

CANADA'S DWINDLING SUPPLY OF RAILROAD TIES, AND PLANS FOR USING TREATED TIMBER

Approximately 70 per cent of ties purchased in Canada in 1910 were hewn. It is apparent that methods of manufacture of ties are not undergoing any great general and permanent changes. Sawn ties were 30 per cent, of the total, which is the same proportion as in 1909. The only important species which has a majority of sawn ties is oak, 95 per cent, of which were sawn ties. Cedar ties were 81 per cent, hewn, and 61 per cent, of the jack pine ties were hewn. Hemlock and Douglas fir were about evenly divided in the method of manufacture. In the case of tamarack, 98 per cent, were hewn ties, while the minor varieties were principally sawn ties. The hewn ties are nearly all pole ties, the sawn ties are made chiefly from larger timber.

Cost of Ties.

Sawn ties cost on the average 36 cents per tie. Hewn ties cost three cents more, or 39 cents per tie. Oak was the most expensive of sawn ties, costing 74 cents per tie. White pine was the cheapest of the sawn ties, costing only 23 cents per tie. In hewn ties, oak was also the most expensive, costing 68 cents, and spruce ties were the cheapest, costing 25 cents per tie.

The steam railways use 96 per cent, of all the ties. The decrease in use of ties in 1910 is due chiefly to decreased purchase by the steam railways, which used 5,159,697 ties less in 1910 than in 1909. All the white pine and chestnut ties purchased in 1910 were purchased by steam roads.

Hewn cypress ties were imported, but not used by steam roads.

Sawn and Hewn Ties.

With electric roads 61.4 per cent, of the ties purchased were hewn, as contrasted with the steam roads, where 70 per cent, were hewn. Douglas fir constituted 50 per cent, of the sawn ties and cedar constituted 34 per cent. Cedar made up 57 per cent, of the hewn ties and Douglas fir 20.7 per cent. The species which are chiefly used sawn are cedar, Douglas fir and oak. The species which are chiefly used hewn are hemlock, tamarack, cypress, spruce and jack pine. All the cypress and jack pine ties were hewn. The average price of hewn ties was 37 cents, or 2 cents per tie less than was paid by steam roads. It is interesting to note that whereas with steam roads hewn ties cost three cents per tie more than sawn ties, with electric roads sawn ties cost nine cents per tie more than hewn ties.

Imports from the United States of cross-ties in 1910 amounted to \$1,096,832. Exports in 1910 were 1,995,582 ties at a value of \$463,508. Of this total \$376,913 was to the United States. The balance of imports over exports was \$633,324, which represents about 891,000 ties at the average price for ties in Canada in 1910.

Chemical Treatment.

Two plants are now being established for the chemical treatment of railway ties. One is being erected at Fort Frances, Ontario, and the other is being started at Winnipeg. It is stated that a plant will also be erected at Vancouver. The plant at Fort Frances will be capable of treating 2,000 ties per day. The zinc-chloride-aluminium patent immersing process will be used, which both prolongs the life of the timber and renders it fireproof. It is questionable if this process will give as good results in Canada as would creosote.

This is a matter which for some years has been necessary for the preservation of the forests of Canada. At the same time it would have reduced the annual cost of railway maintenance. The average life of untreated ties as reported by the steam roads is: cedar, 9 years; tamarack, 8 years; hemlock, 7 years; Douglas fir, 7 years; jack pine, 6 years; spruce, 6 years. As may be noted from the tables, cedar is the species principally used, because of its durability, but the supply of cedar is rapidly becoming exhausted. Unless preservative treatment of ties is introduced, the species of short life will have to be used untreated, which, on account of the necessary frequent renewal, will increase the cost of mileage maintenance. If treated ties were used, which would cost about 30 cents extra per tie for creosoting and equipping with tie plates, the inferior species, which are very plentiful and cheap in Can-

ada, could be used with economy. With such a treatment these woods would last at least 15 years, and if protected from wear would probably last much longer.

Western Lodgepole Pine.

