

taking some of the expensive wood each year so as not to leave it all for future operations. It is the policy of most pulp manufacturers to procure their pulp wood, or, at least, a large portion of it, by letting contracts to jobbers or contractors. This to my mind is a very cheap way to procure pulp wood, but from my experience the results of this method are but temporary. It has been the practice in the past to allot a certain territory to a contractor and give him a contract for a certain number of logs. As far as I can learn, the territory allotted to a jobber in the past has been much too large for the quantity of logs that his contract calls for. As a natural consequence this jobber, who has only one aim, viz. :—to make money out of his contract, picks out the easiest spots in his territory, and no matter whether there are some large fine spruce logs in his territory that should be cut, but which would cost him a trifle more to get out, he will leave these standing. The following year, therefore, when a contract is let in the same territory a higher price is demanded owing to the timber being scattered and only the hard places left to lumber in, and it usually ends up with the result that no contractor will go into this territory except at an exorbitant price, and it therefore falls to the lot of the pulp manufacturer to establish his own camps and get out the remaining available logs at a very high cost. This point I wish to emphasize more particularly, and that is, when a contract is let for a certain quantity of logs the area of territory should be limited, and so thoroughly explored that it can be cleared systematically of the logs that should be cut. As contractors for logs are more or less men of moderate means, and who, if a bad season sets in and a possible loss in fulfilling their contract stares them in the face, either fall far short of their contract or abandon it, it is therefore necessary for a pulp manufacturer, in order to be safe regarding his raw material, to establish some of his own camps which will get the logs out no matter what the set-backs are. It has been amply demonstrated that a camp, or camps, operated by a company cannot get logs out as cheaply as a jobber or con-