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ANADA UMBERMAN

WEEKLY FDITION

The Lumberman Monthly Edition, 36 pages } size fer year { The Lumberman Weekly Edition, every Wednesday

THIS PAPER REACHES REQULARLY THE PRINCIPAL LUMBER MANUS STURERS AND DEALERS THROUGHOUT CANADA, AND WHOLESALE BUYERS IN GREAT BRITAIN, THE UNITED STATES, AND OTHER FCREIGN MARKETS.

Vol. X.

TORONTO AND MONTREAL, JANUARY 27, 1904

No. 52

CANADA LUMBERMAN

PUBLISHED BY

The G. H. Mortimer Publishing Go'n of Toronto, Limited

Confederation Life Building - TORONTO.

Branch Offices:

IMPREIAL BUILDING MONTHFAL 22 GREAT ST. HELEN'S, LONDON, E. C.

The Wookly Lumberman — Published every Wednessley, contains reliable and up-to-fate reports of market conditions and tendencies in the principal manufacturing districts and leading domestic and foreign wholeasie markets. A weekly medium of information and communication between Canadian timber and lumber manuacturers and exporters and the purchasers of timber products at home and abroad.

timber promets at nome and abroad.

The Weath'w Lumberman—A p-page journal, discussing fully and impartially subjects pertinent to the lumber and wood-working industries. Contains interviews with prominent members of the trude, character absorbes and portraits of leading lumbermen, etc. Its special articles on technical and mechanical subjects are especially valuable.

WANTED AND FOR SALE

Advertisements will be inserted in this department at the rate of 15 certs per line each insertion. When four or more consecutive insertions are ordered a discount of 25 per cent, will be allowed. This notice shows the width of the line and is set in Homparell type; 12 lines make one inch. Advertisements must be received not later than 4 cyclock p. sa. on Tuesday to insure insertion in the current week's issue.

WANTED

By the Car load, White and Rim Ash Logs cut into lengths of 4 ft. 6 in. or mulcut into tiples, 6 in. and up in diameter. To be sound clean timber free from knots. State price per cord.

HURDMAN & ELMITT. Ottawa, Ont.

WANTED—CONTRACT TO CUT 10 TO U1 10 MILLION TO THE PROPERTY OF THE PROPERTY OF THE PROPERTY OF THE PROPERTY OF THE CANADA LUM-

D.3,000 and Shingle Mill, Tramwaya. 6 Dwellings Barna, Blacksmith Shop etc. Saw mill too horse power, capacity at to 10 Mpc 11 hours. Could locality for criting hardwood and hemlock. We could supply a stock of logs for next escane; also have some standing timber for sale chasp. Flesty of timber in the vicinity, Address Box Si, Cahada Lumberman.

FOR SALE FACTORY FLOORING

KILN DRIED BIRCH, ABOUT 60 BOR 49 CANADA LUMBERMAN.

WANTED—TO CONTRACT WITH PORT.

V ABLE flow Mill Man to cut and deliver on the shore of Georgian Bay from one to two million feet of tumber a your from exit three years. Also wanted to buy a small fitten Barge suitable to carry lumber and to tow new logs. Apply to Godenicz Lumann Co., Goderich, Ont.

STOCK FOR SALE.

A BOUT A CARS MILL RUN I" SPRUCE, 2 CARS COMMON and better I" Birch, 2 cars common and better I" Birch, 2 cars common and better I" Maple, February shipment. Apply B. B. W., care Carada Lunserman.

LIAVE YOU ANY STOCK WHIC: 1 YOU I wish to sell? If so, make the fact known to probable buyers by placing an advertisement in the Wanted and For Saic Department. Address, CAHADA LUMBERMAN, TOTORIO.

LOGS WANTED.

TIVE TO TEN MILLION FRET WHITE Pine Logs on Georgian Bay Box No. 148 care Canada Lumberman.

FOR SALR — 100 ACRES STANDING Timber in Township of Johnson, dustrict of Algoma; well timbered with Manie. Birch, Hemlock and Cedar. Clear title to land. No Government dies to pay on timbers. Address R. D. Morrison, Dalhousie Mills, Ont.

WANTED—10 CAR LOADS OF COMMOS and Better White Winter Cut Baswood, cut 11% from the saw or good plump 17 when dry; will take it 3" wide and up. a ft. long and up. cut ship in car lots from any part of Outsrio or Quebec. Address Box 84, CAMADA LUMRERMAN.

WANTED-LUMBER OR SHINGLE SANTAGE

TOR ONE OR MORE SEARON'S CUT: CAPA-city o to 30 M per day; situated on the south-east of the Georgian Zay. Shirments by rail or water; good harbor for logs. For further particulars Address Box 16 Canada Lumerman.

