

HARD WOODS.

A steady consumptive demand exists for a variety of our hard woods, and a constant change and substitution is going on in the kind of woods used for certain purposes in building, fitting and furnishing. The demand of cherry is steady and we quote \$60 to \$75 per thousand, for Nos. 1 and 2 of this kind of wood in this market. A car was sold this week at the high figure. Walnut is firm and in request, more selling at \$95 than at \$85 per thousand, dealers tell us. Birch, although plentiful enough in the forest, is not easy to find in the market of the quality and dimensions most called for. There is very little selling at \$17.00, buyers pay \$18.50 to \$20 as a rule. Chestnut is quiet and not much sought after. There is more inquiry for butternut, which we now quote as high as \$40 to \$50. Basswood is an article in very steady request. Soft elm is higher and rock elm unchanged.

The *Lumberman* had recently the following about the Chicago market: "Stocks on hand in the city yards are large and ample for all immediate requirements. The only exceptions are, perhaps, in whitewood, which is very scarce, in dry walnut culls, and in red oak finishing lumber and quarter-sawn stuff. No one can tell why, but red oak actually seems to be more popular than white oak for inside finish, and often commands a higher price."—*Monetary Times*.

THE CAUSE OF DISCOUNTS.

First and last a great many articles have been written setting forth the demoralizing influence upon trade of the practice of making discounts. In this matter, as well as in all others, we find two sides to the question, and both present objectionable features. The habit of perpetually kicking prevails to a greater or less degree in every business house in the country. There are many firms who have a reputation as kickers, that acquire such a distinction entirely through the acts of employees, and while morally responsible are not personally dishonest. A salesman, inspector, or other employee, may become possessed of the idea that he can advance the interests of his employers if he shuts his eyes to justice and secures an advantage over some person with whom they are dealing, by means, which, to use a mild term, we will designate as sharp. There are plenty of employees whose idea of honor does not extend beyond the confines of the lumber yard in which they work, and who believe that to gain an advantage, just or unjust, is to advance the interests of their employer and that it will be appreciated by him and make their services indispensable.

There are dealers who ship lumber and deal with customers on the principal that every identical one of them intends to cheat on the count of inspection, and to offset that possible result will skin the grades or stretch the tally to the utmost limit. Such a policy does not go unnoticed and the average person will retaliate by adopting the other extreme and the ultimate result is a request for a discount. A shipper undertakes to load a car, and from various causes the job extends over a space of several days. It may be that two or three different persons have taken a hand at the tallying, or even if but one is engaged on that duty, the fact of dropping the work and starting again at odd times is sufficient grounds for asserting that an error could very easily have been made in the count. A car load arrives at its destination and the party who holds an order for its delivery sends a truck and hauls away a load or two to one customer and the balance to his yard. The teamster has taken tally of the loads he hauled away, and one or more tally boys in the yard measure the balance and if it does not hold out to the invoice, a claim for discount is made.

A shipper in measuring pieces which contain a fraction of a foot either throws off or adds on the remainder or adopts the just rule of give and take. The firm receiving the lumber may refuse to add on or divide and of course there is a shortage. The system of tallying by hundreds and placing the score on the side of the car or on a shingle, and in other unbusinesslike ways is frequently the cause for a great many unjust kicks, and the allowance of a great many discounts.

There are salesmen by the score who have

occasionally so far forgotten themselves as to sell lumber by sample, taking the standard from a pile shown them in the buyer's yard. If a car load shipped on such an order turns out satisfactory it is the exception, not the rule, and the salesman is largely to blame for the discount which is claimed.

The competition of the last two years has caused certain shippers to elevate the standard of grade made by them beyond the limit of any commonly accepted rules of inspection, and now a great many buyers insist upon making the standard severely rigid, and the manufacturer who ships an honest, straight grade of lumber is frequently obliged to discount because a competitor is giving away some of his lumber as an advertisement to secure orders.

