TIMBER TRADE PRACTICE

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Fourth Edition

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Preface to the Fourth Edition

The authors wish to express their appreciation for the help and co-operation which has been extended to them by the Price and Pierce Group, without whose readily available facilities this book could not have been written. In particular, we thank our Chairman, Mr H. C. Gilbert, for his encouragement by ensuring that the comprehensive experience of the Group's wide knowledge could be utilised.

The third edition of *Timber Trade Practice* was published in 1965 and it is possibly true to say that in the intervening period of some 15 years more changes have taken place in the timber trade than in the previous 100 years. There are now at least 30 TTF Contract Forms and, in addition, charter parties have been revised, and we have seen the introduction of metrication, decimal currency, stress grading, unitisation in the form of packaging and truck-bundling, changes in the method of marketing, new forms of documentation by way of computerised specifications and changes in shipping procedure.

All these developments are subject to constant negotiation and revision. This book can only review them as they exist at the time of writing and point out the principles that should be understood by the reader. Changes between writing and publication — often quite extensive — are likely but cannot be anticipated.

Jointly, we have served the trade for a total of about 92 years, and during that time we have been involved in practically every, if not every, aspect of trade procedure. In latter years we have been principally employed in the agency business — so becoming very familiar with the problems which arise between both the shippers and the buyers. These are considerable, and while it is often merely a question of language misunderstanding, they are sometimes due to changing methods of marketing and interpretation of contract terms which do not always satisfy the changes in trade structure or the quite extraordinary marketing conditions which have developed in recent years.

We trust that readers will appreciate the difficulty of producing this book, in which we have tried to anticipate possible future changes and at the same time have endeavoured to avoid expressing personal opinions by merely stating the facts as we understand them at the present time. We should like to quote from the Preface to the third edition: 'there is no substitute for reading contracts, charters and documents carefully before signing and ensuring that they agree with each other as well as being correct in themselves'.

J. H. LEIGH
A. G. RANDALL

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