TIMBER LIMIT FOR SALE

DERTH NO. 3 SITUATED ON THE SOUTH DESTRUCTION OF STREET COMPARING OF THE SOUTH DESTRUCTION OF STREET COMPARING OF STREET COMPARING THE STREET COMPARING THE

MACHINERY FOR SALE

I Large 4 Sided Sticker; 1 to Bass Planer; 2 Improved Mortisera; 1 ta Surface Planer; 1 Cowan Matcher: 1 Band Saw; 1 Shaper; 1 Turn-ing Lathe; 1 Jig Saw Machine: 1 Tenon Ma-chine for doors and windows; 1 Tenon Machine for blinds; 1 Mortiser for blinds: 1 Staple Driver for blinds; 2 Saw Tables. A. H. CUMMINGS & Son, Conticook, Que,

FOR SALE

White Fine Good Dressing :

Common White Pine:

4/4", 5/4", 6/4", 8/4" x 4" up x 6/11" Shorts 4/4" x 8" up x 12'18" Sidings

White Pine Mill Run, Sox Out : 4/4" x 8" x 12/16' Stock

White Fine Shipping Cull:

4/4" x 4" up x 6/11" Shorts 4/4" x 4"7" x 1276" Strips

White Pine No. : Mill Culls :

Write for particulars and quotations

'A. P. BURY AUSTIN'S Wholesale Lumber & Timber Merchant, Montreal.

FOR SALE-300 TAMARAC PILES 30 FRHT long, 9 in and over at top end-immediate or spring delivery. Box 212. Burk's Falls, Ont

TOR SALE-20 H.P. PORTABLE BOILER And Engine price \$200; also Saw Frame and Carriage, price \$200. Address Box 95, CANADA LOWINGEMAN.

WANTED - 1" CULL SOFT FLM AND
Reach Ash, also all kinds of Drs Hard
wood Lumber, common and better. R. E. KinsMAN, Hamilton, Ont.

WANTED—TARGE TRACT MERCHANT-ABLE Pine Timber, province of Ontario or Manitoba State location transportation facili-ties and lowest price Address V-37, care of LORD & THOMAS Chicago, III.

WANTED

A GOOD SECOND-HAND ALLIGATOR Apply stating length, age, etc. to Riok-BON PAPER MILLS, Limited, Wood Supply Department, Hawkesbury, Ont.

FOR SALE

One so H. P. Pire Box Boller
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All complete with fittings and tested Low
price for immediate sale. Address Alverso
RUBBRA. Machinery Exchange, 22-24 Victoria
Square, Montreal, Quebec.

Mortgage Sale

Of Valuable Mill, Mill Site, Timber Umits, Farm and Dwellings.

Under the powers contained in certain Mortgages, made by John J. Wilson and Josiah Kean (Wilson & Essais, which will be produced at time of asle, there will be offered by Public Auction at their mill premises. Perserton, County Simoc., 'at., on WRDNRSDAY PFBRUARY ITE, 1904. '2 o'clock p.m., the lands more fully described in ald mortgages, but briefly known as follows:

Parcel No 1: The J. J. Wilson farm of 64 acres more or less, pa., of lot 5, Con. 11, Township of Tay, with comfortable dwelling house and outbuildings thereon.

N. 2.—The mill, mill machinory and mill site of "Wilson & Kean," being part W. % lot No. 5, Con. 12, Township of Tay scress more or less, being between the Midland Railway and Georgian Bay. This mill site is most conveniently situated as to railway and water-ways for slipping and getting in stock, and is well fitted up and in good running order, with a capacity of 20 M per day Also complete shingle, lath and hoop onifits in connection (engine 60 hp and holler 80 H. Tube, with Cook furnace) On this narcel there are also two comfortable trame dwelling houses, blacksmith shop store house, stables, offices, etc., all in good order.

No. 4.—A small strip of land tos feet x 82 feet adjoining the mill site aforesaid being part S. % of west part lot 5, Con. 12 Tay, with sheds used for piling hoops shingles, etc.

No. 4.—Timber and trees on lots 21 and 24, Con. 6, Township of North Orillia held under timber contract expiring 1st April, 1010.

No. 5.—W. M lot 22, Con. 6, Matchedash, 200 acres more or less, liand and timber), 100 acres more or less, liand and timber), 200 acres more or less (liand and timber).

The timber lands are said to be well wooded with mixed timbers and are conveniently situated near North River for driving to the mill and other Georgian Ray points

The properties will be offered subject to reserve bid, and sold em bloc, or in parcels to suit parchasers.

Terms—is per cent. of price on day of sale, balance within one month thereafter. Further particulars and descriptions will

J. L. ROBS & CO., Mortgagre,

J. C. BROKOVSKI, Solicitor for Mortgagee. Dated Coldwater, Out., Jan. 1sth, 1904.

TOR SALE-TEN SETS OF HEAVY LOG L and one set of Tank Sleighs almost new number would be taken in payment A. P. EBERT, Wisiton Ont

WANTRD — TEN THOUSAND CORDS Hard and Soft Wood; also mme quantity of Slabs. Sincos Wood AND LUMBER Co., 53 Youge Street Arcade, Toronto.

