

THE CANADA LUMBERMAN

FIGURE XIX.
PAGE 6.

TORONTO, ONT., JUNE, 1898

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A DISTINGUISHED LUMBER DEALER.

ONLY twelve years ago Mr. E. H. Lemay, whose portrait appears on this page, established himself as a wholesale lumber dealer, yet in that brief period he has risen to a position almost of preeminence in the white pine trade of Canada. To-day he stands as one of the leading exporters, with a record which could only have been attained by unceasing perseverance, sound judgment, and close attention to business.

On the first of January last Mr. Lemay celebrated the fiftieth anniversary of his birthday. For years previous to 1886 he was in the employ of the E. B. Eddy Company, of Hull, Que., who, as our readers know, were among the pioneers in the lumbering industry in Canada. While thus engaged he obtained much practical experience which was found very valuable in after years, and to which is due, in some degree, the success which he has attained. He also enjoys the distinction of being one of the best salesmen in Canada.

It is said that Mr. Lemay carries the largest stock of lumber in Canada, often holding as much as thirty million feet, representing a valuation of half a million dollars. Although operating no saw mills, he frequently purchases the entire cut of large mills in the Ottawa valley and elsewhere, shipping the stock to Great Britain and the United States. At the present time his attention is mostly devoted to the former market, owing to the depression in the United States trade incidental to war complications. His selling agents in New York are Messrs. W. M. Crombie & Co.

The progress which has been made of late years in the export of lumber from Canada to European countries is due to the enterprise of a comparatively few exporters, none of whom deserve greater credit than Mr. Lemay. It is hoped that for many years to come he will continue to enjoy the prosperity which has characterized his trade during the past twelve years. Personally, he is held in high esteem, and many warm friends have been made by his kindly and charitable disposition. His headquarters are in Montreal, where he is a member of the Harbor Commissioners, appointed by the Canadian government, a member of the Board of Trade and Corn Exchange, and a director in several large companies.

The Winnipeg Commercial says that a side industry of the Rat Portage Lumber Company is the sash and door factory, yet it has a capacity of 100 doors and 250 windows per day, having almost doubled its output in the last year by the addition of more machinery. The machinery is all specially made, of most approved type, and is constantly being added to. It is charge of C. A. Moore, formerly of Brandon, Man., and some 20 or 25 men and boys are employed. The requirements of the trade keep the staff constantly busy to keep up with orders, and it is quite possible that eastern or imported stock will be practically shut out.

PETITION FOR AN IMPORT DUTY ON LUMBER.

We are pleased to notice that the recently re-organized Lumbermen's Association of Ontario has promptly set to work to try to remedy some of the disabilities from which the trade is suffering. The large importations of cheap grades of lumber from the United States are seriously affecting the interests of Canadian lumber manufacturers in western Ontario and the western provinces, and it is fitting therefore that the Association should have immediately turned its attention to this important subject, by forwarding to Sir Wilfred Laurier the following memorial:

TORONTO, ONT., April 18th, 1898.

To The Right Honorable Sir Wilfrid Laurier, G.C.M.G.,
C.B., Ottawa, Ont.

DEAR SIR,—At a recent meeting of the Lumbermen's Association of Ontario, a resolution was passed unani-



MR. E. H. LEMAY.

mously approving of the principle of charging the same duty on lumber entering Canada as charged by the United States on lumber entering their country, viz., \$2 per M. feet on sawn lumber, 30 cents on shingles and 25 cents on lath, the same as in the wood schedule of the Dingley Bill.

But in order that the change may be made in our tariff with as little friction as possible, we offer for your approval an amendment to clauses 328, 329 and 611, as set forth in the enclosed memorandum. The members of the Association expressed their willingness to have free trade in lumber, but under existing circumstances of a \$2 duty on lumber entering the United States market, and the Canadian market free, the conditions are too onerous and one-sided to be endured with equanimity for any length of time. The situation is aggravated by geographical and transportation problems incident to our extended frontier and by the import and export of saw logs. After mature consideration, and giving due weight to all the interests involved, we pray that your government may take action by amending the three clauses in the Canadian Tariff now submitted to you.

A strong feeling of injustice rests in the mind of lumbermen since the passing of the Dingley Bill," and as the

time has come round when redress may be obtained, we have the honor to ask that you will be pleased to consider favorably the request now submitted by the Lumbermen's Association of Ontario.

A copy of the suggested amendments to the tariff appeared in the CANADA LUMBERMAN for May.

A memorial has also been sent to the Dominion government by the legislature of British Columbia asking that an import duty be imposed on lumber.

As no changes whatever have been made in the tariff at the present session of the Dominion Parliament, the lumbermen's views have not been met. It is to be hoped, however, that in the near future the government will remove the disadvantage which Canadian lumbermen are now placed under by reason of the free admission of lumber from the United States.

The duty of the lumbermen whose interests are affected is clear. They should strengthen the hands of the Association which is fighting their battles. The evils which affect the trade can be righted only by united effort. The time has arrived when lumbermen should cultivate each other's acquaintance, and in matters of this kind affecting their welfare, act in association rather than as units. In all other branches of manufacture and commerce the wisdom of this course has been recognized and acted upon. The lumber trade must either fall into line or suffer the consequences.

The first step in this direction has been taken in the re-organization of the Ontario Lumbermen's Association. The machinery is now available for united action, but more than this is required. The Association cannot successfully accomplish its purposes in behalf of the trade unless large numbers of the lumbermen of the province become members and take a personal interest in its affairs. The Association aims to promote the interests of the trade as a whole and as far as possible of every man in the trade—hence it should receive the active support of all.

The work of the Association must not be thrown entirely on the shoulders of the officers and a few enthusiastic members. If that is done, these men will in time become weary and discouraged under their unnecessarily heavy burden, and the Association will collapse or relapse into desuetude. An association with a weak and half-hearted membership will fail to command respect or to exert much influence. On the other hand there are few objects that cannot be accomplished by an association which has the active support of a majority of the best men in the trade, and which does not act spasmodically as the result of a suddenly threatening danger, but is constantly on the look-out and putting forth efforts for the welfare of the interests of its members and the trade which it represents. With the assistance of all progressive lumbermen the Ontario Lumbermen's Association may become such an organization.