

JULY, 1901

charge of timber lands is to frame a policy which will result in bringing the utmost benefit to Canada from the development of her timber resources. In the past our timber policy has been too lenient, and the true benefit of our great inheritance of forest wealth has not been obtained.

EDITORIAL NOTES.

Beech lumber, not generally considered of great use, has been selling more liberally of late. There is no reason why it should not command a more prominent position among the hardwoods of Canada, and as users become more accustomed to this wood, it will doubtless meet with a greater demand and bring correspondingly higher prices.

The driving of hardwood logs is something which has heretofore been considered as impracticable, but it is learned that last year some Maine lumbermen made the experiment of driving hardwood logs with a loss of 10 per cent. This spring 600,000 feet of logs have been driven, and the loss has been not more than from soft wood drives. This result was accomplished by cutting the logs last summer and allowing them to season, in which case they do not sink. The demonstration of the fact that hardwood logs can be driven is of much interest to the trade, and no doubt the experiment will be tried by other lumbermen.

A most successful meeting of the National Hardwood Lumber Association of the United States was held in Chicago last month. The reports submitted showed that the work of the Inspection Bureau had been most useful, while at the same time proving the great difference in the grading of the different mills under ordinary circumstances. Within the last six months over 7,000,000 feet of hardwoods were inspected by Association inspectors. Some changes were made at the meeting in the inspection rules. The percentage of cuttings in common oak was reduced to two-thirds, and bright sap was made no defect in the grade of first and second plain sawed up to one-half the width of the board on one side. The lumber surveyor, Mr. M. M. Wall, of the Buffalo Hardwood Lumber Company, is anxious that the rules of this Association should be adopted by the hardwood men of Canada, and that when shipping to the United States they should have the lumber inspected by Association inspectors.

The movement to provide travelling libraries for lumber camps is making some progress. The lumber firms which have been provided with libraries have either set apart a room in the camp or built a small apartment in which the men may read and write. The railway companies have given tangible expression of their sympathy with the movement, and McGill University, Montreal, has promised a useful donation of books. The demand for libraries is stated by the Minister of Education to be greater than the supply, and it is hoped, therefore, that the cause will receive the hearty support of the public in the direction of contributions of books and money. The employing lumbermen are co-operating in the

work in a commendable manner, and it remains for the Government to make a grant for the purpose proportionate with the extent of education and benefit which is likely to result. So far the movement has been confined to Ontario. The necessity for such libraries exists alike in every province of the Dominion.

In view of the depression which prevails in the timber trade throughout the United Kingdom, it is surprising that the higher grades of lumber have suffered very little in price. It seems that it is becoming more difficult each year to secure timber which will make first quality lumber of large dimensions. This applies to Canada as well as the north of Europe. Some complaint has been made by British timber journals as to the system of grading now employed by the Ottawa valley pine manufacturers. We doubt whether this dissatisfaction is shared by British importers, as the changes made have been very slight and brought about by the changed conditions governing the getting out of timber. As timber becomes less plentiful, the grading of the lumber will be altered, and a board which ten years ago was classed as second quality may now be passed as first quality. It is somewhat singular that the grades vary in relation to the demand; hence it is that so much is heard this season from Great Britain regarding inferior lumber. When the market is strong and everybody is anxious to buy lumber, the grades are not scrutinized to the same extent.

A PRESCOTT DOUBLE CUTTING MILL.

The lumber trade will be interested in learning of the success of the experiment of operating a double toothed saw on an old type of band mill. As stated in this journal some time ago, the Rat Portage Lumber Company have changed one of their Prescott band mills into a double cutter. Concerning the results accomplished Mr. Charles E. Hamilton, in writing to "The Lumberman," says: "I must say we are surprised with the results, which have been far above our expectations, both as to quantity and quality of lumber. It has turned out as we expected, a double saw cannot be operated without an adjustable guide both bottom and top, which the telescopic mill has not got. The company intend operating the mill at Norman on the telescopic. They have had some trouble, but expect to do better after they get attachments for an adjustable guide. At Rat Portage we are cutting from 65,000 to 75,000 feet of logs in ten hours, and the double cutting mill is working well. I think mill owners would do well to have Mr. J. F. McRae fit up their mills with his devices for double saws."