A I MILLWRIGHT AND ENGINEER modern hox or asw mill: highest reference. Address Box 99, care Canada I umaraman

WANTED - EXPERIENCED MAN WITH some capital to take charge of the saw mill and lumbering of a hardwood manu acturing concern. Bor 57, care Canada Lumbres MAY

WANTED—PIRST-CLASS MAN TO TAKE Charge Sash and Door and Box Factory Must be sober and competent; good inducement for right man Address P O Box 244, Three Rivers, Quebec.

CURRENT TRADE CONDITIONS.

ONTARIO.

The tumber trade is to a certain extent marking time. This refers especially to large orders, there being some hesitancy about entering into contracts until the season is further advanced and the trend of trade in the United States is more definitely determined. Considering the unfavorable weather conditions, considerable lumber is changing hands. The retail dealers have for some time been carrying light stocks in anticipation of lower prices, but as there is still no evidence that manufacturers will weaken in their asking prices, they are now disposed to replenish their stocks to some extent so as to take care of early spring orders. This buying is assisting to keep the market firm. While United States trade is quiet and shipments have been retarded by the heavy snow storms, there is sufficient buying for home consumption to give a firm tone to the market. Hemlock perhaps leads in point of strength. Some sales of stock to be manufactured during the coming season have been made at \$11 50 per thousand, as compared with \$11 for the same class of lumber last year. The hardwood demand has not yet commenced to expand, but greater activity is confidently expected very shortly and a good season seems assured. Interior hardwood finish will no doubt be a ready seller, as building operations throughout the province promise to be on a large scale. Shingles are showing a little more strength, although there has been no improvement in prices.

QUEBEC AND NEW BRUNSWICK.

The spruce lumber market has undergone no important change since last writing. There is an yet no pronounced activity, although buying by retail dealers is on a slightly increased scale. It is reported at Quebec that some square timber has been contracted for at an advanced price,

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but definite information is not obtainable. There is no doubt but that the tendency of square and waney timber prices is upwards. So far as immediate business is concerned, white ced it shingles are quiet. There is a considerable stock offering at from \$3,35 to \$3,40 for extras on Boston rate of freight, but it is significant to note that manufacturers and wholesalers are unwilling to accept orders for future delivery at any figure below \$3.50. The shingle market is feeling the benefit of the arrangement for the control of the British Columbia output, as during the past year competition from that source was quite

UNITED STATES.

The lumber trade of the United States during the past week has been of moderate volume, though no very important sales are reported. Manufacturers are not urging sales and are unwilling to make any con essions in prices. Buying has not yet begun in earnest, but reports from the Lake Superior district state that dealers are feeling the market and that there is evidence of more activity in the near future. A number of lumber associations have recently held their annual meetings. and where the question of prices was discussed the feeling was strongly in favour of the maintenance of present prices. The Wisconsin Valley Lumbermen's Association advanced ten inch No. 3 and No. 4 pine, all widths, 50 cents, and 4 inch No. 3 \$1 No. 1 and 2, 6 inch. all lengths, were reduced 50 cents. The Southern Lumber Manufacturers' Association made a number of slight advances over the October list. Third clear finish was advanced \$1 a thousand, shiplap and common lumber 50 cents, and grooved roofing, surfaced one side, \$3. No. 1 mixed 4-foot lath were placed at \$3 to points where a freight rate of 23 cents is in effect. No changes were made by the North-Western Hemlock Association, the price list of August 28, 1903, being reaffirmed.

Hardwood prices are being well maintained, and while business is a little quiet at the present time the outlook is positively bright. There are no surplus stocks on hand, and as most of the consuming factories are now in operation, with prospects of continued activity for some months to come, there is reason to expect a heavy consumption of hardwood lumber. There may be a lack of demand from the car shops and railroads as compared to that of last year, but this will not be a serious matter. The demand for black ash exceeds the supply, and elm and basswood are as scarce as ever.

GREAT ERICAIN.

Buyers of lumber in Great Britain have for some time been predicting lower prices, but comparison shows that no important decline has as yet taken place. Certain it is that consumption is not all that could be desired, and that consumers are pursuing a very conservative policy with respect to purchases, but it is not unusual to find an apparently gloomy view taken at this season of the year, when many persons are anxious to contract for their lumber requirements on the most advantageous terms possible. We hear very favorable reports acquiring waney and square pine, of which the stock on hand is very light. It is pointed out that during the past seven years the Clyde stocks of white pine timber have fallen from 19,400 loads to 7,300 loads. Best quality pine deals are held very firmly, prices ranging between \$30 and \$34 per So. Petersburg standard of

1,980 feet. The same may be said of apruce deals, of which the consumption, comparatively speaking, is quite large. The lower cost makes spruce lumber much favored for many purposes, and this will be more pronounced as the price of pine advances.

STOCKS AND PRICES.

The St. Croix Lumber Co., of Hartville, N.S., expect to cut about 5,000,000 feet of lumber this year.

The St. Anthony Lumber Company, of Whitney, Ont., are putting in about 40,000,000 feet of logs this winter.

Gilman Bros. & Burden, of Pokiok, N.B., are conducting lumbering operations on the Oromocto River this winter, and expect to cut upwards of one million feet.

