

proposal of this nature and report the same, when it will receive our immediate consideration.

It is of course understood that the lumber manufacturers would agree to give corresponding assistance to the dealers in the matter of longer dating on their bills. Let me urge upon you the importance of making your trip on the earliest possible date, and wishing you every success on same.

Yours faithfully,  
(Signed) F. W. PETERS,  
Assistant Freight Traffic Manager.

Mr. Cockburn duly reported to the directors as follows:

WINNIPEG, Feb. 10, 1903.

To the President and Directors.

I have to inform you that in pursuance of your directions to me, I proceeded on the 23rd of January, along with Mr. Miles, C.P.R. Travelling Agent, to attend meetings of the dealers which I had called for the purpose of bringing before them the purport of a letter received from the Canadian Pacific Railway, urging the importance and necessity of the dealers throughout placing their orders for lumber at once for spring requirements.

Meetings were held as follows:—

Moosomin, the dealers there and outlying districts.

Wolseley, the dealers there and outlying districts.

Regina, the dealers there and outlying districts.

Moose Jaw, of the members there and outlying points, and dealers on the Soo line.

Prince Albert, of members on line of Prince Albert Railway and the manufacturers there.

Calgary, of the members for Alberta. At this meeting deputations were appointed, one to visit the manufacturers on the line of the Crow's Nest Pass Railway, and one to visit the manufacturers of the coast, both for the purpose of placing this matter before them, and to urge them to take tangible action in assisting the proposed movement.

In addition to the above meeting, I subsequently visited the dealers on the line of the Souris Railway, placing before them the desirability of ordering at once their spring requirements.

It was urged at all the meetings the necessity and advisability of early placing orders for prompt delivery for a sufficient stock of lumber to meet the requirements of the early spring trade, and any exceptional demand likely to arise through incoming settlers.

(Signed) ISAAC COCKBURN,  
Secretary-Treasurer.

The directors of the association consider that their first duty is to the public. They therefore insist upon their members at all times keeping a sufficient stock of lumber to meet the public demand in their locality. With this object in view, they addressed the following circulars to their members as early as July, 1902:

WINNIPEG, July 29, 1902.

To the Active Members of this Association.

Information having reached the directors that many retail dealers do not keep a stock of lumber commensurate with the requirements of the trade.

At the meeting of the directors just closed, a motion was passed instructing me to issue the following intimation:

"That in all cases where it is found that an inadequate stock of lumber is kept by an active member to supply the ordinary demands of trade at such point, any application for membership, therefore, will receive due consideration by the board of directors."

Yours truly,  
(Signed) ISAAC COCKBURN,  
Secretary-Treasurer.

WINNIPEG, Feb. 4, 1903.

Dear Sir—There exists a good deal of anxiety as to the sufficiency of lumber available for the incoming spring requirements, and in order that it may be more closely estimated, I take the liberty of asking the retail dealers to furnish me with the quantity of lumber held in stock on the first of the present month.

I shall be obliged by you sending me the quantity of lumber you had in stock on that date, and also about how much more lumber you will require for your spring trade.

Yours truly,  
(Signed) ISAAC COCKBURN,  
Secretary-Treasurer.

The result of the secretary's trip was that he convinced the dealers of the importance of having their stocks in early, and they placed their orders accordingly. He also secured the co-operation of the manufacturers to the extent of allowing additional time to pay for the early shipments. The only party who failed to carry out their part of the arrangement was the C.P.R., as shown by the following letters from Mr. Brown.

SASKATOON, Feb. 24, 1903.

Isaac Cockburn, Esq., Winnipeg.

Dear Sir—In reply to yours of 4th inst., my absence at the Coast prevented my sending you an earlier reply. My present stock is three cars shingles, 400,000 feet of lumber and stock of sash, doors, etc.

I have just returned from the West, where I have been for the purpose of seeing for myself who have the material. Firms were accepting orders and promising prompt shipment, and nothing was coming in. I am glad to say I have procured about three-quarters of a million feet. This, with my stock on hand, I am satisfied, even if mine were the only yard here, would be sufficient to supply demand until Prince Albert mills were running. If C.P.R. were only as prompt in delivering the cars as they are in urging us to place orders, it would be more satisfactory. I cannot help thinking that shippers, on account of heavy rates, and long delays in delivering to these outside points, prefer to ship to points on main line, especially where demand is in excess of supply.

Yours faithfully,  
(Signed) A. L. BROWN.

SASKATOON, March 19, 1903.

Dear Sir—I have been told to-day by a traveller that we are reported to be starving for lumber up here. This to a certain extent is true. There is no person that I know of who cannot get what he wants, but unless the railway company will bring material in, we shall certainly run out. I think it time that complaint was made as to the serious condition of matters here. All the early part of the winter the C.P.R. were saying and urging us to buy material. We have bought it, and it is being and has been shipped, yet a car coming in here is an exception. Merchants are suffering for want of groceries. Coal has been out, until yesterday, for three weeks. I am suffering loss by firms refusing to allow me discounts as goods are not paid for within the 30 days; yet if I pay for them it is as likely as not that I may not receive them for another 30 days, and yet I suppose if there is any shortage the blame will be laid on us.

I saw myself, three weeks ago, cars in Regina yard for me that had been shipped some time, probably they are there yet. They certainly are not here. Can you do anything at your end? I have written to headquarters myself, but it seems to do no good.

Yours truly,  
(Signed) A. L. BROWN.

SASKATOON, March 20, 1903.

