

would for an extra sound knot or split, if otherwise all right. First and second hardwood rules call for 6" and 8" wide. Now, what intelligent consumer of hardwood would reject a sound strip of maple three inches wide, when the lumber under inspection is going into a planing mill to be manufactured into flooring. The same thing would apply to soft elm going into a chair factory to be resawn into chair stock. A hardwood saw mill making lumber for the market to be graded first and second, and buying logs in competition with a chair factory in a hardwood locality, or in fact any wood-working industry, could not long continue to be a paying investment for its owner. The tendency now on the part of the hardwood lumber manufacturer is to sell his output mill run. You can scarcely induce a hardwood man to sell his lumber this season common and better, and it is almost impossible to buy firsts and seconds. This is due to the great difficulty in obtaining a market for the lower grades. Of course, I do not wish to be understood as opposed to intelligent rules of grading and inspecting hardwoods for market; in fact, I would be in favor of it. Then let the hardwood men thoroughly understand the rules of grading and put a proper price on their higher grades, which I contend should be high enough to leave the lower grades on the manufacturer's hands at no greater cost than the labor of repiling and caring for the rejects until a market could be obtained. The existence of rules of inspection would be all right for export lumber in hardwoods, and would not prevent our local consumers buying mill run or common or better if it suited their purpose. For years past there has been a lack of sympathy between the price of hardwood lumber and the inspection thereof. I am speaking from personal knowledge of facts. The ruling price for maple, beech, birch and elm for several years past, for New York, Boston, Baltimore and other eastern markets, has been from \$12 to \$14 per M on cars at point of shipment, according to thickness, New York inspection. Now, I can vouch for the inspection being close and meaning good lumber, but I would not object to that if the price was equally good. No man can afford to put a force of men and teams into a hardwood mill and take out hardwood and sell at such prices without becoming financially involved. When prices of high grade hardwood advance 50 per cent. I will hold up both hands for rules of inspection."

CONVENTION OF WHOLESALE LUMBER DEALERS.

The seventh annual convention of the National Wholesale Lumber Dealers' Association, which embraces the leading wholesale dealers in the Eastern States, opened in Boston on March 1st. The roll call showed that there were 105 members present, and in addition there was a representation of about 35 from retail dealers' associations. These retail dealers had been invited by the wholesalers to represent their separate associations for the purpose of conferring over subjects of mutual concern to both branches of the business, and, if possible, of creating closer relations between the wholesalers and retailers.

The president of the association, Mr. John N. Scatcherd, of Buffalo, in his opening address, congratulated the members upon the return of prosperity, and upon the fact that a better feeling was manifested between the different branches of the trade. Mr. Eugene F. Perry, Secretary, outlined the work of the past year. He showed the membership on March 1st to be 215, representing a gain of fourteen during the year.

The business transacted at the convention may be divided into three sections—first, the establishing of better relations between the wholesale and retail trade; second, the formulating of a system of discount and time to best serve the lumber trade; third, the adoption of hardwood inspection rules.

In connection with the first question, the Committee on Trade Relations presented a lengthy report which, stated that the creation of the com-

mittee had been decided upon on account of representations made by certain wholesale dealers in North Tonawanda, who contended that they had suffered in both volume of trade and percentage of profits by competition from scalpers. The report stated that one great cause of friction between the wholesale and retail associations was the classification of the trade, but this was being gradually overcome by the adoption of a plan of a joint final classification.

The report of the Board of Managers of the Bureau of Information was read by the secretary. It stated that a feature of the year's administration was the inauguration of a special system of reports upon dealers who had contracted the habit of making settlements to suit themselves, ignoring either regular or agreed terms of sale.

The retail dealers, after a conference, submitted a report to the association, which provided that the latter take up and formulate rules to classify the trade into three sections, as follows: 1st, manufacturers; 2nd, wholesale dealers or agents; 3rd, retail dealers or legitimate trade for wholesale dealers to sell to. The report also recommended that the National Wholesale Dealers' Association take up and consider the recognized evils from which both branches of trade are suffering, viz., sales by manufacturers and wholesalers to consumers; sales by brokers, agents and commission men to consumers; sales and quotations by so-called retail dealers to consumers, through agents, and by methods used by the wholesalers in soliciting trade from retailers. The retail dealers pledged themselves to buy their stock, as far as possible, from members of the National Lumber Dealers' Association, and the latter agreed not to sell direct to the consumer. The report submitted by the retail dealers was unanimously adopted.

Mr. Charles Hill, of North Tonawanda, introduced the subject of establishing regular terms of sale, the discussion on which indicated some difference of opinion between the pine and hardwood trade as to the date from which settlements should be dated. It was finally resolved that in the absence of other arrangements between buyer and seller, the terms of sale in the wholesale trade should be as follows: Freight, net cash when lumber is delivered; balance, either 1½ per cent. off for cash within fifteen days from date of invoice, or bankable paper, sixty days from date of invoice.

The Committee on Hardwood Inspection, of which Mr. M. M. Wall, of Buffalo, is chairman, submitted a report recommending the adoption of the inspection rules of the National Hardwood Lumber Association, and the appointment of a committee to confer with that association to secure such modifications as may be necessary to the end that a uniform national inspection be established. These recommendations were unanimously adopted.

The Nominating Committee, consisting of Messrs. E. C. Grant, R. B. Wheeler and Alfred Haines, submitted the names of the following gentlemen to serve as trustees during the ensuing three years: John N. Scatcherd, Buffalo, N.Y.; Robert C. Lippincott, Philadelphia, Pa.; C. M. Smith, North Tonawanda, N.Y.; W. C. McClure, Duluth, Minn.; L. H. Shepherd, Boston, Mass. These gentlemen were elected without opposition.