Shepard, Farmer & Company, of Boston, are reported to have contracted for the entire output of nine leading shingle mills of the Pacific Coast, including some British Columbia mills.

About a million feet of norway and white pipe, logs and several hundred cedar poles, which had been cut by trespassers, were offered for sale by auction at Crooks'on, Minnesota, on January 16th. The successful purchasers were Sprague & Hyland, of Winnepeg, Man.

J. P. Mosher, who is operating the rotary mill on the Knight property at Musquash, N.B., expects to manufacture about 1,500,000 feet of lumber this winter. At the spring two rotaries will be put in operation at the water mill, there about 7,000,000 feet of logs will be sawn.

The Department of Indian Affairs at Ottawa is asking for tenders up to February 19th, for the dead and fallen tamarac, jack pine, and birch timber on the Indian Reserve, No. 15 M, known as the Wild Land Reserve, which must be cut and removed within five years from date of acceptance of tender.

The lumber cut of the H. Witbeck Conpany, of Marinette, Wis., for the coming year, was last week sold to the Edward Hines Lumber Company, of Chicago. The price paid for the cut is said to have been about the same as last year. The transaction represents about 20,000,000 feet, of which 11,000,000 feet is white pine, 2,000,000 feet norway and 7,000,000 feet hemlock.

From Edmiston & Mitchell's Glasgow timber circular: The import of burch from Montreal and Quebec amounts to 2,350 loads of logs and 1,260 loads of planks, compared with 1,230 loads of logs and 1,940 load of planks last year, while from the lower porty there arrived about 2,000 loads of logs and 3,000 loads of planks, against 2,200 leads last year. As has been the case for the past few years, the demand has been of the most languid kind, and except in the case of large prime logs, suitable for boarding purposes (which were never too plentiful and consequently brought full values), prices proved far from satisfactory to importers. These ranged in the case of Quebec timber from is, for small interior logs, up to 28, 2d, for first-class 10-inch average, while for lower port logs current values have been from 14d, to 17d, per foot, Planks also proved dull of sale, and prices were for the most part round is, per foot. The stock on hand of both logs and planks consists chiefly of low port.

BUPPALO MOTES.

Buffalo, Jan 23, 1904.—The trade continues slow as is usual in winter.

The Buffalo hardwood merchants continue to find increasing difficulty in the securing of Canadian hardwoods, this being due, they say, to the large increase in the home demand and the consequent raising of price. That they recognize the hopelessness of the situation is seen in the fact that to-day it is not possible to find more than one or two firms with representative buyers in Ontario, whereas three years ago that province was simply overrun with them.

The box manufactures here are gradually turning their eyes towards Canada, the growing scarcity of box lumber at the head of the lakes, their formerly source of supply, being most marked.

A new concern, H. M. Poole & Company, has been formed here for conducting a lumber business, with capital of \$50,000. The directors, Henry M. Poole, Guy I. Buell, Gilbert L. Hume, Whitney G. Case and Moses Shires, are all experienced lumbermen and propose doing a large trade in hemlock.

THE BOSTON MARKET.

Sprace lumber is quiet at Boston, the co'd and stormy weather of late having discouraged inquiry for the spring trade. The supply, however, is small, and prices are firm. Ten and 12 in. dimensions, \$21; 9 in. and under,\$19; 10 and 12 in. random lengths, 10 ft. and up, \$20.50; 2x3, 2x4, 2x5, 2x6, 2x7 and 3x4, 10 ft. and up, \$17.50; all other random,9 in. and under, 10 ft. and up, \$18.50; 5½ in. and up, merchantable boards, \$17; matched boards, \$18 50 to \$20; out sprace boards, \$13 to \$14; bundle furring, \$17.

Hemlock lumber is easy at quotations: Boards, 12, 14 and 16 ft. stock, \$14.50 for good eastern; Pennsylvania No. 1, \$18.50 to \$19.50. No. 2, \$15 to \$16.50.

Western pine lumber is steady and unchanged: Uppers, 1 to 2 in., \$84 to \$87; 2½ to 3 in., \$92 to \$97; 4-in. \$96 to \$100; selects, 1-in., \$76; 1½ to 1½ in., \$76 t. \$78; 2-in., \$78; 2½ to 3 in., \$85; 4-in., \$86; fine common, 1-in., \$67; 1½ to 1½ in., \$60; 2-in., \$72; 2½ to 3 in. \$80; 4-in., \$82; barn boards, \$23 to \$33; coffin boards, \$28 to \$32.

Hardwoods are generally easier, though sales are still being made within the range of quotations: Quartered oak, \$85 to \$92; plain oak, \$42 to \$45, common and rejects, \$20 to \$25; red oak, plain, \$43; whitewood, \$53 to \$55; sap, \$43 to \$48; common, \$39 to \$45; brown ash, \$41 to \$44; white ash, \$42 to \$46; maple, \$33 to \$37, end dried white maple, \$46; brich, \$27 to \$30; birch, 75 per cent, red, \$45 to \$50; northern elm, \$29 to \$31.

Claphoards are quiet: Extra,\$42 to \$44; clear, \$41; second clear, \$39; extra No. 1, \$28 to \$30.

