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### OPPORTUNITIES FOR NEW HOME INDUSTRIES

Many Firms Cite Their Needs and What They are Able to Supply

#### ARTICLES FORMERLY IMPORTED

Canadian Firms Can, and Will, Supply Many Articles of Importance from Potash, Stone, Iron and Steel, and Rubber Goods—These Now Branches in Canada Should be Supported.

I. E. Shuttleworth & Sons, London, Ont., state the need of a plant in Canada for the bleaching and drying of straw and hemp bails for use in the manufacture of hats and for the manufacture of silk and cotton hand bands.

A shortage of potash exists owing to the interruption of imports from Germany, according to the Sydney Cement Company. The company claims that many of our soils have a good supply of potash, available only to a limited extent because it is insoluble, and that the application of ground limestone will give conditions which will render potash soluble.

The A. B. Ormally Co., Limited, Toronto, state that there have been imported from German mills quantities of rolled steel sections for use in the building of steel bridges for exterior and interior, steel stairs, doors and stingers, hand rails for stairs and balconies, steel sections for balustrades, novel posts, steel beams, steel trims. The company says that they are in a position to substitute, for all of this material, cold rolled steel sections and moldings in any design and in any gauge up to No. 11, which is equal to one-eighth inch in thickness.

Before the end of the year the American Cyanide Company, of Niagara Falls, Ontario, expect to make large quantities from cyanide. These cyanides will have the same effectiveness per unit of nitrogen as potassium of 100 to 125 per cent. They are necessary for the reduction in Germany.

The Ontario Rubber Company, Limited, of Guelph, state that they are making rubber balloons in three different colors and surmounts and electricians' rubber gloves since the war. The company are also prepared to make any article of high-grade rubber or rubber goods formerly imported from Germany or Austria.

Marsh & Henthorn, Limited, Belleville, say that large quantities of boiler tubes are needed in Canada, and express their belief that there is a good opportunity for the establishment of a boiler tube factory, as tubes now used are practically all imported from the United States, Germany and Belgium.

The Toronto Carpet Factory, Toronto, says that they have altered their equipment to make cloth for home-blanket lining suitable for army use, as well as linings for blankets.

The Interior Construction Company, Limited, Winnipeg, says that they use several carloads of calcined magnesite and chloride of magnesite during the year and that from ten to twenty carloads are used in the city of Winnipeg. The company believe that there is a good opportunity for a firm to manufacture this product in Canada, as magnesite is found in its natural form in Quebec. The company state that they have to place an order for a 40,000 lb. car immediately, and up to the present have been unable to secure this material in Canada.

The Bay of Fundy Red Granite Works has written to Industrial Canada stating that United States firms are trying to substitute their granite for monuments formerly imported from Aberdeen. The company state that New Brunswick has an unlimited supply of red, black, and grey granite.—Industrial Canada.

### THE PRODUCE MARKETS

There has been no noticeable improvement in the butter market, the demand being quiet and trade featureless. At the auction sale held at the Board of Trade the only change in prices as compared with a week ago was a decline of 1/4c per lb. for finest, which sold at 27 1/4c.

Fine creamery ..... 27 1/4c to 28c  
Fine creamery ..... 28 1/4c to 29c  
Seconds ..... 26c to 26 1/2c  
Manitoba dairy ..... 24c to 25c  
Western dairy ..... 25c to 25 1/2c

There continued only a small volume of business in cheese and prices did not suit the smaller holders. There was a small enquiry on spot, however. Exports for the week were 34,649 boxes, which show a decrease of 13,973 boxes as compared with last week, and a decrease of 19,658 boxes for the same week a year ago, while the total shipments for the season to date show a decrease of 117,748 boxes as compared with the corresponding period last year.

Finest western, white ..... 15 1/4c to 15 1/2c  
Finest western, colored ..... 15 1/4c to 15 1/2c  
Finest eastern, white ..... 15 1/4c to 15 1/2c  
Finest eastern, colored ..... 15 1/4c to 15 1/2c

Strength continued to be apparent in the cheese market and dealers are looking for still higher values. The demand for export for cold storage stock is heavy. There is also a good enquiry from local account for both fresh and cold storage stock.