On Wednesday evening the visiting lumbermen were tendered a banquet at Young's Hotel by the New England Association of Lumbermen, at which there was a large attendance and much brilliant speech-making.

Following the adjournment, the trustees re-elected the board of officers, which is as follows: President, John N. Scatcherd, Buffalo; 1st vice-President, Robert C. Lippincott, Philadelphia; and vice-President, C. H. Bond, Oswego;

Treasurer, Frederick W. Cole, New York; Secretary, Eugene F. Perry, New York; General Counsel, John Jay McKelvey, New York.

WHOLESALE DEALERS REPRESENTED.

The following wholesale firms, who are members of the association, were represented at the convention:

Atlantic Lumber Company, Boston, Mass.
Badger & Winslow, Boston, Mass.
Owen Bearse & Son, Boston, Mass.
C. M. Betts & Co., Philadelphia, Pa.
Boston Lumber Company, Boston, Mass.
Buffalo Hardwood Lumber Company, Buffalo, N.Y.
Buffalo Maple Flooring Company, Buffalo, N.Y.
Briggs & Cooper, Saginaw, Mich.
E. P. Burton & Co., Philadelphia, Pa.
W. R. Butler & Co., Boston, Mass.
E. P. Chapel, New York.
Chequasset Lumber Company, Boston, Mass.
Cleveland Saw Mill & Lumber Co., Cleveland, O.
F. W. Cole, New York.
Crosby & Beakley Company, New Haven, Conn.
R. B. Currier, Springfield, Mass.
Cypress Lumber Company, Boston, Mass.
John E. DuBois, Philadelphia, Pa.
Dwight Lumber Company, Detroit, Mich.
Eddy-Sheldon Company, Bay City, Mich.
C. K. Eddy & Sons, Saginaw, Mich.
Empire Lumber Company, Buffalo, N.Y.
Emporium Lumber Company, Buffalo, N.Y.
L. H. Gage Lumber Company, Providence, R.I.
Haines & Co., Buffalo, N.Y.
E. B. Hallowell & Co., Philadelphia, Pa.
Hall & Munson Company, Bay Mills, Mich.
W. S. Harvey, Philadelphia, Pa.
Jones & Witherbee, Boston, Mass.
B. F. Lamb & Co., Boston, Mass.
Lawrence & Wiggin, Boston, Mass.
Litchfield Bros., Boston, Mass.
R. C. Lippincott, Philadelphia, Pa.
H. M. Loud & Sons, Buffalo, N.Y.
Hugh McLean & Co., Buffalo, N.Y.
Millard Lumber Company, New York.
Montgomery Bros. & Co., Buffalo, N.Y.
Northwestern Lumber Company, Eau Claire, Wis.
Noyes & Sawyer, Buffalo, N.Y.
Ottawa Lumber Company, Ottawa, Ont.
Peart, Nields & McCormick Co., Philadelphia, Pa.
Pease Lumber Company, Springfield, Mass.
Rib River Lumber Company, Toledo, O.
Rice & Lockwood Lumber Company, Springfield, Mass.
Chas. S. Riley & Co., Philadelphia, Pa.
W. H. Sawyer Lumber Company, Tonawanda, N.Y.
Scatcherd & Son, Buffalo, N.Y.
Shepard, Farmer & Co., Boston, Mass.
Shepard & Morse Lumber Company, Boston, Mass.
C. R. Shuttleworth, Buffalo, N.Y.
Smith, Fassett & Co., Tonawanda, N.Y.
E. A. Smith & Co., Providence, R.I.
E. A. Souder & Co., Philadelphia, Pa.
Stetson, Cutler & Co., Boston, Mass.
Swan-Donogh Lumber Co., North Tonawanda, N.Y.
Taylor & Crute, Buffalo, N.Y.
H. M. Tyler Lumber Company, Tonawanda, N.Y.
Underhill & Poole, Buffalo, N.Y.
United Lumber Company, Springfield, Mass.
H. D. Wiggin, Boston, Mass.
White, Rider & Frost, Tonawanda, N.Y.
Wiley, Harker & Co., New York.
R. B. Wheeler & Co., Philadelphia, Pa.
Weston & Bigelow, Boston, Mass.
Eugene F. Perry, New York.
John Jay McKelvey, New York.
E. True Bennett, Hardwood Lumber Company, Memphis, Tenn.

AN ATTRACTIVE CATALOGUE.

In the illustrated catalogue No. 45, issued by the Standard Dry Kiln Co., of Indianapolis, Indiana, and just to hand, we find much of interest regarding the principle of drying by moist heat, the method which it is claimed is scientifically applied only in the Standard dry kiln. In addition to several illustrations and photographic views, there appear numerous commendatory letters from customers who have given the Standard dry kiln and the steel roller bearing trucks a trial. These include some of the largest woodworking firms in the United States and Canada, including J. A. Sayward, of Victoria, and the Pacific Coast Lumber Co., of New Westminster, B. C.

PERSONAL.

Mr. John A. Bertram, son of Mr. John Bertram, president of the Collins Inlet Lumber Company, has opened an office as lumber inspector and shipper in the Land Security Chambers, Toronto.

The lumber trade will sympathize with Mr. Wm. Thompson, president of the Longford Lumber Co., in the death of his wife, which took place on March 4th. Mrs. Thompson was but thirty-two years of age.

Mr. S. P. Benjamin, lumber manufacturer, of Wolfville, N. S., returned last month from a three months' business trip to Cuba and other West India islands. Mr. Benjamin looks for increased trade between Canada and these islands.