

tributary to the Pacific ocean was last year 135,720,000 feet and that the average rate of wages was \$1.75 per day, while our average rate of wages was \$2.50 per day. They are as well supplied with timber so far as quantity is concerned as we are, and their percentage of timber is much better in quality. The mills of Washington Territory have a capacity now of about 800,000,000 feet, against 700,000,000 feet in 1888. About 50 per cent. of the Puget Sound timber is sold in the American market. If the duty was taken off lumber imported into this country the American mills on this side would shut up in 90 days. Of course everybody over the British line was in favor of removing the export duties. He thought the timber was much better as you go north. Alaska cedar is a growth that far exceeds anything we have. It cuts 50 per cent. clear, almost equalling the red wood of California. Lumber in the southern part of the territory sold for \$1.50 less per thousand feet than Puget Sound timber. He concluded that if lumber from British Columbia would ever be admitted free of duty it would be ruinous to the lumber interests of Puget Sound. John Campbell, of the Port Blakely mill, who was heard by the committee in Seattle, said the capacity of those mills was 250,000 feet, ten hours a day, and a total yearly capacity of 70,000,000 feet. They send lumber all over the world, principally fir. It costs less to cut timber in the British possessions, from 50 to 75 cents per thousand feet. J. R. McDonald, president of the Lake Shore, Seattle & Eastern railway, testified that he was in the lumber business, and that last year he sent 47,000,000 feet of logs to the mills. If there was a removal of duty there would be just that much less lumber cut. He did not think any of the Sound mills were now making any money, and did not believe there was any difference in wages on either side of the line. In his opinion the Douglas fir was nearly as strong as oak.

A TONAWANDA correspondent of a trade journal says: "The export duty so unfairly placed upon logs by the Canadian government is still agitating our dealers, and among those who have heretofore drawn on the Canadian woods for the bulk of their supply, and whose business has almost been based on a continuance of the same facilities, the blow aimed at them has fallen particularly hard, and it is little wonder that they claim from our government protection in the shape of retaliatory measures that will bring the Canadians to a state when they will gladly remove the obnoxious duty. It is unfair altogether, and our timbermen are justified in their anger." It is little wonder that when retaliation was threatened, as it was last summer, that some of the Canadian lumbermen feeling that their interests would be assailed sought protection from the government. When a nation threatens retaliation against a friendly power without any cause or protection whatever, it is only natural to suppose that they would take steps to protect their own interests. If the export duty is obnoxious to our friends across the line and injurious to their interests who is responsible for the increase of the duty?

FELLING trees by machines driven by steam power, according to the *London Times*, has been superseded by electric power and has been adopted in the Galician forests. Usually in such machines the trunk is sawn, but in this case it is drilled with a series of holes close together. When the wood is of a soft nature, the drill has a sweeping motion, and cuts into the trunk by means of cutting edges on its sides. The drill is actuated by an electric motor mounted on a carriage, which is comparatively light and which can be brought up close to the tree and fastened to it. The motor is capable of turning around on its vertical axis, and the drill is geared to it in such a manner that it can turn through an arc of a circle and make a sweeping cut into the trunk. The first cut made, the drill is advanced a few inches and another section of the trunk is removed in the same way, until the trunk is half severed. It is then clamped, to keep the cut from closing, and the operation continued until it would be unsafe to go on. The remainder is finished by a hand saw or an axe. The current is conveyed to the motor by insulated

wires brought through the forest from a generator placed at some convenient site, which may be at a distance from the scene of operations. The generator may be driven by steam or water power, and does not need to be transported from place to place.

EVERY thinker knows, says an exchange, that the man who would succeed must do more work than he gets paid for, in every profession and trade. We take it for granted that the man who will do only \$20 worth of work a week because his salary is but \$20 will never get more than \$20 a week, for the simple reason that he has never shown his employer that he is worth more. We figure it that an employe who means to succeed has to do from 10 to 20 per cent. more work than he gets actual pay for. This he has to do until he reaches a certain point, and having reached that point he will find that by as much as his income has increased, by so much has the demand for amount and intensity of his labor diminished. To put this theory into figures, we will say that a boy receiving \$3 a week should do \$4 worth of work; the boy receiving \$5 a week should do \$7 worth of work; when he gets to be a man and receives \$20 a week, he should do \$30 worth of work; a man receiving \$30 should do \$40 worth of work, and so on until, say, the salary reaches \$75, and then the laborer can give himself somewhat of a rest, that is to say, about \$50 worth of work will satisfy his employer. Labor brings its market value, and is seldom overpaid, oftener underpaid. It is the experience—the "Know How"—that brings the money.