Strictly fresh stock ..... 38c to 40c  
Selected cold storage ..... 31c to 32c  
No. 1 cold storage ..... 29c to 30c  
No. 2 cold storage ..... 25c to 26c

Trade in beans is fair, and the tone of the market is firm owing to the fact that supplies on spot are not excessive.

Hand-picked beans, per bushel ..... \$2.85 to \$2.95  
Choice one-pound pickers ..... 270 to 275  
Three-pound pickers ..... 250 to 250

There is a fair demand for potatoes and prices are unchanged, with sales of car lots of Green Mountains at 60c per bag ex track, and in a jobbing way at 75c to 80c per bag ex store.

### NAVAL STORE MARKET

New York, November 10.—The naval stores situation shows a little better tone, as the advices from Savannah report more industry for the domestic trade and export. This makes far less pressure from the independents, which have been the cause of the failure to date of the combination. On the spot there was a fair reasonable movement from the jobbers and distributors covering actual needs. Prices were rather steadier, some circles asking 46 cents for turpentine.

It was said that 1/2 cent less could be named on actual business, and probably that 45 cents might be done. Tur is still nominally repeated at \$6.50 for kiln burned and retort, the demand being light and large sales the exception. Pitch is \$4.00.

Rosins are a matter of private dicker, and quoted prices are merely nominal. Savannah is more stable in its ideas.

Common to good strained is held here at \$3.70. The following were prices of rosins in the yard: B. C. \$3.80; E. F. G. H. \$3.90; I. \$3.95; K. \$4.35; M. \$4.95; N. \$6; W. G. \$6.30; W. W. \$6.30.

Savannah, November 10.—Turpentine nominal, 45 1/2 cents. No sales. Receipts 305; shipments 270; stocks 30,072.

Rosin nominal. No sales. Receipts 1,424; shipments 455; stocks 113,227. Quotations unchanged.

Liverpool, November 10.—Turpentine spirit, 53s 3d.

Liverpool, November 10.—Spot prices opened with American fair. Middlings 5.72d, good middling, 4.87; low middling 4.65; good ordinary 3.36d; ordinary 2.86c.

Liverpool, 2 pm.—Cotton market quiet with transactions in May-June 4.36d. Sales to 2 p.m., 10,000 bales, including 8,300 American.

### AN ATTEMPT TO EXPAND DRUG MANUFACTURE IN UNITED STATES

Chemical Industry of States is Sufficiently Exploited and is Making Full Use of All Opportunities Presented to it Under Normal Conditions Prior to Hostilities.

(Exclusive Leased Wire to The Journal of Commerce.) New York, November 10.—The special committee appointed by the American Chemical Society early in October for the purpose of examining into the feasibility of expanding the manufacture of chemicals and dyestuffs in the United States has prepared an exhaustive report which appears in full in the "Oil, Paint and Drug Reporter".

The report states that the chemical industry of this country is efficiently exploited and is making full use of all the opportunities presented to it under normal conditions existing prior to the commencement of hostilities. With the stoppage of the foreign supply of certain chemicals, it is said the domestic production was not immediately capable of making up the deficiency but in a number of instances American manufacturers have taken steps toward increasing their capacity.

The report further says: "If, however, it is desired and if public necessity requires the introduction of the manufacture of explosives and further chemicals and dyestuffs into our home industry, such as coal-tar product explosives, pharmaceuticals, medicinal and other intermediates and finished coal-tar dyes, then alterations of our tariff law are inevitable, and the consumers in the first place and the public in general must share in the burden thus imposed."

It is pointed out that in the event of a national emergency in case of attack by a foreign power require us to manufacture our own explosives and to in that regard independent of all foreign nations at all times, or if our textile industries or any other of our industries requiring coal-tar chemicals such as dyestuffs, shall forever be protected and made independent of foreign nations, then the nation must bear the burden. Under existing circumstances private capital and enterprise have borne their limit."

The reasons given follow: "The explosive, dye and similar industries abroad, are in a state of high development and refined organization, and are financially best suited to carry on an offensive campaign against any nation attempting to take the business away from them."

"Domestic manufacturers are prohibited by law from making use of co-operative commercial devices, such as pools, trusts, manufacturing and selling agreements, and the like, whereas, such devices are wholly lawful abroad, and are encouraged by the respective governments. In other words, the American chemical industry is expected to cope with the foreign industry while both its arms are tied behind its back and its opponents have full and free use of their arms."

