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ADVERTISING RATES FURNISHED ON APPLICATION

THE CANADA LUMBERMAN is published in the interests of the lumber trade and of 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 free 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 trader 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.

TO VISITING LUMBERMEN.

Lumbermen visiting Toronto are invited to use the office of the CANADA LUMBERMAN as their own. We shall take pleasure in supplying them with every convenience for receiving and answering their correspondence, and hold ourselves at their service in any other way they may desire.

1897.

STANDING on the threshold of a new year, the portals of which are about to swing open to us, we cordially extend to readers of THE LUMBERMAN the wish that 1897 may bring to them in satisfying measure happiness and prosperity. There's no denying the fact that business conditions have not been to our liking for several years past. In consequence most of us have thought that we had good cause to grumble, and have, perhaps, exercised our prerogative a little too freely. Our grumbling has not improved matters—on the contrary it has probably been a more or less potent influence in the other direction. On the principle that misery loves company, we have had the satisfaction of knowing that our neighbors across the border were being pinched harder than ourselves.

In spite of hard times, however, our exports of lumber and timber products of various kinds were considerably in excess of any previous year. So far as the United States market was concerned prices ruled very low, but European transactions brought satisfactory profits.

Speaking generally it can be said that the outlook for the new year is an encouraging one. A feeling of hopefulness, which has been lacking

for several years past, now pervades the business community. This of itself must exert a powerful influence in setting the wheels of enterprise in swifter motion, creating a demand for lumber and other lines of material. The satisfactory price which has been reached and is being maintained for wheat is a mighty factor in bringing about good times in an agricultural country like Canada, and affords a solid basis upon which business men may build their hopes.

The CANADA LUMBERMAN would like to see every lumberman as well as business man in every line, put a cheerful courage on, get his shoulder against the wheel of the car of progress and assist to give it a momentum that shall continue throughout this and many future years.

The attention of our readers is called to two new features which appear for the first time in this number of THE LUMBERMAN, viz., a department for Retail Lumbermen, and a Wood Pulp Department.

The retail lumber trade of Canada is deemed to be sufficiently important to warrant us in giving it in future a greater amount of attention in these pages that it has heretofore received. We hope to have the encouragement and assistance of the retail lumber merchants throughout Canada in the effort we shall make to impart interest to this new feature of the paper.

The wood pulp department has been established owing to the close relationship existing between the lumbering and pulp manufacturing industries—many of our lumbermen being owners of pulp wood limits as well as investors in pulp mills. The relationship thus existing between these industries should render this department of interest to both lumbermen and pulp manufacturers.

OUR RELATIONS WITH THE UNITED STATES.

FOLLOWING the election of Major McKinley to the Presidency, the lumber manufacturers of the United States, particularly those of the Southern States, are reviving the agitation for the re-imposition of a duty on Canadian lumber. We print elsewhere an account of a recent meeting held at Cincinnati to discuss this question. The enterprising publishers of the Chicago lumber journals and other gentlemen delivered eloquent speeches in which the woes of the American manufacturer were skilfully painted in becomingly sombre hues. It is not the usual custom of our American friends to attach much importance to Canada. They are accustomed to say, when Canada is mentioned, "Canaday—where is Canaday, anyhow?" It is rather amusing, therefore, to see the representatives of the greatest American industry appealing to their government to save them from destruction at the hands of the Canadians. Candidly, we think our American friends are acting on this occasion in a manner altogether inconsistent with their usual practice, and are making much ado about nothing.

Purposely, no doubt, they present to their government but one view of the situation, and that the one most favorable to themselves. They admit that the lumber imported from Canada constitutes only about one-sixth of the total amount placed each year on the American market—or in other words, about two-thirds of the total yearly receipts of lumber at the city of Chicago alone. It is a well-known fact that a

considerable part of the lumber imported from Canada, is exported by the American buyer to his foreign customers and therefore does not come into competition in the home market with the product of American mills. We presume that should an import duty be imposed, there would be a rebate of duty on such lumber as could be shown to have been bought for and exported to foreign markets. There would also be a rebate granted to box manufacturers on all lumber brought in from Canada for use in their business. Deducting the total amount of such rebates, the revenue which the American government would derive from a moderate duty would be trifling indeed, and the benefit which would be likely to accrue to the American lumber manufacturer from shutting out say 25 per cent. of the Canadian exports, would be correspondingly small.

The American government should and doubtless will consider whether it is worth while to disturb the present trade relations of the two countries—the advantages of which are reciprocal—for the purpose of conferring a trifling advantage upon a particular class, largely at the inconvenience and expense of the consumers, who, in point of numbers, are as 100 is to 1. The advantages of the present arrangement are, as already stated, reciprocal—notwithstanding the efforts of the speakers at Cincinnati to make it appear that Canada gets all the benefits. In exchange for the free admission of our lumber to the American market the owners of the largest mills in Michigan and Wisconsin are permitted to export from Canada, free of duty, the timber necessary to keep their business in operation. Were this privilege to be withdrawn, these extensive mills would be obliged to close down, the capital invested in them would be to a large extent destroyed, thousands of workmen would be permanently deprived of employment, and cities like Saginaw and Bay City, which are dependent upon lumber manufacturing, would be ruined.

Again, under the present arrangement the owners of pulp mills in New England are allowed to carry immense quantities of pulp wood out of New Brunswick each year free of duty. The withdrawal of this privilege would certainly entail inconvenience and loss upon the owners of these mills, and in many instances, no doubt, would lead to the removal of American pulp mills to Canada. Our American friends should endeavor to take a broader view of this question, in which case they should be able to see that it has many bearings, and that the interests of both countries would probably be best conserved by leaving the tariff unchanged. Taking into consideration the fact that the principle at stake in the late Presidential election was that of a sound as against a debased currency, and that the President elect received substantial support from a strong section of the Democratic party, the probability of the protectionists being able to carry such a measure as the American lumber manufacturers desire is at least doubtful. In this connection we desire to express our satisfaction with the proposal that has recently been made that the Canadian government should arrange to have a permanent representative of the Dominion at Washington to facilitate negotiations and promote satisfactory relations between the United States and this country.