

THE Canada Lumberman

MONTHLY AND WEEKLY EDITIONS

PUBLISHED BY

The C. H. Mortimer Publishing Company
of Toronto, Limited

CONFEDERATION LIFE BUILDING, TORONTO

BRANCH OFFICE:
IMPERIAL BUILDING, MONTREAL

The LUMBERMAN Weekly Edition is published every Wednesday, and
the Monthly Edition on the 1st day of every month.

TERMS OF SUBSCRIPTION:

One Copy, Weekly and Monthly, One Year, in advance..... \$1.00
One Copy, Weekly and Monthly, Six Months, in advance..... .50
Foreign Subscriptions, Can. 00 a Year.

ADVERTISING RATES FURNISHED ON APPLICATION

THE CANADA LUMBERMAN is published in the interests of the lumber trade and allied industries throughout the Dominion, being the only representative in Canada of this foremost branch of the commerce of this country. It aims at giving full and timely information on all subjects touching these interests, discussing these topics editorially and inviting free discussion by others.

Special pains are taken to secure the latest and most trustworthy market quotations from various points throughout the world, so as to afford to the trade in Canada information on which it can rely in its operations.

Special correspondents in localities of importance present an accurate report not only of prices and the condition of the market, but also of other matters specially interesting to our readers. But correspondence is not only welcome, but is invited from all who have any information to communicate or subjects to discuss relating to the trade or in any way affecting it. Even when we may not be able to agree with the writers, we will give them a fair opportunity for free discussion as the best means of eliciting the truth. Any items of interest are particularly requested, for even if not of great importance individually they contribute to a fund of information from which general results are obtained.

Advertisers will receive careful attention and liberal treatment. We need not point out that for many the CANADA LUMBERMAN, with its special class of readers, is not only an exceptionally good medium for securing publicity, but is indispensable for those who would bring themselves before the notice of that class. Special attention is directed to "WANTED" and "FOR SALE" advertisements, which will be inserted in a conspicuous position at the uniform price of 15 cents per line for each insertion. Announcements of this character will be subject to a discount of 25 per cent. if ordered for four successive issues or longer.

Subscribers will find the small amount they pay for the CANADA LUMBERMAN quite insignificant as compared with its value to them. There is not an individual in the trade, or specially interested in it, who should not be on our list, thus obtaining the present benefit and aiding and encouraging us to render it even more complete.

A WORD IN SEASON.

WITH this number, issued upon the advent of a new century, this journal enters upon its twenty-second year of publication. It will not, we hope, be regarded as boastful to state that during its life the CANADA LUMBERMAN has endeavored, faithfully and consistently, to advance the interests of the important and growing industry which it represents. This statement is made almost without fear of challenge, as the steadily increasing patronage from subscribers and advertisers and frequent letters of commendation bear ample testimony to the fact.

Prompted, as in all business enterprises, by pecuniary motives, the aim of the publishers has been to impart useful and valuable information, and thus to produce a paper which would be carefully read by its subscribers. That this object has been accomplished is proven by the above mentioned evidence.

Representing exclusively the lumbering and wood-working industries of the Dominion, THE LUMBERMAN has become recognized as the only direct medium through which to reach these classes. In its advertising pages will be found the announcements of manufacturers of nearly every line of lumbering, planing mill, wood-working and pulp making machinery. It has also become a strong factor in the development of the export lumber trade of Canada, personal visits to Europe having been made by a representative for this purpose. It is the desire of the publishers to promote this branch of trade

to the greatest possible extent, and to bring together Canadian manufacturers and foreign importers.

During the first year of the new century it is hoped to further improve the journal by giving a greater volume of information affecting the commercial as well as the practical side of lumbering. To this end we invite the assistance of our readers, and solicit each one to contribute something through our columns to the general fund of information. It is also asked that our readers keep us informed regarding proposed improvements to their saw mills, planing mills and other departments of their business.

To the trade generally we extend the Season's Greetings.

BUSINESS METHODS OF LUMBERMEN.

