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MONTREAL, SATURDAY, SEPTEMBER 19, 1914.

Wanted—Private Soldiers

Lord Kitchener, speaking in his place in the House of Lords, and under his responsibility as Secretary of State for War, again warns the Empire that the war upon which it has entered may be a long and hard one, requiring many great sacrifices, and that it demands the service of much larger bodies of men than have yet been enrolled.

For the moment all goes as well as could be hoped for. All parts of the Empire are heartily united in the determination to make the war "a fight to a finish." Our navy gives us the almost unchallenged command of the ocean. Our army of 170,000 men already associated with the French and Belgian forces on the Continent has exhibited all the traditional British courage and has been directed under superb generalship. The German plan to crush Belgium and France in the first days of the war has been frustrated. Our Russian Allies are moving steadily on towards Berlin. This is a splendid record for the six weeks during which the war has been waged. Gratifying all this is naturally; but it is only the beginning. Many weeks and months may pass before we shall see the only ending that the war can have—the defeat of the German militarism and the triumph of the forces of a true civilization. To accomplish this purpose there will be need of more soldiers of the Empire. Canada must supply a share of the additional number required. More men are needed—especially more private soldiers.

It is announced that there are over one thousand superfluous commissioned officers in the camp of the Canadian volunteers at Valcartier. There are one thousand seven hundred officers in the camp, while only seven hundred are needed. One thousand of these volunteers must, therefore, return to their homes—unless they are prepared to take places in the ranks.

It takes some courage for a young Canadian, occupying a comfortable position in life, to enter the ranks as a private soldier. There will have to be more of that courage if we are to provide a second contingent of the right character for service in the war. Every man who volunteers for the front assumes a responsibility and risk. But there are degrees of burdens. The commissioned officer, who has the larger responsibility, is compensated in part by the provision that is made for his comfort. After the best that is possible is done for the private, in camp or on the march, he has to perform his service under rough conditions, which are in themselves a hardship to many. He is thrown into close association with many men of a type quite different from those among whom he has been accustomed to mix. Luxury, if unfortunately he had before, no longer serves him. The ordinary comforts and refinements of his home are not to be found. Rough work and hard work, poor accommodation, severe discipline, plain food roughly served—these are what the private soldier must expect. Not every young Canadian will find the picture attractive. Many a man, whose courage in battle would be beyond question, will hesitate before making the sacrifice of comfort, and perhaps social position, that is necessary when he takes his place in the ranks as a private soldier.

This has been very keenly felt in the mother country. There class distinctions are many and sharp. It is hard for the members of the so-called upper classes to enter into the ranks with those whom they regard as their social inferiors. The slowness of these classes to respond to the call for recruits has been the subject of much comment. The difficulties in the way are frankly recognized. It is no discredit to a man that he dislikes an enforced association with men of a less refined type. But the sacrifice, if such it is deemed, must be made. The statesmen and generals of the mother country are calling on the young men to quit the fields of golf, and cricket and football, and enter the ranks alongside of those who, if they have had less opportunity to cultivate the refinements of life, are bravely ready to give their services, and if necessary their lives to the Empire.

A similar call has to be made in Canada. Here, happily, there is less of the barrier to be broken down. Here class distinctions count for less than in the old world. Our democratic institutions bring the young men together in friendly intercourse to a larger extent than in the United Kingdom. Still, even here, there will be some natural unwillingness to join the ranks which call for so much self-denial. Hundreds who would cheerfully serve in the higher positions will hesitate before taking their places in the ranks. That unwillingness must be overcome. All cannot be officers. All have not had the training to qualify for commissions. And, as before pointed out, there are already more than enough commissioned officers. Those who wish to serve the Empire must be willing to serve in the ranks. What will be most needed when the further call for men is made is a class of young men of good position who will cheerfully leave the homes of comfort and refinement, and take their places in the ranks as private soldiers. Our young men of that class must be ready for the call. We believe they will be.

