

# Some Varying Views on Lumber Trade in Eastern Provinces and New England

## Complaints of Too Many Speculative Shipments to New York--- Mr. John E. Moore Says There is Very Little Profit for the Lumberman the Way Conditions are at the Present Time.

Further discussion of the lumber situation in Eastern Canada and the New England States is contained in additional letters to the "Canada Lumberman" upon the subject, which enforce the conclusions reached in the correspondence published in the "Canada Lumberman" of Sept. 15th. The outstanding feature in the correspondence is the fact that everyone is confident that the fall trade will show an improvement. There is a general agreement also that the principal causes of quietness prevailing during the past month or two have been the seasonal inactivity in all lines of trade and the regrettable habit that some manufacturers have of refusing a reasonable profit and shipping the lumber to New York on consignment. This policy of sending lumber to market on a speculation, to be sold to the highest bidder, might be reasonable in stocks were light and the demand good. But in a dull market it is the height of folly, and emphasizes clearly the necessity for something in the nature of an association of manufacturers to prevent so needless a loss.

The belief that prices for spruce in New Brunswick are not so depressed as some of the dealers in New York and Boston and other eastern markets have made out, is strengthened by a recent occurrence. A large United States firm of manufacturers who operate also in Ontario, reading the daily press reports about low prices for eastern spruce, sent a man into New Brunswick to investigate the situation and buy up all the stock he could. This traveller found that he was unable to buy a single stick at the low figures which he had expected. He came back after having made a few purchases of narrow tidings only, and even for those he had to pay much higher prices than he had expected.

A somewhat different story, however, is given by one of our correspondents, Mr. John E. Moore, of St. John, N. B., a dealer, shipper and manufacturer who is in close touch with conditions, and whose views upon the situation are worthy of close study. Mr. Moore gives a brief but interesting summary of the eastern situation, so far as it concerns U.S. trade, and while admitting that stocks are light, reports an almost entire absence of demand. His views regarding the feasibility of regulating the production by the formation of an association of Maritime Province manufacturers, show that the manufacturers have gone their own individual ways for so many years that there is now "a great lack of harmony between them." In view of the decreasing lumber trade of St. John and other eastern ports, which Mr. Moore sees good reason to expect, this lack of harmony is especially unfortunate. Situated as the Maritime Provinces are in a particularly favorable position for shipping to the English and U. S. markets, a business like co-operation among manufacturers would go a great way towards preventing the losses which occur so frequently, when for political or speculative purposes, the large markets are badly depressed. Further correspondence upon these important questions will be welcomed by the editor. Following are the letters received since the publication of our last issue:

John E. Moore, St. John, N. B., writes as follows:—We do not operate to any great extent in the New York or Boston market, but from what we hear from others these markets are in a bad state. There is practically no demand, which is very strange considering the fact that stocks are very light. All the lumber brokers in the U. S. predicted that 1910 would be a banner year for business, but the results have turned out very different. Regarding an association for the Maritime Provinces to regulate the production of lumber, shingles and laths, I doubt very much if it can be worked on a satisfactory basis. Take the manufacturers here at St. John. There is and always has been a great lack of harmony between them. Each of the manufacturers runs his own business in the way he thinks best, without regard to his neighbor. One

thing I can say is, from now on the St. John river production must naturally decrease. In the past we have had many mills here operated by American citizens, the logs were cut in the State of Maine and floated down the St. John river. This privilege was granted years ago under an old law known as the Poke law. This law will be rescinded on the 1st of August, 1911. The product of any American logs floated down here after that date will not be admitted to the United States without duty as heretofore, but will be subject to \$1.25 per thousand for rough lumber, 20 cents per thousand for laths. If this lumber has been planed it is subject to 50 cents per thousand more duty on each side that is planed.

The rate of stumpage is increasing with us rapidly, and the cost of production is also increasing, and the way the markets have been this year there is little or no profit to be made. The cost of Transatlantic freight has strengthened to the extent of 15s. per thousand from the lowest charter made at the early part of the year.