IF there is one thing which is conducive to the expansion of trade, it is the practice of honest business methods. The exchange of commodities is very largely based on mutual confidence, without which business could not be advantageously carried on. In no branch is this more a necessity than in the lumber trade. The ethics of Canadian lumbermen are, generally speaking, unimpeachable, and their word is regarded as a binding contract. Unfortunately, however, the exception to the rule is always to be found.

No one will deny a person the right of being the architect of his own fortune, but when his course of action affects others injuriously, the law of self-protection demands that it be restricted within proper limits.

In at least two directions unscrupulous persons in the lumber trade have been able to accomplish their ends. One of these is by refusing to recognize contracts arranged verbally when it has been found a pecuniary advantage to do otherwise. A dealer, for instance, agrees to purchase certain lumber from a manufacturer, to be shipped at a given date. In the meantime the market has improved, and the manufacturer finds that he is in a position to sell the same lumber at a higher price, and consequently refuses to honor the contract. The buyer, in the absence of a written agreement, is unable to secure judgment against him, although he may have suffered a loss as the result of the non-fulfillment of the contract. It is not intended to imply that the manufacturer is the only transgressor in this direction, as the breach of faith might likewise apply to a dealer who would refuse to recognize a similar agreement in the event of the market having declined, placing him in a position to purchase the required lumber at a lower price. Instances of this kind have been known to occur, and it seems that the only remedy is to have written contracts in every case.

Another manner in which dishonesty is sometimes practiced is in what might be termed the stealing of customers. An instance of this is cited in a letter just received by the CANADA LUMBERMAN from a dealer in a western Ontario town. This dealer sold to a large consumer of lumber in his town a car load of short leaf yellow pine, which he purchased from a Michigan firm. He hoped to secure a considerable trade, but the Michigan firm set to work immediately to discover his customer, and while making the pretense of a social visit to the dealer, learned of

the party who was using the lumber. The result was that quotations were given to the customer at the same figure as had been paid by the dealer, who was instrumental in introducing the lumber in the market. That this was an injustice to the dealer is apparent to all fair-minded people. Occasionally, also, millmen will take underhand methods of finding out the destination of lumber bought by dealers and shipped direct to customers from the mill.

It is evident that even the few who adopt dishonest tactics are not confined to any one branch of the lumber trade. But while there are some persons who, in business matters, seem to have no regard for moral obligations, it is equally true that Canadian lumbermen generally conduct their business affairs in a thoroughly honorable manner.

SHIP-BUILDING IN CANADA.

THE lumber shippers of this country suffered severely during the past year on account of the great scarcity of vessel tonnage. This scarcity was felt by all branches of the export trade, but particularly by lumbermen, as it is the policy of some vessel owners to accept lumber only when other freight is not available. This dearth of vessels was common both to the eastern and western seaboard. One of the reasons for this condition was that a large number of vessels were employed for the transport of troops to South Africa. Another reason, which applies to the Atlantic coast, was the scarcity of tramp steamers, which avoided Canadian ports on account of the largely increased rates of insurance for trading to British North America. These rates have been exorbitant and out of all proportion to the increased risk. How these conditions have affected the shipping trade of Canada is shown by a comparison with the previous year. In 1899 801 vessels entered the port of Montreal, whereas last year the number was 726, a decrease of 75 vessels. From this it must not be inferred that the export trade of Canada is declining, as the trade and navigation returns show the reverse condition. The conclusion is that the discrimination against Canadian ports has caused merchants to ship via United States ports.

British Columbia shippers of lumber found it almost impossible during the year to secure tonnage. The situation there is somewhat peculiar. Nearly all the vessels trading on the Pacific coast are owned or controlled by United States parties, who, in many instances, are interested in United States saw mills. The result has been that British Columbia ports have been boycotted, and that charters have been effected only when the circumstances were especially favorable to the shipowner. A discrimination of 60 cents per thousand feet on lumber loaded at British Columbia ports has ruled during the year.

The facts above outlined have brought prominently to the front the question of reviving the ship-building industry of Canada, which was an unimportant industry thirty or forty years ago. In those days wooden vessels were constructed, while the requirements of the present time call for steel crafts. It has been pointed out by a prominent ship-builder that there is more similarity between the construction of steel and wooden ships than is generally believed, and