"England"

The Toronto Globe chides Mr. Ames, M.P., for speaking of the war between "England and Germany." If one did not already know it, this would tell us that the editor of the Globe is a Scotchman. It is the Scotchman who is particularly sensitive in this matter. The Irishman has the same right to complain; but seldom exercises his right. The use of the word "England" in song and story, as mean-

ing the United Kingdom, and indeed the Empire at large, is a convenience that has been widely used, and might be pardoned in most cases. No Britisher who so uses the word ever forgets that among the best parts of that "England" are Scotland and Ireland. But can we imagine Nelson's signal at Trafalgar reading: "The United Kingdom of Great Britain and Ireland, and the Overseas Dominions and India expect every man to do his duty?"

The Zinc Industry and the War

The warring nations of Europe are the world's great producers of zinc and tin. Germany has been a very large producer of zinc, her furnaces turning out last year no less than 175,522 short tons. Belgium is an even greater producer, producing 217,825 short tons last year. Great Britain turned out 65,197 short tons, while France produced 60,000 short tons. Altogether, the warring nations of Europe produced 720,651 short tons of zinc in 1913. During the same year the United States produced 246,675 short tons. The shutting off of supplies from Europe leaves the United States as the world's chief supply. Canada imports zinc slabs in sheets amounting to 8,810 short tons, while her imports of galvanized wire in sheets amount to 79,792 short tons. Canada exports the major portion of her zinc ore to the United States.

Zinc is used very largely in the manufacture of white paint and in still larger quantities for the protection of iron against corrosion in galvanizing processes. It is a constituent part of brass, and is also used in sheeting, as well as a medicine. As a result of the European supply being cut off it will give a big impetus to the zinc industry in the United States and Canada.

Artillery in War

From all reports, the German artillery has played an important part in the battles which have been waged, and in the sieges which have taken place during the present war. The famous Krupp factory is a marvellous establishment, and has been able to turn out most effective and destructive artillery. Apparently the heavy siege guns which have been in use at Liege, Namur and other places are the largest and most effective in the world. These siege guns have a seventeen inch bore, and are capable of throwing a shell which weighs a ton a distance of six miles. These guns, however, can only be fired twenty times, but the damage they can do with twenty shots is almost beyond belief.

The big Krupp factory at Essen, which manufactures the big guns, is one of the largest and most comprehensive manufacturing plants in the world. The plant consists of sixty-five departments, and is equipped with the most wonderful machinery procurable, from the big steam hammer "Fritz," which has a falling weight of fifty tons, and yet can descend so lightly as to crack a nut without injuring the kernel, to the five thousand ton hydraulic press which shapes eighty tons of crucible steel as easily as tin foil. Every type of gun is manufactured there, but the big siege guns are supposed to be Germany's best type of artillery.

To show some of the progress made in the manufacture of big guns, it is only necessary to point out that in 1877, or in the war between Russia and Turkey, the shrapnel shells used by the Russians contained 37 bullets. To-day, the shrapnel shell scatters 340 bullets, while the shell itself breaks into 1,200 fragments and carries death for two hundred yards in every direction from the point it strikes.

The British field piece in use is the Armstrong gun, which is giving a very satisfactory account of itself in the conflict with the Germans. The French gun is the Puteaux, which is supposed to be the best field artillery in the world. The French gun has a range of more than five miles, and hurls three-inch projectiles. The Russian and Austrian armies are using Krupp guns. The present fighting is characterized by the amount of artillery firing, all of them relying for the major portion of their fighting upon their field pieces. One of the most interesting discussions following the war will be to determine which of the many guns used by the warring nations proved the most effective.

The Utilization of By-Products

At a time like the present, when the wastefulness of war is being impressed upon the public, it is a good time to emphasize the need of economy. As a nation, we are prodigal with our resources. We have become so accustomed to hearing of our great farming areas, our unlimited forest wealth, the extent of our water powers and our vast mineral resources that we have come to the conclusion that it is not necessary for us to save. In Europe, where the people have been forced for centuries to practice economy, every bit of arable land is tilled, forests are not ruthlessly cut down or destroyed, water powers are conserved and the mineral resources of the various countries are utilized to the fullest possible extent.