The lodgepole pine of the West would be greatly increased in usefulness by this treatment. This species is used chiefly for mining timbers and props and occurs, fire-killed, in vast areas on the mountain slopes of Alberta and British Columbia. It cannot be used for lumber, on account of checking, and, if untreated, it lasts only about five years when used for railway ties. At present this wood stands dead and perfectly seasoned and would take chemical treatment readily, after which it would make lasting and economical ties. By the use of such inferior quantities of timber, railway companies would assist conservation and at the same time decrease the cost of railway maintenance.—*Monetary Times.*

TOTAL AREA OF BREAD ON THE STALK

According to revised figures Canada's total area under wheat this year is 10,047,300 acres, compared with 10,377,159 acres as returned by the census of 1911. The area sown to fall wheat in 1911 was 1,097,900 acres, but winter killing has reduced this area to 781,000 acres. The area sown to oats is estimated at 9,494,000 acres, compared with 9,233,550 acres in 1911, and to barley 1,449,200 acres as against 1,403,969 acres in 1911. In the three Northwest provinces spring wheat covers 9,029,000 acres, as against 8,946,965 acres in 1911, the increase being in Saskatchewan and Alberta. Including fall wheat the total wheat acreage in the three provinces is 9,246,100, compared with 9,304,293 in 1911, the decrease being accounted for by the large area of fall wheat winter killed in Alberta. Oats in the three provinces occupy 5,037,000 acres and barley 826,400 acres, as compared with last year's census figures of 4,563,203 acres for oats and 761,738 acres for barley.

TRADE IN AUSTRALIA DWINDLES

A moderate rainfall has recently been experienced on the coast line of several of the States but, over the great bulk of Australia, evidence of the continued dry weather is reflected in heavy losses of sheep and cattle. The outlook is therefore not reassuring and is bound to lead to a contraction in the volume of imports as a natural sequence to reduced production. Imports for the first five months of 1912 show a considerable increase over the similar period of last year, while the volume of exports has also been well maintained. The Canadian steamers from St. John have brought large cargoes for Australian ports of which lumber comprised a considerable portion.—*Dominion Government Trade and Commerce report.*

MUNICIPAL COAL MINING MIGHT PAY

Toronto may purchase a real coal mine. Property Commissioner Clisholm, who recommended the city to purchase four coal yards, if it intended to go into the business at all, lately received an offer from an American mine owner. The mine is situated in the United States, and its owner states will supply the city with an abundance of anthracite coal for years to come.

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A PIANO manufacturer recently made a house-to-house canvass. He's one of those men with an absurd fear of the "waste-circulation" bugaboo—cannot get away from the haunting thought that only 10 out of every 100 readers of a newspaper may be possible buyers of his goods.

So he refused to advertise, and went a-canvassing—inviting people to come to his piano recitals. Then he wondered why they didn't come.

This is why:

He wasn't reaching the people.

His canvassers rang every door-bell in town. They talked to some one in every house.

But one in every household isn't enough—particularly if it doesn't happen to be the right person. And, as a rule, it wasn't the right person—it was a servant, or a child. The woman of the house was seldom seen; the man of the house, never.

Now, if the piano maker had placed an ad. in the newspaper, it would have reached thousands, where the canvassers could reach only hundreds.