Dear Sir—I wrote you yesterday with regard to the disgraceful service we are getting in regard to delivery of cars of lumber or anything else. I wrote to Winnipeg some time ago, and have written to-day to the general superintendent.

Would this matter of delay be within your province after all the fuss they raised about our getting in a supply of material? From present indications we are in a hopeless muddle. What it will be later on is hard to say.

We had a coal famine for three weeks only relieved yesterday. Sugar and such like articles have been an almost unknown quantity for weeks. I am told there are close to 150 cars at Regina awaiting to come up along this road, and the number increasing all the time.

I thought it as well to advise you of this matter in time, so that if any shortage of lumber should occur, there is no blame to be attached to us here. The loss to me is serious. I am losing cash discounts. Money was paid out weeks ago on cars prepaid to Regina, and I have not the lumber yet.

Yours faithfully,  
(Signed) A. L. BROWN.

Referring to the above Mr. Brown having failed to get his lumber forward, took the train at Saskatoon and came on to this city to endeavor, if possible, to get the authorities here to give such instructions as would be the means of the lumber being sent on to him, without further delay. When Mr. Brown reached here he called upon Mr. Cockburn, and stated the position that he was placed in through the detention in transportation of his lumber. Mr. Cockburn and myself called upon Mr. Lanigan and stated the unfortunate circumstances in which Mr. Brown was placed through the non-arrival of his lumber. Mr. Brown on his way here, and while at Regina, in looking through the yards discovered that several cars of his lumber were lying on a siding. He at once drew the attention of the C. P. R. local agent there to it, and was told that it was out of their power to get the cars so shunted as to take them on by the outgoing train. Mr. Lanigan on being told of this fact gave us the strongest assurance that Mr. Brown's lumber would be sent forward to Saskatoon at once. Mr. Brown returned home feeling that he would certainly have some relief in this matter; but to the surprise of myself and Mr. Cockburn, some days afterwards a telegram received from Mr. Brown informed us that the lumber was still held at Regina. This telegram was taken to Mr. Lanigan as a reminder that his promises had not been fulfilled.

If the railway company, after lumber is manufactured and loaded on cars, are unable to get it to its destination within a reasonable time, what chance would there be for the early spring settler to secure his lumber when he required it, provided the same company

undertook to supply the same demand from the same tree? It would appear to the outsider that the company should first energetically address itself to providing an efficient transportation service, and when that is secured, undertake other industries that promised profit or pleasurable employment.

REGARDING PRICES.

In order that the public may see where their money goes, I append hereto statements of four cars of lumber imported by me over the C. P. R. These cars are not selected on account of the small profit shown, but because they cover a wide range of material. I invite Mr. Whyte to call at my office, when I shall be glad to let him verify these figures, and the statements of 40 or 50 other cars which show similar results.

STATEMENTS.

C. P. R. car 35286, ex Vancouver, September 19:  
14,262 ft. of 1 and 2 flooring, at \$35 ..... \$499.17  
8,217 ft. of 3 and 2 flooring, at \$30 ..... 246.51

Less freight paid; (this car was matched flooring, and kiln dried)..... \$178.40

2 per cent. discount ..... 11.35

Net returns to shipper..... \$555.93

Cost to retailer dealer here ..... 745.68

Cost to consumer of 14,262 ft. at \$44 ..... 627.92

8,217 ft. at \$38 ..... 312.24

Less 12½ per cent. discount..... \$940.16

Net balance for dealer to cover handling, teaming, office expenses and profit..... \$76.96

Manufacturer at Vancouver gets per 1,000..... 24.73

C.P.R. gets for freight..... 7.91

Retail dealer gets..... 3.42

Cost to consumer..... 36.09

Car 45964 ex Vancouver, Oct. 7.

23,366 ft. 3x14, at \$21.70 net..... 507.04

Less freight paid ..... 278.00

Net return to manufacturer..... 229.04

Cost to retail dealer..... 507.04

Sold to consumer at \$22.20..... 518.73

Balance for dealer to cover office expenses and profit..... 11.69

Manufacturer at Vancouver gets per 1,000..... 9.80

C.P.R. gets for freight..... 11.90

Retail dealer gets..... 50

Total cost to consumer..... 22.20

Car 144018 ex. Vancouver Sept. 24.

20,451 ft. timber net..... 463.31

Less freight paid ..... 248.80

Net return to manufacturer..... 214.51

Cost to retail dealer..... 463.81

Sold to consumer..... 512.31

Balance for dealer to cover office expenses and profit..... 49.00

Manufacturer at Vancouver gets per 1,000..... 10.48

C.P.R. gets for freight..... 12.17

Retail dealer gets..... 2.39

Cost to consumer..... 25.04

Car 64484 ex. New Westminster, June 4.

2,880 ft. at \$24..... \$69.12

12,936 ft. at \$25 ..... 323.40

Less freight paid ..... 392.52

Less 2 per cent. cash discount..... 4.52

Net return to manufacturer..... 322.00

Cost to retail dealer..... 392.50

Sold at—

2,880 ft. at \$27..... 77.76

12,936 ft. at \$33.50..... 433.35

Less 12½ per cent..... 511.11

Net balance for dealer to cover all handling, teaming, etc., and profit..... 54.72

Manufacturer gets per 1,000..... 14.03

C.P.R. gets for freight..... 10.50

Retail dealer gets..... 3.46

Cost to consumer..... 27.09

The retailers percentage of profit can easily be ascertained. It would be interesting to know what percentage of profit the C.P.R. made on the cost of hauling the above four cars from Vancouver to Winnipeg. It is quite apparent the man who pays the freight is not the man who robs the public.