There are signs, however, that a change is coming over the people of this continent. On our greatest achievements during recent years has been the utilization of waste or by-products. The advent of the chemist and of the expert brought about economies which have in many cases revolutionized entire industries. At one time in the packing industry all that was utilized of the hog or the sheep was the actual carcass, the rest being thrown aside as waste. To-day all that is lost in packing establishments is the squeal of the hog; the once despised by-products have made fortunes for the packers. In the cotton industry, it was once the practice to discard the seeds and other so-called waste products. Now the cotton seed contributes fifty million dollars a year to the people's pockets. In lumbering, where almost our greatest waste is practiced, we still discard about two-thirds of the tree and use but one third. The stumps, tops, slabs, mill edgings, sawdust, etc., are burned or thrown into the streams, although in themselves probably worth more than the body of the tree now utilized. A few weeks ago, an American chemist discovered a new use for sawdust, which makes it worth forty dollars a ton. Such discoveries are going on all the time, each fresh discovery adding something to the wealth and happiness of the nation. There is room, however, for the practice of a great deal more economy than is practiced by the majority of our corporations.

couple of million of the allied army, the Kaiser will wonder what has happened.

One result of the war will be to kill off a lot of speculation. Already the Black Fox promoters, the Calgary oil gushers, wildcat mining dealers, and real estate sub-division sharks are out of business. With these eliminated, it cannot be said that war is without its benefits.

A SEVERE INDICTMENT

Christianity listens to Sunday prayers for peace; and the next day sends out representatives to the powers to see if anything more can be sold to them to prolong the war. We pray that the sword shall be beaten into the ploughshare and the spear into the pruning hook. But that day will not come so long as a merchant vessel in our harbor can be loaded to the gunwales with arms, ammunition and military stores, and given clearance papers to a port of a country at war.—Wall Street Journal.

"A LITTLE NONSENSE NOW AND THEN"

Muehlenhausen is as stubborn as if she knew how to spell her front syllable correctly.—Boston Transcript.

The American drygoods dealer who advertises, "Bathing suits, one fifth off," ought to be arrested for indecency.—Calgary News-Telegram.

Women police, perhaps; but how about "plain-clothes women?"

Still, Jop's patience wasn't taxed to the limit if his next door neighbor didn't own a \$1.98 phonograph.

IN THE LIMELIGHT

Millionaire, lumberman, senator and free trade apostle, briefly sums up some of the many qualifications possessed by the Hon. William Cameron Edwards. It does not, however, by any means exhaust the interests which are near and dear to the heart of this prominent business man. He is keenly interested in agriculture, in the conservation of our natural resources, and in a half score other laudable enterprises as well as being director of many important companies. His chief interest is concerned with the lumbering industry. It was there that the family fortune was made, and it is only natural that he should take more than a passing interest in the affairs of W. C. Edwards and Co., Limited, of which he is president. In addition, he is president of the Canada Cement Company, which in turn has interested him in the good roads question, and the part that cement may yet play in improving the rural highways. He is also president of the Ottawa and Hull Power and Manufacturing Company, a director of the Canadian Bank of Commerce, the Toronto General Trust Corporation and a half score other smaller concerns. The business transacted by his lumbering concern is about the largest of any company in the Dominion.

It is not, however, as a lumberman that Senator Edwards is best known to the world. During the Reciprocity Campaign of 1911, the statement was often made that "Senator Edwards was the only Simon pure out and out Free Trader left in Canada."

