

the number of speculators in timber is stated to be constantly on the increase. This is the sole cause of the outcry that has been raised for some years past in regard to the pretended refusal by the Government to concede lots to settlers.

The Commissioners are of the opinion that the unsatisfactory conditions which exist are largely due to the inefficiency and neglect of the agents of the Crown Lands Department, and recommend that the Government take steps to reform the agency service with a view to bringing it up to the proper standard.

#### EDITORIAL NOTES.

What constitutes hard wood? was the question which was recently propounded to the writer. The enquirer was of the opinion that of the staple woods those which could be called hard wood in its true sense were ironwood, beech, and maple. He claimed that there were many others classes of timber which might be properly classed in the category of hardwoods, but which, strictly speaking, were not perfectly hard. Perhaps some of our readers who have given this matter a little thought will state their opinions on the point.

Friends of organization must feel encouraged at the growth of the Western Retail Lumbermen's Association of Winnipeg. The secretary's report to the recent annual meeting showed the membership to be 588, of which 498 are yard or active members, and 90 honorary members. There was an increase of 155 active and 27 honorary members during the last year. This would seem to be the strongest possible proof that the association is serving a useful purpose and that the members appreciate the advantages to be derived from a well-conducted organization. There is need of more organizations of a similar kind among the lumber trade of Canada.

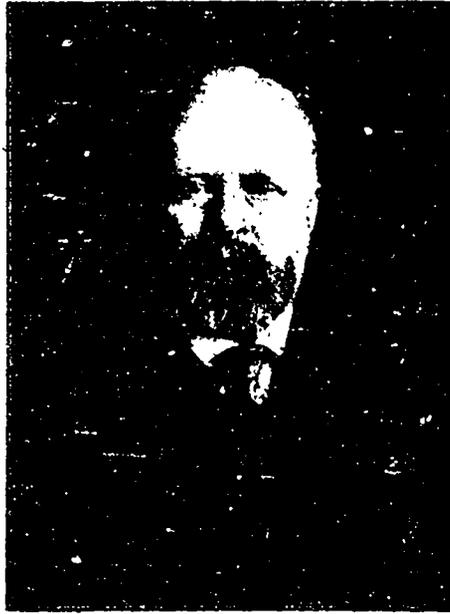
The recent announcement by the Ontario Government of their intention to formulate regulations permitting the cutting of hardwoods on Crown lands again suggests the necessity of taking some steps to place the hardwood lumber trade of this country on a more substantial footing. If we are to increase our export business it is essential that organized effort be made to remove some of the obstacles which are hindering the development of that business. One of these is the absence of standard inspection rules. Business is constantly going to United States shippers on account of their superior grading rules and more defined business methods. The Timber Trades Federation of the United Kingdom has just organized a Hardwood Section, at the inaugural meeting of which the question of rules for the measurement of lumber and securing uniformity in the measurement of round and waney timber was discussed. This section are working in conjunction with the National Lumber Exporters' Association of the United States, the result of which will doubtless be that agreements will be reached which will greatly facilitate the transaction of business in hardwood lumber. This will tend to further handicap the Canadian lumberman in making shipments to Great Britain, unless, of course, he takes steps to place himself on an equality with his American cousin.

#### PROMINENT BRITISH COLUMBIA LUMBERMEN.

MR. E. H. HEAPS.

One of the most important factors in the manufacture of lumber and shingles in British Columbia is the firm of E. H. Heaps & Company, which has a very large establishment at Vancouver and another at Ruskin, besides operating its own steamers and several logging camps. Of this concern, Mr. E. H. Heaps is senior partner and general manager. He is also President of the British Columbia Lumber & Shingle Manufacturers' Association. This, of course, is separate from the organization of lumbermen in the interior of the province, where they are formed into the Mountain Lumbermen's Association.

It is in connection with the B. C. Lumber & Shingle Manufacturers' Association that Mr. Heaps has been of particular interest during the last two months. He handles a large percentage of the local trade of Vancouver, which is no inconsiderable business when one knows that last year buildings to the value of



MR. E. H. HEAPS,  
President British Columbia Lumber & Shingle Manufacturers' Association.

upwards of a million and a half were erected, and that so far in 1904 the amount in comparison with the same period last year has been doubled, with every prospect of a continuance. Mr. Heaps showed his independence when he declined to enter the selling pool which was being formed by the Association having for its objects the apportionment of all orders amongst the various mills and the making of all sales and collections through a central office. A large majority of the contractors who are members of the Builders' Exchange and honorary members of the B. C. Lumber & Shingle Manufacturers' Association were strongly opposed to the Central Selling Office. Mr. Heaps declined to entertain any proposition that was against the interest of the whole Association and the trade generally, and the announcement was made on March 20th that the formation of the selling pool was finally abandoned.

Mr. Heaps was born in the north of England near the shores of Lake Windemere, and was apprenticed for seven years to the well-known firm of Stead Brothers, cotton brokers, Liverpool. After spending three years in America,

he returned to England and was engaged in cotton manufacturing in Manchester for eleven years, when he retired from business. He removed to Ontario, where he remained three years, removing to Vancouver about sixteen years ago. He has been connected with the lumber and shingle business in that province for sixteen years, and twelve years ago started in a small way the present establishment at Cedar Cove, now one of the largest in the province. Cedar Cove is a little bay in Burrard Inlet, at the extreme east end of Vancouver, and these mills are the centre of a veritable hive of industry. Cedar Cove has a post office of its own and several stores.

Twelve years ago, when the shingle market was just about to open up, Mr. Heaps commenced with two shingle machines. He paid close attention to business, making only a superior grade of shingles, and his trade grew. Now his business is not surpassed by any in the province, and the machinery has been so increased year by year that at present it comprises a modern saw mill plant, equipped with two band mills, Pacific Coast edger and gang mill, a shingle mill with room and power for twenty machines, a sash and door factory, planing mill, machine shop, etc. In addition, the firm operates several logging camps of its own, located in various parts of the Coast, and has two steamers to do its own towing, thus precluding the possibility of running short on timber in the times when brisk business monopolizes the services of all the towing craft.

In addition to the large plant in Vancouver, the firm owns and operates the mills at Ruskin, situated about 30 miles from the city at the confluence of the Stave and Fraser rivers, on the main line of the C. P. R. This branch is composed of a saw and planing mill, shingle mill, general store, etc.—in short, it is the town.

The success of Mr. Heaps can be summed up very briefly. He has always given close personal attention to business, and has been ably assisted by his partner, Mr. Wm. Sulley, and the managers of the different departments.

The subject of this article has made no pretence to prominence in municipal affairs, although taking an active interest in the welfare of the city at large. When he began business in Vancouver, the corporation was limited in its bounds, but he was one of those with the foresight to see that future years would bring great development. When the Board of Trade was organized in the earlier days of the city's history, one of the first members was Mr. Heaps, but owing to the rapid development of his business he has been unable to devote much time to outside interests.

#### NEW QUEBEC LUMBER COMPANY.

A company has just been organized for the purchase of 47 square miles of timber limits in the Charlevoix country. The land has been bought from Messrs. King Bros., Limited, of Quebec, and is supposed to contain some of the finest timber of the district. The company will be known as the Charlevoix Lumber Company, Limited, and will carry on a general lumber and pulp wood business. The directors are Messrs. A. I. Auger, E. Demers and F. D. Forest. The capital is \$20,000.