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C. H. MORTIMER

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THE CANADA LUMBERMAN is published in the interests of the lumber trade and of allied industries throughout the Dominion, being the only representative in Canada of this foremost branch of the commerce of this country. It aims at giving full and timely information on all subjects touching these interests, discussing these topics editorially and inviting free discussion by others.

Special pains are taken to secure the latest and most trustworthy market quotations from various points throughout the world, so as to afford to the trade in Canada information on which it can rely in its operations.

Special correspondents in localities of importance present an accurate report not only of prices and the condition of the market, but also of other matters specially interesting to our readers. But correspondence is not only welcome, but is invited from all who have any information to communicate or subjects to discuss relating to the trade or in any way affecting it. Even when we may not be able to agree with the writers we will give them a fair opportunity for free discussion as the best means of eliciting the truth. Any items of interest are particularly requested, for even if not of great importance individually they contribute to a fund of information from which general results are obtained.

Advertisers will receive careful attention and liberal treatment. We need not point out that for many the CANADA LUMBERMAN, with its special class of readers, is not only an exceptionally good medium for securing publicity, but is indispensable for those who would bring themselves before the notice of that class. Special attention is directed to "WANTED" and "FOR SALE" advertisements, which will be inserted in a conspicuous position at the uniform price of 25 cents per line for each insertion. Announcements of this character will be subject to a discount of 25 per cent. if ordered for four successive issues or longer.

Subscribers will find the small amount they pay for the CANADA LUMBERMAN quite insignificant as compared with its value to them. There is not an individual in the trade, or specially interested in it, who should not be on our list, thus obtaining the present benefit and aiding and encouraging us to render it even more complete.

THE SPRUCE SITUATION.

THE organization a month ago, at Boston, of the Northeastern Lumbermen's Association, has brought the matter of spruce prominently to the front. The purpose of the Association is to protect the spruce manufacturers of Maine and the Maritime Provinces by fixing prices that would leave to them a fairly profitable margin. The question that has been agitating the spruce market since that date is whether these prices can be maintained. It is a big jump from the figures that were obtained a year ago, and buyers do not take at all kindly to the increased rate, and are holding off making purchases, believing that the figures cannot stand.

Secretary James claims that a step of this kind has become necessary, because of the rapid depletion of the spruce forests. This has introduced a nice question of forestry, but those who do not hold with the Association view say that there is very little in this; it is simply allowed to serve as a very pretty background. As a matter of fact, it is claimed, there is no danger of the supply of spruce becoming exhausted for many years in the future. Whether this be so or not we shall not discuss at the present time. Suffice it to remark that the spruce forests are likely being denuded more rapidly than some people may anticipate, and the time will come when even Maine and the Maritime Provinces may find themselves in the same position in regard to spruce, as Michigan is to-day, so far as white pine is concerned. One thing is very sure, that the growth of the wood pulp industry will, in the future, make inroads into spruce, such as has not been experienced in the past, and if the Association will really make it an honest part of its work to help preserve the spruce forests, great good must be accomplished.

After all, this is a little aside from the question that is really agitating the spruce market. Will the Association accomplish its purpose, so far as an advance in prices is concerned? Rumors are flying thick and fast that even among its own members the price is being shaded, and it looks as though this shading is likely to continue, so that the actual market prices will rule lower

than those that have been given out by the Association. At the same time it is agreed by all sensible lumbermen that it cannot be a healthy thing for trade to let prices get down to \$10 and \$12 a frame, as was the case not long since. For manufacturers to sell at this figure is simply suicidal, and can have only one ending.

Canadian operators, it is alleged, are proving a thorn in the flesh to those who are within the ranks of the Association, it being freely stated that cargoes have been bought in Nova Scotia, to arrive in Boston as soon as the season opens, at \$11.50, and a further rumor says that Canadian stock has been even as low as \$11.

It is very certain that at present the trade is at sixes and sevens. The Association has an energetic and capable secretary in Mr. James, and is fighting vigorously for the policy that was outlined at the meeting in February. But lumber, unfortunately, for the best interests of the lumber business, is subject to the same conditions and contingencies as other lines of commerce. When men have notes to meet and are hard up, and stocks can be realized on at a certain figure, they are likely to let the stock go at a cut price, so that the money can be secured to meet their notes. Again an anxiety to do business is sufficiently great that, where dealers will give certain prices and nothing more, and trade continues, as it is just now, to move slowly, rather than do no business, sales will be made at a cut price. We do not say that this is a healthy condition of trade. Spruce manufacturers know just how strongly it worked against them a year ago. Other branches of lumbering are not without their experiences in this direction. But just at present we are simply stating history as it exists at the present time.

UNSATISFACTORY BUSINESS METHODS.

FRAUD is a strong word to use, though it is the best term to fitly express the actions of some men. There are frauds in the lumber business, and we have taken occasion several times to show how Canadian lumbermen are being defrauded by those engaged in the business, both in Canada and the United States. In making these exposures we have only been pursuing a plan that should be followed, it seems to us, by every class journal that desires to give honest protection to its readers.