These are but a few of the many methods that are in vogue to secure a discount on shipments, and it will be observed that the blame is not to be cast all on one side. The manufacturer in his greed for orders will practice what is commonly called "stuffing;" the salesman will overrepresent, or accepting a low offer will attempt to get out whole by working in a portion of an inferior grade, the consumer will kick because from a laxity of system he has made a purchase fall short, or from a preconceived determination to secure a discount he authorizes his employee to cut the measurement for defects, and to make the standard so high that the system verges on robbery.

This combination of affairs produces the inevitable result—discount.—*Northwestern Lumberman*.

LUMBER AND TIMBER.

It is a matter of satisfaction that the prospects of the lumbering trade, as a whole, are good. The demand from the United States is strong. The discussion in the American Congress on the Morrison Tariff Bill, and its passage through committee, are held to be of a hopeful character, though they are far from being a guarantee that the measure will pass. Were it not for conflicting interests continually fighting for supremacy, and the side issues introduced into the discussion, there seems no room to doubt that the duty of two dollars a thousand on lumber would speedily be taken off. The effect of this would be to enhance the value of our lumber products generally, and the lower grades especially. It is these lower grades that are more and more difficult to dispose of, and to the export of many of them the duty is an insuperable obstacle. There seems to be an opinion in lumber circles in the States that the abolition of the duty is only a question of time and contracts are being made in advance, on this assumption.

Our exports of timber and timber products to England are not so satisfactory as a whole. Deals have done well, and are likely to do so still; but heavy timber is very slow and difficult of sale, and prices are not encouraging. A good deal of timber has been held over at Quebec for more than one season. If trade were to revive in England an entirely different aspect would be put upon matters; but that appears far off, even yet.

The lumber and timber trade occupy so prominent a position in our industries as to affect the whole mercantile and financial condition. To a certain extent this is true of every part of Canada; but it is more particularly the case in the whole of the regions watered by the Ottawa, certain portions of the province of Quebec, the whole of the Trent Valley district, and the region north of Lake Simcoe.—*Monetary Times*.

GRAPHITE AS LUBRICATOR.

The following interesting matter relative to the use of Graphite (better known under the name of "black lead") is from Prof. John A. Walker's report in "Mineral Resources of the United States" for the year 1893-94:

"With the introduction of heavier machinery the service demanded of a lubricant has become more and more severe. For much of his work it is found that oil will not answer at all, and for much more it answers only at great expense, hence the uses of graphite and the more solid lubricants, such as graphite, mica, soapstone, sulphur, etc. When graphite first began to be

polish luster when rubbed was assumed to be "black lead" and fit for lubricating purposes. Experience soon proved it to give varied results—sometimes very good and sometimes the reverse; in fact, it was not reliable because of a lack of uniformity correct sizing and purity and soon fell into disrepute among practical men, though continuing to be well spoken of in the books. In 1886, however, systematic experiments were begun in this country with a view to producing a reliable lubricant from graphite, and the final result has been very satisfactory.

"Water-dressed dry foliated American graphite is a little thin flake of graphite of extraordinary properties. Its superiority as a lubricant has been attested by all recent writers on friction. Its coefficient of friction is very low. Its enduring qualities are several times greater than those of any oil. Unlike either oil or grease, it is not affected by heat, cold, steam, acid, etc., and acts equally well under varying conditions of temperature and moisture.

"Many and carefully conducted experiments in the laboratory with Professor Thurston's testing machine, and experience in shops, have shown that for the highest usefulness the flake must be of a certain size and dressed perfectly pure. Graphite never occurs of the proper size and purity for use. Its natural impurities contain substances fatal to anti-friction purposes. Its proper selection, sizing, and perfecting for lubricating purposes is a matter requiring large skill, much machinery, and great experience. The difference between a perfectly pure graphite and one almost pure, but still totally unfit for lubricating, can not be detected by either sight or touch.

"It is recommended dry for steam and air cylinders, mixed with grease for heavy bearings and mixed with oil for light bearings. On being applied to a bearing, it readily coats the surface with a shiny, unctuous veneer. These surfaces then slide on each other with very little friction. On being applied to heated bearings, the graphite soon fills up any inequalities of the bearing surfaces due to cutting, abrasion, etc., making them smooth and even, after which the bearing soon cools down and is equally useful for wood or metal surfaces: in short, in all cases where friction exists. If the bearings are loose enough for the introduction of this thin flake graphite, it will prevent heated bearings, cool those already heated, and reduce friction better than anything else. In all cases where the service required of a lubricant is very severe graphite will be found specially useful, as in mill steps, gears, heavy bearings, bed plates, etc.

