

elected officers of the national association for the ensuing year.

Mr. Gleason of Florida, introduced the following resolution, which was adopted.

Resolved, That the thanks of this convention be tendered to the West Branch Lumbermen's Exchange, of Williamsport, for the invitation, in response to which the convention met in this city, and for their very courteous and hospitable reception and entertainment of its members.

On motion of H. White of Pennsylvania, a vote of thanks was offered to the officers of the convention.

On motion of Mr. Bartram, it was ordered that the proceedings of this convention be published in pamphlet form, and distributed among the lumbermen of the United States.

The convention then adjourned *sine die*.

The discussion of the reciprocity treaty by the convention was quite thorough. The discussion showed conclusively that the interests of different localities and of the different branches of the lumber trade are diametrically opposed to each other. The first labor of the association should be with the object of harmonizing, so far as possible, these different interests. The matter of a reciprocity treaty with Canada must be thoroughly canvassed before the meeting of the next congress. The "NATIONAL ASSOCIATION" should be first and foremost in making that canvass. There is no doubt but the association, if strengthened by the manufacturers of the northwest, will exercise a very great influence and bearing upon the action of congress when the reciprocity treaty with

Canada shall again be brought before one national legislators for discussion and passage.

THE LUMBER TRADE AT THE EAST.

The lumber dealers in New York and Philadelphia bear about the same relation to the Southern, Canadian and Western manufacturers, as Western and Southern retail merchants and jobbers do to the great wholesale houses of New York. While there are nearly as many lumber yards in either Philadelphia or New York as there are in Chicago, yet by far the greater portion of the lumber sold by the New York and Philadelphia dealers is purchased by the carpenter and builders for local use, or is used by the cabinet and furniture manufacturers. Large quantities of yellow pine are handled in the eastern markets which is brought by cargo from Florida, Georgia and Virginia. The specialty in yellow pine is flooring, although large quantities of plank, dimension stuff and ship timber is also used. Philadelphia is now using considerable white pine from Michigan, although, very naturally, the Susquehanna yet furnishes the largest amount. Several firms are endeavoring to introduce cypress lumber to the favor of consumers, but with indifferent success. At New York Canadian lumber is largely used and is in better favor than Michigan lumber for the reason (aside from cost) that Canadian manufacturers furnish the particular standard of dimension—largely 13 ft. boards—required by the New York market. Some dealers in New York

complain that the Michigan standard of inspection is not high enough; believing that first clear, of any width or length, should be absolutely free from imperfection. The different varieties of hardwoods enter largely into the lumber traffic of the eastern cities, much of which consists of valuable foreign woods. Eastern dealers complain of general dullness in the trade, although when closely questioned they acknowledge fair average sales during the season thus far; also that the lumber business is as prosperous as any other branch of trade. The gambling which was acute last fall has in fact become chronic, and will only be relieved by a full realization that prices and business are assuming a true commercial basis in place of the extravagancies of the past decade. Lumbermen forget, when they complain of low prices in their particular line, that the stock in trade of the grocer, the dry goods dealer and the iron man is also at the bottom price. Considering the purchasing power of money now, it must be acknowledged that present profits on every board sold by the retail dealers are fairly remunerative. Only the debtor class have a right to complain, and they are chiefly among the manufacturers. The eastern yards are fairly stocked with both northern and southern lumber and trade is really good at the retail yards. The carefulness and economy exhibited in handling and selling lumber in custom yards, would be worth imitating by our western manufacturers and dealers, and would save many of them hundreds of dollars annually. At the present time eastern dealers

pay very little attention to western lumber or prices or condition of the market. They are governed by the southern pine districts and Canada. There will soon be a radical change in that respect, for even now there is an occasional reaching westward for the better grades. Michigan and Wisconsin clear stuff will soon find a better market in New York and Boston than it now does at the west and will be shipped eastward to supply a demand which cannot much longer be filled from present sources. Neither New York nor Philadelphia can boast of a lumber exchange or association of any kind in their particular interest. The result is pretty close competition, a "variety" of inspection rules and an unusually large number of "hucksters," who "middle" between a builder and anyone from whom they may be able to secure a bill of lumber at the lowest price. We respectfully submit to New York and Philadelphia dealers that an association or exchange at their respective cities would greatly advance the interests of their business.

The *Oshkosh Northwestern*, in summing up the work of the Fox and Wisconsin Rivers Improvement Convention, says that one advance step has been taken in the appointment of a committee to watch the progress of the work and appeal, when advisable, directly to the war department. The question of success is now in the hands of the President, who can secure it by appointing business men, and men interested in navigation on the executive committee, leaving the

politicians to serve their country in some other manner.

THE FALL PROSPECTS.

The WISCONSIN LUMBERMAN has repeatedly expressed the opinion that prices for lumber would be higher during the fall months than they were during the past spring. We still hold to that opinion. Notwithstanding reported dullness of the different markets a great deal of lumber is being handled by the retail dealers of the country and their sales are very nearly, or quite, up to the average for the time of year. There has really—averaging the different portions of the country—been a slight increase in business since the last of May; and there are several reasons why the market will probably continue to advance. The passage of the currency bill has already had some effect in enlivening western business and there is every reason to believe that ere long the west will materially feel the good effect of what may appropriately be termed, western inflation and eastern contraction. The farmers will add another season of prosperity to their already flourishing situation and will therefore consume more largely of lumber than usual. The low prices—even if an advance of two or three dollars per M., should occur—will be a temptation to buy. Consumers of lumber well know that they can never expect to buy at more favorable terms than are offered them this season; and there is now a strong tendency to purchase lumber which will not be used until fall. It has become

generally understood that there is no overstock of lumber even for the trade which has been considered so dull. There is a better feeling among dealers, as a class, than there was two months ago. Very many would gladly invest at present prices, much more money than is convenient for them to use now. As business revives for the fall trade there is every reason to believe that the lumber business will feel the good effect of that revival, to a greater extent than almost any other trade. During the stagnation which has effected all branches of trade during the season thus far, the lumber business has suffered least of all the manufacturing industries. It has even gained a little in activity while other trades have become more and more depressed. The tendency of the market may now be said to be upwards even if no marked advances in quotations are recorded. The general health of the lumber business just now is decidedly better than that of any other manufacturing business—poor through you may please to call it. There is a slight strengthening of the pulse now; it will continue; the fall season will be comparatively active and beneficial. And the season of 1874 will close with the lumbermen of the country in much better condition than they were in the fall of 1873.

Examine the "Lumbermen's Register" at the end of this volume and report additions or corrections to the WISCONSIN LUMBERMAN PUBLISHING COMPANY, 64 Oneida street, Milwaukee, Wis.