of the goods to make a claim for arbitration if the shipment is not satisfactory. If the goods are not satisfactory the buyer and the agent in England, acting for the shipper, examine the shipment to determine if it conforms, not to the theoretical grade, but to the average maintained by this particular shipper in the past for the grade under dispute.

It therefore becomes important for Douglas fir shippers if they wish to avoid claims, to maintain a constant interpretation of grading rules. A shipment that establishes an average quality superior to the grade called for will cause trouble with later shipments if the shipper is not prepared to adhere to this superior standard for future shipments.

The Archangel grades are better than those shipped from the Northern Swedish Gulf, and the Northern Gulf grades are better than those from Southern Sweden. In all districts from five to seven grades are established. There are practically no clear grades excepting the firsts from Archangel. The Swedish firsts contain tight knots up to half an inch in diameter, the seconds up to three-quarters of an inch, and the thirds do not contain so much clear as Douglas fir merchantable. All grades include sap. The remaining grades range down to sixths and sevenths, which will with difficulty hold together. Large quantities of timber are imported unsorted. In the unsorted shipments, there are very few firsts and seconds but chiefly thirds and fourths. The prices given below for the chief grades and sizes in use indicate the possibility of further competition from Canada, when freight rates are again normal.

Baltic Red Pine per M feet c.i.f. Hull.

	I.	II.	III.	Unsorted.
3" x 11"	\$43.60	\$34.00	\$28.00	
3" x 9"	35.80	31.00	28.00	
2½" and 3" x 7"	29.75	27.00	24.50	
2" x 5"				\$22.00
2" x 6"				23.70
2" x 7"				24.50

Baltic White Spruce per M feet c.i.f. Hull.

	I.	II.	Unsorted.
3" x 11"	\$35.30	\$30.50	
3" x 9"	31.00	28.50	
2½" and 3" x 7"			\$24.50
2½" and 2½" x 6"			24.00
1" x 9"	34.00	31.00	

Archangel Red Pine per M feet c.i.f. London.

	I.	II.	III.	IV.	Unsorted.
3" x 11"	\$42.15	\$37.35	\$25.20	\$19.20	
3" x 9"	39.60	32.55	24.00	21.60	
2" x 6"	30.00	24.00	20.50	18.75	
1" x 9"		35.00	27.00	24.20	

Archangel Spruce per M feet c.i.f. London.

	I.	II.	III.	IV.	Unsorted.
3" x 11"	\$30.00	\$24.50	\$22.00		
3" x 9"	25.20	21.40	16.60		
2" x 4"		28.50			\$23.70
1" and 2" x 9"	28.00	24.40	19.00		

The sizes for which the prices are given above are (with the exception of the 2-inch by 4-inch) those which are the most expensive to produce in Europe and therefore those in which Canada can compete to the best advantage. Large quantities of all the above sizes are used. The prices given are those ruling before the war. Taking into consideration the constant depreciation of grades and increase in prices in Europe, there is a very good prospect that a market will be found for the low grade material from British Columbia that shippers are now finding it difficult to market, when sawing export orders. When freight rates again become normal it should be possible to draw up the specifications for United Kingdom cargoes so as to take larger proportion of the log than is taken at present.

The British tradesman is known to be conservative. He is slow to buy a new article if the old one may still be secured in the grade to which he is accustomed and at a price which