

CORRESPONDENCE

Letters are invited from our readers on matters of practical and timely interest to the lumber trades. To secure insertion all communications must be accompanied with name and address of writer, not necessarily for publication. The publisher will not hold himself responsible for opinions of correspondents.

THE CULTIVATION OF FOREIGN MARKETS.

OTTAWA, Sept. 11th, 1896.

To the Editor of the CANADA LUMBERMAN:

DEAR SIR: - I have noticed, with great pleasure, the active interest that you have been taking through your paper towards opening up new fields for the consumption of our Canadian wood products, and I am sure that some of your remarks cannot help but bear fruit. Although I am rather averse to needless speculation, I must admit that I think that the majority of the Canadian lumber dealers are inclined to be a little too conservative as regards sending their wood goods into a market that is not thoroughly conversant with our trade. Of course, there are evils to contend against before a new market can be opened up, but on the other hand, once the trade is understood and a satisfactory arrangement can be arrived at, then you have the satisfaction of knowing that the business is not so over run that you have to sell your goods at a most unsatisfactory figure or else retire in favor of some hawker who is able to place some job lots at a sufficiently low figure to fill the requirements of a glutted market. One has not to look back very far to remember the time when there was little or no Canadian woods sent to the European trade, other than square timber; then as trade developed we saw the introduction of three inch deals, and now even these are to a certain extent being replaced by smaller sizes, such as 1, 1½, 1½ and 2 inch. How have these changes been brought about? It was by the introduction of these lines into the different markets on a small scale; then as the success of the venture was proven, larger consignments were sent forward, until we have not only shown the superiority of our goods and our manufacture, but we have tended very largely to cause quite a reformation in that trade. Of course we cannot take all the credit to ourselves, for had it not been for the foresight and push of some of the large English dealers this movement would have been greatly retarded. Now that we have met with such success with our pine, why should we stop there. One has only to take up one of the European import returns to find the large quantity of hardwoods which they receive from the United States and other countries, which to a very large extent should come from Canada. The hardwood lumber trade of Canada is just in its infancy, and it is very liable to remain so unless there is some effort made both on the part of the Canadian government and the manufacturers to improve the state of affairs. First of all, we want to find a market to enable us to take it out in paying quantities and to manufacture and handle it as the species and quality requires. At present you will see distributed all through the country small mills everywhere from six horse power up. To these the farmers draw a few logs, which are sawed in a very inferior manner and graded in any way to suit the convenience of the "manufacturer." These men find the name of someone who purchases hardwoods, and write offering them firsts and seconds, which may be principally culls, at an absurdly low figure. They get their order to ship, and when the lumber arrives at its destination, of course there is a huge kick and a corresponding reduction by consignee, who even then finds the article unsuitable and injurious to his trade.

You will admit that this is not the way to advertise our goods, which if done in the proper way, would hold their own with any in the world. While in New York some months ago I met a large dealer from Germany who told me that he had come over to the States to purchase some hardwoods. He informed me of a mill in the state of New York where he had purchased a large quantity of ash and maple. I asked him why he did not try Canada for these woods, but he said that he had once tried a small shipment and found the quality of the wood and the sawing was not in any way equal to that grown and manufactured in the States. A short time after this I had occasion to visit the mill in question, and was surprised to hear that all the hardwood logs which they were manufacturing had been shipped to them from Canada, and that the States were getting the credit for producing an article which rightly belonged to Canada. This is only one instance of many that might be recorded in which

other countries are obtaining the cudos which we should use every effort to retain ourselves.

Although the pine industry is likely to remain the chief wood trade of Canada for years to come, still these is no reason why such a valuable factor as our hardwood trade should be kept in the background, and I trust that through the good influence of your paper, the proper authorities will be induced to use every effort to further the interests of an industry that would give employment to large numbers and place a value on thousands of miles of timber territory which are now considered valuable only as a means of supplying fuel.

Yours very truly,

E. C. GRANT.

MARITIME NOTES.

[Correspondence of the CANADA LUMBERMAN.]

AFTER a couple of months of compulsory vacation consequent on a too close attachment of your correspondent's principal writing fingers with the janitor knives of a clapboard machine in a mill he was visiting—in which the fingers came off a very poor second—it will be in order to again take up the broken thread and begin again.

Mr. Kilgour Shives, Campbellton, N. B., has a fine steam power saw and shingle mill, containing gang, patent edger, slab slasher, trimmer and resaw machine, for the manufacture of long lumber. In the shingle mill he has nine machines, eight Dunbar and one made in Ontario, large circular saws for cutting the logs in lengths required for shingles, and a saw splitting machine used to divide the large bolts into sizes suitable for the machines without waste, as is the case where winding or twisted bolts are split with an axe. The shingle bolts, after being prepared—sapped and quartered—are thrown into a sluice that lays on the floor a little behind the operators, in which runs an endless chain, one man thus being able to take the bolts from the sluice and place them within reach of the men operating the machines. There is a large amount of refuse, such as bark, heart, sawdust, etc., from cedar—which is used for shingles—which would entail a great amount of labor to get clear of, but Mr. Shives, with his characteristic enterprise, erected a large brick furnace two years ago, into which a large endless chain sluice dumps all the refuse of both the shingle and saw mills. Small sluices lead from the different machines to the main sluice; there is also a sluice leading to the fire room. Mr. Shives being located in the growing town of Campbellton, finds it more profitable to cut his slabs and edgings into fire wood than to make laths, and finds ready sale in the town for all he can make. In long lumber he cuts deals for the English market, but takes advantage of his logs as to lengths and size for the American and South American markets. The higher grades of shingles are shipped to Boston and other points in the Eastern States, the lower grades going to Prince Edward Island and Nova Scotia. Mr. Shives operated his mill day and night this season, and has a very nice electric plant for supplying light to the mill, yard and pond, also to his store and machine shop. The capacity of the gang mill is about 50,000 feet and 15,000 shingles each machine, per day of ten hours. The logs to supply the mills at Campbellton come down the Restigouche river, the boom and rafting grounds being at Flatlands, some five miles above the town. Large vessels take half their cargo at the wharves and the remainder of their cargo is lightered to them. Norwegian vessels have been doing the principal foreign lumber trade from all northern New Brunswick and Quebec ports along Bay Chaleu, but steamers are finding their way there and will no doubt make their presence felt.

