

## Canada's Position in Australian Timber Imports

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6. Mixed cargoes have been easier to secure in the United States:

It has been the habit of the Australian buyers to have Douglas fir, redwood, clear pine, door stock and shelving come forward in one vessel. Canada has no redwood, and though cargoes are occasionally from Canada for which redwood or some other United States product must be secured, buyers in Australia state that when they buy a part cargo of redwood in the United States they find that the influence of the United States exporter supplying the redwood is frequently used to make sure that the remainder of the cargo is purchased in the United States.

7. Canada, so far as Australians are concerned, is passing from sight as a lumber exporting region.

The United States has so dominated the lumber exports from the North Pacific that every buyer thinks, talks and acts in terms of United States mills, ports, trading companies and lists. Even the most of the few Canadian exports come forward on invoice forms bearing the names of United States firms. Several old and important Australian buyers did not know that the most famous Canadian mills were not in the United States, and at least one Australian owner of lumber-carrying sailers did not know that two of British Columbia's oldest lumber shipping ports, Vancouver and Chemainus, at which his vessel had loaded, were in Canada. American companies and individuals are constantly visiting the market. Canadian companies and individuals are unknown.

Australian buyers have become acquainted with, and sure of, United States shippers and products. They feel a

natural hesitation about depending upon Canada, which the greater number of present Australian buyers now regard as a new source of supply.

8. Where prejudice exist against Canadian lumber no one is on hand to fight it.

The present condition, of no Australian trade for Canada, is largely the result of lack of co-operation and foresight on the part of Canadian lumber manufacturers. The present condition, unsatisfactory as it may be, will continue unless constructive action supersedes lethargy towards the export market.

The steps it is necessary to take are few:—

1. Canadian mills must be equipped and maintained to give a despatch equal quoting on inquiries of all classes. Such a group should contain at least three strong mills and preferably as many more as can be secured.

2. A group of co-operating Canadian mills must be formed to act quickly in quoting on enquiries of all classes. Such a group should contain at least three strong mills and preferably as many more as can be secured.

3. A Canadian exporting company should be built up. Canadian manufacturers will be at a disadvantage so long as they quote in the Australian market through United States exporters. Canadian lumber manufacturers should therefore give their best quotations to the first Canadian exporting firm that shows a capacity to do the business.

4. Having proceeded this far, Canadian manufacturers should co-operate with United States manufacturers to control the export market with the object of maintaining a profitable price level, adjusting the grades so that the consumer will get what he can use, and yet will take more of the log, and exploiting the market for Douglas fir and other North Pacific woods.

## Mining Throughout British Columbia

### Receipts at Trail Smelter—Recent Bonds, Sales and Dividends.

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	Week	Year		Week	Year
Aberdeen, Merritt .....	40	296	Josie (Le Roi 2) Rossland.....	376	2,223
Admiral, Valley, Wn.....		39	Knob Hill, Republic, Wn.....	161	2,578
Alaska, Campbell Riv. ....		25	Kokomo, Beaverdell .....		18
Beatrice, Camborne .....		65	Kuhnert, Boundary, Wn. ....		12
Bell, Beaverdell .....		37	Lanark, Revelstoke .....		40
Bell, Slocan .....	82	355	Lamphere, Gerard .....		19
Bluebell, Ainsworth .....		491	Lead Queen, E. Kootenay .....	39	125
Black Grouse, Slocan .....		11	Lead Trust, Boundary, Wn. ....	24	24
Blue Grouse, Cowichan .....		37	Le Roi, Rossland .....	1855	21,747
Burton, Elko .....		60	Loon Lake, L. Lake, Wn. ....		535
California, Nelson .....		27	Lucky Jim, Slocan .....	43	629
Centre Star, Rossland .....	2357	13,035	Lucky Thought, Slocan .....		186
Comfort, Ainsworth .....		51	Lucky Mine, Nicola .....		22
Day, Republic, Wn. ....		1,081	Molly Gibson, Ainsworth .....		42
Donohoe, Nicola .....		27	Mountain Chief, Renata .....	18	137
Eldon, Eldon, Alta. ....		40	Multiplex, Revelstoke .....		6
Electric Point, Boundary.....	300	6,598	No. 1 Slocan .....		33
Emerald, Salmo .....	158	1,725	Ottawa, Slocan .....		88
Emma, Eholt .....	1024	960	Paradise, E. Kootenay .....	30	1,209
Empress, Agassiz .....		38	Pioneer, Salmo .....	10	34
Eureka, Nelson .....	57	864	Quantrell, E. Kootenay .....		61
Fidelity, Gerrard .....		5	Queen Gess, Kamloops .....	28	54
Galena Farm, Slocan .....		113	Queen Bess, Slocan .....	90	516
Hercules, Wallace, Id.....		2,112	Rambler-Cariboo, Slocan .....		77
Hewitt, Slocan .....		31	Rio Tinto, Nelson .....		57
High Grade, Springdale, W.....	34	351	Ruth, Slocan .....		37
Highland, Ainsworth .....		519	Surprise, Slocan .....		37
Hope, Republic, Wn. ....		445	Sovereign, Slocan .....		75
Iron Mask, Kamloops .....	84	1,274	Silver Hill, Ainsworth .....		9
Isaac, E. Kootenay .....		88	Silver Belt, E. Kootenay.....	30	30
			Sally, Beaverdell .....	42	42
			Sil. Standard, Omenica .....	32	266
			Southern Bell, Salmo .....		3
			Spok-Trinket, Ainsworth .....		16
			Standard, Slocan .....		1,625