"This is the most rapidly growing use of graphite. In 1884 a single company sold 250,000 pounds of it for this purpose, branded as 'lubricating graphite,' and probably as much more not so labeled, which was used for the same purpose."

Cholera Preventative.

In order to withstand Cholera and such like epidemics a perfect purity of blood, and the proper action of the stomach, are required. To insure that end, in the cheapest, most available and complete manner, use McGregors' Speedy Cure for Dyspepsia and Impure Blood. There is no purer, safer or more reliable remedy in existence for Indigestion, Dyspepsia, Costiveness, etc. Ask your neighbor or any person who has used it. Sold by John McKee. Trial bottle given free.

Health is Wealth

DR. E. O. WINE'S NERVE AND BRAIN TREATMENT, guaranteed specific for Hysteria, Dizziness, Convulsions, Fits, Nervous Neuritis, Headache, Nervous Prostration caused by the use of alcohol or tobacco, Wakefulness, Mental Depression, Softening of the Brain resulting in Insanity and leading to misery, decay and death, Premature Old Age. One box will cure recent cases. Each box contains one month's treatment. One dollar a box, or six boxes for five dollars; sent by mail prepaid on receipt of price. We guarantee six boxes to cure any case. With each order received by us for six boxes, accompanied with five dollars, we will send the purchaser our written guarantee to refund the money if the treatment does not effect a cure. Guarantees issued only by J. D. TULLY, Druggist, Sole Agent for Peterborough.

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VALUABLE
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The undersigned being desirous of confining their operations to their Lakefield Mills on the Trent waters, offer for sale the following limits:—

Township of Hindou, 70 square miles.

" Oakley, 45 " "

" Redout, 22 " "

— An area of 137 square miles.

These limits are estimated to contain 180 million feet of Logs, well watered, and afford means of short hauling from all points, and quick and cheap driving to Georgian Bay. Are offered for sale together with plant, depots, farms, 1,200 acres wooded lands and 50,000 logs, nearly all of which are on the main river, a large proportion of which are 16 feet long. Apply to

R. & G. Strickland,
Sml. LAKEFIELD, ONT.

**NOTICE.**

SEALED TENDERS, addressed to the undersigned, and endorsed "Tender for Indian Supplies," will be received at this office up to noon on TUESDAY, 30th APRIL, 1896, for the delivery of Indian Supplies during the fiscal year ending 30th June, 1897, consisting of Flour, Bacon, Beef, Groceries, Ammunition, Twine, Oats, Corn, Hulls, Agricultural Implements, Tools, etc. duty paid, as various points in Manitoba and the North West Territories.

Forms of tender, giving full particulars relative to the supplies required, dates of delivery, etc., may be had by applying to the undersigned, or to the Indian Commissioner at Regina, or to the Indian Office, Winnipeg.

Parties may tender for each description of goods (or for any portion of each description of goods) separately or for all the goods called for in the Schedules.

Each tender must be accompanied by an accepted Cheque in favor of the Superintendent General of Indian Affairs on a Canadian Bank for at least five per cent of the amount of the tenders for Manitoba and the North-West Territories, which will be forfeited if the party tendering declines to enter into a contract when called upon to do so, or if he fails to complete the work contracted for. If the tender be not accepted the cheque will be returned.

Tenders must make up in the Money column in the Schedule the total money value of the goods they offer to supply, or their tender will not be entertained.

Each tender must in addition to the signature of the tenderer be signed by two sureties acceptable to the Department, for the proper performance of the contract.

In all cases where transportation may be only partial by rail, contractors must make proper arrangements for supplies to be forwarded at once from railway stations to their destination in the Government Warehouse at the point of delivery.

The lowest, or any tender, not necessarily accepted.

L. VANKOUGHNET,
Deputy of the Superintendent-General
of Indian Affairs.

Department of Indian Affairs,
Ottawa, 3rd March, 1896.