It is the duty of a trade journal, however, to do something more than merely expose those who have proven themselves to be engaged deliberately in fraudulent practices. A method may be questionable and yet not be deserving of the term fraudulent, though plain people would be likely to speak of it in that way. We have before us at this time a letter from Mr. Fred Deutschmann, lumberman, Teeswater, Ont., making complaints against the methods adopted by Mr. Carl Gartner, of Hamburg, Germany, and London, Eng., in accounting for consignments of lumber that had been forwarded to him by lumbermen on this side of the Atlantic. If the statement, as given by our correspondent, is not open to any satisfactory explanation by Mr. Gartner, it is certainly one that reflects somewhat seriously on his business methods. These may be all right, but Mr. Fred. Deutschmann, who has had to pay the piper, naturally thinks them peculiarly wrong.

The charge made by Mr. Deutschmann is that in May, 1893, he sent a shipment of two car loads of maple plank to Mr. Carl Gartner. The shipment, he alleges, turned out to be No. 1 quality of lumber. This lumber he states was piled for nearly 18 months in sheds at London. Mr. Deutschmann says: "Mr. Gartner held out great inducements for my lumber before it was shipped, telling what he could realize for it in order to profit me, but to my sorrow I find now that no dependence could be placed on his flattering statements, as I realized 4 per cent. in all; 96 per cent. was lost." Mr. Gartner, seemingly, has the faculty of running up a bill of heavy charges. This Teeswater lumberman tells us that he had to pay a freight bill of \$274.04, and the piling of the lumber and insurance cost \$306.91, or a total of expenses of \$580.95. Aside from this he says, "It has been like pulling teeth to get even what little was supposed to be due me. By Mr. Gartner's own statement, in July, 1894, the last of my lumber was sold. In September I received a statement of it, pointing out several errors in his favor. On 25th of Nov. I received

payment for part of it from the manager of the storage sheds, Armstrong & Co. About a month later I received the balance from the same firm. Armstrong & Co. seem to own the Indian dock sheds, and Mr. Gartner is piling lumber for storage in those sheds. I think it is due to Canadian lumbermen that they should know what is likely to be the fate of their consignments when they are sent to Mr. Gartner."

This is a statement of facts told in Mr. Deutschmann's plain, blunt way. If the case has not been correctly stated, and it is but fair to say that we have as yet had presented to us only one side, we shall be glad to hear what Mr. Gartner has to say on the matter. It so happens that a case very similar to this one is recited in a late issue of the Timberman, of Chicago. A consignment of 15,000 sawed staves was made by Henry Dunkort, of Cincinnati, to Carl Gartner. Mr. Dunkort makes no complaint of the gross receipts for the consignment, but the items of expense, which absorb over four-fifths of the gross receipts, have given him serious concern. The details of the bill are given in full by the Timberman.

Mr. Dunkort's complaint is supplemented by some interesting comments from the editor of the Timberman, in his "Impressions formed in Foreign Lands," being notes of a trip that he made through Great Britain and the Continent a year ago. The Timberman says: "Mr. Gartner is a persistent worker and a very pleasant gentleman, as far as the social relations with himself go; but we are entirely justified in view of the unfortunate character of business transactions he has made in the past, and the relationship he is seeking to maintain with the lumbermen of America at present, in saying that this transaction (of Henry Dunkort) is only one of many that might be referred to at this time, as showing that the expenses of doing business with Mr. Gartner, and the delays incident to the sale of the property and the charges which necessarily follow the deposit of timber or lumber upon his so-called "American yard," are so high as to render it well-nigh impossible for the consigner to receive any adequate compensation for the timber, of whatever kind. Mr. Gartner has a wide acquaintanceship in Germany, and occasionally makes an excellent sale and a prompt one, and secures thereby for a shipper on this side adequate returns for his lumber for one or two shipments. Yet the very next shipment might meet adverse conditions, and as Mr. Gartner has little or no means with which to wield a business of the character he is assuming to handle, and is sure to make a full and complete list of charges for whatever he does, and has the stock in his possession up to the time he sells it and gets the money for it, the results of such a transaction leave him no chance for personal loss. The shipper himself stands all the brunt of depreciation in value of stock, and, when finally sold, accepts what is left after the long list of charges made up by Mr. Gartner has been satisfied."

BRITISH COLUMBIA RED CEDAR.

IN the presentation, before the Board of General Appraisers at New York, of the claims of the British Columbia red cedar lumbermen, asking for a reversal of the order exacting 25 per cent. duty on red cedar going into the United States, some interesting facts bearing on the character of this wood were produced. Because red cedar was ranked as a cabinet wood the 25 per cent. duty was enacted. The Board of Appraisers admitted, if it had been classified wrongly, and it was proven that red cedar belonged really to the softer woods, then their duty in the premises was clear. The question, in a word, was a botanical one, and the services of those who could speak with authority on these matters were brought in.

Paragraph 676, tariff act of 1894, of the United States Congress, provides for the free importation of "sawed boards, plank deals and other lumber, rough or dressed, except cedar, lignum vitae, lancewood, ebony box, granddilla, mahogany, rosewood and all other cabinet woods." The botanical testimony in the case is very clear. The British Columbia lumber on which this 25 per cent. duty has been exacted is manufactured from the "Arbor Vitae—Thuya Gigantæ—trees, and is the same species of trees as are described in the Condensed American