

"They think they are smart, don't they if that's the way they are going for us I'll make it \$25.00. We'll see what kind of stuff there is in them anyway," said the salesman.

Following his lead the junior member of the firm called around again, and was told by the gentleman who wanted to buy that if he desired to sell the stuff it would be necessary for him to go a little lower as it had been offered at \$1.50 a thousand less than the price he last named.

"It has. Well, to settle it, we'll give you that flooring for \$24.50."

"It's a bargain," the gentleman replied. "I'll take it."

When the member of the firm returned to the office he booked the order. "I sold this flooring almighty cheap," he said to his salesman, but I'll let their fellows know that we can sell flooring as cheap as the best of them." And he smiled triumphantly as he stuck a cigar between his teeth and lit a match.

The salesman stepped to the book and looked at the name of the gentleman to whom the flooring was to go in blank astonishment.

"And have you been bidding for that man's trade?" he asked.

"You bet I have!"

"And so have I," said the salesman.

Then they struck an attitude, and looked at each other after the manner of two dromedaries.

The member of the firm turned around, elevated the tails of his Prince Albert, and said, "Kick me!"

The salesman turned his back to the member of the firm, and pulled his short sack coat close around the small of his back, and echoed, "Kick me!"—*Northwestern Lumberman.*

THE STATE OF TRADE.

Private reports from various lumber centres to the *Lumber World* are given below:

GRAND RAPIDS, Mich.—Lumbermen here post no changes in prices. They profess to be cheerful over the outlook.

PITTSBURGH, Pa.—No changes in prices are published. The conditions report of last month are about the same.

MILL SPRINGS, Mo.—No prices have been changed. On account of the railroad strikes business has been suspended.

OSWEGO, N. Y.—Quotations are unchanged and the business outlook has not materially altered since last month's report.

BOSTON, Mass.—Some changes in the price of spruce and lath, an increase in both cases are posted. Business is promising.

MUSCATINE, Iowa.—The list of prices remains unchanged and the business conditions show no alteration since last month's report.

CHICAGO, Ill.—Cooper stocks remain about the same as last month. Business is moderate and better things are hoped for the spring trade.

ST. LOUIS, Mo.—There is nothing to note in the way of changes at this time. Conditions same as reported last month. The bad influence of the strikes is being felt.

TOLEDO, Ohio.—Prices remain about the same. Trade is increasing slightly but the uneasiness caused by the strikes in the southwest is being felt by all consumers.

NEW YORK CITY.—Steadiness and cheerfulness characterize this market. Immense building operations promise well for our trade. The manufacturers of wood finishings are busy. The spring trade will open brisk.

NASHVILLE, Tenn.—No special changes are noted. Prices are firm, dry stocks scarce and orders numerous. The Nashville Lumber Co. have sixty days work ahead and are putting in a band saw to be ready for operation April 15th.

BAY CITY, Mich.—The list of prices show few changes and the business outlook is the same as last month. Logging estimates have not been realized. Unfavorable weather is said to have materially reduced the intended cut. Dealers are hoping much from the season about to open.

MILWAUKEE, Wis.—Few changes in prices are recorded except in flooring, dry common boards, timber, joists and scantling. The southern strikes have had a bad influence on trade, as they have tended to diminish demand.

Quite an extended movement has now set in and prices are firmer as dry stocks are reduced. The prospects are more encouraging than at any time heretofore.

THE LUMBER OUTLOOK.

Owing to the absence in Europe of the senior member of the firm of E. B. Eddy & Co., the gentleman interviewed at Hull was not disposed to make any statement. The cut, however, is calculated to exceed 50,000,000 feet. The party interviewed was not inclined to gush over the situation, unlike many of those engaged in the industry across the river. He thought that the activity which has given the market such an appearance of strength has been thoroughly speculative. He also as firmly asserted that there was nothing in the outlook to warrant the activity reigning just now.

All the Chaudiere lumbermen speak highly of the project to extend the Canada Atlantic tracks into the lumber yards. They claim that it will result in more benefit to the city than any scheme adopted during the past ten years.

A member of the firm of Grier & Co. ridiculed the idea of the lumber supply running short in the near future, in consequence of the continued encroachments of the lumbermen in every direction. He said that there was still an inexhaustible stretch of pine extending that had not yet been reached while the areas cut upon years ago can be visited again in the course of a few generations. Advances from the road showed that the weather was favorable for getting out logs. The snow has not yet disappeared, and has facilitated teamsters in the task of hauling out to the rivers. The shanties of the firm are seven in number, and are located on the Coulonge, Petewawa river, Bissett's creek, and Lake Temiscamingue, employing in all over 350 shantymen.

Mr. Booth could not be found by a reporter. The cut of this firm is estimated at over 55,000,000.

From private information received by a gentleman in this city from the Hon. H. G. Burleigh, an extensive lumberman in New York State, now at Washington, it is learned that there will be no change in the tariff on lumber this year. It was generally expected among the trade, that the duty would this season be removed entirely from lumber exports; and consequently there was something like a boom in cutting and shipping circles. We are pleased to learn however, that our Canadian lumbermen will not be seriously affected by this prospect, as the cut for 1886 is already in most cases disposed of.—*Ottawa Journal.*

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