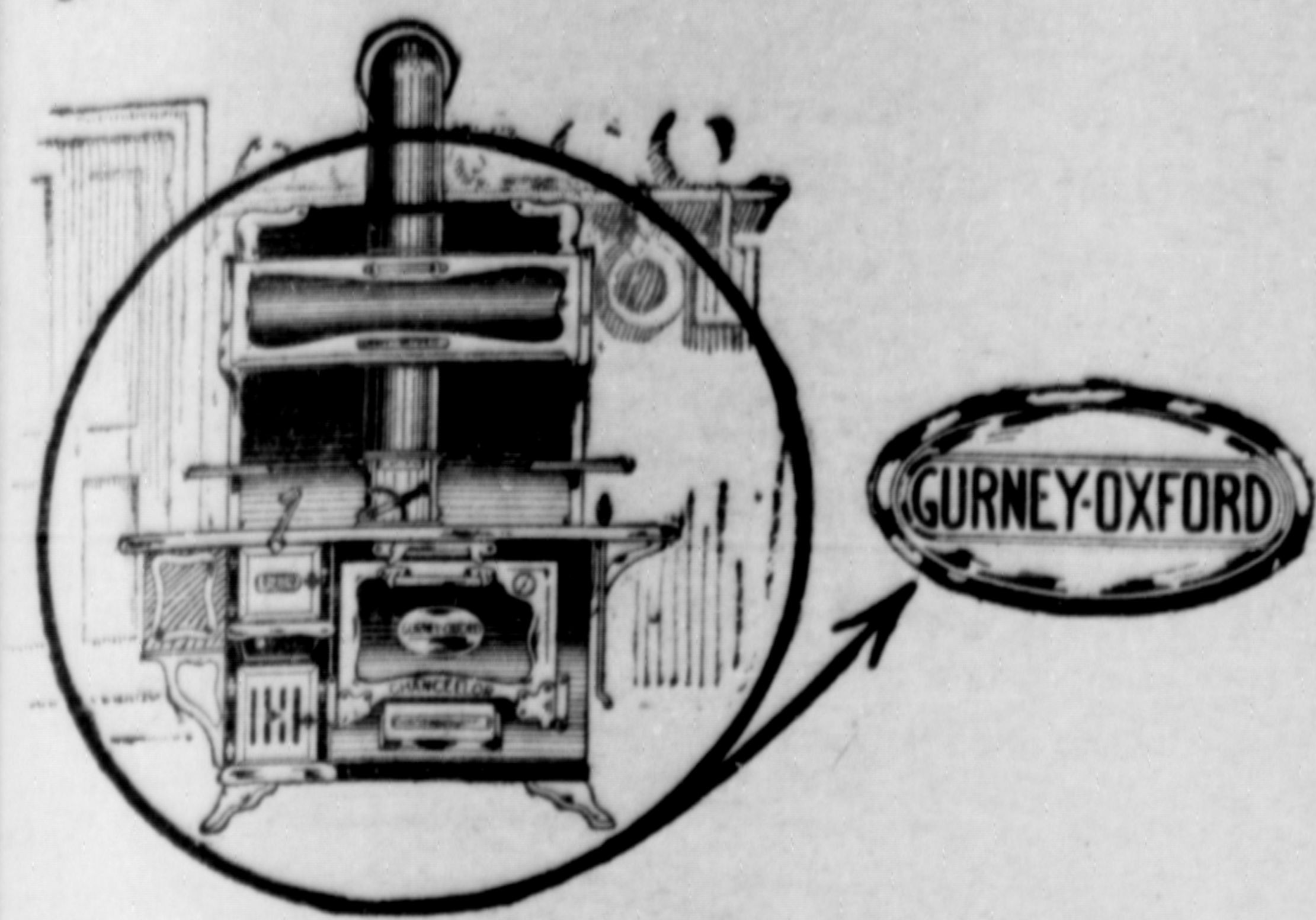
And even though only 10 per cent, of the readers are actual piano buyers, this does not mean that the advertising read by the other 90 per cent, is wasted. Advertising talks, not only to the prospective buyer,

but also to his wife, his grown-up sons and daughters, his mother—even his mother-in-law. Their coaxing will help to convince the head of the house—and pretty soon there'll be a piano in that home.

This and dozens of similar cases which might be cited to show that "waste circulation" is an empty bugaboo, and should deter no one.

Take the motor truck. It can be sold only to large firms. Yet a motor truck manufacturer is successfully advertising in daily papers. He realizes that he must reach, not alone the managers of the concerns that require trucks, but also their directors, their foremen, their head machinists, etc. It is found in actual practice that this Advertising radiates in a thousand directions, and again converges most astonishingly to influence the house that has made up its mind that horse-trucking is too costly and inefficient.

Advice regarding your advertising problems is available through any recognized Canadian advertising agency, or the Secretary of the Canadian Press Association, Room 503 Lumsden Bldg., Toronto. Enquiry involves no obligation on your part—so write if interested.



Only Results Count

The one thing above all else that you want to know about the range you buy is this—that it will cook and broil and bake with absolute satisfaction.

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