



A WRITER in a lumber contemporary criticises the proposed method of an Ottawa firm of seasoning beech and birch. Having described the method he then says: "After all is done, this wood is neither beech, nor birch, nor walnut in appearance. Neither has it taken on any new quality that makes it superior to either beech or birch, both of which are handsome woods, or that makes it equal to walnut. These bogus, imitation, artificial, counterfeit and filled woods make a lover of fine natural grains, hues and other characteristics very tired, in fact, fatally tired."

"We are busy cutting railway ties and shingles," said Mr. W. J. Brooks, of Grimesthorpe, in the Algoma district, "and are finding a demand for all we can cut. I have no thoughts that the cedar shingles of British Columbia will come into serious competition with our pine shingles. I have an idea that the cedar shingles of the coast are injured by the process of kiln drying that seems necessary to them."

The statement is made in a trade contemporary that a United States lumberman who has devoted some consideration to the question of lumbering in Canada believes that the main opposition to the export of logs free of duty from the Georgian bay district to Michigan mills comes from mill owners in that district, for the reason that at present there is very little demand for the product manufactured in that section. Eastern buyers will not visit isolated mills for stock if they can avoid it, preferring to purchase at large manufacturing centres. The Canadians think if the logs did not go to Michigan the mills in eastern Michigan would be forced out of commission, the American owners of Canada limits would be forced to erect mills in Canada, and in this way a trade would be built up.

An Ottawa millman has placed the output of the Chaudiere sawmills this season at 200,000,000 feet, distributed as follows:

J. R. Booth's large mill.....	65,000,000
The old Percy & Pattee mill.....	15,000,000
Brown & Weston.....	50,000,000
Buell, Hurdman & Orr.....	30,000,000
Gilmour & Huston.....	15,000,000
W. C. Edwards, N. E. Mill.....	25,000,000
Total.....	200,000,000

The mills would close down about the first of December, he thought, and he considered the outlook in sawn lumber for next season as fairly good. He believed the Chaudiere men will have as many men cutting logs in the woods this year as last, and wages he thought would be about the same.

The timber limits of the Nipissing district have been inspected during the past few weeks by a number of Buffalo capitalists, who have been under the guidance of Mr. Geo. S. Thompson, of the firm of G. S. Thompson & Co., whose headquarters in the timber business are at South River, Lake Nipissing. The party consisted of Mr. Geo. W. Partridge, ex-president of the Buffalo City Council, Ald. John Kamman, Mr. Frank L. Bapst, and Mr. Edward Beck. Mr. Partridge said: "We are going to Lake Nipissing at the instigation of Mr. Thompson, and have reason to believe that there are good chances for investment there. We intend going to Powassan and across Lake Nipissing into the timber district. If we find that everything is as we expect we will accept the free grant rights given by the Canadian Government, which consists of 200 acres for married men and 100 for single. Should we decide to invest it will be necessary for us in future to spend about six months of the year in Toronto."

When the Hon. Mr. Foster, a fortnight ago, intimated in a newspaper interview that the Government were

likely to re-impose the export duty on logs, the Ottawa lumbermen were quick to protest against the step. Alex Fraser, of Westmeath, said "It would be an act of madness to put an export duty on logs now." G. B. Pattee remarked: "Imposing an export duty on logs is not the way to induce the United States Congress to give us free lumber." Said a member of Buell, Hurdman, Orr & Co.: "We are not favorable to a policy that would drain our pockets." Hon. E. H. Bronson, M.P.P. said: "Such a step would involve a serious loss to lumbermen, and would limit the output considerably. It would also necessitate a reduction in the staff of employees and very likely a reduction in wages. It means a loss any way you look at it." Mr. Levi Crannel states that the re-imposition of an export duty on logs would mean a loss of at least \$250,000 a year to the lumbering industry of the Ottawa valley.

Mr. J. A. Curtis, who has been engaged in the lumbering business in New South Wales for thirty years, is just now visiting in British Columbia. To an interviewer he said that during 1892, not one of the best years, about 22,000,000 feet of lumber were imported to New South Wales from Puget Sound and other United States ports. "There is no reason," said Mr. Curtis, "why all or most of the lumber used in New South Wales should not come from British Columbia. We are Britishers over there, and consequently would prefer to deal with Britishers. The object of my trip is to endeavor to arrange with British Columbia mills to supply us with lumber. I have had one shipment from here, but it was not equal to Tacoma lumber. There was a great deal of sap in it and it appeared to be carelessly cut. The lumber is just as good as the best, and I think I will probably make arrangements with some mills. They will be able to remedy the defects when pointed out to them. You might also supply some of the doors used in Australia, which comes from San Francisco. San Francisco doors are made of sugar pine which is expensive. Cedar doors should be just as good and could be supplied more cheaply. But they must be made of the same style, as the people have become accustomed to it." Mr. Curtis will visit the different mills of the province during his stay and expects to make arrangements with them.

