NEW BRUNSWICK CEDAR SHINGLES.

In the New England states the weather of the past week has been exceptionally disagreeable, and building operations are at a standstill as a result. In spite of the lack of demand, cedar shingle values are said to be firmly maintained as a rule, and quotations are as follows, delivered on Boston freight rat…: Extras, \$2.85 to \$2.90; clears, \$2.45 to \$2.50; saps and 2nd clears, \$1.90 to \$2.00. The season for building operations to commence with a rush is now near at hand, and it would seem that within a short time the usual spring demand for shingles will begin. It can safely be stated that when it does begin, prices on all grades will rapidly climb to such figures as are satisfactory to the manufacturers, and at which they are perfectly willing to dispose of their product, for the retailers are only lightly stocked and must have the goods. It is not believed that there is any variety of shingles made that can supplant the New Brunswick cedar in the New England market in any degree whatever until the latter has passed the basis of \$3.25 for extras.

There is, then, a strong hope that the manufacturers will realize their full opportunity and avail themselves of it. For the last few years in shingles, as well as in all kinds of lumber, the buyer has uniformly been able to dictate the price. To-day the reverse is true, and the manufacturers have almost full control. The indications are that they realize the strength of their position, and intend to have for one year at least a fair margin on their product. In this, shingles only sympathize with all other varieties of lumber in the United States markets, and retail dealers now so thoroughly understand that all lines are advancing steadily that they much more willingly accept advances and place orders immediately for their needs, when in want, for fear of continued advances. The shingle manufacturers, therefore, to avail themselves fully of their opportunity, should read the trade papers thoroughly, and keep posted from week to week as to the exact state of the market.

When giving quotations, manufacturers should make them for immediate acceptance only, and should not allow commission wholesale houses to foist orders upon them at less than the figures they have quoted. When receiving orders more rapidly than they are producing the goods, they should advance prices and hold firmly to the advance. This year it is a manufacturers' market, and any reasonable advances all along the line are likely to be maintained.

One unfortunate feature of this particular line of business in years gone by, has been the fact that the average manufacturer of shingles has depended very largely for his knowledge of market prices upon wholesale commission houses, who were supposed to represent the manufacturer, truthfully tell him the position of the market, and give him current quotations, as well as sell his shingles. For these services such wholesale houses were supposed to derive as their remuneration a commission of 5 per cent. As a matter of fact these commission houses, being in the business from pecuniary motives, frequently report a lower price than actual current figures, with the object of thereby being themselves in a position to quote a little under their commission competitors, and secure more than their share of orders. In cases where they could easily secure full values and more than they had quoted as current figures, it was, and still is, an easy matter for the commission house to pocket the difference (between price obtained and price allowed the manufacturer as market value) to add to their commission. The only feasible way, therefore, for a manufacturer to protect his own interest (and nobody will protect it for him, certainly not his wholesale commission representatives), is to know for himself what his goods are worth, and then see that his wholesale friends pay for shingles accordingly, and that they are not left to sell goods for any price that suits themselves and is anywhere near market value, obliging the manufacturer to pocket the loss between what he actually received and what he should have received, and also at the same time breaking the market, and establishing a precedent for himself as well as others to follow in the future.

Another abuse of confidence on the part of the wholesale commission house toward the manufacturer, has been the sending of orders that call for a greater or less arbitrary freight rate over Boston rates, to a manufacturer at Boston prices, or only a very slight advance on Boston prices and not enough to cover the extra freight. All manufacturers should say to their representatives, "You are more familiar with arbitrary freight points and extra freight thereto than we can possibly be; we therefore quote you prices on Boston freight rates only, and any arbitrary points will be covered by our invoicing to you at our quotations at Boston points, and we will allow you to deduct only Boston rates." In this way the commission houses will be obliged to look out for themselves, and they are perfectly capable of doing it.

The outlook for the manufacturers this year is very bright, and if they will only take the full control of their sales into their own hands, we are sure they will be amply repaid therefore.

STOCKS AND PRICES.

At Saginaw, Mich., box lumber is selling at \$11.50 to \$12.50, mill culls at \$8.50 to \$9.50, and Norway bill stuff at \$9.50 to \$11.

J. & R. McLeod, of Black River, N.B., manufactured with a portable mill over one million feet of deals during the past winter.

A timber berth on the Restigouche river, in New Brunswick, was sold by the Crown Lands Department last week to F. B. Coleman, at \$75 per mile.