Laths are firm: One and five-eighths in., \$3.40; 11/4-in., \$3.25.

Shingles are steady and unchanged: Extra cedar.\$3 35 to \$3.45; clear, \$2.90 to \$3; second clear, \$2.25 to \$2.40; extra, No. 1 \$1.50 to \$1.70, British Columbia red cedar.

16-in, five butts to 2 in., \$3.40 to \$3.50; 18 in. five butts to 2 in., \$3.70 to \$3.50 five butts to 2 in., \$4 to to \$4.30.

BIRD'S RYE MAPLE.

Concerning maple lumber Messis Churchill and Sirr, of London, Englandsay: "This wood seems now to be quitout of fashion for picture frames, and it use for cabinet work is so small that a few logs each year suffice for all purposes. The consumption of plain hardwood for flooring purposes is steadily increasing, and this promises to be a large trade logs were not wanted and only a few were sent; of planks the stock is still too heavy."

BROOM HANDLES

If an enterprising man with supplies of cheap "pruce, Basswood or Poplar care to put in several machines to work broom handles we can take his output. Write in first instance to Empire, care of Canada Lumberman

WANTED

Pine Cutting common and better, 6% inches long and up, 4 in. and wider, 1% in thick and thicker. State quantity and price for yearly supply from as w mills or factories.

FUEL LUMBER CO.

75 Viet ria St.

TORONTO, ONT

Planing, Matching, Resawing, etc.

Manufactuter of

Doors, Sash, Mouldings, Ceilings

End-Matched HARDWOOD FLOORING

A SPECIALTY.

Lumber Dilu Dried in Any Quantity.

J. R. BATON - Orillia, Ont.

Correspondence Solicited.

TELEGRAPH POLES WANTED

We buy all lengths. Write us for prices and you will see that by cutting your Cedar into Poles it will net you more than you can get out of it in any other way.

J. B. FARWELL & SON

Successors to M'Caffrey & Farwell,

Orillia, Ont.

Oswego, N. Y.

30 YEARS' EXPERIENCE IN FORESTRY

Expert Explorer and Practical Lumberman.

Reports on Timber Limits, Pulp
Wood Lands, Water Powers,

Rivers and Streams.

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WANTED: Basswood, Birch, Hard Maple, Rock fand Soft Elm Lumber

Office and Yard—571 Dorchester Street, MONTREAL PQ.

Telephone Main pts.

Correspondence Solicites

BRITISH COLUMBIA LUMBER CONDITIONS.

After two years of successful association work the export mills of the Pacific Coast have been obliged to abandon the cargo combination, and thus for the present the Pacific Coast Lumber Exporters' Association terminates its existence. The reason for this is found in the fact that one member of the association, Pope & Talbot, of San Francisco, refused to enter an agreement for another year, and their refusal released all other mills and put the toreign cargo market in the category of an open market. Mr. R. H. Alexander, manager of the Hastings saw mill branch, was one of a deputation who interviewed Pope & Talbot to endeavour to induce them to continue in the association, but efforts in that direction were unsuccessful. the of the reasons advanced for their action is that they considered that, as pioneers in the foreign trade, they were enly encouraging and assisting other and more recent exporters to secure a share of the trade. It is claimed that in the two years during which the foreign trade has been handled by agreement, the business has been more profitable than in previous years.

The domestic lumber business of British Columbia is looking up a little. Mills which for some time past have been running on short time are now working full time, and some good-sized orders have been booked by some of the mills for both lumber and shingles. It is reported that Woods & Spicer and the Hastings Shir gle Manufacturing Company have contracted to supply a large quantity of shingles to a. Boston firm.

The demand for logs is still quiet, but as the supply is light, prices are a shade stiffer. Fir logs are quoted at from \$5 to \$7.50 per thousand delivered at the mill. and cedar at from \$5.50 to \$8.50, according to quality.

Mr. R. H. Alexander, secretary of the British Columbia Mills, Timber & Trading Company, of Vancouver, B.C., has sent a communication to the Pacific Coast Lumber Trade Journal giving his opinion on the lumber outlook. Mr. Alexander characterizes the past year as a season of unprofitable business, the fault of the producers themselves, and argues as follows:

"The causes for this unfortunate state of affairs, in my opinion, are almost entirely confined to two; in fact almost to one, as the first produces the second, and these are, firstly, overproduction, and secondly, fierce (one might term it almost ins ane) competition between the different producers for business to market their over-production.

"As far as I can ascertain from the information at hand, the different branches of the trade have not fallen off in volume

KNIGHT BROTHERS CO.

during the last year, and the price of our product has not been forced down by competition with cheaper lumber from other SOUTCES.

