

# THE CANADA LUMBERMAN

VOLUME XIX  
NUMBER 4.

TORONTO, ONT., APRIL, 1898

TERMS, \$1.00 PER YEAR.  
Single Copies, 10 CENTS.

## THE NATIONAL WHOLESALE LUMBER DEALERS' ASSOCIATION.

By far the most important organization of its kind in the United States is the National Wholesale Lumber Dealers' Association, which embraces a large number of the prominent wholesale dealers of the Eastern States. This association held its sixth annual meeting at Cleveland, Ohio, on Wednesday, March 3rd, the business which formerly occupied two days being, by judicious arrangement, executed in one day.

There was a fairly good attendance from Buffalo, Philadelphia, Cleveland, Saginaw, Tonawanda and other cities. The following Buffalo houses were represented: Montgomery Bros. & Co., Superior Lumber Co., Buffalo Hardwood Lumber Co., Empire Lumber Co., Noyas & Sawyer, Charles M. Betts & Co., Haines & Co., H. M. Loud & Sons Lumber Co., Hurd & Hauenstein, Hugh McLean & Co., J. C. Anthony & Son, and Underhill & Poole. The Tonawanda contingent included representatives of Smith, Fassett & Co., Rider & Frost, W. H. Sawyer Lumber Co. and H. M. Tyler & Co.

We notice that the membership of this association also includes the names of E. C. Grant, of the Ottawa Lumber Company; E. H. Lemay, of Montreal; and the Gillies Lumber Company, Ottawa.

Space will only permit of brief reference to the most important subjects considered. Following the reading of the address of the president, Col. Betts, and the presentation of the secretary's statement, Mr. Edward F. Henson read the report of the Fire Insurance Committee, which stated that there were five insurance companies in the district devoted solely to the interests of lumbermen. They were all successful, the one most so being the Northwestern Retail Lumber Dealers' Insurance Association, which had been the means of securing very cheap insurance for lumbermen.

A resolution was passed favoring a uniform bankruptcy law. The report of the committee on membership recommended that the secretary visit the lumber districts and solicit new members for the association. Mr. Pendennis White, of Tonawanda, read an interesting paper on "The Scalper and the Illegitimate Trade," which created a lively discussion. Another interesting question discussed was what an article costs the manufacturer to produce and sell, and what it costs the lumberman not manufacturing to put his lumber on the market. The general opinion seemed to be that ample pains was not taken to ascertain what the lumber actually cost the dealer or manufacturer.

The choice of the association was unanimously in favor of Hon. John N. Scatcherd, of Buffalo, as president. Mr. Scatcherd, whose portrait we present, is of the well known lumber firm of

Scatcherd & Son, who handle large quantities of Canadian hardwoods. His election should be a source of gratification to the trade at Buffalo, while all agree that he is eminently qualified for the duties which he will be called upon to perform. John S. Eastabrook, Saginaw, and Robert C. Lippincott, Philadelphia, were chosen first and second vice-presidents respectively. The convention closed with a successful banquet.

## TIMBER RESOURCES OF THE KLONDYKE.

Mr. Ivan Petroff, special agent of the United States government in Alaska for the tenth census,



HON. JOHN N. SCATCHERD,  
President-Elect National Wholesale Lumber Dealers' Association.

has furnished some interesting information regarding the forests of Alaska. The trees are mainly evergreen, the spruce family predominating. White birch is also found throughout the region that supports the spruce, chiefly among the watercourses. The alder and willow are found on all the lowlands, reaching beyond the western and northern limits of the spruce. A poplar resembling the cottonwood of the United States, and which, under favorable circumstances, attains a large size, is also found in the timber sections of Alaska south of the Arctic circle. As is well known, there are considerable forests along the south Alaskan coast, being a continuation of the great forests of Washington and British Columbia, the south-eastern Alaskan climate being very similar to that further south, though, of course, somewhat colder.

## POSSIBILITIES OF TRADE WITH FOREIGN COUNTRIES.

Mr. Edmund E. Sheppard, Dominion Trade Commissioner to Mexico, Central and South America, has submitted his final report to the Department of Trade and Commerce, in which he refers at some length to the possibilities of increasing our trade with these countries. His observations and conclusions of the lumber trade are of special interest to Canadian manufacturers, and are given below:

### LUMBER.

Returning to our starting point, Mexico does not take the lumber from Canada that should be exported to that country. Her trade is nearly all with the Southern States of North America, which, owing to contiguity on the Gulf side, affords a more available source of supply. Nevertheless, in white pine and spruce on the Gulf side and British Columbia pine on the Pacific side, agents of our lumbermen should do a very profitable business.

**BRAZIL.** In Brazil, owing to the fact that an insect attacks white pine and burrows through it until it is almost like a handful of ashes, white pine is little used except for decorative purposes and doors and windows, where it is needed for its lightness, and is protected by varnishes and paint. Yellow pine, owing to the large quantity of pitch it contains and comparative freedom from insect attack, is esteemed preferable. In my extended report on Brazil, I have given the statistics of this trade. It amounted in the year named to only about \$52,000. Already one Canadian agent at least has endeavored to increase this export, and in the interior and the southern parts of the country the importation of material suitable for window-frames and doors should be very large; but as I have before remarked, it will have to be pushed under personal supervision, the broken cargoes from United States ports being more acceptable than our large direct cargoes.

**URUGUAY.** Uruguay imported in 1896 \$517,000 worth of pine, \$500,000 of it from the United States. The total imports of timber were \$771,000 (gold).

**ARGENTINA.** Our direct export of lumber to Argentina in 1896 was \$410,000; in 1897 it was \$538,000, and can be very largely increased, as the woods of that country suitable for lumber are grown nearly altogether in the south towards Patagonia and are very heavy and not adapted to the purposes for which white pine is used. In the three countries last en-

umerated spruce is nearly altogether brought from Maine, and handling it is already a very large business. The export of portions of houses already prepared is successful in but few countries, owing to the tariff, but the export of white pine lumber to Argentina, there to be milled and made into doors and sashes and frames in the yard where it is received, should be a very profitable business, for of all the countries of the South, Argentina is most rapidly increasing in population, the stretches of arable land being enormous, and the erection of small dwellings proceeding at a very rapid rate. The export to Argentina of lumber suitable for the fitting of cattle vessels is also an important feature, and is already to a considerable extent in the hands of a Canadian who is familiar with both the lumber and cattle business, but unfortunately he is not taking all his supplies from this country. Our lumber business to Argentina, instead of being about \$420,000 per annum, should be five times that sum. A table I have prepared shows the average movement of lumber, as well as of other import articles, shipped to the River Plate, which includes Uruguay and Paraguay.

While I was in Argentina Congress was in session, and what was considered the unneighborly conduct of the