



A GENTLEMAN who is quite familiar with the European market, in speaking of the present agitation for a further development of the Ontario hardwood trade in Europe, remarked to me that every precaution should be taken lest the expenses of shipping, insurance, storage, etc., should leave nothing for the shipper. The surest way was to endeavor to effect a sale before sending the cargo forward, as should it be necessary to store the lumber after its arrival until such a time as it could be disposed of, the charges would probably eat up all the profit. "Canadian mill men," he said, "must also take more pains in cutting their stock in order to supply the European market, for in this respect I believe they are somewhat lacking. The Americans are more particular than the Canadians, while in England the mill man is still more particular. There the lumber is put to many varied uses, and it therefore becomes necessary to use great care in cutting it for that market."

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HON. T. NOSSE, Japanese Consul at Vancouver, B. C., recently made a trip through the eastern provinces of the Dominion with the object of introducing Japan to Canada, and vice versa. It was my privilege to meet Mr. Nosse while in Toronto. He informed me that Canada had been largely misrepresented in Japan, and was looked upon by many as being part of the United States. "I frequently get letters," he remarked, "addressed 'Vancouver, B. C., U. S.' This misapprehension has been brought about by the fact that the present Canadian trade with Japan has been done largely through United States houses. I once had occasion to order from the United States a superior quality of wheaten flour for the use of the army, and when it arrived the bag was labelled 'Ogilvie's.' Upon asking the supplier where this flour was produced, I was told in Chicago. Canada, with her railways, steamships, banks, and other facilities, should not be dependent upon other countries to handle her trade." With respect to the lumber industry, Mr. Nosse remarked that Japan had immense forests, the only lumber which was exported from Canada to Japan being sleepers and deck planking, which, of course, was supplied by British Columbia. A greater trade might, he thought, be built up with China, in which country there were no forests. At present Japan is exporting cedar and pine to China.

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It's sad to see a man who in the prime of life enjoyed a liberal share of this world's goods, stricken with misfortune and compelled to spend in poverty his declining years. And did you ever notice how many men are brought to this condition through endeavoring to assist their sons? I had a conversation recently with such a man, who had been for many years connected with the lumber business. He had owned a mill in one of the northern countries, and had acquired a competency. The supply of timber in his locality

became scarce, and he began to look round for a new location in order that there might be a business for his boys to step into when he should feel disposed to discard the activities of business life. In Muskoka he found what appeared to be a desirable location, and there he invested between twenty and thirty thousand dollars in a new mill, equipped with the most modern appliances. Before any returns had been obtained from the investment, the property was completely destroyed by fire. The insurance did not cover over half the loss. Father and sons set bravely to work and rebuilt the mill, but their capital was exhausted in the effort, and they lacked the means to successfully carry on the business. They also discovered that the cost of delivering the logs at the mill was much greater in Muskoka than at their former location, and that their profits were proportionately less. Difficulties of one kind and another pressed in upon them, until at last they were obliged to yield up the property to their creditors, and sacrifice every dollar of their means. There is a lesson here for fathers as well as for sons. The former should not risk the fruits of their life work for their children, nor should the latter be willing to accept the sacrifice if offered. Let the young men be equipped with a good business education and be given a few hundred dollars if the money can be spared to them. Beyond this they will be none the worse for being thrown upon their own resources.

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GREATER transformations take place as the years pass by than the unobservant would imagine. Existing conditions to-day are quite different from those of a very few years ago. Of course, you say we are progressing rapidly, and these changed conditions are evidences of advancement. That this is only one view of the question was forcibly impressed on my mind while in conversation recently with Mr. Tennant, of Toronto, on the subject of white pine lumber. "We have encountered within the last five years a number of entirely new conditions," said Mr. Tennant. "We Americans are great on machinery, and lumber can now be worked to almost any shape or form. Maple, birch, oak and other hardwoods are now being largely used for finishing purposes, and white pine is suffering in consequence. Then again, for rafters, joists and scantling, hemlock is taking the place of pine, being much cheaper. A saving of \$5 per thousand feet can be effected; thus a builder using thirty thousand feet in a building saves \$150. For barn buildings hemlock is being exclusively used in some sections of Ontario. Of course it gives the carpenter a little more trouble in dressing, but that doesn't count for much. I recently paid a visit to a number of smart little towns in Western Ontario, and what did I find? Why, asphalt pavements, to the exclusion of wood. These facts show some of the difficulties under which the white pine trade is laboring, and for my part I am inclined to the belief that we will experience a further decline in prices. In the winter of 1894 large stocks were manufactured which are still unsold. These must be disposed of this season or in all probability the lumber will be spoiled. I know of a large quantity which was re-piled last summer in order to save it. In my opinion the government made a mistake in placing too many limits on the market.

It was perhaps all right for the government at the time, but the ultimate result will be detrimental." I quite agree with Mr. Tennant that the developments of the past few years have been rather unfavorable to white pine, but we must accept the changed conditions with good grace, and hope for other changes in the future which will restore to white pine its old-time prestige.

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MR. JOHN DONOGH, of the lumber firm of Donogh & Oliver, Toronto, who has recently returned from a trip to New York, Buffalo and other important cities of the neighboring republic, feels quite confident of a change in the United States government. "The Democrats concede," he says, "that the Republicans will win the day, and that the best they can do is to make a strong fight. It seems to me improbable that any change will be made in the lumber tariff. The strongest advocates for the re-imposition of the duty are the Southern lumbermen, while the Eastern people will use every effort against any change from the present." Mr. Donogh informs me that trade in the Eastern States is improving a little, and he managed to secure a few orders.

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A RECENT visitor to Toronto was Mr. D. C. Smalley, of the firm of Smalleys & Woodworth, Bay City, Mich. His firm operate a large saw mill at that place, and are also the possessors of a Canadian timber limit. In conversation with Mr. Smalley on lumber matters, I learned that they cut largely on special bill stuff, in which they find the most profitable returns. "We have been running night and day for six years," he remarked. "Of course, that is only during the season. In the day time we cut the best logs with a band saw, and at night manipulate the rough logs with a circular. In a run of twenty-four hours we obtain 200 barrels of salt from exhaust steam. Our camp is about fifty miles from the mills, and when we require any logs to fill special bills, we telegraph to the camp and have them cut to the exact length and sent down. We sold our board timber last year to Quebec parties for the English market." I was interested in hearing the opinion of a representative Michigan lumberman on the tariff question and prospects for the season's trade, and questioned Mr. Smalley along this line. "We are expecting a little better year," he said. "I do not think the presidential election will influence business as much as has been the case in many former elections. The Democrats generally concede that a Republican will occupy the chair for the next few years at least. In any case, I do not think the tariff as affecting lumber will be disturbed, unless the Canadian government should impose an export duty on logs. In Michigan good lumber is in demand, but the rougher grades are sluggish. We are sanguine, nevertheless, of an improvement. Men on the road are sending in some orders, and this fine weather is having a wonderful effect on general business. In the north they are curtailing the output of white pine, which it is believed will enable manufacturers to dispose of much of their surplus stock." I asked Mr. Smalley if any quantity of lumber was coming into Michigan from the Pacific coast, and was informed there was very little. Western shingles had been coming in pretty freely, but a prejudice was being aroused against them from the fact that, in order to reduce the cost of shipment, they were dried too much and were liable to check. They were laid down in Michigan at \$3.50.