



THE dealers in yellow pine in the Southern States are certainly hustlers. Their business is to sell lumber, and they take every precaution to supply the demand. I recently heard of the arrival of a car from that section of the country containing twenty-seven different lots of lumber. Without advocating the expediency of dealers making shipments in this manner, the effort put forth to meet competition and supply the wants of the trade is worthy of notice. Our mill men on this side of the line might well emulate this painstaking effort to get and hold trade.

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I HAVE heard numerous opinions expressed regarding the effect which the probable change in the United States lumber tariff would have upon Canadian trade. The views of such well-known lumbermen as Mr. F. W. Avery, of the firm of Buell, Hurdman & Co., and Mr. J. R. Booth, of Ottawa, will no doubt be read with interest. "If the bill passes," says Mr. Booth, "and I believe it will, for the United States must increase their revenue, the lumber trade in this country will be seriously affected. These changes of tariff always injure our trade to a great extent. The new tariff will affect our coarse lumber trade the most." Mr. Avery does not take so pessimistic a view of the matter. "The new tariff would," he says, "be no steeper than that of the McKinley bill. If the lumber trade is dull the Canadian trade would suffer with a high American tariff in force; but if trade is good it will be the American buyer who will lose."

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HAVING heard that the firm of Robert Thompson & Co. were about to close their Toronto office, and prompted perhaps by curiosity, I dropped in at their office a fortnight ago. There I learned from Mr. Meaney that it was the intention of Mr. Robert Thompson to concentrate the firm's interests, and with that end in view the Toronto office had been closed. I was much pleased to be informed that the firm of Thomas Meaney & Co. had been established, and had secured the offices formerly occupied by Robert Thompson & Co. Some purchases of lumber had already been made, and the manager was on the eve of a visit to mills in the Georgian Bay district. The head of the new firm, Mr. Meaney, needs no introduction to the trade, having managed the Toronto office of Robert Thompson & Co., for a number of years. He is possessed of that geniality characteristic of lumbermen, and a visitor to his office is always assured of a cordial reception. I predict for the new firm a marked degree of success. During our conversation the CANADA LUMBERMAN came in for a few words of commendation, Mr. Meaney remarking that the cartoon in the last number had "struck the bull's-eye."

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"THAT article in your last issue was correct, and I hope you will keep right at it," was the

remark with which I was greeted a fortnight ago as I entered the office of a well-known wholesale lumberman in Toronto. The speaker referred to the article on "Sharp Practice by Buyers." Continuing, he said that his firm had always found the United States markets unsatisfactory, particularly those of New York and Boston, owing to the difficulty of obtaining proper inspection. The policy of some dealers across the line was to realize all they possibly could out of a cargo of lumber, regardless of the interests of the shipper or the trade in general. More than one instance was related of shipments either being refused altogether or graded so low that the shipper by accepting the inspection would lose money on the transaction. In the event of the refusal or low grading of the lumber, it was conjectured that the shipper would reduce the price as an inducement to the purchaser to take the lumber off his hands. This, however, did not work out satisfactorily in all cases, from the standpoint of the would-be purchaser. My informant had, on several occasions, at a sacrifice of time, found it to his advantage to make an examination of the stock himself, in the presence of the purchaser and the inspector who graded the lumber, both of whom were compelled to admit that it was exactly as represented and fully up to the desired inspection. I admitted that I had heard such complaints before, and queried why such unfair methods of business were allowed to exist. It was explained that in New York the inspectors were appointed by and receive their certificates of efficiency from the New England Lumbermen's Association. The number of such inspectors has of late increased more rapidly than the requirements of the market demand, and they find it impossible to obtain sufficient employment. This condition has resulted in some of the inspectors entering the employ of lumber concerns, while nominally continuing the business of inspectors. It can readily be understood that inspectors thus circumstanced would not be in a position to give an unbiased opinion of lumber supplied to the company upon whom they are dependent for their bread and butter. In Boston the inspectors are appointed by a Government official, which would seem to be the most satisfactory way. But even Government officials, it is feared, are not always beyond the reach of influence, and should the inspectors not grade the lumber to the entire satisfaction of the consignee, this influence would be likely to make itself felt at election time. I give the above facts to the readers of this column as nearly as possible as they were pointed out to me. I learn that several of our Toronto dealers are adopting the more honorable method of doing business only with reputable firms with whose standing they are fully acquainted, having a distinct understanding between shipper and buyer as to grading of shipments. This is proving the most satisfactory method. The subject of a national inspection is one which I may touch on at a later date; suffice it to say that if such was in force at the present time in the United States, many of the difficulties met by Canadian shippers would be avoided.

