

## WESTERN LUMBERMEN MEET.

### REPORT OF PROCEEDINGS.

The tenth annual meeting of the Western Retail Lumbermen's Association was held in Albert Hall, Winnipeg, on Tuesday evening, the 19th inst. The meeting was very largely attended by both active and honorary members of the association and there were present a few visitors as well. After a short time had been spent in social intercourse President Byrnes called the meeting to order and asked Secretary Cockburn to read the minutes of the meeting of 1900. Then followed the president's annual address as follows.

Gentlemen and fellow members of the Western Retail Lumbermen's Association:—

I deem it an honor to be privileged as your president for the second time, to welcome you here in attendance at this annual meeting. I regret that it is not my good fortune, owing to the effect of a disappointing harvest, to be able to offer you congratulations of prosperity in the lumber trade. I, however, can compliment you upon the wisdom exercised in your business under the existing circumstances, in anticipating so closely the effect of a short crop, by restricting your business in purchasing with caution, and only commensurate with the absolute necessity and requirement. The farmers also, have evinced a worthy caution in delaying expenditure in building and improving as much as possible, until the return of an assured good crop. Being interested in the working of the association, and wishing to acquire more personal knowledge of it, I accompanied the secretary on two trips into districts where some complaints had been formulated against some dealers for violating the price list established.

On visiting the dealers in question, we were able to harmonize the difference complained of, and start them anew to sell at the established price list, and the result was an apparent feeling to adhere to the established list. My observation has led me to believe that the association is doing much to promote a better understanding among the dealers in the conduct of business generally, and the advantage of an established price list is well borne out. Unfortunately, there has existed in the city a disruption of the price list, and lumber has been sold at no profit to the dealers, and the demoralized and slaughtering prices here, have been quite injurious to members having yards in the proximity of the city, and even at considerable distances out. I may say, that after an unsatisfactory experience, there appears to be now, a united effort on the part of the dealers of Winnipeg to make such an arrangement and agreement, as will lead to reorganization, and selling on an established price list in future.

You will notice that the balance on hand has increased considerably, which may be a matter for your consideration whether the annual dues may not be reduced some.

In closing, I desire to state that at the last annual meeting, it was my purpose to suggest to you, that it would be a fitting thing for us to join with other organizations, in contributing to the patriotic fund, but this was overlooked. However, at the first meeting of the directors, the board and myself, thought it proper to vote \$100 to the fund then being established for the relief and benefit of such families requiring consideration and assistance, on account of our gallant fellows, who volunteered to take part in the South African war, on behalf of our then gracious, beloved and revered Queen, and for whose recent death we all grieve in sorrow, and touched with pride in having had so worthy, illustrious and good woman as a sovereign. We pray God to bless her noble son and successor, our sovereign King Edward VII, who has already stamped himself an able and worthy ruler, and has declared himself giving expression of affection and reverence for his mother, in language worthy of a dutiful son, to a wonderful mother, to closely follow in her footsteps in constitutional government. Isaac Cockburn, secretary-treasurer

of the association, next presented his annual statement as follows:

Gentlemen, I join with our worthy president in extending to you all a hearty greeting.

Mr. president and gentlemen, I am pleased to be able to present to you such a favorable financial statement, showing a balance on hand, to the credit of the association of \$2,034.21.

There are still 34 dues unpaid, many of which will be paid, but it will be necessary to purge the membership list of some names, as it will not do to inculcate carelessness in the payment of dues. The membership stands at a gain of twenty-three over that of last year. There is a total of two hundred and four yards, and thirty-four honorary members. During the year, I removed from the list seven members for directly refusing payment of their dues.

I have to report that shortly after the annual meeting, I proceeded to establish price lists for the various points, and continued doing so until pretty thoroughly completed, with the exception of at points west of Minnesota, where I was advised that lists were not wanted. I did not visit the Northern Pacific points, knowing that it would be of no service, as there were non-members in competition. I have to acknowledge the active interest taken by the dealers throughout in arranging the prices, and the kind courtesy extended to me by the members. Many dealers travelling considerable distances to attend meetings called for that purpose. I am glad to believe that the prices so established were generally adhered to, although there were some cases of complaint for violation of the price list, in which cases, I was successful in harmonizing the difficulties which had arisen, by meeting with the dealers in question, and discussing with them the grievances complained of, and securing a new start in selling on the established price list. In nearly every case a better feeling was engendered between them as a result.