The annual report of the Lake St. John Railway, shows that in 1900 1,037 cars of sawn lumber and 3,112 cars of pulp and paper were hauled by the road.

Four of the largest lumber plants on the Saginaw river are about to be consolidated. They include those of W.B. Mershon & Company, William Schuette & Company, S. L. Eastman & Company, of Saginaw, and the Eddy-Sheldon Company, of Bay City. The capital of the new concern will be \$1,000,000. Only one lumber yard will be operated, located at Bay City, where there is dock room for 5,000,000 feet and storage capacity for 40,000,000 feet.

CUSTOMS OF THE BRITISH TRADE.

EDITED BY CANADA LUMBERMAN.

There seems to be an impression existing in Canada that England is behind the times, and while this is certainly true as regards machinery, it is altogether wrong if applied to business methods. If we were better acquainted with those business methods we would get more advantage from our superior machinery. I speak of all kinds of wooden goods, goods which Canada of all countries should be in a position to produce. Our advantage in this line does not lay any more in cheap timber than it does in our machinery and power. Birch is a drug in the English market to-day. It can be bought for \$22.00 per thousand, and the price quoted here is very little lower. On the other hand, scarcely any machine turning is done there, and when we consider the fact that nearly two million poundsworth of small turnings are imported yearly, we can have some idea of the extent of the market.

Manufacturers are willing and anxious to buy from Canada, providing we will make what they want and know what price we can make the goods for. One manufacturer remarked that he found a man in Canada who made what he wanted but did not know what price to ask, but wanted to know what price was going in England. "I quoted him a price," said the manufacturer, "but he wanted to know if I could not pay a little more. I thought he did not know his business so I dropped him."

And just here let me remark that there are many prices going in England. The commission agent pays a small price and often is not a safe man to deal with. The wholesale man is better; but the consumer is the one to reach when possible. He is a very conservative man generally, but when once you have him he will stay by you as long as you treat him right.

Another thing the Canadian exporter will have to impress on his mind. Englishmen want just the pattern they are using. They don't want any other. One man uses one pattern; it may be his father used it before him, but he will use no other. Good goods bring a good price in that market as well as any other, and when your man finds that you make a good article he will stay with you.

There are two principal ways to do business: First, by sending a man to open up a market; secondly, by employing an agent. The first plan is a good one if you are a large exporter, for it is very costly and you will have to work a long time before you will be able to secure a market, and you will have to spend a lot of money. The Diamond Lubricating Company and the Anderson Furniture Company have taken this plan, and judging by their trade there, they have made a success of it. They put out travellers who sell their goods.

The second plan is a good one for small exporters, and for anyone if you can secure the right agent. A young and pushing man will be better than an older and more conservative concern. From five to ten per cent. is paid and a good man will give you many good things which he may find in your line, but do not engage any agent until you are sure of him, for there are many who are floating about looking out for new men whom they make a business of fleecing.

Yours truly,

W. E. D.

Toronto, June 28th, 1901.

EXCELSIOR MACHINES.

The Elmira Agricultural Works Company, of Elmira, Ont., have placed on the market a machine for the manufacture of excelsior packing. The process of manufacture is as follows. The timber is cut into bolts of 18 inches in length. These pieces are then fastened into the frame of the machine, and are operated on by a set of knives which cut longitudinally at a depth of about 1-32 inch and at 1-32 to 1-16 apart. Following this operation comes a single edge planing knife, which takes a shaving off the entire surface, the result being dozens of strips of wood of clean straight edges, but twirled into all kinds of fantastical shapes. The material has been found very valuable and useful for packing purposes, and is in increasing demand.