The man who assumes that Senator Edwards has only hazy and confused ideas on the Free Trade question had better revise his data at the earliest possible moment. The Senator has thought his way through all the economic problems associated with Free Trade and Protection, and an opponent must be well versed to get a look-in in an argument. The Senator, however, is far from being a combative, pugnacious individual. It is true that he holds convictions, but he is one of the most approachable and most genial men in public life in Canada to-day. He has hosts of friends in business, in politics and in the big movements in which he is interested, such as the conservation of our resources, and the good roads movement. He is a fine type of the old school. He was born at Clarence, Ontario, in 1844, and is of Celtic extraction, his father being Welsh and his mother Highland Scotch. He has all the fire and enthusiasm of the Celtic race, but in addition, their warm heartedness and generosity.

According to the bulletin of the Massachusetts Forestry Association, to determine the value of shade trees on streets, the advice of practical real estate men was sought. A large number of these men went to this question: "How much, in your judgment, do full-grown shade trees along the street improve the value of the adjoining land for house lots?" The majority of answers ranged from ten to fifty per cent while some went so far as to state that a full-grown shade tree were standing in front of a lot would be worth one hundred per cent more.

A fair average of these answers falls in front of twenty-five and forty per cent. Expert tree appraisers say that a shade tree in good condition and well placed is worth \$1 per square inch of cross-section measured at breast height. At that rate a tree one foot in diameter is worth \$462. For the sake of illustration suppose that we take a good-sized shade tree, 60 x 100 feet, or 5,000 square feet, worth 25 cents a foot. The land value is \$1,250. If the trees are spaced 50 feet apart on the street there would be one tree in front of the property. The tree is two feet in diameter and worth \$462, which would increase the value of the lot thirty-six per cent.

A certain small boy had lived all his life in hotels. Presently, soon after the family moved to a suburban home, Harold came into the house looking amused and puzzled.

"What pleases you, my son, and what have you been doing?" asked his mother.

"Oh, I was just sitting on the front porch listening to a man with a wagon piling blackberries," was the innocent reply.—Exchange.

Belgium's famous anthem.

Fled the years of servile shame!
 Belgium, 'tis thine hour at last.
 Wear again thy glorious name.
 Spread thy banner on the blast.
 Sovereign people in thy might,
 Steadfast yet and valiant be,
 On thine ancient standard write:
 King, and Law, and Liberty.

Strive, nor seek discharge at length,
 Hold thy courage as thy crown.
 God, who keeps thee in His strength,
 On thy labors smileth down.
 Over all thy fruitful land
 Liberty's prize is full and free,
 On thine arts enthroned stand,
 King, and Law, and Liberty.

Foes, that were our friends of old,
 Are returned to love at last.
 All the free we prize as gold,
 Praying that our strife be past.
 Belgians and Bavarians, friends,
 Knit in brotherhood shall be;
 With one voice the shout ascend:
 King, and Law, and Liberty.

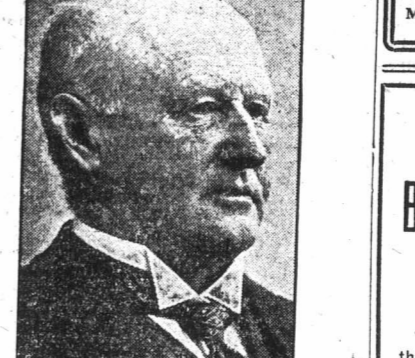
Belgium, Mother, thus we vow,
 Never shall our love abate.
 Thou our hope, our safety thou,
 Hearts and blood are consecrate.
 Grave, we pray, upon thy shield
 This device eternally:
 Weal or woe, at home, afield,
 King, and Law, and Liberty.

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It is undoubtedly true that he is prepared to go much farther in the matter of Free Trade than the rest of his Party.

In a recent conversation with the writer, Senator Edwards told about his change from being a High Protectionist to a Free Trader. "I started life as a High Protectionist. I believed that it was the proper policy, not only for Canada, but for the whole world. I was encouraged in this belief by people with whom I associated, but finally I thought that it might be wise to look at the other side of the case. I therefore began to read, not necessarily Free Trade arguments, but books on economics. The result of my reading and of my study of economics was to turn me entirely away from the Protectionist side of the case and land me in the Free Trade camp. As a matter of fact, I believe that I am the most pronounced out and out Free Trader in Canada, but I intend to preach and teach until I have others converted to my way of thinking."