### MILLING COMPANY BUSY

Mr. Hedley Shaw, managing director of the Maple Leaf Milling Company, announces that within the last few weeks his company shipped 100,000 bags of flour to Bordeaux, France, 100,000 to Britain, and 40,000 to Holland. They also have received many inquiries from Norway and Sweden and other countries.

The company's mills are working 24 hours a day to meet the demand.

### CORDILL ESTIMATES

New York, November 10.—Cordill wires from New Orleans. Estimated crop 16,250,000 bales. Alabama 1,550,000; Arkansas 1,100,000; Florida 90,000; Georgia 2,750,000; Louisiana 5,400,000; Mississippi 1,425,000; North Carolina 975,000; South Carolina 1,550,000; Oklahoma 1,200,000; Texas 4,500,000 and Tennessee, etc., 600,000.

### CONSPIRACY BY MANUFACTURERS

Washington, November 10.—W. J. Bryan, Secretary of State charges that the business depression, if it exists, is the result of a conspiracy by manufacturers to disrepute the new tariff law.

### COPPER SALES NOT LARGE

New York, November 10.—Some sales of copper thirty days are reported below 11 1/2 cents pounds, but transactions are not large in the aggregate. Sales of several hundred thousand pounds at 11 1/2 cents for western shipment are reported, but certain dealers quote as low as 11.25. One or more large agencies are holding to the 11 1/2 cents per pound level.

### AMERICAN CROP REPORT

Wheat Crop Totalled 891,950,000 Bushels as Compared With 763,380,000. Other Crops Were Large in Proportion. Average Yield Per Acre High.

Washington, November 10.—More definite information as to the size of the United States' most valuable farm crop, corn, was given to-day when the crop reporting board of the Department of Agriculture issued its preliminary estimates for the November crop report. The total production of the November crop report. The total production of the November crop report. The total production of the November crop report.

Other details of the report follow:—Corn—Acre yield, 25.8 bushels, against 23.1 last year and 26.7 the ten year average. Farm price November 1, 69.7c a bushel, compared with 74.7c last year. Corn of 1913 crop remaining on farms November 1, is estimated at 80,659,000 bushels, compared with 137,572,000 bushels of the 1912 crop remaining on farms November 1, last year.

Wheat—Acre yield 16.7 bushels, compared with 15.2 last year, and 14.4 the ten year average. Farm price, November 1, 82.2c per bushel, compared with 77.0c last year. Weight per measured bushel 58.9 pounds, against 58.7 last year, and 57.9 the ten year average.

Oats—Farm price 42.5c, against 37.9 last year. Weight per measured bushel 31.5 pounds, against 32.1 last year, and 31.7 the ten year average.

### THE DRUG TRADE

(Exclusive Leased Wire to Journal of Commerce.) New York, November 10.—Thought at first devoid of influence on prices, Turkey's participation in the European war has been reflected in several sharp upward movements in various departments of the drug market within the week, and the list of advances has been further augmented by a flurry in carbolic acid, due to suddenly increasing buying in the East and West, in connection with a compulsory report to drastic measures in stamping out the spread of the so-called "foot and mouth disease" among cattle.

The number of uplifts in quotations which have been recorded during the interval has more closely approximated the decline than in any similar period since the beginning of the conflict abroad and, with the naming of higher prices for numerous articles, a much better demand has been created. Purchasing operations, however, are still far from reaching large proportions as many botanical and other crude drugs continue to manifest a downward tendency as spot stocks are replenished with shipments from countries of production and competition among domestic dealers becomes keener in the absence of the customary buying by European consumers.

Additional shipments of potash from Germany through neutral ports have not been reflected in further reductions of prices asked for most of the medicinal derivatives, but a noteworthy downward revision of quotations for these goods is expected momentarily.

Further relief from the threatened shortage of many coal tar products is expected within the ensuing week through the receipt of the local port of a heavy cargo of these commodities from Rotterdam, estimated at about 2,130 tons which is due to reach here Monday or Tuesday of the steamship Matanzas of the New York and Porto Rico Steamship Company, which was recently chartered to make a trip from New York to that Holland port and return by a special committee of American importers and users of these goods who arranged for this shipment through the secretaries of State and Commerce.

