



NOTICE that the methods of a new firm of wholesale lumber dealers have lately been attracting much attention in the Boston market. Coming into existence without any known previous connection, they posed as lumber dealers and sent out circulars stating that they were in the market for quarter and plain sawed white oak, and that they could also use some good white ash. The first shipper to open up correspondence was an Indiana manufacturer, from whom the new firm ordered one car of quartered and two cars of plain oak. Before shipping, however, he wrote as follows: "Not finding you rated, will attach 30 days' sight draft to bill of lading." To this the dealer replied, "Reason we are not quoted, did not commence business till after first of year. All right, ship lumber, attach draft." The lumber was shipped, and the bill of lading forwarded to a Boston bank, with draft attached. The papers were to be delivered only on payment of the draft, but disregarding this admonition, the bank turned over the bill of lading upon acceptance of the draft, and it is understood that the shipper hopes to hold the bank liable. The lumber being secured by the dealers, it was disposed of in the Boston market at from five to six dollars less than they had agreed to pay the shipper. These conditions leave no doubt in the minds of the public how the new aspirants for patronage proposed to transact their business, and emphasize the necessity of shippers of lumber taking every possible precaution to escape the clutches of such sharks, who are also a source of injury and annoyance to reputable wholesale dealers.

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How the proposed duty on Canadian lumber will affect the lumber trade of this country is shown by the statement made by a Toronto wholesale dealer that he would do the buying for his American trade in the American market. This, he said, would necessitate no greater, if as great, travelling expenses than at present, and would enable him to compete with wholesalers across the border. "Of course," he remarked, "I would prefer to handle Canadian lumber, but by force of circumstances we must adapt ourselves to the new order of things." Another dealer with whom I talked, and who deals in hardwoods almost exclusively, stated that he would remove to Michigan, from which point he thought he could conduct his trade equally as well as from Toronto. He considered it a foregone conclusion that the Dominion government would impose an export tax on saw logs, in which case the duty on lumber would be \$4. Thus for a time following the imposition of the duty the Canadian trade would suffer, but I confess that I cannot see any other way out of the difficulty but to put on a bold front and await results. Surely the government of this country cannot be condemned for taking action to protect her rights when practically compelled

to do so by the infamous tariff law of the United States. It may seem a hardship to some, but in law individual interests cannot be considered, and as a nation no other course now seems open. Should the export be added to the import duty, we must accept the situation, and take early steps to learn the possibilities of the export trade.

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THE name of Mr. Arthur Hill, of Saginaw, Mich., has been prominently before the public of late in connection with the question of a duty on lumber. As a large holder of Canadian limits, he has been a strong opponent of the duty, and his labors have probably carried more weight at Washington than those of any other individual person. The portrait which herewith appears shows that Mr. Hill is yet in the prime of life, and quite good-looking. It will, I am sure, be very acceptably received by readers of THE LUMBERMAN, and especially by those who have interests



MR. ARTHUR HILL.

in common with Mr. Hill, but who have not yet had the pleasure of meeting him personally. Although residing on the American side, his interests are almost entirely in Canada. During the tariff fight he has spent the greater portion of his time at the United States capitol, seeking and imparting information.

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"ELI" happened to be in the office of a lumber dealer the other day when the principal was called to the telephone by a manufacturer who had been requested to quote prices on certain stock. "Oh," said the dealer, "you are too late; that order has been filled over a week ago." This suggested to me the thought that much business was lost to mill men by dilatoriness in answering correspondence. In this case the dealer wanted certain stock, and the mill man had the stock that would fill the bill, but no deal was consummated between the two parties, as a prompt reply to the letter of the dealer was not forthcoming. Saw mill men are not usually expert at office work, but as it has an important bearing upon the results of the year's business, many of them could with profit pay more attention to this detail. The system which prevails in the saw mill should to the same extent be found in the office.

#### A BUSINESS HELP.

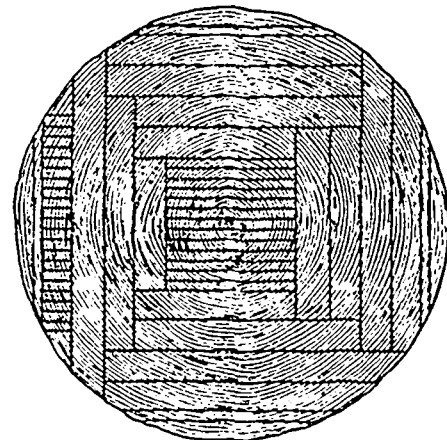
Messrs. Bowman & Co., Dundas, Ont., in renewing their subscription to THE LUMBERMAN, state that they find it very interesting and profitable reading, and that it has put them in communication with several firms with whom they now have business relations.

#### SAWING VERTICAL GRAIN LUMBER.

A SUPERIOR quality of lumber may be obtained by sawing the log vertical with the grain, or growth rings of the tree, a fact that should be known, not only by sawyers, but by mill owners as well, says a writer in "Lumber." Of course, it requires the turning of the log a few more times, therefore taking a little more time, but this loss of time is more than made up by the quality of the lumber obtained, and also by the quantity of clear lumber that may be cut out of a log that has a few knots in it.

Lumber cut in this way is far superior to any other. It will not warp in drying, at least not one-half as bad as lumber sawed the other way, which alone is worth more than it costs in extra time by sawing it vertically. Most kinds of wood are liable to check in drying, a difficulty that is largely overcome in lumber sawed vertically. Another advantage is that lumber sawed in this way will retain paint much better. But the principal advantage is to be found in its superiority of warping qualities. Lumber used for flooring should not be cut any other way. It will wear more even and not splinter up as it will if cut from the side of the log in the usual way.

As to the way of cutting lumber vertically, the illustration given will convey to the reader the idea more readily than I could explain it in many times the space. But a sawyer must be governed by the size of the log he is sawing, the amount of clear lumber there is in it, and also the width of the lumber he wishes to make. He will readily see that it would not be practical to try to get ten or twelve-inch vertical lumber out of a small or medium-sized log. In fact, it does not pay to cut much wide lumber vertically, but chiefly from four to six-inch, as used for flooring and siding. My plan in sawing is, after taking off the slab, to take off one or two one-inch



METHOD OF SAWING VERTICAL GRAIN LUMBER.

boards, then take off one or two cants the thickness of the width of the boards required, then turn the log and continue cutting and turning until the log is cut into where it is too knotty for clear lumber. This part of the log can then be cut up into common lumber, the cants to be laid one on top of the other, and cut into the required thickness.

The extensive saw mills of the Royal Paper Mills Co., at East Angus, Que., were destroyed by fire during the past month, entailing a loss of \$200,000, only about one-third of which is covered by insurance. The saw mill was a comparatively new building constructed two years ago at a cost of \$40,000. The pulp mill was recently overhauled and was probably worth \$125,000. Mr. F. B. Buck, of Sherbrooke, the president of the company, states that rebuilding will be commenced at once.