

to wait until later in the year, in the hope that lower prices will prevail. On the other hand, it is believed that if the strength of the market can be maintained for a few weeks, buying will then commence, and an improvement will immediately follow. The Swedish shippers have been fairly successful, and have disposed of 50 per cent. of their export. It is also said that Canadian houses have placed their spruce in quarters where Baltic woods have been purchased heretofore, this showing a growing appreciation of the timber of this country. The buying, however, has been chiefly small lots. The engineering difficulty has undoubtedly had a disastrous effect upon business, and, unfortunately, we cannot yet report a final settlement, although that seems probable at a very early date. Glasgow trade is reported to be quite promising, and the rapid consumption promises to greatly reduce stocks before the arrival of spring goods. Some light shipments have arrived per regular steamers from Montreal. The Australian market is fairly steady, and importers have maintained the slight advance recently made. A shipment of spruce from Quebec is being disposed of moderately at prices which give a slight margin of profit.

STOCKS AND PRICES.
CANADA.

The exports of forest products from Canada during the year 1897 were valued at \$19,767,000, against \$18,762,000 in 1896.

The Snider Lumber Co., of Gravenhurst, Ont., expect to cut next season between four and five million feet of pine and hemlock, largely for local trade.

The German bark Pamela recently sailed from the Hastings mill, Vancouver, B. C., with a cargo of 1,127,212 feet of rough lumber, valued at \$19,550.

The Sadler, Dundas & Flavelle Milling Co., of Lindsay, Ont., are not taking out any logs this winter. Their saw mill will not be operated during the coming season.

Messrs. Wm. Russell & Co., who have the contract for the construction of the Pembroke Southern Railway, expect to take out this winter about 55,000 ties and about half a million feet of trestle timber.

Mill men having stock for sale should watch carefully each week the announcements in our advertising pages. In this issue Messrs. Thomas Meaney & Co. state that they are in the market for coffin boards.

Messrs. J. B. Klock and George Perley, the well-known lumbermen of Ottawa, are taking out square timber exclusively on their Georgian Bay limits this winter. Some four camps of men are engaged on the work.

Messrs. Miller & Woodman, of St. John, N.B., shipped last week to Grenada, per schooner Viola, 139,800 feet pine boards, 5,014 ft. plank, 10,927 ft. boards, 110,000 clear cedar shingles, 30,000 spruce shingles and 5,000 spruce clapboards.

The following timber berths were sold at Fredericton, N.B., last week: Head of N.W. Oromocto Lake, three miles, to Geo. Wood, at \$52 per mile; between Salmon and Richibucto rivers, at the Portage, 2½ miles, to W. J. Cameron, at upset price.

FOREIGN.

Saginaw manufacturers report a good demand for common grades, at firm prices. The box material requirement is quite large.

Pine shingles are regarded as good property at Manistee, Mich., the selling price on car being \$2. Cedars have sold at \$1.90.

Huges & Atley, of Chicago, lately shipped from their stock at Sagola, north-

ern Michigan, three car loads of deals to Germany.

The Ashland Lumber Co., of Ashland, Wis., will cut a large amount of Norway lumber next season, making a specialty of car material.

A Tonawanda firm last week sold 14 cars for shipment to the West Indies, the sale being negotiated through Jumentis & Co., of New York.

Elm continues scarce at Boston, and there is a steady call for oak. There is a good demand for maple flooring, but the price is unsatisfactory.

Spruce frames at Boston continue easy at \$13.50 to \$14. Even at these prices the call for stock is light. Boards are called for to some extent by the manufacturers.

At Buffalo the late advance of 50 cents on hemlock has been maintained. There is a small boom in the box trade, although no change in prices has as yet taken place.

The recent advance in Washington in red cedar shingles has raised the price of them in the eastern market above that of white pine, which has tended to strengthen the market for the latter.

Of the hardwood demand the Northwestern Lumberman says: In the hardwood line the demand at all western and southern points during the month has been a pronounced improvement on trade in January of last year. Stocks of dry oak are short all over the south, so that dealers in the northwest who need lumber to fill current orders are having some difficulty in picking up enough for their purpose. There is a good movement of Michigan and Wisconsin lumber, the revival of furniture, moulding and kindred manufacture having caused an enlargement of demand. At Minneapolis a gain in recent trade is reported, and prospects for the season are bright. The unfavorable winter for getting logs to the mills is likely to strengthen the market and stiffen prices.

