

—Waterloo, Que., complains of a short supply of cordwood.

—Lumbermen in the Eastern townships are beginning to complain of too much snow in the woods.

—The various lumber firms at Fishers river, in the North-west, are getting out logs in large quantities.

—Lumbermen in the vicinity of Nirkessport, Ont., are very busy, and expect to do a large amount of work this winter.

—Joseph Gagnon, from Piopolis, is getting out two million feet for the Nantais Mill. Archibald is getting out a million feet for Major McAuley.

—The Minister of Customs has decided that teams when going from Canada to work in the lumber woods in Maine or Michigan cannot be remitted into Canada free of duty.

—Hess Bros., of Listowel, Ont., the well-known furniture manufacturers, are about erecting a new factory, 110x60 feet, four stories high, in order to keep pace with their largely increasing trade.

—The firm of G. A. Dougherty & Sons, planing mill, etc., Leamington, Ont., has dissolved, Mr. G. A. Dougherty retiring. Mr. Sam Fuller enters the firm and the style is now Dougherty & Feller.

—Reports from Lake Megantic states that lumbering is going on briskly, but notwithstanding a good demand, no more is paid in log than last year, although men get from three to four dollars a month more, and are scarce at that.

—Wyle's new saw mill at Midland was destroyed by fire on the 23rd Feb. There is little doubt but that it is a case of incendiarism. The loss will amount to something over \$8,000. He was insured in the British American to the extent of \$4,000.

MESSRS. BRYANT, POWIS & BRYANT, the well known and reliable firm of timber dealers of London, England, are now represented in the Dominion by Messrs. Chas. G. Davies & Co., of Quebec.

—A project is on foot at St. John, N. B., to construct a canal around the Grand Falls for the passage of logs down the river, thereby preventing the heavy loss to lumbermen resulting from the hanging up annually of large quantities of logs at the falls.

—Parry Sound lumber operators report five camps in full blast this winter to every one in operation during the past two winters: although a large number of men were hired in Toronto for the camp, the demand was not satisfied. Good wages were offered.

—The workmen at Messrs J. R. Booth & Co's saw mill have finished the work of blasting out the roadway underneath the large saw mill as well as the foundation for the new lath mill. Several thousand toise of splendid building stone have been taken out, and will be used in the construction of the new mill and the repairing of the old ones.

THE manufacture of Terra Cotta Lumber is an industry that can be worked to great advantage in connection with lumber mills. It is composed of a mixture of clay and sawdust and burned in kilns after the manner of brick, the sawdust furnishing the fuel in the process, burns out leaving a porous ware that can be worked with tools, retains nails equal to wood, is light in weight, and fireproof; cheap as pine and eminently adapted for even ordinary house building, and can be used advantageously both in new construction and in repairing, not only as an economical building material but as a safeguard against fire. The Dominion Terra Cotta Co., whose headquarters are at Deseronto control the patents for Canada and have arranged with the Rathbun Co. who have erected pioneer works which are now in active operation.

THE international meeting of commissioners to suggest methods of adjustment of our trade relations with Canada has called forth some protests from some parties, as they are opposed to making any concessions whatever. Why there should be any objection—something approaching a mystery. If we had nothing to set Canada, that might be a fair foundation upon which to ground an objection, but we have as much to sell Canada as that country has to sell us. Every nation that has had an exchange of commerce with other nations has profited thereby, and largely, too. Advantages are generally mutual. Germany and France possess many ships and are doing a large shipping trade. Their citizens, it may be noted, have been permitted to buy their ships in England, or where they pleased. Both the sellers and purchasers of vessels are gainers. An interchange of commodities between the United States and Canada can but be favorably to both countries. The competition they give in pine is more than balanced by what they want in some of our products. We do not propose to enter upon the discussion of free trade and the removal of the revenue tax on lumber, but while it might cause a temporary loss to a few lumber dealers in the North and Northwest, there is a probability that it would be an advantage to some of our people.—*American Exchange*.

Judicious Advertising.