The parties at one point where I was asked to investigate a charge for selling at less than the price list, and I knew the parties were not on speaking terms over some business difficulties. I first had an interview with the complainant, and told him I would bring them together, so as to sift the charge, and that he must make up his mind to discuss it with the dealer complained of, and in a friendly way. This he consented to do. I then interviewed the dealer complained of, who frankly admitted the charge, and after some discussion bearing upon the matter, he gave me the strongest assurance that hereafter, he would maintain the established prices. Upon calling the parties together, a full discussion was had upon the charge made, and the dealer in the wrong having acknowledged the same, I then called the other dealer aside, and mentioned to him, that should he press the charge, a penalty of \$25.00 or over, would have to be levied from his opponent, and that it would be of no direct benefit to him. To the credit of the party thus appealed to, he at once replied, "I do not wish to be the cause of making my opponent pay that amount, and if he now agrees to maintain the price established, I consent not to proceed against him." I did not fail to impress this good act on the mind of the other party. This happened early in the spring, and no complaint has reached me from that point since. I merely state this case in giving my experience that this is a better mode of settling matters of complaint than referring the matter to the executive committee, when doing so can be avoided, but of course there will arise exceptional cases, which make it imperative to do so.

The president in his address has referred to the state existing among the Winnipeg dealers, and I need not dwell upon it further, than to say it affected members disastrously at points in the vicinity outlying the city. Those dealers have my warmest sympathy in the disturbance and loss of their business therefrom, and I do hope upon the restoration of price list for Winnipeg,

good business will again be brought about to the referred dealers.

I feel called upon to make reference to a pernicious business coming under my notice, which is being carried on by what is termed on the other side as poaching. I mean someone who is not a manufacturer and a non-member of the association procures lumber from parties other than honorary members, and disposes of the lumber as best he can, and I am sorry to say that such a person has succeeded in making trouble, and demoralizing prices in some instances, to the serious detriment of some active members. I trust no member of the association will be found purchasing or supporting such a system as referred to, and if possible that some means may be brought to bear that will stamp it out.

This is an opportune time to discuss these phases on their merits, and I would like to impress upon the members present to do so fully and to go forth from this meeting, resolved to act up to the resolution and by-laws of the association, and to be fellow workers together for mutual benefit.

A lively discussion ensued on the points raised in Secretary Cockburn's report. Several members stated that business in their particular localities had been adversely affected during the year by non-members who bought lumber in the United States, and from western mills which do not belong to the association cutting prices. There was also complaint that wholesalers sell to country consumers in a retail way in some cases. This discussion was conducted with the utmost good nature throughout and ended with a general understanding that as nearly as possible hereafter the rules of the association will be adhered to by all parties. In cases where non-members are found to be habitually cutting prices the wholesale men promised to come to the assistance of the local dealers and endeavor to root the offender out. After this discussion the reports were approved.

The election of officers was next proceeded with and resulted as follows: President, Henry Byrnes, of Winnipeg, re-elected; vice-president, J. L. Campbell, Melita, Man.; directors, D. E. Sprague, Winnipeg; T. Turnbull, Manitow, Man.; W. S. Burley, Neepawa, Man.; A. M. Stewart, Morden, Man.; J. K. Robson, Treherne, Man.; and R. H. Williams, Regina, Assinibola.

On motion of J. L. Campbell it was decided to arrange with the railway companies for an excursion to the Pacific coast during the coming summer. The meeting then adjourned.

### Lumber Trade Notes.

A law has been introduced in the Minnesota legislature which has for its object the prevention of retail associations from boycotting wholesale concerns which sell direct to consumers. This is believed to be aimed at the lumber interests and will render the various associations of retail dealers of no use if it passes, as this has been the principal feature of their programme in the past.

The revenue derived by the province of Ontario last year from pulpwood duties was about \$13,000, compared with \$4,828 in the year previous, the increase showing the development in this branch of forest product. The quantity in the two years was 65,000 cords and 30,000 cords respectively. The yield of pulpwood on the areas now being cut is probably 70 cords to the acre, which means that about 6,500 acres were cut over last year, or about eleven square miles. North of the height of land, surveyors have estimated that the spruce yield will be from 50 to 75 cords to the acre. Last year's cut of pulpwood yielded the province 20 cents per cord, but an order in council was passed a year ago providing for its increase to 40 cents, which went into effect April 30, 1900, after last year's cut had ceased.