Clarke Brothers, Bear River, N. S., write as follows:—We know very little about the depressed condition of the markets in Nova Scotia and New Brunswick so far as lumber is concerned, although we are advised the New York and Boston markets are materially lower than they were some weeks ago. This does not affect us individually, inasmuch as everything we had for sale intended for shipment to the American markets was sold early in the season, and we have our contracts filled with the exception of two cargoes, one of which we are loading and the other to go forward later. We have never considered the American market as of any particular value to us in Nova Scotia, except as an outlet for whatever of hemlock we might manufacture, as we have in hand orders covering considerably more spruce and pine than we are able to fill, and this is a yearly occurrence. We could find a market for a million feet of spruce shipping boards instantly, if we could get the lumber and the necessary tonnage, and could have sold much more to the River Platte had we been able to secure the spruce stock of the right quality. Our experience has taught us that in sending shipments to the United States it is necessary that the lumber should be sold before it is shipped. We are strongly averse to the practice of shipping lumber to any market on consignment. We do not find Americans sending their products to this country unsold to be knocked down to the highest bidder, nor any other country of which we know, and our judgment is it is a poor rule that does not work both ways. There is not a surplus of lumber cut in Canada, provided it is properly handled, and it is most unwise to force lumber upon an unwilling market. The United States has not, in our judgment, recovered from the panic of 1907. While there has been an attempt to boost the price of stocks to a figure equivalent to that they held prior to the 1907 panic, and while the large holders very nearly succeeded in doing so, the purchasing public did not come into the market, with the result that much of these stocks is still held undigested, and this is in our view one chief cause for the present condition, so much money being tied up in stocks by the large operators. We cannot foresee just what the future holds as to business conditions in the U. S. A. but so far as Canada is concerned, and particularly Nova Scotia and New Brunswick, we see no reason to suppose that there will be any difficulty in the marketing of all the good quality shipping lumber that can be secured, perhaps, the one feature of hemlock for which the United States offers the only outlet.

There has been a slight slackening in the demand recently from River Platte. This was only to be expected after the heavy shipments which went in 1909 and the early part of the present year, but as they have good crops and business is in a healthy condition in that country we anticipate a return to normal conditions and the usual demand the coming year.

The local consumption of lumber in Nova Scotia has materially increased in the last ten years, and today we believe there is as much used within the Province as there is exported, while the exports show no diminution. This means a larger annual cut, but with the rapid growth in this province it is to be hoped we are not cutting more than the increment. One chief difficulty perhaps in the situation is that many of our lumbermen friends in this province decline to accept a reasonable figure for their product, and prefer to take their chances of securing something better by shipping their goods to the market unsold. This practice we regard as most reprehensible, and we believe the sooner our friends get around to this view the better it will be for all concerned. If we could ship a cargo of lumber either to the United States or West Indies to be sold on consignment and have the receivers there load the vessel again with a cargo of their products to be landed at our wharves in Nova Scotia and sold as they sell ours, to the highest bidder, the matter would adjust itself, but this condition does not exist. They offer inducements in the way of price to encourage shipments by consignment, but when we want to buy molasses or sugar and any other commodities produce in either of the countries named, we find we can only secure same by paying the price asked by the parties who have the goods to sell. Applying the same principle to the lumber trade will not result in an accumulation of stocks in either New Brunswick or Nova Scotia, but will result in reducing the output to the actual demand and lay the foundation of a permanent and profitable business entailing the loss which now occurs both in the waste of our forests and in the loss to individual operators, which will continue to occur as long as these consignment shipments are made.

Donald Fraser & Sons, Fredericton, N. B., write as follows: Except shingles, our business has not been much affected by the depression, and there are evidences of improvement in the market.

"I'll tell you what it is," said the old elevator constructor, as he talked with some visitors who were watching the work, "if there is ever a time when a man wants to keep a clear head and have his wits about him, it is when he is working on an elevator job in one of our modern skyscrapers."

"Not only would a single misstep cost him his life, but a weakened bolt, a misplaced screw, or a defective bit of machinery would imperil the lives of scores of men and women. So essential are steady hands and bright wits in our trade that the rules of our union no drinking man can stay in the organization. The first time a member of the union goes on a job under the influence of liquor he is suspended for a month and fined. For the second offence he is summarily expelled, without hope of reinstatement, but we have found it the wisest way to deal with the matter."—Philadelphia Telegraph.

SWEDISH SOCIALISTS ON DRINK

Twenty thousand copies of an appeal to young working people have been distributed in the drinking shops and cafes of Stockholm by the young Socialists. We quote in part: "You will have a good time? But how will you have a good time? If it is to be a carousing in a drink shop, we do not hesitate to say that your pleasures will be bad, expensive and unworthy. "How horribly expensive are such pleasures! Is there any reason in it? It keeps you constantly in debt; your clothes go to the pawnbroker on Monday and stay there until you are paid on Saturday. You get your money Saturday, and after paying

for your necessities, 'blow in' the rest on Saturday night and Sunday. When Monday comes you are without any wish to work and are unhappy. Now, if you are not ashamed of yourself, you put us as working people to shame, and you have no right to do this."

## A Warning to the Public

Dishonorable, and disreputable pharmaceutical concerns are flooding the market with cheap and worthless preparations designed to be imitations of

## Dr. Fowler's Extract of Wild Strawberry.

Some of these are even labelled "Extract of Wild Strawberry," "Wild Strawberry Compound," etc., in the hope that the public may be deceived and led to purchase them, thinking they are getting the genuine "Dr. Fowler's."

