



PUBLISHED MONTHLY
By A. G. MORTIMER.

The only Newspaper devoted to the Lumber and Woodworking Industries of the Dominion.

SUBSCRIPTION
\$1.00 PER ANNUM.

VOL. 7.

PETERBOROUGH, ONT., JULY, 1887.

NO. 7.

THE LUMBER INTEREST IN CANADA.

A RECENT printed report of U. S. Consul Hotchkiss at Ottawa, Ont., gives some interesting details as to the lumber interests of the Provinces of Ontario and Quebec. When Americans began to cut the pine and take it out in the log to saw it in Michigan, the export duty of \$2 per thousand board measure was put on, with the expectation that it would be prohibitory of log exports. Had it been sawed in Canada, there would have been only the \$2 per M United States tariff. The old rate was \$1 per M; \$2 is now the nominal rate, but the Provincial Governments have the right to increase to \$3, and that soon will be the rate if the log export continues in any considerable volume.

The title to standing crown timber is in the Provincial (not the Dominion) Governments, and the right to cut it is sold by auction, a minimum price being fixed, and the highest bidder securing the privilege of cutting for a year all the timber in a "berth," or "limit," which usually is 640 acres, or a square mile. For the product he must pay according to a fixed tariff. Parties securing berths for one year have a prior right to annual renewals, subject to regulations. The license is in a form fixed by the Department of Crown Lands, and gives the holder the right to cut timber and saw logs within specified bounds, together with power to seize and recover anywhere in the Dominion whatever any trespasser may cut during the time off the berth. But any other party may cut trees under 10 inches in diameter for "floats, traverses, or wythes," for use in rafting timber cut in the province and being rafted near by. Also, timber may be cut for making roads and bridges. Any lands within the berth previously sold to settlers are excepting, and lands sold after date of lease are to be excluded from its operation and from that of renewal lease. But when sales to settlers are canceled, the land returns to area covered by the lease. All timber cut must be paid for according to a provincial tariff fixed by the province. The Dominion also levies an export duty on white and Norway pine saw logs, per 1,000 feet board measure of \$2. On similar spruce and hemlock logs, \$1 per 1,000 feet. On shingle bolts, \$1.50 per cord 128 feet. The Governor in council may increase the duty on \$3 per 1,000 feet. The ground rent, per square mile, payable annually, is \$2. Logs are cut 13½ feet long, six inches being allowed for brooming in rafting.

Renewals of license are conditioned upon full payment of all dues and rents for the previous year, according to sworn statement of number and description of timber and logs cut. Public officials have the right to test and verify these statements; if found incorrect there may be forfeitures of material and other penalties. Defaulted other dues constitute a first lien on any timber, cut under license, belonging to defaulter.

The tariff on saw logs will in all probability be raised till the prohibitory point is reached.

Much of the pine now being lumbered has been once condemned, or the choice timber has been taken from it, for the English market.

Mills in the Ottawa district are all "gangs," running from four to eight gangs of from 36 to 42 saws each. They are run night and day during the short season of seven months, using electric lights. Those at Ottawa use power from the Chaudiere Falls, which also operate the electric light system of Ottawa. The machinery used in the saw mills is much of it made in the

United States, and is of the best quality. Eleven hours is the rule for a day's work, wages in the woods being about the following, including board:

Foremen, per month.....	\$40 to \$60
Choppers and skidders.....	15 to 20
Road cutters.....	12 to 15
Teamsters and loaders.....	16 to 18
Cooks.....	30 to 40
Log measurers.....	50
Horse or mule team, with teamster.....	35 to 40

Wages, in and around mills, always without board, are:

Foreman.....	\$100
Head sawyer for gangs.....	\$40 to 45
Head sawyer for circular.....	50
Tail sawyer.....	30 to 40
Edger and trimmer.....	35 to 40
Filers.....	50 to 60
General help, teamsters and piers.....	30 to 35

The mills being run by water, their location is arbitrary and prevents the use of natural or artificial means of avoiding handling the product so common in Michigan. All must be teamed to the drying ground, and afterwards to the rail or water delivery. This adds to the expense 50 to 75 cents per 1,000 feet.