### Newfoundland Trade Returns.

Returns of the trade of Newfoundland have just been issued, showing that the total exports for the year ending June 30, 1900, were \$8,627,376, and the total imports \$7,497,147. Newfoundland's largest consumer is Brazil, the sales to that country being \$2,068,586. The next in order are Great Britain, \$1,890,650; Portugal, \$1,000,027; United States, \$988,954; Gibraltar, \$972,087; Canada, \$473,940; British West Indies, \$307,003; Spain, \$291,053; Holland, \$147,978; Germany, \$137,043; Italy, \$112,870; France, \$38,892; Belgium, \$20,484; Denmark, \$18,175; United

States West Indies, \$14,900. On the other hand, Newfoundlanders buy more goods from Canada than they do from any other country. Canadian sales to them during 1900 amounting to \$2,805,490. Great Britain comes next with \$2,221,353; British West Indies, \$271,602; Ceylon, \$24,306; India, \$1,206; total from Great Britain and her possessions, \$3,326,957. It will thus be seen that over 70 per cent of Newfoundland's purchases are from other parts of the empire.

### Rosslund Mining News.

Rosslund, B. C., Feb. 18.—Perhaps the most important piece of mining news of the past week was the strike on the Molybdenite, on the Spitzee (Indian Chief) which runs as high as \$13 to the ton. It is too generally received by the public at large that the ore deposit of this camp is confined to a section of the Red Mountain. That this is not the case, the production of the Kootenay mines to day proves conclusively. Still, it is urged that the Kootenay mines are situated on a portion of the north great vein, which is considered to run from the headwaters of the north fork of the Trail Creek to the Tatus Hill. Everything yet found on the south vein or belt has shown a more disrupted condition of deposit than that obtaining to the north of the city, built, geologically speaking, on the crater of an old volcano. The discovery made last week on the Spitzee and the announcement of the previous week of the high grade ore discovery of a more solid body upon the homestake goes to show that there are valuable deposits to be found in the vicinity of Rosslund, which are not necessarily on the mountain.

The progress made by the Northport smelter is apparently slow, but under the conditions prevailing is wonderfully fast. The new furnace is almost ready to blow in, and should do so this month. Within another thirty days the fifth furnace should be ready, which will bring the capacity of the smelter up to 1,000 tons daily, and then up to 1,350. It is probable that the sixth furnace, room for the installation of which has been left, will also be added, and by the middle of April the reduction works will be in a position to treat 1,700 tons daily. The need of repairs to the furnaces will reduce this average amount about one month in the year, or it may be stated that the net reducing power will be something over 1,500 tons a day. It must be remembered that the installation of these furnaces necessitated the installation of subsidiary processes to keep up with the increased amount of low grade matte, and to furnish power for the blasts. All this requires time and the enlargement and practically doubling of a huge reduction works, with complicated and interdependent machinery, cannot be accomplished in a few weeks.

The record for the past week falls short of that of the previous one by nearly a thousand tons, shipped short on the Le Roi. This is due to the same cause as before, the unpreparedness of the Northport smelter. The shipments were 6,877 tons, of which the Le Roi sent out 2,364 tons, Centre Star 2,160, War Eagle 1,020, Iron Mask 113, Le Roi No. 2, 200, and Velvet 100.

Following are the shipments for the week and year: Le Roi, for the week, 3,264, for the year, 23,291; Centre Star for the week, 2,160, for the year, 14,100; War Eagle, for the week, 1,020, for the year, 4,300; Iron Mask, for the week, 113, for the year, 1,063; Le Roi No. 2, for the week, 200, for the year, 877; Velvet, for the week, 100, for the year, 574; Glant, for the year, 60; Spitzee, for the year, 45; I. X. L., for the year, 45; Portland, for the year, 27, total for the week, 6,873, for the year, 41,632 tons.

At a meeting of the directors of the Canadian Pacific Railway Company at Montreal the usual dividend of 2 per cent on the preference stock for the half year ended December last was declared, and a dividend of 2½ per cent for the same period was declared on the common stock.

Russia may retaliate on the United States for the tax on her sugar. The Americans have been buying about \$300,000 worth of sugar from Russia annually. Russia has been purchasing more than \$11,000,000 worth of farm implements annually from the United States. The Russian government, it is expected, will impose high duties on American products.