

OBITUARY.

A. F. E. PHILLIPS.

In the death of A. F. E. Phillips, which took place in Winnipeg last month from appendicitis, the lumber trade has lost one of its brightest members, and one who had before him a promising career. Mr. Phillips was only thirty-one



THE LATE A. F. E. PHILLIPS.

years of age, and for the past nine years had been general agent in Manitoba and the North-West Territories for the Pacific Coast Lumber Company and the Brunette Saw Mill Company, of New Westminster, B.C. Previous to that time he was engaged with the Minnesota & Ontario Lumber Company, of Norman

Mr. Phillips was a most successful representative of the Pacific Coast firms, and at the time of his death had worked up a considerable trade. He was one of the smartest travelling lumber salesmen in the North West, and was well liked by everybody. He always took a deep interest in the welfare of the Western Retail Lumbermen's Association, as well as all movements looking to the improvement of the lumber trade in general. He was an enthusiastic member of the Winnipeg branch of the Hoo Hoo Order, which was formed about two years ago.

EDWARD SINCLAIR.

Edward Sinclair, the well known Miramichi lumberman, died at his home in Bridgetown, N.



THE LATE EDWARD SINCLAIR

S. on May 30th, after an illness of ten weeks. Mr. Sinclair was one of the largest lumber merchants on the north shore. Born at Douglastown, N.B., in 1847, he received his early business training in the office of Colonel Rankin & Company, after which he entered the employ of J. W. Peter Mitchell, at that time a lumber mer-

chant and ship builder. Subsequently he started in business for himself. Although meeting with many reverses by the loss of vessels which he built, he finally applied himself exclusively to the lumber business and succeeded, it is said, in laying by a fair share of this world's goods. He shipped largely to the United States and Great Britain.

Mr. Sinclair gave generously and without ostentation to deserving objects. His generosity may be illustrated by citing one of his acts, which was to give the sum of \$1,000 for the professional education of a young man who wished to become a physician but was without means to continue his studies.

As a business man, Mr. Sinclair was shrewd and far sighted. At the time of his death he owned probably 200 miles of Crown timber limits, and was the owner in fee simple of Beaubien's Island, about a mile long and half a mile wide, in the Miramichi river, near his home. This island is covered with a fine growth of spruce timber. His death is a distinct loss to the social and industrial world.

POINTS IN MAKING SLACK COOPERAGE STOCK.

A correspondent of the Barrel and Box asks the following questions:

1. How many staves will 1,000 ft. of average elm logs make?
2. What per cent. of No. 1 staves is the average?
3. When logs cost \$8.00 a 1,000 how much ought No. 1 and No. 2 staves sell at?
4. What is the value of 1,000 ft. of logs when bolts cost \$2.00 a cord?
5. If logs cost \$6.00 a 1,000 how much are bolts worth?
6. How many staves will a cord of average bolts make?
7. What is the average cost of producing 1,000 staves exclusive of the cost of timber?
8. How many hoops will 1,000 feet of average logs make?

Answers to the above questions are given as follows:

As to the first question, there is no accepted average on the number of staves in 1,000 ft. of logs. We figured it out in February to be about 2,500 staves, but not all, or for that matter none, seem to concur in the figures. There seems to be so much difference in timber that it is difficult to strike an average. Some figures in the writer's note book show productions as high as 3,200 and 3,500 from gum timber, but there is a tune to these figures, and that is in the fact that the logs were measured by the Doyle rule up to 28 in. and above that size with the Scribner rule—and then this was gum, and it is elm we are talking about. From the best information at hand it would seem that in the North and with elm timber measured as they measure it there one will be doing well to get 2,500 staves on an average. That is what we call mill-run staves, dead culls out.