THE United States Committee on trade relations with Canada held a session at St. Paul, Minn., last month, at which Capt. W. R. Bourne testified that he represented several lumber companies which cut about 40,000,000 feet a year. He did not favor free trade in lumber for the reason that American lumbermen pay four times as much for the material and pay taxes on it yearly, while Canadian competitors get land from the government and pay for the lumber when it is taken out. It only cost them, on this basis, from 75 cents to \$1.25 per 1,000 on pine. They pay no taxes; they only pay for what they cut and are free from loss except when fires or winds destroy their lumber they lose only their prospective profits. Canadian labor was cheaper, as many lumbermen came to him from the Eastern Provinces to work through the winter, to whom he paid \$22 to \$26 a month, who said they had worked for from \$12 to \$16 the previous year. Most of his laborers were Swedes and Norwegians. Mr. J. B. Bassett, at a session held at Minneapolis the following day, testified in favor of unrestricted free trade with Canada. He believed that unrestricted commercial intercourse is the best for Canadians as well as for Minneapolitans, not only in lumber but in everything else. Major Geo. A. Camp, at the same session testified that "there is no lumber in Canada so situated that it can come in and compete with the lumber in Minneapolis. On the Pacific coast, however, it is different. There, the removal of the tariff would bring the lumber of British Columbia into direct competition, and would be disastrous to the lumbermen on the Pacific coast." He said further: "My ideas of the resources of that northern country beyond the boundary are that they are far larger than is generally thought. In my opinion the child is already born that will live to see the day when the great wheat belt of the world will be north of the line of the Canadian Pacific road." The members of the senatorial committee, however, say that the general tendency of the testimony wherever they have gone, has been in favor of reciprocity; but it is hardly to be expected that anything will be done in that direction so long as the present protective administration remains in power.

THE imports into London this week, says the *Timber Trades Journal*, show "a great falling off to what we had to report a couple of weeks ago. On Wednesday a visitor might have thought all the steamers had gone to the Derby. There was only one we noticed in that day in the whole of that large expanse of water, and she had delivered her cargo, and was getting towards the river entrance preparatory to another voyage. It

is somewhat unusual in June to find such an absence of shipping; several ice vessels were unloaded in Canada Dock, but of timber only one, the *Go-Ahead*, was completing her discharge. Signs of steamers having recently been and gone were afforded by the quays, which were literally piled with deals, but the day to which we allude was, to say the least, peculiar. Taking the whole import of the week to these and other docks, we have, as far as numbers go, a respectable record, the total bringing wood amounted to 49, including several timber cargoes of flooring and steamers from the Gulf of Bothnia ports, 26 going to the Surrey side and 12 to the Millwall, the rest being distributed at other wharves and docks in the river." Arrivals at Liverpool for the week were of far more importance, but cargo prices had not given away; though the buyers round the coast had been fully supplied with pitch pine for some time to come. The great Mersey port appeared to be heavily charged with this class of wood and also with spruce. Steamers were daily arriving from across the Atlantic with entire cargoes of pitch pine and spruce deals. At London a steady trade was being done in American black walnut, and in cut stuff sales recently had been large and at full maintained prices. Stocks were moderate, but fresh parcels of prime quality would be acceptable, and would sell at full prices. There was a large demand for American whitewood. Stocks were moderate, and prices fully maintained, with a tendency to strengthen. Lumber was in specially good request, and for fairly good quality boards and planks full prices were maintained. Shipments of an indifferent character had recently arrived, but could only be realized on at easier rates, and could hardly be expected to give satisfaction to the shippers. Large quantities of American white oak, both in logs and lumber, continued to find their way into consumption. This was especially the case with lumber which is in more request than logs.

SOME of the American lumbermen are considerably worked up over the Canadian export duty on logs as it threatens to interfere materially with their business and is without doubt derogatory to their interests. The lumbermen of Buffalo and Tonawanda, N.Y., having memorialized the Secretary of the Treasury to learn whether any power vested in his department would enable him to deal in any way with the hostile and vexatious action of the Canadian government in imposing a heavy export duty on logs designed for American mills, the *Northwestern Lumbermen* proceeds to work itself up into a state of excitement and wildly rushes into the campaign in its usual aggressive style. It opens out by saying "the Canadian export duty on logs is a contemptible act of spoliation and confiscation directed against American lumbermen who have invested money in timber limits on the Canadian side of Lake Huron for the purpose of securing a supply of logs for American sawmills. When these investments were made the export duty was \$1. It has since been increased to \$3." "Contemptible" is a good word to use when properly applied, and we can hardly blame the *N.W.L.* for using it in this connection, for we have not the slightest doubt but it would answer the purpose of our friends across the line to come over and get all the pine timber they want, cut it and convey it to their mills to be sawn, without paying any export duty on it, at the same time retaining their tariff on Canadian manufactured lumber, thereby preventing Canadian lumbermen from competing with them on an even basis. The *N. W. L.* further says: "The export duty was put on at the instigation of Canadian saw mill owners who want the price of standing pine kept as low as possible, and the entire stock of pine timber in Canada reserved for their use." This is protection, a very good thing, by the way, for Americans; but when resorted to by Canadians it is simply "contemptible." To bring the Canadians down from their "contemptible" position it is proposed to inaugurate a "pinching" war. "The only way to reach the case is to pinch the Canadian saw mill interest by imposing an extra duty on pine lumber, or some other restriction upon its importation, to be continued while the export duty remains in force. This course would beyond doubt secure the immediate repeal of the export duty, as it would