"In two branches, the foreign and the coastwise, owing to the decline in freights. lumber could be turnished at the end of the vear at a lower delivered cost to the customer than at the beginning of 1903, and still net the producer a cetter price. The price while remunerative to the producer, did not check consemption, as the volume of trade in 1903 was greater than in 1902. Consumers were able to use our product at these prices, and would have continued to do so had not we poor fools of producers killed the goose which laid the golden eggs for us, with a surfeit of food, with the result that instead of making a legitimate profit for ou. selves, and at the same time benefiting business conditions generally in a host of ways, we are now making a present of all this to the consumer. The fect is that though many in the trade could remember the conditions which existed for upwards of ten years prior to 1902, a great many more did not have that experience, and a saw mill on the Pacific Coast appeared a veritable bonanza; hence mills have been built by the score, and many of those already in the business, finding they were doing well, could not rest satisfied without a larger share, and either enlarged their mills or started grinding out lumber by night as well as by day, or even did both. The production became far in excess of any possible demand, and not being able to find a legtimate outlet for their product, the absurd old game began of stealing business from one another by cutting prices. This no doubt would answer for oneself, if left to play the game alone, but anyone who flatters himself that his doings in this respect remain unnoticed, reminds me of the story of the ostrich that fancies because its head is hidden in the sand, the rest of it is also invisible. At the most but a temporary advantage can be

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gaired. "A" steals an order or a customer which naturally would be "B's". "B" to make up for this loss of business retaliates by a greater cut in price to regain it or steal some of "C's" and so it works in a circle until all find themselves with really less business than they had before, and at a price which yie' is thera no profit, for a weakening of prices, instead of stimulating trade, has generally the opposite effect, as buyers become nervous; each is afraid his neighbor may be able to purchase more cheaply than himself, and all therefore are inclined to wait until prices touch the bottom; that is, until the producer can go no lower.

The sooner we recognize that the trouble lies with the producing end of the trade, and apply measures of self-cure, the sooner will conditions improve. It appears to m: that common sense should teach us that the only real cure for overproduction is to lessen it; so, as a first step, abolish by agreement the practise of night work and be satisfied with the amount of business you can supply by working days only. It is not human-nature for "B" to sit idle all day and see "A" running both night and day, without trying to obtain some share of the business "A" is enjoying. It is quite possible "A" may be an old-established firm and could reply, "my position in the trade and the clientage I hold give me trade that requires my running night and day; let "B" go and establish his own trade instead of demanding some of mine." All very well, but can you, friend "A", hold that clientage except you meet the prices made by "B," "C," and "D"? The whole experience of the trade is that you cannot. Four apples will not furnish a whole apple each to five parties, each hungry for apple, and there is certain to be trouble till number five, who may have just appeared on the scene, gets a share that satisfies him; therefore "live and let live" should be the motto; better to let one-fifth go and make a profit on four-fifths than to make no profit at all. At the same time the last comer should recognize that he has had nothing to do with growing the apples, and that it is not policy for him to demand too big a bite in case the other four make up their minds to throw away their apples rather than share them.

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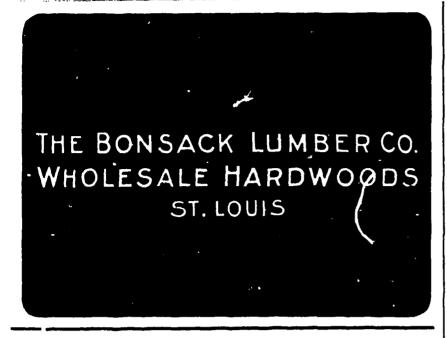
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BUSINESS NOTES.

A. C. Quade, saw miller, Strathtay, Ont., is announced to have assigned to Samuel McDougal.

The white pine firm of W. W. Tyler & Son, Tonawanda, N.Y., has been incorporated under the name of the Tyler Lumber Con, av. with a capital stock of \$125,000.

Mr. John Knight, of Douglas, Ont., has recently leased his new mill for the coming season to Mr. John D. McRea, of Eganville, Ont., who will operate the mill until November next, at which time Mr. Knight proposes to dispose of the machinery.

McClure, Zimber & Company, hardwood lumber, Detroit, Mich., announce a change in the style of their firm, due to the death of Mr. Zimber. The stock owned by Mr. Zimber was purchased from his estate by Charles F. McClure. and in future the firm will be known as the McClure Lumber Company.

Messrs, Keenan Bross, of Owen Sound, Ont., in announcing that their buriness will hereafter be conducted as a joint stock company under the name of Keenan Bros., Limited, extend thanks to their many customers, both consumers in and dealers of lumber. Their record of the past two seasons, with total sales of over 25,000,000 feet of har wood, pine and cedar lumber, of which 21,000,000 feet were hardwood, proves that they have earned a place in the lumber business of Canada. Most of this was disposed of by correspondence. Recognizing that success is only achieved by keeping everlastingly at it, they intend to put forth their best efforts to please their customers, as is the past.

Mr. Frederick N. Ritchie, formerly of Three Rivers, has opened an office at the Peter street, Quebec, where he will carry on business as timber and pulp word broker. There are few men in Canada that have had more practical experience in the lumber and pulp wood business than has Mr. Ritchie. He has filled important positions as export explorer, besides being a licensed culler, and is well qualified to make reports on timber limits, water powers, etc. He started in the lumber camps at the age of fitteen, and for thirty years has been closely associated with the lumber trade. It will be Mr. Ritchie's aun not to handle any properties or limits that are not practical, as he recognizes that the lumber and pulp wood industry of Canada has been injured to some extenin the past by unreliable reports. He already has some good properties in hand and expects to close some important deals in the mear future.