LUMBER STATISTICS.

The Northwestern Lumberman publishes some interesting statistics of the cut of the mills of the Northwest during 1897. The total output exceeded that of the previous year by 507,690,965 feet, the respective totals being 6,233,454,000 and 5,725,763,035 feet.

The mills at Minneapolis and in the country to the north of that city, those on the river below Minneapolis, those in the St. Croix, Chipewewa river and Black river valleys, in the Duluth and Ashland districts, and on the St. Paul, Minneapolis & Omaha and Wisconsin Central railways, all made gains last year over the cut of 1896. The cut was also increased in the Wisconsin river valley, but the output on the St. Paul, Minneapolis & Sault Ste. Marie road shows a remarkable falling off. There was also a decline on the Ashland branch of the Chicago & Northwestern. The total output west of the Chicago district last year was 528,000,000 feet more than in 1896.

Notwithstanding the increased production as shown above, the stocks at hand at the close of the sawing season show a decrease of 50,393,000. The consumption during the year must, therefore, have increased to the extent of 558,083,965 feet. All but the Wisconsin valley, the Soo Railway, the Ashland branch and the east Wisconsin mills have more lumber on hand than they had at the close of last year.

The Saginaw valley mills increased their cut last year a few millions of feet, while the product of the Huron shore declined 56,000,000 feet. Stocks on hand in the Saginaw valley are less by 56,000,000 feet. The comparison of stocks on hand at the Huron shore mills is 38,600,000 at the close of 1897 and 45,977,000 at the end of 1896.

The comparative increase in the output of shingles was 414,708,000. Stocks on hand are 46,173,000, against 635,500,000 at the close of 1896.

BUSINESS NOTES.

The business of the Canton Lumber Company, Canton, N.Y., is reported in possession of the sheriff.

Berthiaume & Steep, saw mill, Sebastapol township, have assigned to John Devine, of Kenfren. The creditors will meet on January 29th.

Fletcher, Pack & Co., of Alpena, one of the most successful lumber concerns in Michigan, dissolved last week. The firm was composed of Geo. N. Fletcher, of Detroit, F. W. Fletcher and Albert Pack, of Alpena.

LOGS FOR EXPORT.

From figures furnished by the Crown timber agents, the Commissioner of Crown Lands submitted to the Ontario Government the following statement of the quantity of logs to be exported by the respective firms:

Firm	Feet.
Edmund Hall	7,000,000
Eddy Bros.	10,000,000
Charlton	3,500,000
Turner & Fisher	15,000,000
Central Lumber Company.	8,000,000
Alger Smith	8,250,000
Wm. Peters	6,000,000
Saginaw Lumber Company	5,000,000
R. C. Lippincott	7,000,000
Hardy Lumber Company.	12,000,000
S. G. M. Gates	18,000,000
Delta Lumber Company.	5,000,000
Hale & Booth	12,000,000
Collins Inlet Lumber Company	2,000,000
Spanish River Company	13,000,000
S. O. Fisher	12,000,000
Loveland, Roys & Company	5,000,000
McArthur Bros	12,000,000

The above returns give a total of 156,750,000 feet. This will no doubt be considerably increased, as no estimate of the cut of Pitts & Co., Albert Pack, Booth & Shannon, Munro & Gordon, and others likely to export, is given. It is probable that the total quantity of logs cut for export this winter will slightly exceed that of last year, the figures for which were 219,026,000 feet.

THE OTTAWA VALLEY.

[Correspondence of the CANADA LUMBERMAN.]

The year 1898 has opened with fairly bright prospects for the lumber trade of the Ottawa valley, and when all the gloomy prognostications that were indulged in some months ago are taken into consideration, the prospects may be said to be good. While the sales are not large at present, which is usually the case at this season of the year, the exporters of lumber, and they are largely the mill owners, are getting prices which are a slight advance on those of last year. This may be translated in these words, the producer and consumer are dividing the two dollar duty between them, for whilst it is true that the duty was not in force last year, yet it is a fact that in making contracts it was anticipated.