A lumber dealer at Marshalltown, Iowa, says the *N. W. Lumberman*, strikes a key-note, when he mildly upbraids the manufacturers for failing to advertise in representative trade journals in a consistent and persistent manner. There is method in advertising just as there is in selling lumber. The most persistent advertisers in various lines of business adopt a plan of presenting their business that is unique, catchy and profitable. Effective advertising is an intelligent way of informing the buying public that such and such articles are for sale at such a location. Applying this to the lumber business, we find a firm in upper Michigan making a specialty of thick uppers, another in Wisconsin devoting especial attention to wide pine, common and select, and another, say at Manistee, doing a heavy business in strips. All these firms may be willing advertisers, all representing themselves merely as "manufacturers and wholesale lumber dealers." The yard dealers, who up to this time, is always on the alert for bargains or specialties, and in looking over advertising pages he finds plenty of firms represented, but not one in a dozen indicate by the make-up of the advertisement that any attention has been paid to it since its initial issue. Yard dealers, and buyers generally, desire to know exactly what manufacturers have to offer and the latter can inform thousands of such in an inexpensive and intelligent manner, by a judicious use of printer's ink and a few direct statements. Such a course would make advertising even more valuable than at present. The middle man now secures a profit that might go elsewhere if manufacturers advertised judiciously. It is the business of the middle man to hunt up stocks at the mills and orders of the yard dealers, and by an acquaintance at both ends of the route, the shipper loses a profit, and the dealer pays more for his lumber than he need to. Scientific advertising would make a vast difference in the lumber trade, and lead to better results to all concerned.

Timber Measurement in Quebec.

Mr. J. B. Charleson, recently appointed overseer of the timber operations on the Upper and Lower Ottawa by the Mercier Government, has, in conjunction with Mr. J. McKay, of the Crown Lands Department, recently returned from Toronto where they were collecting information from the Ontario Government as to the method of collecting timber dues. Up to a month ago the Dominion Government collected timber dues in the Ottawa valley, and Mr. Charleson thus explains his new duties: "The Quebec Government," he said, "formerly collected stumpage dues upon two sizes of logs. Those seventeen inches and upwards were taxed twenty-two cents. Logs under maximum were rated at eleven cents. In future the stumpage will be collected by board measure. The new rate being \$1.30 per thousand feet. The Quebec Government is simply assimilating their system with that of Ontario. In each shanty the logs will be measured, the lumbermen being obliged to submit sworn statements regarding the quantity, size and length of logs. On this basis the average size of the logs will be estimated and thus also the amount of dues determined by reducing it to board measure."

Meeting of Ontario Lumbermen's Association.

The first annual meeting of the lumbermen's association of Ontario, which was held in the council chamber of the Board of Trade, Toronto, the early part of February, was attended by a fairly large number of members from different parts of Ontario. The chair was occupied by Mr. A. H. Campbell, of Toronto, and the press were not admitted.

After the regular business of the meeting, which was not given to the press, had been transacted, the following resolution was moved by Mr. John Charlton, M. P., and seconded by Mr. Charles Beck and carried:

"That the Lumbermen's Association of Ontario appreciates the great importance to the lumbering interests as well as to the agricultural, mining, fishing and other interests of the Dominion, of obtaining free access to our natural market, the United States, for the products of Canada and that we cordially endorse and sustain the movement for obtaining free commercial intercourse between the United States and Canada by means of Commercial Union or unrestricted reciprocity to be secured by treaty arrangement that will duly guard and protect the interests of the great producing class of the country."

It was also decided to raise the price of common bill stuff on the Georgian Bay to \$10 per thousand feet at the mills.

The following gentlemen were appointed on Executive Board:

M. M. Boyd, Bobcaygeon; J. M. Irwin, Peterboro'; D. Cilmour, Trenton; A. H. Campbell, Toronto; James McLaren, Buckingham; John Waldie, Toronto; John Charlton, M. P., Lyndoch; J. L. Burton, Barrie; E. H. Bronson, M. P., Ottawa; W. C. Caldwell, Lanark; H. H. Cook, Toronto; N. Dymont, Barrie.

Mr. A. H. Campbell was re-elected president, and Mr. J. B. Millar, of Parry Sound, was re-elected secretary-treasurer.

Material Wasted.

There are many industries for which we have abundant material, which cannot flourish, or perhaps be established at all, in our limited market. One of these is the cutting of veneers for furniture. We do not know that there is a veneering factory in all Canada and are pretty certain that there is not one in this district. At all events most of our veneers are imported—some even from Europe.

