



MONTHLY AND WEEKLY EDITIONS
PUBLISHED BY

The C. H. Mortimer Publishing Company
of Toronto, Limited

CONFEDERATION LIFE BUILDING, TORONTO

BRANCH OFFICE:
IMPERIAL BUILDING, MONTREAL

The LUMBERMAN Weekly Edition is published every Wednesday, and the Monthly Edition on the 1st day of every month.

TERMS OF SUBSCRIPTION:

One Copy, Weekly and Monthly, One Year, in advance..... \$1.00
One Copy, Weekly and Monthly, Six Months, in advance..... .50
Foreign Subscriptions, \$2.00 a Year.

ADVERTISING RATES FURNISHED ON APPLICATION

THE CANADA LUMBERMAN is published in the interests of the lumber trade and allied industries throughout the Dominion, being the only representative in Canada of this foremost branch of the commerce of this country. It aims at giving full and timely information on all subjects touching these interests, discussing these topics editorially and inviting for discussion by others.

Special pains are taken to secure the latest and most trustworthy market quotations from various points throughout the world, so as to afford to the trade in Canada information on which it can rely in its operations.

Special correspondents in localities of importance present an accurate report not only of prices and the condition of the market, but also of other matters specially interesting to our readers. But correspondence is not only welcome, but is invited from all who have any information to communicate or subjects to discuss relating to the trade or in any way affecting it. Even when we may not be able to agree with the writers, we will give them a fair opportunity for free discussion as the best means of eliciting the truth. Any items of interest are particularly requested, for even if not of great importance individually they contribute to a fund of information from which general results are obtained.

Advertisers will receive careful attention and liberal treatment. We need not point out that for many the CANADA LUMBERMAN, with its special class of readers, is not only an exceptionally good medium for securing publicity, but is indispensable for those who would bring themselves before the notice of that class. Special attention is directed to "WANTED" and "FOR SALE" advertisements, which will be inserted in a conspicuous position at the uniform price of 15 cents per line for each insertion. Announcements of this character will be subject to a discount of 25 per cent. if ordered for four successive issues or longer.

Subscribers will find the small amount they pay for the CANADA LUMBERMAN quite insignificant as compared with its value to them. There is not an individual in the trade, or specially interested in it, who should not be on our list, thus obtaining the present benefit and aiding and encouraging us to render it even more complete.

IMPORT DUTY ON LUMBER.

THE question of an import duty on United States lumber coming into Canada was again brought up at a meeting of the Lumbermen's Association of Ontario held last month. As on previous occasions, strong sentiments were expressed in favor of such a duty. One of the members was delegated to communicate with the Premier, and upon the nature of the reply of the latter will depend the course of action to be adopted. It is probable that a meeting of the Association will be called for the specific purpose of outlining a policy.

The Lumbermen's Association of Ontario have resolved to work out their own salvation as an association of lumbermen, apart from political questions. The Association is responsible for the legislation now on the statute books of Ontario prohibiting the export of sawlogs, the practical working of which has been commended on all sides. It is not going too far to say that they will eventually meet with equal success in their demands for an import duty on American lumber.

The lumbermen desire simply to be placed on an equal footing with their competitors across the border, who are now permitted to send their lumber into Canada free of duty, while Canadian lumber shipped to the United States is subject to a duty. The free interchange of forest pro-

ducts is asked. If the United States is not disposed to treat with us on a fair and liberal basis, the disposition to increase the general tariff of the Dominion, and give a still greater preference to Great Britain, will gain strength. This would shut out much of the manufactured goods imported from the United States, without affecting the imports from Great Britain.

UNCERTAINTIES OF THE LUMBER BUSINESS.

THE lumber business is, we believe, fraught with greater uncertainties than any other branch of commerce. Naturally, therefore, we find at the head of our great lumbering concerns men of wonderful physique and strong mental powers, capable of wrestling with the perplexing questions which are constantly arising in the conduct of their business.

Perhaps the first great risk which is encountered is the possibility of loss by fire devastating the timber limits or consuming the mill or manufactured lumber. An instance of this was the fire at Ottawa last spring, by which saw mills and millions of feet of lumber were destroyed.