It is probable that the saw mill of Wm. Peters at Parry Sound, Ont., will be operated the coming season, and that the mill in Bay City which was run last year will not resume operations.

It is estimated that about 10,000,000 feet of white birch spoolwood will be shipped from Bangor, Maine, this year to Great Britain. The greatest amount shipped in any previous year was 7,000,000 feet.

It is reported that the St. Anthony Lumber Co., of Whitney, Ont., have sold several million feet of lumber at an advance c \$2 per thousand over the price obtained for the same grade of stock two months ago.

The mill of the Conger Lumber Co. at Parry Sound, Ont., will probably resume operations this season. It is said that the company are negotiating for a contract to cut 10,000,000 feet of lumber, and that they will also cut 3,000,000 feet of their own logs.

Very little lumber is in the hands of manufacturers at Manistee, Mich. As high as \$12 has been paid for common inch, and lots of pine piece stuff have been sold at \$11.25 to \$11.50 for 18-foot and under. There are no lath to be had, and probably \$1.75 would be paid for good white pine on dock.

American owners of Ontario limits are said to be making active preparations for cutting their logs in the province. According to report, Turner & Fisher, of Saginaw, Mich., have given a contract to Chew Bros., of Midland, Ont., to manufacture 15,000,000 feet of their cut of 24,000,000 feet, while James Playfair & Co., of same place, will manufacture the remainder.

Hardwood lumber is selling on the Chicago market at the following prices: Dry basswood, firsts and seconds, \$22; common and better, \$18; log run, \$14; soft elm, common and better, \$16; red birch, \$40 to \$50; white birch, firsts and seconds, \$26 to \$28 for inch and \$28 to \$35 for thick; common and better, \$20; thick ash, \$45. As to pine prices, it is thought that the opening price for piece stuff will be about \$11. Low grade boards are very scarce, No. 3 being held at \$10.50.

Messrs. Bennetts, Limited, held an auction sale of lumber at Manchester, Eng., on March 16th, the prices realized being about as follows: Spruce scantlings, £5 15s. per std.; spruce boards, 1 x 5 and 6, £6 10s.; birch planks, £6 12s. 6d. to £6 15s.; 2nd quality Petersburg red boards, £9 15s. to £10; 1st quality Petersburg red battens, 2½ x 7, £10; 1st quality log pine boards, ¾ in. to 2 in. thick, 1½d. per foot; 2nd quality log pine boards, various sizes, 1¼d. to 2d. per foot; pitch pine boards, various sizes, 1½d. to 1¾d. per foot.

At an auction sale held by M'Dowall & Neilson, Greenock, Scotland, on March 9th, the business done was as follows: 40 logs 1st class waney boardwood, 860 feet per page, 2s. 2d. per cubic foot; 40 logs 1st class waney boardwood, 700 feet per page, 2s. ½d.; 20 logs 1st class waney boardwood, 1,320 feet, 2s. 5½d.; 20 logs 2nd class waney boardwood, 1,040 feet, 1s. 6½d.; 27 logs prime rock elm, 2s. to 2s. 3d.; 40 logs Mobile oak, 1s. 6½d.; 20 logs hickory, 1s. 3d.; 606 logs sawn pitch pine, 500 to 700 feet, 11d. to 11¼d.; 571 3rd pine narrow deals, 10½d.; 573 3rd pine ends, 11d.; 1,247 1st pine deals, 11 in., 2s. 4½d. to 2s. 5½d., and about 5,000 pine and spruce ends, etc., from 6¾d. to 8½d. per foot.

THE BARBADOS MARKET.

From the market report of Messrs. S. P. Musson, Son & Co. the following particulars of the Barbados market are obtained: Receipts of lumber have not been heavy of late, which has had a tendency to strengthen prices. The schooner Florence A arrived from Calais, Maine, early in March, with 25 M ft. spruce boards and 22 M ft. 3x4 spruce scantling, the former being sold at \$11.31 and the latter at \$12.03; indications point to an improvement in spruce. The sale recorded is of 53 M ft. white pine boards at \$19.34 shipping and \$12.56 second quality. One or two medium sized car loads of first and second quality white pine would be saleable at about these prices. A quantity of cedar laying shingles have been sold at \$2.85. The schooner Eureka recently arrived from Halifax, with 78,000 cedar shingles, which were sold at \$3.16. The schooner Stella E from Lunenburg, N. S., carried 30 M shipping and 50 M second quality white pine, sold at \$19.11 and \$13 25 respectively.