Chatting a few days ago with Miss Lillian Phelps, the talented lecturer of the Women's Christian Temperance Union, I learned something of the work of this excellent organization among the shantymen of the Ottawa district. I am told that the society employs a missionary at an outlay of \$50 a month to spend the winter around the camps, holding religious services on Sundays, and as occasion throughout the week will permit. A good deal of time is also spent in conversation with the men in their shanties after the business of the day is over and in reading to them, an exercise that is much appreciated, especially when the missionary is a good reader, a qualification that is sought for in such an office. It had been the practice to send to the camps quantities of newspapers for the men to read in spare time. Experience has shown, however, that the men did not always possess the reading habits to select from the papers as wisely as had been hoped for. The difficulty has been very successfully overcome by the ladies, though at a good deal of labor, by making selections of stories, sketches and illustrations from the papers before they are sent to the camps, and having them made up into scrap books on linen. I am told that the shantymen take a large amount of enjoyment out of these cleverly-constructed scrap albums. As is the case with not a little work of a philanthropic character its more perfect development is hampered for want of sufficient funds. I believe that lumbermen appreciate such work as the W. C. T. U. are doing for their employees, and, whilst it has not even been suggested to me, I have no doubt that Miss Phelps and her co-laborers would appreciate any assistance that would come to them for this work.

"Yes," said Mr. W. C. Edwards, the genial Rockland lumberman and M. P. for Russell county, "the old McClymont milling property, the site of one of the first saw

mills in the Ottawa valley, now belongs to our firm. The property is valuable to us, being near our new mill on the western side of the Rideau river. It has been in the market for some time, but the transfer agreement was completed on Monday last." Asked as to the price paid, Mr. Edwards declined to name it. The McClymont property in New Edinburgh includes the old woollen mill, the saw mill and grist mills at present run by the McKay Milling company, and office on the other side of Sussex street at the end of the second New Edinburgh bridge. The present sawmill was built in 1872 and is consequently an old mill, yet by no means the most aged in this neighborhood. The sawmill has passed through the hands of many different owners, and has undergone but little change since the time of its inception. For the past few years the McLaren estate has controlled the mill, but their Gatineau limits being all sold to W. C. Edwards & Co. they had great difficulty in securing logs sufficient to keep the saws going. This year the mill did not run for more than six weeks, when it was compelled to close down for scarcity of logs. All three of these concerns are run by water power secured from the Rideau. The flume into the saw mill underwent extensive repairs this past summer and is now in better shape than for years past. The eastern channel of the river is said to be the deepest although the difference is not very much. The western channel generates power for the new mill on the site of the McLaren mill which was burned a couple of years ago. Mr. Edwards controls the power of the Rideau river on both channels, thus guaranteeing power for all his concerns which might be cut off under other circumstances. The McLaren lumber which is piled on the lately purchased property, will be removed during the present winter. Mr. W. C. Edwards would not say what his intentions were concerning his recent purchase, but it seems to be understood that the present industries will continue at least for some time to come. The property is valued at over \$100,000.

How true it is that business is made up of details. And yet it is equally true that it is the details of business that are constantly neglected by business men. A contract is taken and before the contractor is half way through with his work he discovers that a mistake has been made. He looks into his figures again, with a little more care than he did the first time, and finds that in certain details, in place of making careful calculation he took things for granted and now finds himself out. As a writer has said in a clipping that has come under my notice, he "guessed" that certain things were all right, but did not attempt to square his guesses with facts. To illustrate this the writer says: "One day last week I saw two sets of figures on one contract. One of the men who figured understood his business, and his figures were to a cent. The other one guessed at the cost. Their figures were not far apart, for the job was not large. The guesser's bid was below the exact figurer's bid, and he got the job. He has since told me that 'there is no profit nowadays in this line of work.' The other man assured me he knew 'exactly how much Mr. Guesser would lose on the job.' His figures agreed almost to a cent with what the 'lucky' bidder confessed he was 'out' on the work. These two men represent the two classes of mechanical workers, those who fail and those who succeed. These classes are distinct. The guessers 'get the work at any figure.' They soon do enough work to lose all they possess. The exact figurers 'get a fair profit or let the job go to someone else.' They may work less, but they make a profit on all they do, and they soon do little enough to roll up a good bank account. It may sound paradoxical to say that one man succeeds in getting so much work that he fails, and another succeeds in getting so little that he grows rich, but there are enough examples of both to prove that the seeming paradox covers an important business truth. The man who is master of the details of his business is a powerful competitor. He knows when he reaches the point in bids below which he will not, cannot go. His guessing competitor has only one limit in view. He aims to go below his competitor, no matter how low the competitor sets his figures. How many men can tell to which class they belong."