In the second question, on the average per cent of No. 1 staves, there is even a more wide variation than in the question of production, for the quality of timber affects the grade even more than it does the quantity of merchantable staves. Referring again to the notebook of the writer an instance comes to view of 75 per cent. of No. 1 stock, and 3,250 staves from 1,000 ft. of logs, but this is qualified by the remark that it was good elm timber. In face of this, and considering the stock of timber available this season, it is our opinion that in the North there will not be a general average of more than about 40 per cent. of No. 1 if the staves are graded as closely as they should be. In the south the average will be considerably higher if proper pains are taken in the process of manufacturing and caring for stock.

To the third question, what ought staves to sell at when logs cost \$28.00 a 1,000, we feel like answering by asking who in the North has been getting logs at \$8.00 this year? That same tell-

tale note book says that the first of the Michigan manufacturers were having to pay 50 for logs. Some logs, not very good, reported at \$9.00, but those who were getting at this price said they could afford to pay for good logs, and on down in Ohio good logs were worth \$15.00 the first of the year. Now, the way we are going to answer the question is by saying that if logs only cost \$8.00 would be worth more than some seem to be getting them at to-day, and at the prices we logs have been bought at this year, we think that a man cannot sell for any such figure could if logs were worth only \$8.00.

Questions 4 and 5 come very near answering each other, and the writer is a little sure that "North Star" wrote them that way on purpose. We are going to "beg" this question, however, and let some mill man answer it, could go to work and figure some sort of average between comparisons of foot measure to cords and in this we find a variation from near cords to the 1,000 ft. of lumber to some of less than two cords. The point in this puzzles us is the relation of value between same quantity of wood in the bolt and in log. It occurs to us that a certain amount be obtained in bolts from material which not make logs, and that a difference in times may affect the price at which bolts are bought as compared to logs. Will some mill give us a little light on the subject. Yes, who is it up north who is getting logs for Is not that a sort of joke?

In answering the sixth question, on the number of staves which a cord of bolts will produce we figured it an average of 1,000 at the same and on the same basis which was taken for 2,500 for 1,000 ft. of logs. Neither has this accepted as a general average, for there are sorts of difference in cords and their products. Some people have bolting saws and can get stock from those who split their blocks and do not pile stock up into cords, but across the ends of the blocks inside of the and count a cord by tape measure—usually for a cord. All this makes so many variations that there is no such thing as striking a general average that will be of value to work from.

As to the average cost of producing 1,000 staves exclusive of the cost of timber, it is—well, more than many a man thinks it is, or else in the trade do not care for the loss of money that we have been hearing about. On the point labor alone, we find some who say that it does not cost them any more than it did last year but quite a lot more say that the labor cost 20 to 25 per cent. higher than last year. Labor cost alone, though, does not tell the tale of in manufacturing staves, for where is that insurance rate that we have all been talking about? Where is your own time and worry as manager of the business? Where are you to get the money invested in the plant and business, and where are a whole lot of things of character to come from if they are not added to the cost of manufacture? We can not sit in the office and tell any man what it costs to make his stock, nor can we strike an average for individual cases vary too much, but we point out that added to all the expenses considered here, which are sometimes overlooked, it is this year an additional expense in the selling stock. It costs lots of money to visit the trade, and this year there is to be of that done, for the trade is not seeking success it has in years past, so that you can sit in the office and let the stock sell itself. You go on the road, or pay some other man to sell your stock right at this time, and all this money—and this is legitimately a part of manufacturing cost.

As to the number of hoops 1,000 ft. of logs make on an average, we can only get at it approximately. Some of the leading manufacturers say that there is a difference of about 1,000 between sawing and cutting, and that in the from slitches about 4,000 is an average, and 3,000 is a very good average when sawing from the same stock. This does not give much light on cutting by the rotary process, but it give a true basis for hoop calculation, making hoops some simply buy lumber for work, and many of those who work the logs themselves do not put all the logs in hoop slitches, being guided largely by the quality of the material and by what else there is in the market for that they can use a part of the log. This average figure means hoops of certain lengths, so that in figuring you have to take into consideration the lower price of the many hoops you are forced to make.