

and as they are in favor with consumers the demand is constantly growing.

**SPRUCE DEALS.**—Large stocks were held at the close of last year, but these have been greatly reduced through the improvement in trade during the interval, and the demand is now very good.

CANT & KEMP.

Glasgow, Scotland.

Another correspondent furnishes the following information regarding the British market:

"The timber business of Canada with this country is not only a large one, but as you must be aware, one of the oldest trades carried on between them. All the existing demands for lumber are anticipated in the fall and winter. During these months there is hardly a shipping house from Ottawa to Halifax that is not represented in this country either personally or by their agents. From waney board pine timber down to manufactured goods, such as doors and other descriptions of joinery, all kinds of lumber are pressed upon the markets, often to an unwarrantable extent. Not content with making their contracts for the season's shipment, we find, as a general rule, that having filled up all their forward bills, shippers then proceed to unload themselves in the autumn of their unsold stocks by consigning them upon the large markets, such as London, Liverpool, Glasgow, Cardiff, etc., where they are sold for what they will bring. This is not an isolated example of Canadian shippers' methods—it has occurred over and over again, especially during the past few years. One result of this is that the large importers here are inclined to deal very warily in entering into engagements ahead lest they be swamped with cheap consignments. That this was their policy last winter was best shown by the fact that shippers of all kinds of lumber from Montreal and Quebec returned home this summer with the most meagre orders they have had for many a year. These remarks apply with equal, even if not with greater, force to the spruce deal shippers of New Brunswick and Nova Scotia. During the past year their action in this direction caused a fall in the market of about 25s per St. Petersburg standard. Having filled all the orders they could secure at £7 c.i.f., the price ruling in January, 1897, they swamped not only the large markets of this country, such as mentioned above, but actually sent cargoes into small ports in Ireland to be sold against the goods of their own contractors. The result of this is self-evident; under the pressure to sell these consignments prices gave way and importers had either to sell out their stocks at competing prices or hold them to look at. Very few are in a financial position strong enough to do the latter, hence losses and in some cases absolute failure."

## THE WEST INDIA ISLANDS

The West India Islands, having an area of 94,000 square miles and a population of several millions, is each year receiving greater attention from Canadian lumber manufacturers. The exports are chiefly from New Brunswick and Nova Scotia. Particulars of the requirements of a number of the islands are given herewith, and will repay careful perusal:

### BARBADOS.

Although the houses, sugar factories and many other buildings in Barbados are built of stone and brick, covered with iron, slate and shingles, yet a fair quantity of timber is consumed. The following figures show the total import of white pine, spruce, hemlock, birch and beech for three years, together with the quantity supplied by Canada:

	1895.	1896.	1897.
Total Import...	3,622,547 ft.	5,898,722 ft.	8,129,225 ft.
From Canada...	3,383,195 ft.	5,230,184 ft.	6,815,577 ft.

From the above it will be seen that this market is yearly growing in importance. There is used a large quantity in the making of hogsheads and puncheons, in which the sole product of the island, sugar, is shipped. The consumption is therefore dependent in a great measure on the crop, as from 1½ to 2 million feet, principally spruce, is used in this way.

White pine is used throughout the year, and imported in cargoes of 150,000 to 200,000 feet. The local inspection makes three qualities, shippers, refuse and second quality. The first named consists of boards of 10 feet contents and upwards without sap, of not less than 8

inches wide. Refuse is what is culled from the shippers as not being quite up to that grade, and may contain boards of nine feet contents without sap, or boards of 10 feet contents and upwards with sap, but the sap must not extend across the board, that is, must leave six inches of heart lumber throughout the entire length of the board. Second quality, so-called, is inferior to refuse, and consists of boards of 8 feet contents and under, or boards of larger contents in which the sap does not leave six inches of heart lumber, or has streaks of rot, but in which the rot has not eaten into the board. An allowance of 5 per cent. for splits on shippers is customary. Refuse usually brings \$3 per thousand less than shippers, and second quality from \$3 to \$4 less than refuse. Very little plank is required, not more than 5% of cargo, and it must be of good quality.

Spruce is principally used from February to June, during the crop season, and is imported in cargoes of 150 M to 200 M. There are only two grades, merchantable and second quality. No allowance is made for refuse; only boards of 6 in. and under, and very much shivered, are thrown out, and bring about \$3 per M less. No allowance is made for splits. Scantling is used in very few sizes, such as 2 x 3, 2 x 5, 2 x 6, and in the following proportion, say 25 M 2 x 3, 5 M 2 x 5 and 5 M 2 x 6.

Shingles: Cedar Laying sawn, 4 bundles to 1 M, are largely used, and principally No. 1 extra. Spruce Laying sawn in small quantities are saleable. Long Cedar Split are saleable; they must be of good quality, 100 to the bundle, and about 20 in. long.

The terms of sale are 3 months' credit to the local buyer. Sales being rendered on completion of delivery are subject to 1½ per cent. discount and 5 per cent. commission, which is really 2½ per cent. selling and 2½ per cent. guarantee, and a small charge of about 15 cents for delivering. The duty on white pine and spruce lumber is \$1.20 per thousand feet. Shipments should be made whenever possible by sailers instead of steamers, for convenience of landing, and cargoes should contain about one-third first quality.