A. E. Alexander, Mayor of Campbellton, has the largest and one of the most complete shingle mills on the north shore of New Brunswick. It is equipped with thirteen Dunbar shingle machines, with circular and drag cut-off saws, saw splitting machine for large bolts, sluice with delivery chain for supplying bolts to the different machines, refuse and fire house endless chain sluices, suitable to the conditions, which enables him to get rid of the refuse at very little expense. The cedar logs are cut on the Restigouche and Metapedia rivers. Mr. Alexander ships largely to the United States markets by rail, having a siding run into the mill yard. The mill has been run day time only, as Mr. Alexander runs some small mills in the woods in the winter and takes the output of some other mills, which gives him a sufficient stock to supply his requirements. Besides milling Mr. Alexander is the

largest general merchant in northern New Brunswick, and in both his mill and stores one can see a general air of prosperity which such an enterprising man richly deserves.

W. P. Gray has a four machine shingle mill in the town and does a very nice business. He has the advantage of most shingle mill owners, in that he has come up from the ranks—as the saying is—and has the practical knowledge necessary to enable him to take a hand at any part of the work in a shingle mill. Mr. Gray runs one of the two machines all winter.

W. W. Doherty has a steam power gang and circular saw mill, with patent edger and lath machine. This is a new mill built to replace one burned last year. Mr. Doherty saws for David Richards, principally deals for the English market. The capacity of the mill is about 70,000 feet per day. He has also been mayor of the town, and is a genial, whole-souled man whom it is a pleasure to meet, as are all the mill-owners in Campbellton.

About one mile below town David Richards has built a very fine mill, in which at present he has three Dunbar shingle machines and two clapboard machines, with all the necessary machinery for doing the work intended to the best advantage. The mill was built with a view of adding either a gang, circular or band when conditions warrant an increased output. Mr. Richards is a large lumber operator, as besides supplying stock for his own mill, he stocks several other mills, both on the New Brunswick and Quebec sides of the river. He also takes charge of the logs coming down the river to the booms, where he rafts and tows to the several mills as needed. Mr. Richards has built up quite a village near his mill, and shows good taste in the pretty houses he has built and their neat surroundings. He is the pioneer in the clapboard business on the North Shore. Knowing what was required he had the machines built to suit the conditions, with the result that they do the work required of them without any hitch or trouble. The logs suitable for clapboards are sorted at the boom, so that the very best stock only is used in their manufacture; they are taken from the saw and properly air dried, then planed and jointed by a machine made specially for that work, sorted into the respective grades, 1st, 2nd, 3rd and 4th, then either put into the warehouse or car for shipment, the Eastern States and Quebec being the principal market for them.

Across the river from Campbellton at Oak Bay, Que., J. D. Sowerby has a gang mill with circular, patent edger, resaw and four shingle machines, which are fully employed during the sawing season. Mr. Sowerby has another mill which he runs in the winter. The power at Oak Bay is a combination of steam and water, and has, it is said, the second largest water wheel in existence, being 52 feet in diameter and about seven feet wide. It looms away above the top of the mill and reminds one of the ferris wheel as it slowly revolves. The power was not sufficient, so steam was added and now does good work. Mr. Sowerby had the misfortune to have his dwelling and store burned some two or three years ago, but now has rebuilt and dispenses a welcome cordiality to the wayfarer in need of refreshment, without money and without price, in his beautiful home. May his shadow never grow less.

W. J. P.

AN UP-TO-DATE JOURNAL.

MESSRS. John Piggott & Sons, Chatham, Ont., in remitting the amount of their subscription to the CANADA LUMBERMAN, write: "We find a good deal of information in its columns, and think the parties from one of our neighboring towns, who wrote you some time ago forbidding it in their office, are not up-to-date lumbermen."

THE LUMBERMAN'S BEST GUIDE.

MR. E. Errett, of Merrickville, in asking that the LUMBERMAN be discontinued for the reason that he is going out of the lumber business, says: "I may just say that in closing my connection with the CANADA LUMBERMAN I am parting with the best guide extant to every man engaged in the lumber trade."

According to the report of the Forest Warden of Minnesota, there still remains in that state 10,890,000 acres of forest land, covered with 19,000,000,000 feet of white Norway pine. The annual destruction amounts to 1,800,000,000 feet.