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LUGBERING TOOLS

McPai lane-Felli Mfg. Co., 8t. Mary's, N.B. Pink, Thos., Pembroke, Ont.

LOCCING APPLIANCES

Sweet Co., B. F & H. L., Fond du Lac, Win.

MA INERY

Baldwin, Tuthill & Bolton, Grand Rapida, Mich.
Bartlett & Co., A. F., Sagniaw, Mich.
Bartlett & Co., A. F., Sagniaw, Mich.
Bertram Ragiae Works, Toronto, Ont.
Carrier, Laine & Co., Levis, Que.
Clark & Demill, Gait, Ont.
Dusbar & Sons, Woodstock, N. B.
Duscan & McLennau. Campbellion, N. B.
Duscan & McLennau. Campbellion, N. B.
Dyment Butterfield & Co. Barrie, Ont.
Rnierprise Mig. Co., Columbians, Ohio,
Gordon Hollow Blast Grate Co., Greenville, Mich.
Hamilton Motor Works, Hamilton Ont.
Hill & Co., Wm. B., Kalamasoo, Mich.
Knight Mig. Company, Canton, Ohio.
Lloyd Mig. Company, Eenton, Ohio.
Lloyd Mig. Company, Eentoile, N. S.
Laurie Ragine Co., Montreal, Que.
Modison Williams, Port Perry, Ont.
Mowry & Sons, B. R., Gravenburst, Ont.
Miller Oll & Bupply Co., Indianopha, Ind.
Owen Bound Iron Works Co., Owen Sound, Out

Payetie & Ca., P., Penetanguishene, Out.
Portins & Co., Grand Rapide, Mich.
Perrin & Co., W. R., Terente,
Robb Engineering Co., Amberst, N. S.
Rodgers From Hig. Co., Hudkagou. Mich.
Sherman Co., W. R., Hilwunkee, Wis.
Sherman Co., W. R., Hilwunkee, Wis.
Sherman Ragine Co., Orillie, Ont.
The R. Long Mig. Co., Orillie, Ont.
The Wn. Hamilton Mig. Co., Peterboro', Out.
The Wnteress Co., Brantford, Out.
Thornbury Gassine Engine & Foundry Co.,
Thornbury, Ont.

Commerical Oil Co., Hamilton, Ont. Queen City Oil Co., Toronto.

PHILEYS.

Dodge Mig. Co., Toronto. Reeves Pulley Co., Toronto.

PULY AND PAPER MILL MACHINERY The Jen-kes Machine Co., Sherbrooks, Que.

PAPER AND PULP MILL ENGINEERS

Vogel, Chas. H., Ottawa, Ont.

SAW MANUFACTURERS

Atkins & Co. R. C., Indiamapolia, Ind. Burns Saw Co., E. R., Torouto.
Buckeye Saw Mfg., Co., Columbus, Ohio. Shuriy & Dietrick, Gait, Oat.
Hoe & Co., R., New York.
The James Rebertson Co., Montreal, Que.
The Ottawr Saw Co., Ottawa, Ont.

TYPEVR'TERS

Canadian Typewriter Co., Toronto.

WACQUE

Milner Petroles Wagon Co., Petroles, Ont. Wagons, Massey-Harris Co., Toronto.

WIRE CAPE

Destinies Wire Rose Co., Montreel, Que Greening Wire Co., S., Hamilton, Oct. Musten & Co., Montreel, Que,

WOODWORKING MACHINERY

ock Bros., Montreel, Owe.

MISCELLANGOUS

Alexander Engraving Co. Canadian Cassalty & Boller Insurance Co., Canadian Cassalty & Boller Insurance Co., Toronto.
Can. Office and School Furniture Co., Preston, Ont.
Corundum Wheela, Hart Corundum Wheel Co., Hamilton, Ont.
Derricka, National Hoist & Liachine Co., Chicago, Ill.
Exhamstern and F. gines, Wm. Bayley & Sons Co., Milwaukee, Wis.
Letter Lumber Co., Herman H., Chicago, Ill.
Lumber Underwritern, New York.
Legal, Denton, Dunn & Boultbee, Toronto, Ont.
Roofing Metallic Roofing Co., Toronto, Ont.
Roofing Metallic Roofing Co., Toronto, Ont.
Rubber Scamps, C. G. Young Co.. Toronto.
Saw Swages, Hanchett Swage Works, Big
Rapida, Mico.
Stamp Gooda, Hamilton Stamp & Steucil Works,
Hamilton, Oh..
The Brodstreet Mercantile Agency, New York
and Toronto.

Turbings, Madiane Williams, Port Perry Cont.

and Toronto.
Turbines, Madison Williams, Port Perry, Ost.
Veneer Machines, Coe Mfg. Co., Painesville, O

CURRENT LUMBER PRICES-WHOLESALE

TORONTO, ONT.