Now the Western Peninsula is full of the best material for this purpose. Black walnut stumps, for example, in the Lake Erie counties will neither rot nor burn, but would be worth many times the present cost of destroying them if there was anyone ready to slice them into veneers. Stumps, roots and knots of cherry, butternut, oak, black birch, chestnut and many other woods—the very portions that are good for nothing else—make the best of veneering.

Across the border there are many large furniture shops which we could supply more cheaply than anyone else, while making handsome profits out of what is now waste material. Free trade in veneering would put hundreds of thousands of dollars in the pockets of our farmers and manufacturers.—*London Advertiser*.

Albany Favors Free Lumber.

It is apparently the opinion of the Albany dealers that to abolish the duty on lumber would not have any marked effect either on wages or on the price of lumber. The *Argus* of that city interviewed twenty out of twenty-six dealers in the District. Of the number ten were in favor of the repeal of the tariff on lumber. Four dealers opposed the abolition of the tax but only one of the number expressed the opinion that a low rate of wages would result from the introduction of free lumber.

EXCHANGE ECHOES.

Chicago Timberman.

SENATOR WILSON, of Iowa, seems to have made a "fix" of it by attacking the railroads running through Canada into the United States, by suggesting the closing of our roads from delivering to or receiving freight from them. What will Minnesota and Wisconsin say to this, after laboring many years to secure an outlet via the "Soo" for their lumber and flour on rates equal to those from Chicago and Saginaw, to New York and New England, and then have such an outrageous proposition passed as has been made to the Senate Inter-State Commerce Committee, and thus wipe out the untold benefit the "Soo" route will give to the northwest. Every shipper of lumber can be thankful that such a road as the Grand Trunk is in existence. It has done more to develop and cheapen lumber transportation than all the other trunk lines combined. There is but one conclusion to be drawn from the Senator's remarks, and that is that the gentleman is not posted as to the wants of the northwest and the American people in general, or is lending his influence to the roads in opposition to the "Soo" route.

Southern Lumberman.

THE CANADIAN lumbermen who accidentally get into conversation with reporters, or even with people interested in lumber in the United States, claim that the removal of the export duty would be of very little advantage to them, and still it is well known that they are greatly in favor of this reduction. There is undoubtedly some truth in the statement which they make, that every year it is more expensive to deliver the product, as the sources of supply are receding from the present lines of transportation. But two dollars per thousand is something of a bonus, and a well conducted lumbering force can remove logs and lumber some distance for this sum. Where there are large tracts, a logging railroad can be built and worked to excellent advantage. All this, of course, is on the assumption that the removal of the duty will not depreciate the price of lumber. The lumbermen of the United States naturally fear that the prices will go down. The Canadians just as naturally hope that the removal of the duty will accrue so much to his advantage. While both sides are ventilating their ideas, it yet remains to be seen whether the tariff-tinkers at Washington will bring lumber into the question. Of course a lot of articles will be put on the free list, but it seems as though some might be selected that would be more reasonable and beneficial to this country than to invite a general free competition in the manufacture of lumber. If other things can be made equal, so that our manufacturers here can produce as cheaply as our Canadian friends, it would give a different color to the matter. At present lumbermen can be fed and clothed at a less cost in Canada than here. The luxuries—which even lumbermen claim they must have—are much cheaper there, especially for chawers, smokers and drinkers. Lumber is a commodity of little consideration, however, among congressmen. From lack of thought and interest it may not receive the consideration to which it is entitled. The question simply is: Who will be benefitted by a removal of the duty? Legislation should be in favor of ourselves every time. If it were a question of annexation it might be different, but while the Canadian lumberman has the benefit of cheaper living than our own people, why should we give him more at a great risk of hurting ourselves?

THE need of insurance against death and accident especially on the part of those whose occupation is of a hazardous character is now generally recognized. There are no better companies in the field than the Manufacturers' Life and the Manufacturers' Accident. They have done an enormous business and gained the confidence of the public. A special feature of the Manufacturers' Accident Insurance Co. is that it issues policies covering the employer's liability for accidents sustained by their workmen.