6th, and was selling at 78 ex-dividend on Friday, March 20th. This is a decline from its high point of only 24 points as compared with 170 points in Brazil Railway. The wonder is that Brazilian has held so well.

Last week, Mr. Alexander MacKenzie, who for ten years was the Canadian representative of Rio and Sao Paulo in Brazil, cabled that he did not think that there need be any apprehension regarding the political situation in Brazil. He says there has been some business depression caused by the refusal of the banks to allow customary credit facilities and that the business men of Brazil are appealing to the London bankers for financial help. He expects that this will be forthcoming and that commercial conditions in that country will soon right themselves. If Mr. MacKenzie could assure Canadian shareholders that financial conditions in Paris will be improved also, they would feel much more secure. It is the Paris selling which is affecting the market in London, Montreal and Toronto.

To show that the gross earnings of Brazilian are not declining, it may be pointed out that during each of the five weeks ending March 14th, these have shown an increase. The total increase for the period is $105,162, or an average of $21,000 a week.

Lessons From U.S. Steel

PEOPLE who have investments in any steel or iron company, Canadian or United States, will find much to interest them in the annual report of United States Steel. The gross earnings of the company were the largest in its history; they amounted to $797,000,000, and make the earnings of the C. P. R. look like those of an infant industry. Another point—the largest previous gross earnings were in 1907, another bad industrial year; thus showing how this big corporation can beat the times. The net earnings, however, were smaller than in 1907, but larger than in 1912—twenty-seven and a half million dollars larger.

Next, examine the wage bill. The number of employees increased from 221,000 to 229,000, and the wage bill from $189,000,000 to $207,000,000. Of this increase eleven millions was due to increased rate of wages. In six years the wages have increased forty-six million dollars, which is certainly remarkable. On this basis, each employee is getting about $230 a year more than he did six years ago. That the company has been able to meet this huge increase and yet maintain the volume of business and its net profits, is truly staggering.

The company set aside thirty-one million for depreciation and sinking funds; paid twenty-two millions on funded debt; distributed fifty millions in dividends; and had a tidy fifteen and a half millions to carry forward as against three and a half millions in the previous year. The total surplus is now one hundred and fifty millions, or enough to pay the next three years' dividends.

Bargains in Preferred

FOR another thirty days there will be bargains in preferred stocks. After that prices will likely begin to go up. At present Tooke Bros.' preferred, Steel Co. of Canada preferred, and Sawyer-Massey preferred can be bought to pay over eight per cent. Dominion Canners, Penmans, Maple Leaf Milling, Dominion Iron, Canadian Locomotive, Toronto City Dairy, and Canada Cement, all preferred, can be bought to pay seven or over. The "Canadian Courier" believes every one of these concerns is in good condition and that purchasers will make money. There is no risk whatever, except perhaps in the case of the steel companies.

The Statist on Brazil

IN its issue of March 7th the London "Statist" has a special article on Brazil, which opens with the remark "everyone with a knowledge of the facts must sympathize with Brazil in her misfortunes. . . . but rarely does it happen that a country suffers so suddenly and seriously from misfortune as Brazil is now suffering." The "Statist" then explains that the general scarcity of capital throughout the world affected Brazil's power to raise new capital. On top of this the exports of rubber dropped thirty million dollars in 1913 as compared with 1912, and a fall in the price of coffee made an equal decline in the value of the coffee exports. The article concludes:

"But the problem with which Brazil is now confronted is how to pay for the works under construction and the goods ordered for import as well as its interest obligations. It is obvious that a country which has come into sudden misfortune as Brazil has done merits the utmost consideration from other States, and especially from countries which are largely responsible for the misfortunes. In consequence of the difficulties which have arisen the President-Elect of Brazil will shortly visit Europe in order to find a solution of the problems with which he is confronted. We are sure he will be accorded a very sympathetic reception, and we hope that everything will be done to facilitate his mission."

Lever Brothers, Limited

SIR WILLIAM LEVER is one of the greatest industrial organizers of the day. In 1894 he formed "Lever Brothers, Limited," with a capital of £1,500,000 to acquire the Lever business at Port Sunlight. The present authorized capital is £30,000,000, of which £11,713,424 has been issued. Besides the works at Port Sunlight, which cover 239 acres, and the village area of 223 acres, with 833 houses, shops, recreation halls, library, museum, etc., the company owns properties in London, Dublin, Manchester, and Newcastle-on-Tyne. In addition to this a large business has been built up abroad through the formation of associated companies. Factories have been built and equipped for the manufacture of soap and glycerine in France, Belgium, Germany, Holland, Switzerland, United States, Japan, Australia, New Zealand, Canada and South Africa. Altogether the company holds interests in over sixty associated companies throughout the world. The holdings in these associated companies is valued at over $40,000,000. The method of retaining control of these companies, as adopted by Sir William Lever, is much the same as in Canada. Preferred stocks are issued to the public and these pay a fixed rate of 5 or 6 per cent. Then there are certain amounts of "Preferred Ordinary" stock, which are entitled to dividends of 15 and 20 per cent. Finally there are "Ordinary" shares, which are held by Sir William himself. Last year 15 per cent. was paid on the "Ordinary" shares, which shows that the business is well managed and highly profitable.

Last Week's Market

WEAKNESS in London, Paris and New York affected the Canadian markets all last week, C. P. R. alone standing up against all adverse influences. Brazilian led in the drop, on Paris selling, the low being 77½. Can. General Electric closed at 110, on account of the excellent annual report. Dominion Steel finished at 31½, Laurentide at 184¾, Richelieu at 103, Montreal Power at 224½, Queen City at 106, Rogers at 120 (a ten point drop), Barcelona at 27¼, Canada Bread at 28¼, and Mackay at 83⅞. Nearly all mining shares fell off.