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VALUE OF A SHADE TREE.

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GETTING AFTER THE ENEMY

While Britain's soldiers are chasing the enemy British merchants and manufacturers are doing their part toward obtaining the victory by chasing the enemy's trade.—Toronto Globe.

UNION BANK OF CANADA
 Established 1866.
 HEAD OFFICE: WINNIPEG.
 Paid-up Capital \$6,000,000
 Reserve 3,400,000
 Total Assets over 80,000,000

John Galt, President.
 G. H. Balfour, General Manager.
 H. B. Shaw, Asst. Gen. Manager.

This Bank, having over 510 branches in Canada extending from Halifax to Prince Rupert, offers excellent facilities for the transaction of every description of banking business.

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 Collections made in all parts of the Dominion, and returns promptly remitted at lowest rates of exchange.

London, Eng. Branch, 6 Princes Street.
 West End Branch, Haymarket, S.W.
 G. M. C. Hart Smith, Acting Manager.
 Correspondence Solicited.

ESTABLISHED 1864
 Paid Up Capital \$7,000,000
 Reserve Fund and Undivided Profits \$7,248,124

THE MERCHANTS' BANK OF CANADA
 MONEY ORDERS issued available at par at any Banking Town in Canada

THE BANK OF BRITISH NORTH AMERICA
 Incorporated by Royal Charter.

The Court of Directors hereby give notice that an Interim Dividend for the half year ended 31st May last, of forty shillings per share, being at the rate of eight per cent. per annum, will be paid, less Income Tax, on the 3rd day of October next, to the proprietors of shares registered in the Dominion of Canada.

The Dividend will be payable at the rate of exchange current on the 3rd day of October next to be fixed by the Managers.

No transfers can be made between the 19th inst. and the 2nd prox, inclusive, as the books must be closed during that period.

By order of the Court,
 JACKSON DODDS,
 Secretary.

Sept. 1st, 1914.

THE DOMINION BANK
 SIR EDMUND B. OSLER, M.P., President
 W. D. MATTHEWS, Vice-president

C. A. BOGERT, General Manager

Trust Funds Should Be Deposited

In a Savings Account in The Dominion Bank. Such funds are safely protected, and earn interest at highest current rates.

When payments are made, particulars of each transaction may be noted on the cheque issued, which in turn becomes a receipt or voucher when cancelled by the bank.

LIFE INCOME POLICIES.

The options of general policies and the provision of special policies for the payment of life insurance money as installments of income during certain periods or lifetime ought to appeal strongly to all thoughtful men these days, in which the difficulties of investing money for support are increasing beyond comprehension. The guaranty of the payment of a specified amount each year or each month to the beneficiary of a life insurance policy, as amount equivalent to the return on an investment in a gilt-edged security, is of unusual value in an emergency that tests to the full the strongest of financial institutions.—Insurance Press.

GETTING AFTER THE ENEMY

While Britain's soldiers are chasing the enemy British merchants and manufacturers are doing their part toward obtaining the victory by chasing the enemy's trade.—Toronto Globe.

If you are not already a Subscriber to the JOURNAL OF COMMERCE—fill in the Coupon:

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 Name
 Address

Give Town and Province

DETAILS OF GAS CO'S ANNUAL REPORT
 Massachusetts Co. Earned 6 per cent On Common Stock Past Fiscal Year

HAS FOUR SUBSIDIARIES
 Present Fiscal Year Started Very Favorably
 July Net Earnings Showing Largest Increase For Any Month Since March, 1913.

(Special to The Journal of Commerce.)
 Boston, September 19.—The combined net earnings of the four gas subsidiaries of Massachusetts Co. for the year ended June 30 last, were \$1,400,975, which was practically sufficient to pay the full 4 1/2 per cent interest on \$25,000,000 preferred stock of the holding company.