For over sixty-five years "Dr. Fowler's Extract of Wild Strawberry" has been used in thousands of families for

## Diarrhoea.

Dysentery, Colic, Cramps, Pain in the Stomach, Summer Complaint, Cholera Morbus, Cholera Infantum, Seasickness, and all Looseness of the Bowels.

Ask for "Dr. Fowler's" and insist on getting what you ask for. Price 35c. Manufactured only by The T. Milburn Co., Limited, Toronto, Ont.

## MEXICAN LOST MINE IS RE-DISCOVERED

Bisbee, Ari., Oct. 10.—Mexican officials in Canarza announce the re-discovery of the old Santa Fe-Terresa gold mine, one of the few really "lost" mines of the southwest, which was known to have been worked by the Spaniards more than a century ago, and which has been lost since 1810.

The main shaft is well preserved, but the timbers have been removed and the earth has caved in. Two skeletons were found in the bottom of the shaft. The Mexican government is now making arrangements to take charge of the mine.

## RELIEVES STOMACH MISERY ALMOST IMMEDIATELY

If the food you ate at your last meal did not digest, but laid for a long time like lead on your stomach then you have indigestion and quick action should be taken.

Of course there are many other symptoms of indigestion, such as belching up of sour food, heartburn, dizziness, shortness of breath and foul breath, and if you have any of these your stomach is out of order and should be corrected.

Mi-o-na tablets have cured thousands of cases of indigestion and stomach trouble. If you have any stomach distress Mi-o-na will relieve instantly.

But Mi-o-na unlike most so-called dyspepsia remedies, does more than relieve; it permanently cures dyspepsia or any stomach trouble by putting energy and strength into the wall of the stomach where the gastric juices are produced.

A large box of Mi-o-na tablets cost but 50 cents at A. J. Ryans and are guaranteed to cure or money back. When others fail Mi-o-na cures. It is a producer of flesh when the body is thin; it cleanses the stomach and bowels; purifies the blood and makes rich red blood.

## HYOMEI

(PRONOUNCED HIGH-O-ME) CURES CATARRH, ASTHMA, Bronchitis, Croup, Coughs and Colds, or money back. Sold and guaranteed by A. J. RYAN.

Mr. Stub (in a pet)—The trouble with you is, Maria, that you don't appreciate a good husband. When you thought of entering matrimony, you should have married the biggest blockhead in the country. Mrs. Stub, (sweetly)—I tried awful hard, John.

for your necessities, 'blow in' the rest on Saturday night and Sunday. When Monday comes you are without any wish to work and are unhappy. Now, if you are not ashamed of yourself, you put us as working people to shame, and you have no right to do this."

## GUIDE FOR TRAVELLER

### INTERCOLONIAL

#### DEPARTURES.

No. 303—Mixed for Loggieville, 5.00  
No. 317—Suburban for Gibson and Marysville, 6.15.  
No. 321—Suburban for Gibson and Marysville, 11.15.  
No. 323—Suburban for Gibson and Marysville, 16.20.  
No. 301—Express for Loggieville, Chatham, Campbellton, Quebec, Montreal, etc., 18.30.  
No. 327—Suburban for Gibson and Marysville, 18.40.  
No. 329—Suburban for Gibson and Marysville, 22.00.

#### ARRIVALS

No. 306—Suburban from Marysville 7.45.  
No. 302—Express from Loggieville, Chatham Junction 11.25.  
No. 308—Suburban from Marysville 13.30.  
No. 304—Mixed from Loggieville and Chatham Junction, 16.00.  
No. 310—Suburban from Marysville 19.15.  
No. 316—Suburban from Marysville 21.55.

### CANADIAN PACIFIC

#### DEPARTURES.

6:20 a. m.—Express for St. John, Portland, Boston, Woodstock, etc.  
8:15 a. m.—Mixed for Woodstock and points North. Leaves St. Marys at 8:35.  
9:45 a. m.—Express for St. John and points east.  
4:30 p. m.—Mixed for Woodstock, via Gibson branch. (Daily.)  
5:45 p. m.—Express for Montreal, and Boston, Woodstock, St. Stephen, etc.

#### ARRIVALS.

9:10 a. m.—Express from St. John and points east.  
11:40 a. m.—Mixed from Woodstock via Gibson Branch. (Daily.)  
11:50 a. m.—Express from Montreal, etc.  
7:50 p. m.—Express from St. John and points east.  
9:20 p. m.—Mixed from Woodstock, and points North.  
10:40 p. m.—Express from Boston, Portland, Woodstock, St. Stephen, etc.

### STAR LINE S. S. CO.

Steamer Victoria leaves for St. John every Monday, Wednesday and Friday at 8 o'clock a.m. Arrives on Tuesdays, Thursdays and Saturdays at 4.30 p.m.