THE fifth annual meeting of the Western Retail Lumbermen's Association is announced to take place at Winnipeg, on Wednesday, 12th February, at 8 o'clock p.m.

COMPLIMENTARY OF "THE LUMBERMAN."

WE have received the following appreciative remarks of the CANADA LUMBERMAN:

S. Schreyer, Ridgeway: "Enclosed find one dollar for which please send me THE LUMBERMAN for another year. I like it very much."

Mr. Geo. Thomson, of Wingham, Ont.: "Enclosed find renewal subscription for LUMBERMAN for 1896. I may say I take great interest in reading both the monthly and weekly editions. I can't see how I could do without it. It is the first paper I read."

Mr. John Stanford, Chester: "Please find enclosed P.O. order for \$1.12 for renewal subscription to the CANADA LUMBERMAN and a copy of the 'The Lumberman Vest Pocket Inspection Book.' I am very much pleased with THE LUMBERMAN, and it always comes promptly to hand."

Messrs. J. W. Howry & Sons, Fenelon Falls, Ont.: "We are much pleased with your paper and feel that it has come to be a part of our office literature. It is not only bright and readable, but is very reliable, and we usually find that when we see it in the LUMBERMAN it is a fact."

Pembroke Lumber Co., Pembroke, Ont.: "We are pleased with the appearance of the January number of the CANADA LUMBERMAN. In our opinion, the J. W. Bengough cartoon is quite an improvement. We would, however, like very well to see some more Ottawa valley news in the journal, it being the great lumber centre of our province."

Messrs. H. H. Spicer & Co., Vancouver, B. C.: "We took particular notice of the new feature of the current month's issue of the LUMBERMAN as an entirely new thing in lumber literature, and we certainly think you are improving your journal all the time, and that your enterprise is most commendable, and should have the hearty support of the lumber trade of Canada in all its branches."

Hon. J. K. Ward, Montreal: "Having been a subscriber to the CANADA LUMBERMAN for many years, I look forward to reading each number with a good deal of pleasure, not only for the interesting biographical sketches usually found in it, but for the amount of information on the subjects of machinery, markets, etc., that must be of great use to those who are actively engaged in lumbering. The present number, either from a mechanical or artistic point of view, is a credit to the publisher."

Mr. J. E. Murphy, Hepworth Station, Ont.: "I am very much pleased with the January number of THE LUMBERMAN. The cartoon on the front page is a pleasing feature, and to my mind, hits the nail on the head in this particular instance. This additional feature indicates a desire on the part of the publisher of THE LUMBERMAN to make the paper a welcome visitor in the office of the trade. I wish you every success, and trust you will continue to devote more space and time to the interests of the hardwood manufacturer."

Macpherson & Schell, Alexandria, Ont.: "In renewing our subscription to THE LUMBERMAN, permit me to congratulate you upon the efficiency and progressiveness of your journal. As a Lumberman's Journal, we have always noted that it is a paper for mill men as well as a medium for dealers. Your editorials, Eli column, correspondence and comments, cover in each issue a wide field of information on trade and kindred subjects, making your paper a medium of information as well as price lists. I may be permitted to observe that if your correspondent in England would look into the trade conditions there he might find a subject that would interest many of your readers, if he reported upon the extent and uses to which maple is put there, such as for cotton and woolen machinery, print rolls, etc., also on the stove and heading trade, broom handles of basswood and spruce, furniture piece stock and many lines of trade in cut up-stock, besides the regular timber and lumber trade. For a mill man I consider your journal the best of its class I receive, and your new extension into the fields of illustrations and cartoons will add another pleasing feature to your already valuable and interesting paper."

Thos. Allen, a farmer residing on the shore of Chipewewa Bay, succeeded a fortnight ago in raising from the river at that point, a stick of oak timber 37 feet in length, and squaring about 20 inches. During the war of 1812 a large raft of oak timber is said to have been sunk, to which this stick is supposed to belong. The story is told that the raft was being taken down the river from Clayton when the news of the trouble between England and the United States was received, and, fearing that it would fall into the hands of the British, the raft was sunk.