

canize, to justify any such measure as the annexation of either Canada or Mexico, but a commercial interchange of the products of these countries with ours is practicable and would result in our gain. Possibly our people would not be benefited by lower prices for lumber, but the home supplies would be relieved of a terrible drain, and made to last many years longer than they now seem likely to do, unless a more liberal spirit is manifested in the treatment of the lumber tariff question."

In the Ontario legislature, Hon. Mr. Hardy denied that the Crown timber agent at Rat Portage had absconded. He said, Dulmage, a bush ranger, had been employed by the government to obtain information and prevent parties from cutting timber without licenses, or who held licenses from the Dominion government and were paying the funds into the Ottawa treasury. Dulmage had not been given authority to collect moneys, but had done so, and had made his returns at various times. He didn't hand over all the money, however, and when the government found it out issued a warrant for his arrest. Dulmage skipped, leaving the province out \$15,000. As he had not been appointed timber agent he had never given security.

WE learn with regret that the well-known lumber firm of McCraney & Wilson, of Toronto, has been compelled to assign. The news of the failure will be received with surprise, as the firm was in good repute, and believed to be in a sound financial condition. It is stated that the direct liabilities of the firm amount to \$50,000 and the indirect to \$10,000. Several explanations are given for the failure. The lumber trade has not been in a flourishing state for some time past, and the firm has sustained severe losses. Coupled with this Mr. McCraney has been in bad health and could not give his affairs the personal attention required. The assets will, it is said, cover the liabilities of the firm, and consist of accounts due and stock. It is to be hoped the firm will be able to make a satisfactory arrangement with their creditors so that they may be enabled to resume business before long.

MR. Jas. A. Vanwart, of the St. John and West India steamship line, who recently returned with the *Portea*, is most enthusiastic over the prospects of trade with the south, and declares that the most sanguine expectations of the promoters of the line have been exceeded in the reception afforded the enterprise by the colonies which were visited. He says that the people on the islands and in the Demerara have a strong British sentiment, and are anxious for closer commercial relations with Canada. The merchants would be glad to buy in Canada if articles and prices suit. They complain that cards sent them from business houses in Canada do not contain quotations of prices, while such information is always given by English and American firms. They pay spot cash and are not waited upon much by commercial travellers, but buy by quotation and sample. Mr. Vanwart found that pine was the favorite lumber for that warm climate. Large quantities are imported from the States, nearly all of which is from Canadian saw mills.

AN eastern lumberman, down in the State of Maine, writing to a local paper, gives some timely hints on how to consign lumber. He says: Many persons shipping lumber, timber, &c., do not exactly understand the nature of shipping such stuff. New York city inclusive of neighboring points, is without question the largest consumer of lumber in the world. In what we call a working day this section consumes about 400,000 ft. of different kinds of lumber an hour or the enormous total of 1,200,000,000 feet a year. With this in view the unsophisticated shipper might reasonably argue that it would be at any time safe to consign a few cars of almost any kind of stock to such a gigantic market and be sure of getting a fair value for the stock shipped; yet such is not the case. It is an extremely hazardous business to make *promiscuous consignments* and the shipper who does so is pretty certain to be dissatisfied with the returns that he receives. If shippers will follow the advice we herein give and do their

part of the business faithfully, we believe that they will find that shipping lumber on consignment is a good business and one that will yield fully as good returns as sales made in any other manner. Now when a shipper starts out to do a consignment business his first duty should be to select a good reliable commission dealer. The way to ascertain the standing of such is first to write him and ask his references. On receipt of a reply do not ship simply because his references look good but investigate them. If a shipper can also communicate with a good commercial agency he should do so. After being thoroughly satisfied on the question of honesty and ability the next thing is to establish confidential relations together. Withhold nothing that will give a commission man the inside facts as to your stock to dispose of. Having done all this it is not yet time to ship. The next step is to inform your agent—for such your commission dealer becomes—as to what you have to sell. Be explicit. In defining your stock always state the amount in feet of each thickness you have to market; state carefully how long it has been on sticks, whether carefully piled or not. Give the width as nearly as possible. Define the quality based on the rules that we will hereafter lay down and it is always better to err on the right side and make your description a little poorer than the stock actually is than the opposite. Having done all this, in due time you will learn about what such stock is worth, and if on receipt of such information you feel justified in shipping do so. After the shipper has concluded to ship, his next thought is loading the cars. This must be done as neatly as possible, putting each thickness (if shipping more than one thickness) by itself, having the ends nearest the door in a box car and ends of a flat, even uniform, for on its arrival your agent may want to exhibit the stock as it lies in the car and the better appearance it makes the more likely is it to attract a buyer. So shippers will see that it is to their advantage to have their stock appear well when shipped; then as the stock has been brought to market, sold and delivered, comes the settlements. As soon as the stock is delivered, a good commission man will at once remit by cash. No matter how he makes his settlements with a customer, he will remit you in cash as soon as sold, unless otherwise agreed. Never draw on the seller, unless instructed to do so, and then it is better to draw on a three days sight as drafts at sight do not carry grace, and are liable to find your agent out and be returned dishonored; whereas at three days sight, if when the party on whom they are drawn should be out, a notice is generally left at his office and drafts are held by the Bank for acceptance. Always remember that after arrival of stock, deliveries can not be made in a day, in fact it often takes from a week to ten days to get unloaded, surveyed and inspected. Your confidence in your agent should be such as would lead you to believe that no unnecessary delay will be allowed. The charges for handling stock are 5 per cent. commission and 2 per cent. additional for cash settlement. There is another item, storage. It is always better to place all shipments direct from the car, but sometimes it occurs that a seller may think it more advantage to the shipper to put stock in the store house, and sell from there. When such is the case, charges vary according to the place, a fair basis for calculation, would be \$1.50 per thousand feet the first month, which includes unloading, carting, &c., and 30c per feet for subsequent months. If shippers will take all this to heart there will be little cause for complaint.