Send four 3-cent Canadian postage stamps for a copy of the LUMBERMAN'S VEST-POCKET INSPECTION BOOK, containing rules for the inspection of Pine and Hardwood Lumber in the leading markets of Canada and the United States.

In our weekly issue of March 1st reference was made to the failure of Joseph Jacobs, a contractor of Montreal, and it was stated that the Montreal Lumber Company was a creditor to the extent of \$1,500. This company have drawn our attention to the fact that by giving prominence to their name when many other creditors were also interested an injustice was done them, which was far from the intention of the publishers of this journal.

LUMBER FREIGHT RATES.

CANADA ATLANTIC RAILWAY

Lumber freight rates on the Canada Atlantic Railway are as follows: Ottawa, Rockland, Hawkesbury and intermediate points to Toronto 10 cents per 100 lbs.; Parry Sound to Toronto, pine 10 cents, hardwood, 11 cents; Ottawa to Oswego, \$1.90 per M ft., Ottawa to Syracuse, \$2.20 per M ft., (3,000 lbs and under per M ft.); Ottawa to Montreal, 5; Quebec, 10; Arnprior to Montreal, 7; Quebec, 12 cts., Pembroke to Montreal, 8c.; Quebec 13c. per 100 lbs.; Ottawa to Buffalo, 12 cents per 100 lbs. Ottawa to Port Huron and Detroit 14 cents per 100 lbs. Ottawa to New York, track delivery 15 cents per 100 lbs., lightered 17 cents per 100 lbs. Arnprior to New York, track delivery 17 cts.; lightered 19 cts. per 100 lbs. Pembroke to New York, track delivered 18c., lightered 20c per 100 lb. Parry Sound, track, 20 cents, lightered, 22 cents per 100 lbs. Ottawa, Rockland and Hawkesbury to Boston and common points, local 15c., exports 13c. per 100 lbs; Arnprior to Boston and common points, local 17 cents; export 15 cts. per 100 lbs.; Parry Sound to Boston and Portland and common points, local 21½ cents, export 20 cts. per 100 lbs.; Ottawa, Rockland and Hawkesbury to Portland, &c., 15 cts.; Arnprior to Portland, 17 cts.; Ottawa to Burlington, 6c. per 100 lbs. Ottawa to Albany, 10 cts. per 100 lbs.; Arnprior to Albany, 12 cts. per 100 lbs.; Parry Sound to Albany, 17 cts. per 100 lbs. Ottawa to Scranton and Wilkesbarre, Pa., also Binghamton, N Y., 13 cents per 100 lbs, from Arnprior 15 cents from Parry Sound 20 cents per 100 lbs. Ottawa to St. John, N. B. and common points, 20 cents per 100 lbs.; Ottawa to Halifax, N. S. and common points, 21 cents per 100 lbs Minimum carload weight for shipment of lumber, lath, shingles, etc., is 30,000 lbs., and rates quoted above are in cents per 100 lbs., except when quoted per M ft.; the minimum carload charged is 10 M ft., lumber not exceeding 3,000 lbs. to the M feet. Ottawa rates apply on shipments from Rockland and Hawkesbury.

GRAND TRUNK RAILWAY

Lumber freight rates for pine on the Grand Trunk Railway, according to the tariff issued 11th February 1897 will be found below. General instructions in shipping by Grand Trunk are embodied in these words in the schedule: Minimum weight 30,000 lbs. per car, unless the marked capacity of the car be less, in which case the marked capacity (but not less than 24,000 lbs.) will be the minimum weight. Exceptions Cedar posts in box cars, dry basswood and light pine or cedar lumber, dry cedar shingles, charcoal and sawdust, which cannot be loaded up to 30,000 lbs. or up to the marked capacity of car, will be carried at actual weight, minimum 24,000 lbs. The rates on lumber in the tariff will not be higher from an intermediate point on the straight run than from the first named point beyond to the same destination. For instance, the rates from Orillia to Guelph, Brampton, Weston or Toronto, would not be higher than the specific rates named from Gravenhurst to the same points. The rates from Cargill and Southampton to points east of Listowel and south and west of Stratford will be the same as from Kincardine, and the rates from Hanover or Hepworth would not be higher than from Wiarton to the same destination, but in no case are higher rates to be charged than as per mileage table published on page 15 of tariff.

Rates from leading lumber points on pine and other softwood lumber, shingles, etc., are as follows: From Glencairn, Creemore, Aurora, Barrie and other points in group B to Toronto, 6½c.; Collingwood, Penetang, Coldwater, Waubaushene, Sturgeon Bay, Victoria Har-