### ST. JOHN RIVER S. S. CO.

Steamer Elaine leaves for St. John every Tuesday, Thursday and Saturday at eight o'clock. Arrives every Monday, Wednesday and Friday at 4.30 p.m.

### STEAMER HAMPTON

Steamer Hampstead leaves Fredericton every week day for Gagetown at 4 o'clock p.m. Arrives from Gagetown at 10.30 a.m.

Stage line for Meductic and point on western side of river leaves the post office Tuesdays, Thursdays and Saturdays at 7.30 a. m.



SEALED TENDERS addressed to the undersigned, and endorsed, "Tender for Warehouses, St. John Harbour, N. B.," will be received at this office until 4.00 p. m., on Monday, October 24, 1910 for the construction of Warehouse No. 7 and the extension of Warehouse No. 6.

Plans, specifications and form of contract can be seen and forms of tender obtained at this Department and at the offices of J. K. Scammell, Esq., District Engineer, St. John, N. B., and Geoffrey Stead, Esq., District Engineer Chatham, N. B.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied, and signed with their actual signatures, stating their occupations and places of residence. In the case of firms, the actual signature, the nature of the occupation, and place of residence of each member of the firm must be given. Each tender must be accompanied by an accepted cheque on a chartered bank payable to the order of the Honourable the Minister of Public Works for the sum of three thousand (\$3,000.00) dollars which will be forfeited if the person tendering declines to enter into a contract when called upon to do so, or fail to complete the work contracted for. If the tender is not accepted the cheque will be returned. The Department does not bind itself to accept the lowest or any tender.

By order, R. C. DESROCHERS, Secretary.

Department of Public Works, Ottawa, September 23, 1910. Newspapers will not be paid for this advertisement if they insert it without authority from the Department.

"Papa," asked a little boy, "what is a legal blank?" "A legal blank, blank, Johnny," replied his father, "is a lawyer who never gets a case."

Miss Neverstop (seating herself between two much-embarrassed Senators) exclaims: "A rose between two thorns" "Nay, madam," retorts one irate old gentleman, "say rather a tongue sandwich."

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See this beautiful porcelain sealshipt case in our store. You get the genuine sealshipt oysters from us. We are bona-fide registered agents.

JOHN MCCLUSKEY - PHONE 365-11



FROM A PROFESSIONAL STAND POINT all doctors know that pure drugs are necessary to the proper compounding of their prescriptions, and the restoration of the health of their patients.

OUR DRUGS are absolutely pure, and devoid of injurious substitutes. When we compound your prescriptions we give you exactly what is called for, and the best of the various compounds. We keep a very complete line of toilet articles and can safely look after your needs in this regard. Prices right, too.

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York Street  
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Mail and telephone orders will receive prompt attention.

W. J. MURPHY  
Phone 365-21 95 Regent St.



SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Public Building, Hartland, N. B.," will be received at this office until 4.00 p. m., on Wednesday, October 19, 1910, for the erection of a Public Building at Hartland, N. B.

Plans, specifications and form of contract can be seen and forms of tender obtained at this Department, on application to Mr. D. H. Waterbury, Supt. of Public Buildings, Public Works Department, St. John, N. B., and at the Post Office at Hartland. Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied, and signed with their actual signatures, stating their occupations and places of residence. In the case of firms, the actual signature, the nature of the occupation, and place of residence of each member of the firm must be given. Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, equal to ten per cent. (10 p. c.) of the amount of the tender, which will be forfeited if the person tendering declines to enter into a contract when called upon to do so, or fail to complete the work contracted for. If the tender is not accepted the cheque will be returned. The Department does not bind itself to accept the lowest or any tender.

By order, R. C. DESROCHERS, Secretary.

Department of Public Works, Ottawa, September 23, 1910. Newspapers will not be paid for this advertisement if they insert it without authority from the Department.

"Nay, madam," retorts one irate old gentleman, "say rather a tongue sandwich."

### CLASSIFIED ADS.

not exceeding one inch, one insertion, 25 cents; three insertions, 60 cents; one week \$1.00; one month \$3.00.

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BOARDERS WANTED at 488 King Street, Opposite Methodist Church. Good comfortable rooms.

### WANTED

WANTED.—Smart boys wanted to sell The Daily Mail. Liberal inducements to hustle.

### FOR SALE

House, barn and lot in the Village of Stanley, next below Mr. Moore's residence; also one building lot in Stanley, and one house and two barns and lot in the Village of Gibson, known as the Ruel property, of four acres of land fronting the main river. This property is a good mill site as there is plenty of land and good shore for rafts of logs in the dry time in summer. Full information by calling on the owner on the premises, Gibson, B. McMurray.

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in High School and College Subjects by a graduate and experienced teacher. Regular day pupils also taken. Apply to EDITH A. R. DAVIS, B. A., 425 Brunswick Street

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