### TRINIDAD.

This colony is fairly well supplied with hardwoods of its own growth, supplemented by some imports from the near coast of Venezuela and British Guiana, which amounted in 1897 to 76,825 superficial feet only. Formerly, when the sugar crop was shipped in hogsheads, there was a large importation of cooperage materials. Now hogsheads have been displaced by bags, so that for last year imports were reduced to only 113,000 white oak staves, 1856 bundles shooks and 53,400 wood hoops. Shingles were also largely imported formerly, but last year were reduced to 63,500 pieces, their use now being displaced by galvanized iron. The importation of lumber is therefore practically limited to pitch pine, white pine and spruce, coming from the United States and Canada. The total imports of the three kinds in 1897 were 11,488,375 superficial feet. Of this 10,402,101 came from the United States and only 1,086,274 direct from Canada. The consumption of each kind is estimated to be about as follows: Pitch pine, 30%; white pine, 55%; spruce, 15%.

The description of lumber received from Canadian ports is what is known as ordinary shipping boards and planks, 8 inches wide and 2 inches thick. Assortments should not include more than 10% plank. The lumber usually measures from 10 ft. to 22 ft. superficial for board, and of course double for plank. An average of 14 ft. contents for boards is considered good. More than 1 inch of sap on the pieces, or red rot, however little, makes the lumber refuse, and splits of more than three running feet, broken lumber, whilst sizes under 10 ft. superficial for boards, and 20 ft. for planks, are also rejected. The width of the lumber should be from 7 inches up to 15 and 16, or even 18 inches for ordinary quality, but dimensions such as obtain in the lumber received from the United States, say 12 ft. lengths, by 10 and 12 inches wide, will always command a preference with buyers and bring higher prices, as these shipments are always sized and run very regular in length and width, as above.

An allowance of 5% for splits is customary, but in some instances is waived by purchasers. Ordinary sales are made subject to allowance for split. The contents of each board or plank should be legibly marked at one end of the piece, in colored pencil or chalk. Any piece less than 7 inches wide, or under 10 ft. contents board and 20 ft. plank, are considered refuse and rejected as

such. The customary difference between good merchantable lumber and refuse is from \$4 to \$5 per M ft.

The import duty on lumber into Trinidad is \$2 per M ft., irrespective of quality or whence imported. The proportion of white pine used in Trinidad in comparison with spruce is fully 3 to 1. The average value of Canadian lumber is \$18 to \$19 per M for merchantable white pine, and \$15 to \$16 for spruce.

Much lumber the product of Canadian mills is shipped through United States ports and classed as American lumber. It can usually be obtained cheaper than by direct shipments. This is explained by the difference in freight. The United States have the practical monopoly of the supply of breadstuffs to Trinidad, and the vessels taking flour, etc., carry deck loads of lumber at cheap rates. Thus the one trade facilitates the other. There does not seem to be any good reason, however, why our lumber should not be shipped direct.

### JAMAICA.

Nearly nine-tenths of the lumber used in Jamaica is pitch pine from the United States. The total imports for the year ending March 31st, 1898, as furnished by the Collector-General at Kingston, were as follows:

Whence Imported.	Pitch Pine. Feet.	White Pine. Feet.	Cypress Shingles. No.	Boston Chips and other Sorts. No.
United Kingdom...	176	.....	.....	.....
U. S. America....	6,740,947	2,516,876	3,444,319	93,675
Canada.....	13,486	230,031	.....	144,200
British East Indies	150	.....	.....	.....
Total .....	6,754,759	2,746,907	3,444,319	237,875

These figures show the small quantity supplied by Canada, and the possibilities of that market for our manufacturers and exporters. Concerning the Jamaica market a correspondent says: "A small proportion of white pine only is used. This comes from New York, but I think it is manufactured in Canada. A very small proportion comes from Nova Scotia, also some spruce, but the quality of the wood that comes from New York is far superior to that which comes from Nova Scotia, the former being all 12" wide, 12, 14 and 16 feet long, while the latter runs from 5" to 16" in width and 10 to 30 feet in length. Seven or eight years ago as much white pine was sold as pitch pine, but the drop in the price of pitch pine, while the price of white pine remained about the same, has no doubt caused the sale of the one to increase while the other decreased. I have often wondered why it is that Canadian manufactured lumber can be sent here through New York commission houses at far lower rates than it is possible to get it direct; in fact, it is almost impossible to get the same description of boards direct from Canada, although they are manufactured there. This is a matter that should be looked into."

### ST. LUCIA.

The quality of lumber used on this island is all Canadian white pine of 1 and 2 inches by 12 inches and upwards. For some years past it has been found more profitable to import the lumber from New York instead of the Maritime provinces, on account of the cheap freight by steamers from that city. Spruce and hemlock are not used there, and the only other kind of lumber imported is yellow pine from the Southern States. The yearly quantity of both qualities imported amounts to about one and one-half million feet.

Regarding this market, Mr. Sainval Coipel, of St. Pierre, writes: "White pine lumber is imported exclusively from New York, in boards and planks of an average of 16 feet for the former and 32 feet for the latter, their respective thickness being of 1 and 2 inches, and the width varying between 10 and 14 inches. The lumber is of pretty fair quality, not very knotty and almost free of sap. Being myself engaged in the trade as a wholesale dealer, and having very good connections with several New Brunswick firms, I have tried to secure a share of the business for my friends, but to my great regret, they have never been able to send the right article; it seems as though they cannot get boards of suitable widths. Otherwise, I have not the least doubt that they could compete successfully with the New York shippers. I would, therefore, be glad to place a trial order with some good reliable firm. For spruce there is no demand with us. This description of lumber was used mostly for heading, when our planters were manufacturing Muscovada sugar; now that they make white crystals only,