The Matanzas reached Rotterdam, October 19, and after loading with German made goods sent from the chemical plants down the Rhine, sailed from that port on October 20th. Considerable interest has been manifested within the week in a proposal made by Philadelphia drug importers to obtain for themselves and all other American drug importers the right to appeal from the decisions of the Federal Food and Drugs Examiners at the various ports when these Government officials refuse admittance of their importations into this country. At present the importers must abide by the action of these officials, whether they reject the importers' goods or admit them.

Local drug importers are of the opinion that it would be best to ask the Government authorities to standardize examinations of these goods at the various ports and to grant to importers the privilege of appealing from the examiners' decisions directly to the Secretary of Agriculture.

The principal changes which have been made in the prices within the week follow:—Advanced—Opium gum 25 cents; powdered \$16; gum arabic 10 cents; strax liquid 5 cents; catholic acid, U. S. P. 15 cents; naphthalene balls and flakes 1/2 cent; quick-silver, jobbing lots, 5 cents; henna leaves 1 1/2 cents; sage leaves, stemless 1/2 cent; Stramonium leaves 1/2 cent; poppy seed, Dutch 1/2 cent; Turkish 1/2 cent; caraway seed 1/2 cent; celery seed 1/2 cent; coriander seed, bleached 1/2 cent; nitrate of silver 1/2 cent; Chilean, Japan and Molasses 2 cents; pepper, black, alpehy 1/2 cent.

Declined—Menthol 15 cents; fossil oil, refined 15 cents; Amyl acetate 15 cents; Myrra, large flakes, 12 1/2 cents; nut vomica, powdered, 1 cent; sassafras bark, ordinary and select, 1 cent; cedar leaf oil 5 cents; mustard oil, artificial (from stachydate) 15 cents; winter green oil, artificial (methyl salicylate) 15 cents; gum sandalac 3 cents; Camphor, India tops 5 cents; camphor, French 1/2 cent; savory leaves 1/2 cent; thyme leaves 1 cent; geraniol 1 cent; alkaloid root 10 cents; dandelion root 1 cent; gentian root 2 cents; ginseng root 15 cents; squills, white, 2 cents; mace No. 2 balaia 2 cents; Japan wax 1/2 cent; berberis aquifolium root 1 cent.

London cable advices say: Quinine is available at slightly easier figures, best German sulphate in second hands now being offered at 18.2d, as compared with 3s. at the close of the previous week.

Citric acid is also easier, being quoted at 2s. 6d. for good foreign brands, as compared with 3s. at the close of the previous week.

Peppermint oil is also off, with Wayne county oil, offered at 7s., or 1s. lower than a week ago. The H. L.

### DON'T GET COLD FEET THAT KILLS TRADE

Apply a Remedy to Yourself—You are to Blame—Not Business in Canada

### BUSINESS AS USUAL

Find Out Just What is Wrong With Your Business.—That is the One That Matters. Be Enthusiastic.—Enthusiasm Starts at the Top and Works Down.

"Business as usual? Why not?" was a remark overheard the other day, passed between two business men. One was arguing on a rather pessimistic, while the other, who said the above, was arguing on a basis of sound common sense. There is nothing the matter with business. The war may have been effective in changing it from some channels into others, but the business is all there, as strong as ever. The business is going somewhere and to make matters worse, it's your own fault. Business is a game—play it with all your might and main. Do not be afraid to spend money, for that is exactly where the trouble lays. Salaries would not be endangered, if you spent your money.

You should pull yourself together and look the situation squarely in the face. Some industries have been hard hit, there is no denying that, but others have received a tremendous impetus. What the steel industry has lost, the textile industry has gained, and so on right down the list. The chemical trade has been supported up. All right, how about the grain trade? Nothing to find fault with there, is there?

The best way to do is to find out what is wrong with your business—that is the one that matters. If everyone would mind his own business, there would be less trouble. If your service or your advertising or your merchandise is at fault, remedy it at any cost. But it is most likely that you are at fault—therefore see that you apply an immediate remedy. Do not get cold feet. That is one complaint which is disastrous. Don't give up and get the blues but jump right in and do something different—something which you have never tried before. Probably that is just the thing that will put things in their proper place.