The output of square and waney pine in the Ottawa and Georgian Bay districts this winter will amount to some 3,250,000 cubic ft., which is a slight increase over the output of last year. On the other hand, the estimated quantity of logs being taken out this winter shows a considerable decrease in the Ottawa valley district, though there will be a probable increase in the Georgian Bay district. As near as can be gathered there will be a shortage in the Ottawa valley equal to about thirty per cent.

Despite the doleful forebodings that, owing to the engineers' strike, the British market would show a decided falling off, the contracts that have been entered into prove that trade to be very steady. All the deals for the British market have been disposed of, at practically last year's prices. Messrs. J. R. Booth, the Hull Lumber Company, Gilmour & Co., Gilmour & Hughson, Edwards & Co., Limited, and the Hawkesbury Lumber Company have sold from 50 to 60 per cent. of their entire output. This virtually means a renewal of last year's contracts, showing that the British market is keeping up.

No large contracts, as far as I can ascertain, have yet been made for the United States market, though firms like J. R. Booth, who have yards on the American side, are still

shipping in order to keep up their stock to meet existing obligations. At the present time 12 inch stock is strong, and it looks though 10 inch boards would be scarce. There is considerable enquiry from the Argentine Republic for some of these stocks, and from present indications it looks probable that a brisk trade may spring up. Some indications that a trade may be opened with South Africa have been given, but so far these have not assumed any practical shape. It is a little early to give any forecast of the spring trade, but the probabilities are that this can be safely done within a very few weeks, OTTAWA, Jan. 22nd, 1898.

The schooner Georgia has been chartered to take lumber from St. John, N. B., to New York, at \$2.50.

Lumber tonnage for South America continues in fair request, with charters reported at \$8 and \$9 from the provinces to Buenos Ayres and Rosario.

There are many causes for the failure of advertising to produce satisfactory and anticipated results. The advertising of articles which are solid and even unique merits frequently fails to produce a satisfactory volume of business, and the reasons for this are an interesting study. One of the most common causes is that the strong point is not properly and adequately insisted on; in other words, the advertiser does not realize the strength of his own case. Another reason is that generalities are used where specific statements might be made. A yet further reason is that frequently the advertisement insists on a purely subsidiary circumstance, and, to a great extent, omits a delegate to a subordinate position, the real main argument to which everything ought to be directed.—Printers' Ink.

Sieveking, Podmore & Co.
WOOD AGENTS

7 CROSBY SQUARE, LONDON

Cable Address: Branch at LIVERPOOL
"Sieveking," London.

JAS. G. CANE & CO.

WHOLESALE HARDWOOD LUMBER

35 Adelaide E., Toronto, Ont.

Send us full description and lowest price for any lumber you have for sale.

Telephone 5332 Established 1859

JOHN B. SMITH & SONS,

MANUFACTURERS OF

LUMBER Lath, Shingles, Doors, Sash, Blinds, Mouldings, Boxes, &c.
BILL LUMBER a Specialty

Cor. Strachan and Wellington Avenues, TORONTO.

MILLS

Having Brown Ash 12, 14 and 16 ft. firsts and seconds, inch Bass firsts and seconds 12 feet, or any other Hardwood Lumber, can sell same for cash by us dressing.

H. D. WIGGIN

No 89 State St., BOSTON, MASS.
Inspection at mill.



We pay promptly, and what we say we do we do do.
Reference to any Bank, R. G. Dunn & Co. or Bradstreet.

1,500,000 feet of White Basswood Wanted

For Delivery during June to September, 1898.

Cut in the front, plump thickness, 12 ft. long, one inch straight grain, absolutely white, not stained or soured. To be inspected at point of shipment. Quotations f.o.b. at Listowel. Correspondence Solicited.

Morris, Field, Rogers Co., Limited,
Piano Manufacturers,
R. B. Andrew, Mgr. LISTOWEL, ONT.

MILL MEN

Who have desirable lots of 1 to 3" firsts and seconds Soft Elm and 1 to 3" firsts and seconds Brown Ash ready for immediate shipment, will please send full description of stock, stating dryness, lengths and widths, with best cash price f.o.b. cars and freight rate to Boston, to

LAWRENCE & WIGGIN

Wholesale Lumber Dealers - 55 Kilby Street, BOSTON, MASS.