Lath and pickets are of excellent quality, but the lath is 1 3/8 inch wide instead of the 1 1/2 United States standard. The shingle business is not prosecuted to any great extent and the few produced being mostly "bastard" are classed as the lowest grade in United States markets. Much stuff that would make soap, hat, shoe, starch and packing boxes is sold for fuel at 10 per load. Here seems to be an opportunity for some one to build up a fine paying business.

HOW DO YOU KNOW YOUR ADVERTISE- MENT'S PAY?

The devices employed to ascertain what mediums are giving the best results are almost innumerable; some may be considered wise, but most of them otherwise. A number of years ago the Valley Machine Co. placed some of their business with me. The "V" commencing the name got crushed in the press, which made the address "Alley" Machine Co. The manager receiving a large number of letters addressed in this manner, "Alley Machine Co.," told me that he was convinced that I represented one of the best advertising mediums in the country; also that he should profit by the hint given, and, of course, promptly renewed his order. Taking the hint from this accident I have suggested from time to time to my patrons that a slight change may be made in addresses. My friend John Smith operated it in this way, giving his name to the first paper, John A. Smith; to the second, John B. etc., by which he has become to be known as Alphabet Smith. Others I have known in any one paper to ask their patrons to call for catalogue "A"; in the next one catalogue "B," etc. The result of this has been to show that live concerns take more than one paper, as several of my patrons have received from the same source a request for catalogues A and B. Others I have known to give different numbers to the streets, in cases where that can be done without confusion. I have had access to the correspondence of a considerable number of my friends who are large advertisers, and have found that the average is about one in ten of letters received that will mention the

medium in which the advertisement was seen. Out of upwards of 300 letters sent to one business concern, all of which mentioned the paper, only five had a rating in the commercial registers, convincing me at least that it is not the best class who "mention this paper." The conclusion of all my investigations and comparisons is just this: advertisers should place their cards in papers having a circulation sufficient to insure that they are not paying too much for reaching that particular constituency. In placing the card make sure that the quality and character of the paper is such that it will be read for the information it contains. Take a card sufficiently large to be readily seen, and advertise your goods in season. Hold out no false inducements. Change the matter frequently, that it may look fresh, and if satisfied that the papers you patronize reach the people to whom you wish to sell, keep your name constantly before them.—From N.Y., New York.

RESTRICTING LUMBER EXPORTATION.

TO those who have considered the forest resources of Canada as of vast extent, it will be no news to learn that there is danger of the production not being more than equal to the home demand in a very few years, should exportation continue to increase. But how many are there among us who, without due consideration, are accustomed to rejoice in the fact that our lumber export is so great and is apparently in such a flourishing condition? They forget that every thousand feet of lumber taken away from the country leaves so much less behind it. Our forest trees cannot last forever, particularly since no organized steps are being taken to ensure a new growth, after the original trees have been felled. The growth of a forest tree is not that of one or two years. Many of them take a lifetime and even more to reach their growth. Nevertheless we are cutting and cutting, wasting and wasting, and conveying from the country as fast as we can what, had it been properly husbanded, would have been an important source of national wealth for generations. The question under all the circumstances of "what are we going to do about it?" is a most important one and ought to have more attention from the authorities, the trade and the public generally than it has as yet received. There are those who have been instant in season and out of season in pointing out the results to which we are drifting. Now or never is the time to consider them and put on the brakes. Already we have lost not a few of our national products in animated nature; and our forests are fast following them into the land of the "have been."

Is there no means of arresting the wilful waste that goes on in the woods and what we may term the profligacy and extravagance connected with lumber exportation? Would not the imposition of a tolerably export duty have some effect, and could not the Provincial governments increase the restrictions which they have placed upon the lumbering interests? It has been stated than in view of the increased annual dues placed upon timber limits by the Governments of Ontario and Quebec it was seriously contemplated by limit holders to exhaust their holdings as fast as possible so that they should have but few more payments to make. Under the circumstances is it not their interest to hold on and make their properties last as long as possible, since with a judiciously restricted cut the lumber that is left would annually enhance in value.—Canadian Trade Review.