#### SPLINTERS.

MR. G. W. Ostrom, representative in the local legislature, has introduced a bill to amend the Act respecting the driving of sawlogs and other timber in lakes, rivers, creeks and streams.

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MR. Cook, M. P., intends to move for an order of the House of Commons, giving a complete list of all applications for timber limits in Manitoba, Keewatin, British Columbia, and the northwestern territories, showing the names and addresses of applicants and the limits applied for, not already brought down; also for orders in council relating thereto.

A NEW saw mill Association has been organized at Atlanta, Georgia, to be known as the Georgia Saw Mill Association. Its object is to secure uniform inspection and measurement, equitable freight rates and a general regulation of all matter of interest to the mill owners.

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ADVICES from Manitoba state that the supply of men for camps in that province does not nearly equal the demand. Over one thousand men have been engaged in Winnipeg for work in the lumber camp, within the past six weeks, and it is quite probable that some of the contractors will have to import men from the east.

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SEVERAL cuttings of spruce deals for next season are reported as sold at prices slightly in advance on last year's rates, among which are the Montmorency, to Messrs. Dobell, Beckett & Co.; Sewell's to Messrs. Smith, Wade & Co.; Crawford & Atkinson's to Messrs. John Sharples, Sons & Co.; Joly's to Messrs. John Burstall & Co., and J. S. Murphy's two cuts (Riviere a Pierre and St. Joachim,) to a Liverpool house.

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THIS winter, square timber is being got out all along the line of the Canadian Pacific Railway from Ottawa to Lake Superior, the completion of that line having opened out new districts, where valuable pine timber is being made. This timber will be carried by rail to a point between Ottawa and Montreal, where it is thrown into the river and rafted to Quebec, from which port it will be forwarded to the English market.

#### HOME AND FOREIGN TRADE REVIEW.

Office of CANADA LUMBERMAN, }  
Feb. 28th, 1890. }

Trade is very quiet at Toronto but this is usually the case at this time of the year. The weather has been favorable for logging during the month, and prospects both for stock and business will correspondingly improve. There is no depreciation in prices worthy of mention, but trade has been very quiet. Work in Ontario is progressing finely in the woods. In the Ottawa Valley lumbermen are very busy getting out both logs and square timber.

The threatenings of the United States Legislators to add to the present duties on lumber an increase equal to the Canadian export duty on logs unsettles the view of those holding large stocks of sawed lumber in Canada.

Those who profess to be in the secrets of some of the leading senators of the United States claim that this measure will be put through.

Lumber and shingles are both weaker than a year ago. A little stiffening of views was held in some quarters during the continued absence of snow among sections along the frontier, but now that the weather is favorable to log drawing all reports of short supply disappear.

Undoubtedly the large failures that are taking place throughout the States in different lines of business coupled with the stringency of the money market in Canada adds to the depression which is being manifested in the number of small lumber establishments with their accumulation of lumber that have been and are being closed out.

Lath owing to the mildness of the winter have been in rather better demand in the New York and Boston markets than usual.

#### FOREIGN.

Trade in Britain is fairly active for the time of the year, and a considerable amount of lumber is constantly going into consumption. A very good business is being done in American walnut, and though the recent arrivals have been rather heavy they have not been much in excess of the demand. First class American whitewood is moving well at fair prices, but inferior stuff is weak. Logs are not in brisk demand and prices are barely remunerative. The cessation of fresh shipbuilding orders and the unsettled condition of the iron market has tended to create a depressed felling and the timber trade in consequence is not so brisk as it has been. The imports to Glasgow at this season are usually confined to parcels per steamship from the States, but of late these have been restricted to very