

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.

The following are the ore receipts in gross tons, at the Consolidated Company's Trail smelter and refineries from March 15 to 21, 1917, inclusive:

	Week	Year
Aberdeen, Merritt	40	296
Admiral, Valley, Wn.		39
Alaska, Campbell Riv.		25
Beatrice, Camborne		65
Bell, Beaverdell		37
Bell, Slocan	82	355
Bluebell, Ainsworth		491
Black Grouse, Slocan		11
Blue Grouse, Cowichan		37
Burton, Elko		60
California, Nelson		27
Centre Star, Rossland	2357	13,035
Comfort, Ainsworth		51
Day, Republic, Wn.		1,081
Donohoe, Nicola		27
Eldon, Eldon, Alta.		40
Electric Point, Boundary	300	6,598
Emerald, Salmo	158	1,725
Emma, Eholt	1024	960
Empress, Agassiz		38
Eureka, Nelson	57	864
Fidelity, Gerrard		5
Galena Farm, Slocan		113
Hercules, Wallace, Id.		2,112
Hewitt, Slocan		31
High Grade, Springdale, W.	34	351
Highland, Ainsworth		519
Hope, Republic, Wn.		445
Iron Mask, Kamloops	84	1,274
Isaac, E. Kootenay		88

	Week	Year
Josie (Le Roi 2) Rossland	376	2,223
Knob Hill, Republic, Wn.	161	2,578
Kokomo, Beaverdell		18
Kuhnert, Boundary, Wn.		12
Lanark, Revelstoke		40
Lamphere, Gerard		19
Lead Queen, E. Kootenay	39	125
Lead Trust, Boundary, Wn.	24	24
Le Roi, Rossland	1855	21,747
Loon Lake, L. Lake, Wn.		535
Lucky Jim, Slocan	43	629
Lucky Thought, Slocan		186
Lucky Mine, Nicola		22
Molly Gibson, Ainsworth		42
Mountain Chief, Renata	18	137
Multiplex, Revelstoke		6
No. 1 Slocan		33
Ottawa, Slocan		88
Paradise, E. Kootenay	30	1,209
Pioneer, Salmo	10	34
Quantrell, E. Kootenay		61
Queen Gess, Kamloops	28	54
Queen Bess, Slocan	90	516
Rambler-Cariboo, Slocan		77
Rio Tinto, Nelson		57
Ruth, Slocan		37
Surprise, Slocan		37
Sovereign, Slocan		75
Silver Hill, Ainsworth		9
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