

slides have been supplied showing plans and details of construction. By such means a great deal of publicity has been secured.

Advertising in trade papers and many farm journals has been with the same object of showing the farmer that it would pay him to possess more buildings and better buildings.

Exhibits were also shown at a number of the Prairie fairs, and the interest displayed would indicate that this work should be done to a larger extent.

Off-shore Markets.

Correspondence has been maintained with the main oversea markets, but on account of the tonnage situation prevailing throughout the year work has necessarily been confined to preparing the way for future business. There have been a few orders for boxes and veneer from importers in South Africa and Australia who had hitherto secured their supplies from the States and the Baltic.

War Office business has been limited almost entirely to boxes. There was shipped in 1916 875,000 boxes, and there is an additional 500,000 now on order, with prospect of an order for another 500,000 being placed immediately.

Since the war has created such a tremendous demand for tonnage the normal shipments of lumber have been greatly curtailed. The quantity and destination of shipments made in 1915 and 1916 are given in the following table:—

Water-borne Export of Lumber from British Columbia.

	1915	1916
Australia	5,913,020	2,152,657
New Zealand	640,577	286,421
West Coast of South America	301,449	627,418
China	3,425,953	3,055,045
Japan	1,583,437	3,042,690
South Sea Islands.....	1,395,058	991,308
U. K. and Continent.....	38,112,299	19,801,629
Africa	5,329,042	10,114,885
Alaska	3,564,654
Russia	39,816
California	1,373,938
Totals	58,074,773	43,676,523

It will be noticed that the shipment to the United Kingdom and Continent was only half in 1916 of the figures for 1915. This is to a large degree explained by the scarcity of tonnage, which forced the securing of lumber requirements of the Entente Allies from a source of supply nearer at home. This does not, however, satisfactorily explain the continued purchases made on the Pacific Coast of the United States. Another notable feature is the large increase in the South African shipments. This represents 88 per cent. of the total import from the North Pacific, only 12 per cent. being supplied by the United States. This may be directly attributed to the preference which South Africa gives to Canadian timber.

On the other hand, the shipments to Australia were greatly reduced, and only amounted to 2 per cent. of the

North Pacific export to Australia, the balance of 98 per cent. being supplied by the United States. Even in the last normal year, 1913, British Columbia only supplied 5 per cent., as against 95 per cent. from the United States. When it is remembered that Australia normally takes over 75 per cent. of the total export of lumber from the North Pacific, the importance and value of this market becomes apparent.

Analysing further the year's off-shore shipments and comparing our shipments to various markets with those of our competitors—Washington and Oregon—we find that we have done only a very small part of the off-shore business.

Placed as she is, British Columbia should do a large export trade. But for this she must develop markets which will take the low grades which are always produced when high grade is sawn. China, Japan, the West Coast of South America, and India present the best possibilities from a low-grade standpoint. British Columbia has a large and important market in Canada, but she cannot allow the lumber trade of the Pacific to remain a monopoly of the Pacific States. Nothing is more needed in the lumber industry today than the stabilizing influence of widespread and varied markets. With these, crop failures on the Pacific could never again have such distressing effects on British Columbia. Lumbermen, stumpage-owners, and loggers have learned from the experience of the last three years that before the lumber industry can be put on a sound footing ready to withstand further waves of depression adequate markets must be secured and held.

Before 1904 British Columbia had about 30 per cent. of the South African lumber business. A preference was given Canadian lumber, and within two years British Columbia was supplying half South Africa's lumber requirements, and it has steadily grown until this year British Columbia supplied 88 per cent. If this preference was made general between all parts of the British Empire the future of British Columbia's timber industry would be assured. Australia has repeatedly stated her willingness to conclude a reciprocal arrangement with Canada covering raw products, such as lumber, pulp, fish, and fruit. Canada has already granted a preference to New Zealand's raw products, which are the same as Australia's. Canada now imports all of the pastoral products she requires from New Zealand, and the extending of the same preference to Australia would merely draw these products from two sources instead of one. Such an arrangement would be of mutual benefit and directly in line with the sentiment existing in both countries favoring inter-Imperial trade.

Lumber shipped to overseas markets should be plainly marked to show Canadian origin, and this would be equivalent to a preferential tariff in every Empire market. Under present conditions the foreign buyer cannot possibly separate Douglas fir coming from Washington from that coming from British Columbia. If our marked British Columbia lumber could be picked out in any yard or when delivered to any building, whether it be in London, England, Cape Town, Sydney, Auckland, or Calcutta, it would have an immediate effect on the demand for British Columbia lumber.

British Columbia Resources and Investors

Important Statement of Conditions from Prominent Bank Official.

Mr. D. R. Clarke, superintendent of British Columbia branches of the Bank of Montreal, with headquarters in Vancouver, returned from Montreal last week, where he has been in conference with head office officials of the Bank, gave out an important interview with a morning Vancouver newspaper which summarized the attitude of investors toward British Columbia and states what is necessary to develop its resources. He said in part:—

"I found British Columbia much in the mind of Eastern financial men. The relation of British Columbia to the

Eastern money centres has always been different from the other provinces. On the Prairies they have a market to absorb their manufactures. They sell them things, and there the relation ends. British Columbia is looked on as a place for investment. It is the province of Canada with the greatest amount of undeveloped resources, and the financial men who have money invested, or who have in mind the placing of money in the development of Coast, forest, sea or mining industries, feel that they have more than a mere business interest covered by the exchange of so many dol-