If you think that you are having trouble with your store, eliminate the trouble. It will not hurt you or your assistants to go back a few nights and get in some real work fixing things up. Change the appearance of the store. Don't you suppose people ever get tired of seeing the same thing day after day? Certainly they do, they are human. Change it all around and make it look different. If a certain counter has been on the right side of the entrance for twenty years, change it to the left. The customers will look for it and at the same time probably find something else they want.

Also, get your salespeople enthusiastic. If you are, they will be, but as long as you wear that long face, they will think things are not going well and will do likewise. Probably it is more cheerful in the morning than in your store. See that this does not continue to be the case. Be enthusiastic—enthusiasm starts at the top and works down. It's up to you to see that it doesn't get side-tracked and lost on the side line. Besides, don't get cold feet.

### RAW SUGAR 4.01.

New York, November 10.—Refiners continue to quote standard granulated on basis of 5 cents. Raw sugars are unchanged at 4.01.

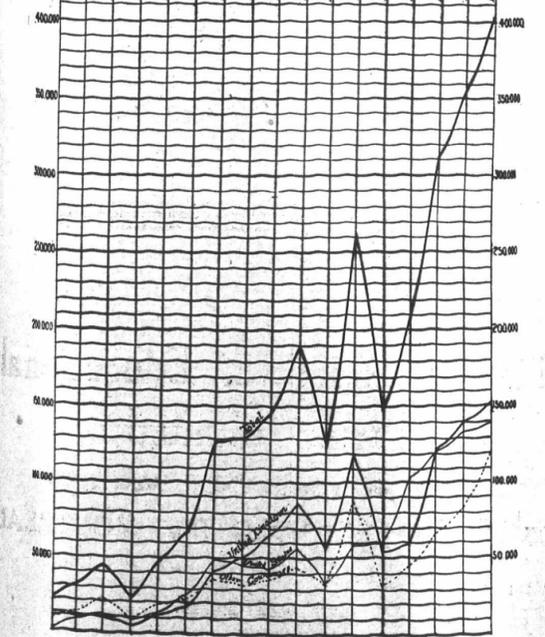
### LIVERPOOL COTTON

Liverpool, November 10.—Cotton opened with a big demand for spots. Prices were unchanged with middling at 46d. Sales 10,000 bales. Market opened dull with May-June at 4.6d. Receipts were 21,619, of which 22,023 bales were Americans.

C. F. description, however, is still being held at 12s. 6d.

Menthol is much lower, offers of Kobayashi on Kobayashi on spot being made at 8s. 9d., as compared with 10s. 3d. at the close of the previous week. The following remain unchanged:—Shellac 57s. for fair free quality, T. N. on spot. Lemon oil 5s. for good brands; Ipswich root 6s. 8d. for carters and 8s. 2d. for rio.

DIAGRAM ILLUSTRATING CANADIAN IMMIGRATION, 1897-1913.



This line—total immigrants.  
This line—immigrants from United Kingdom.  
Dotted line—immigrants from other countries.  
(The vertical height of each rectangle represents 10,000 immigrants.)

The war has practically put an end to immigration to Canada. The high water mark of immigration to Canada was reached in 1913 when slightly over 400,000 newcomers came to this country. With the advent of 1914 immigration began to drop off, and the prevailing world-wide depression. The decline was particularly marked in connection with the arrival of immigrants from Great Britain and the Continent. When the war commenced, the little stream of new-comers entirely dried up and to-day there are practically no immigrants arriving at our ocean ports. Immigrants from the United States have also been somewhat curtailed, so that the year 1914 will show a very marked decrease from the figures of the previous year. The accompanying chart shows the immigration which was received in Canada from 1897 to 1913. In the first mentioned year, the number of immigrants was but little over 20,000, while last year the number exceeded 400,000.

It is confidently expected that following the war there will be a very marked increase in the immigration. Continental Europe will be without homes and will Continental Europe will be without homes and will have lost everything they possessed in the world and are forced to commence all over again. To most of these and to thousands of others who have not suffered so severely, there will be a great desire to get away from war-stricken Europe. History shows that after every great upheaval in Europe, there was a heavy immigration. This was true after 1848 when millions left Germany and settled in the United States. And it is also true of 1870-71 when there was another heavy exodus from Continental Europe. While immigration may be at a low ebb this year, the indications are that next year Canada will receive a record number of new citizens.



## The Textile Manufacturer's Paper

# Canadian Textile Journal

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