CAR OR CARCO LOT?

2 71

ANDWOODS-PER M. FEFT CAR LOTS. Quality, is and as unle - therwise specified.

A-th write, 1 to z in 1822 and 2nds ...\$31 00 \$34 00 A h, black, 1832 and ands ...\$50 00 700 A sh, black, 1832 and B sh, black, 1832 and B sh, black, 1832 and B sh, black, 1832

1 111	•		_
01	TAW	A. ONT.	
Pine, good sidings: zin x 8 in and up 40 00		Pine Shorts 6' to to'k8"	
in will in and up 40 Oc	45.00	" 6' to 11'x10"	
1 1 in. and 1 1/2 in a	- 40 = -	Pine, 8 up s. c. sidings 16 50	
The and on All of	50 00	Pine s. c. strips 13 00	-
The state of the second		Pine, s c. shorts 12 no	•
	35 00	Pine, box boards. 12 00	•
Pine good strips:			
1 in . 33 CC	12 00	rine min cum 1 m	•
1 %⊈ in. and i% in 35 0€	30 00	INTONO TO "	•
g in 38 00 Pl m, good shorts'	40 00	THE RESERVE TO SERVE	
Plus good shorts.		raff & 9 No.1 barn	1
ılıı 15 00	30 0	INTRO NO. 2 "	1
1 in 25 00 1 in and 1 is in. 30 00	35 on	Cath, per M	
2 in \$5 00	40 00	Po. I waite pine 7 75	
Pine, No dressing		No. s white pine: s 25	
milling per M feet,		Seruce, mill r n ro	
b.m. ** ** **	15 00	Red Pine mil run 300	
Pine, No. 1 dressing		Pine Shingles	
strips 18 20	84 00	xxxx, 18 inch 3 re	
ine No. 1 dressing		Clear Butt, if inch a ss	
shorts 16 co	20 00	xx, 18 inch 1 85	
Pine to a c. and bet-		Cedar Shingles	
ter stock, 1 ' to -6' 18 00	90.00		
THE SECONAL TO 10 10 CO		Clear Butt, 18 mch	
Pine, 8 s. c. and het-			
16 stock, 18' to 18'. 16 30		' 378, 24 inch 65	

QUEBEC, QUE.

WHITE PINE-IN THE BAFT

Cts Cts	
Square white pine, measured oil, 40 to 45 test average, 47 First class Ottawn waney, 18 inch average, according to Hasal 57 " " " to to tinch average " " & size 55 Michigan " re to to the average " " & size 55	- 65
TED PIED-IN THE BAPT.	_
Measured off, according to average and quality.	34 34
OAKMICHIGAN AND OUTO.	
By the dram, according to average and quality	60
BLM.	
By the dram, according to average and quality, 45 to 50 feet 4	5.9
" " " " 30 to 35 feet . 40	44
ASH.	
inches and up, according to average and quality	30
To average 16 inch	15
BIRCH.	
4 i ch	22
1	
17 " " "	
18 " " " " " " " " " " " " " " " " " " "	
DEALS	•
	•
Fright sprace, according to mill specification, \$44 to \$46 for 1st, \$30 for 2nd, \$48 to \$30 for 2nd, and \$44 to \$46 for 4th quality. F.O. U. be	io 232

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SELECTED NO. 1 SHIELTING OR PERCING STRIPS.
(Min., 4, 5, 6 in. wide...... 30 00 | 2 im., 4, 5, 6 in. wide...... 96 00

ALBANY, N.Y.

PINE. \$1.15

BUFFALO AND TONAWANDA, N.Y.

SHINGLES.

(Wholesale selling price.)

16 00 40 00 ,* **...** 78 co No. s Moulding Strips
55 co 55 co 56 co 6. 8 and 10 in.
75 co No. s, 10 in.
75 co No. s, 10 in.
76 co No. s, 10 in.
77 co No. s, 10 in.
78 co No. s, 10 in.
79 co Box, 174 co 1 x 6 & up.
171 co 171 co 171 co 171 co 1 35 **86** 30 **86** 3**7 88** ne common, z in. 23 oc 16 co 20 co 23 oc 15 co 15 co 19 co 21 co 21 co 21 co 21 co 21 co tx13 tx13 and up t¼ and t¼ & s in. Mill Culle, z, z½, z½ and s m..... Proteing 1½ in....
1½20 and 10....
1½ in.... The following quotations on hardwoods represent the jobber's buying price at Buffalo and Tonawanda;

WHITE ASM. BLACK AND BROWN ASM. $^{2}\mathrm{st}$ & sma, 6 nch up, 32 oo 34 oo | Com. & good calls. . 16 oo 8 oo BIRCH.

zst & sad, 6 io.h & | 1st & sad, white, # & up, 25 oc 17 th up, 15 oc 17 th up, 15 oc 15 th up MLM. Fat & ud, reck, 6in dup of on on and calls ... A up, as on it on Cummon and calls ... 16 on 18 on Common and calls ... 16 on 18 on Common and calls ... 16 on 18 on

MAPLE.