The net earnings of the other four subsidiaries, New England Gas & Coke Co., the coal mining, gasifying and low tow companies, were \$1,073,210, and there was in addition about \$465,000 received from the holding company as interest on notes, etc., and a total, less item of general expenses, of about \$2,939,185 available for Massachusetts Gas Co. Dividend equivalent to 5.7 per cent. on that issue.

During the year \$214,027 was charged off by several subsidiaries for depreciation and reserve amounts, which, if regarded as diverted profits, made the total net earnings, available for common dividend, over \$1,225,000, equal to 4 1/2 per cent, which is substantially the same figure as shown for previous years.

Smallest in Three Years.
 The returns of the gas subsidiaries just filed with the State Gas Commission present figures of operations which will be submitted to the stockholders of the Massachusetts Gas Cos. at the annual meeting Oct. 15.

A consolidation of these earnings statements show that the four gas companies—Boston, East Boston, Quincy and Newton—in the fiscal year ended June 30 last showed gross earnings of \$6,026,537, a new record, and an increase of \$336,895, or nearly 6 per cent. over previous years.

Net earnings on the other hand were the smallest in three years, namely, \$1,611,471, a decrease of \$116,000, or 6.8 per cent., compared with the 1912-13 figure, the falling off in profits being due principally to higher cost of oil.

The Quincy Company made the best showing among the gas subsidiaries in the past year, being the only company to maintain its dividend rate, the Boston Co. reducing from 9 per cent. to 8 per cent., New York from 11 per cent. to 9 per cent., and East Boston cutting from 12 per cent. to 11 per cent.

Compared With Other Years.
 The consolidated earnings statement of the Boston Consolidated Gas Co., East Boston Gas Co., New England Gas Co., and Citizens Gas Co. of Quincy for year ended June 30 last compares with previous years as follows:

	1914.	1913.	1912.	1911.
Gross	\$6,026,537	\$5,689,642	\$5,171,879	\$4,796,000
Op. exp.	4,485,066	3,961,067	3,566,176	3,372,000
Net	1,541,471	1,728,575	1,605,703	1,523,000
Other				
Income	29,509	21,107	15,136	14,000
Total net	1,570,980	1,749,682	1,620,839	1,537,000
Interest	190,005	152,837	119,024	85,000
Balance	1,480,975	1,596,845	1,501,815	1,452,000
Dividends	1,342,768	1,510,964	1,497,479	1,505,000
Surplus	58,207	85,881	4,336 def 52,000	

The Massachusetts Gas Cos. started the present fiscal year very favorably with July net earnings showing the largest increase—10.47 per cent.—for a month since March, 1913, and August operation should also make a good showing, as the gas output made an unusually large gain last month.

NOT "CATSPAW"
 The American people have never placed the dollar above principle, and never will. They have a clear understanding of the issues underlying this conflict of their deep significance to the world. And if it is one spectacle above all others upon which they do not look with equanimity it is that of the government of the United States perfitting itself to be made "catspaw" for anybody's diplomacy, seeking, in the name of a fictitious peace, to prevent a peace that will be real and lasting.—New York Herald.

Bradstreet's say there is brighter things to come commercial and financial affairs this week.

SEALED TENDERS addressed to the undersigned and endorsed "Tender for Electric Passenger and Freight Elevator, Examining Warehouse, Montreal, Que." will be received at this office until 4.00 P.M. on Wednesday, October 7, 1914, for the installation of two (2) standard passenger and six (6) standard freight elevators, in the Examining Warehouse, Montreal, Que.

Plans, specifications and form or contract can be seen and forms of tender obtained on application to this Department and at the office of Mr. R. L. De Camps, Supt. Public Buildings, Montreal, Que.

Persons tendering are notified that tenders will not be considered unless made on the printed form supplied, and signed with their actual signature stating their occupations and places of residence. 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 accept 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 fails to complete the work contracted for. 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 16, 1914.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department—67163.