For successful operations in the woods, lumbermen are entirely dependent upon the goodness of Providence to give such weather conditions as will permit of making suitable roads for hauling the logs to the streams. When this is accomplished, there remains the further probability of having the logs hung up, owing to an insufficient supply of water for rafting purposes. As with all large employers of labor, more or less difficulty is encountered from labor troubles, although it must be said that in Canada, in late years, the relations between lumbermen and their employers have generally been of a friendly character.

The above are conditions which each year exert an influence in lumbering operations. The present year has brought about other difficulties with which the lumbermen have had to contend. The price of lumber advanced sharply last year, and the current year was entered with strong hopes that it would prove to be one of prosperity in the trade. This has been realized only in part. Since the early spring freight rates have been steadily advancing, and at the present time are fully fifty per cent. higher than they were six months ago. The freight from Montreal to a British port is now about \$10 per thousand feet of lumber. The result is that lumber cannot be placed in foreign markets at a reasonable profit, and shipments are being held over until next spring.

A still greater problem which confronts lumbermen is the labor question. It has been found almost impossible to get men for the camps, and it is feared that the production of logs this winter will be curtailed on this account. The scarcity of woodsmen cannot easily be explained. The average rate of wages in Ontario is about \$26 and board per month, while in Michigan it is said that as high as \$30 is being offered without securing the desired number of men. These wages are as high, if not higher than those paid in previous seasons when the same difficulty was not experienced. It would seem that workmen are not altogether fond of camp life, and that they prefer the attractions to be found in the more cultivated and inhabited districts of the country.

THE FOREIGN TRADE OF CANADA.

ALTHOUGH not pertaining specifically to lumbering, no apology need be offered in these columns to the remarks of some of the speakers at the recent banquet of the Canadian Manufacturers' Association in Toronto, inasmuch as the subject of foreign trade received much attention, and many of the suggestions offered are equally applicable to all branches of industry.

Hon. G. W. Ross, Premier of Ontario, spoke strongly of developing our export trade in manufactures. We have as great facilities for manufacturing in this country as any country in the world, especially in connection with our mineral and forest resources, and he believed we had sufficient energy and skill to multiply the products of the mine and forest one-hundred fold in the next twenty-five years.

The statement was made by Hon. Mr. Patterson, Minister of Customs, that during the fiscal year ended June 30th, 1900, the total imports and exports of Canada would be over \$370,000,000. He said that henceforth monthly reports would be issued, showing the exports and imports, as compiled from the trade and navigation returns.

The address of Mr. Massey, President of the Massey-Harris Company, was entitled "Practical Points on our Export Trade." Mr. Massey pointed out that the ability of our manufacturers is largely measured by the cost of raw materials and transportation. There was no doubt as to our supply of raw materials, but that our foreign shipping facilities are not what they should be was very manifest. He urged that something should be done to provide better shipping facilities from the ports of the St. Lawrence.

Treaty relations were then touched upon. It was no doubt information to many to learn that by virtue of a treaty between England and France, in which Canada does not participate, English manufacturers are enabled to lay certain of their products down in France at a much lower rate of duty than those coming from Canada, and that a similar treaty has recently been negotiated between France and the United States, giving the United States manufacturers the same privilege as manufacturers in England. He understood that a similar treaty was being negotiated between the United States and Germany. These treaties will have the effect of giving the manufacturers of other countries a great advantage over those of Canada, and it is the duty of our Government to endeavor to remedy this discrimination.

Mr. Massey pointed out that two mistakes were frequently made by the seeker after export trade, first, the supposition on his part that the foreign market will readily take a surplus stock which may be a little out-of-date or inferior in quality; second, the mistake of cutting prices. He said that the foreign buyer generally takes the price as the criterion of the quality of the goods, but, of course, the goods must be of a quality to merit a good price or it cannot be obtained.

Foreign exhibitions, to Mr. Massey's mind, are more useful in the direction of opening the exhibitor's eyes to the possibilities of trade in the territory which he visits in attending the exhibition, than as an advertisement of the manufacturer's goods. While this may be true in respect