

BUSINESS MEN AT THE FRONT \*\*\*\*\*\*\*

## VOL. XXIX. No. 107

ould be Used In This

munity at large," with-

GERMANY'S WAR LOAN

North Sea," says The Telegraph, "many vessels are

reported to be on the point of ceasing activity, and

this class of article has declined.

el The

# TO PRODUCE POTASH USE GANADIAN GANT IN AMERICA SOON FOR GLASS PRODUCTS

Plant Under Construction In California Premier Glass Co. Has Opportunity to Will Open Within Next **Grasp Profitable Trade Now** Done Abroad

**Three Months** 

### CONDITIONS ARE FAVOURABLE MANY COMPANIES INTERESTED

Output Will Not Meet Country's Demands-Supply Entirely Shut Off-Experiment Will be Eagerly Watched-Plant at Lake Searles.

American potash will be produced in California within the next three months. This announcement, City, publishes an article on the Premier Glass Col made yesterday by Franklin K. Lane, Secretary of pany, Ltd., of Montreal, which was to have started the Interior, was received with interest by New York agents of the great chemical fertilizer companies. held up through the outbreak of hostilities in Eur These men said, however, that an analysis of the statement indicated that while salts containing pot-ash might be produced in this country within a comparatively short space of time the quantity at best would not begin to meet the American demand. The initial output of the plant at Searles Lake, to this condition, among others that large capital California, will be five tons a day, but when larger was required, but principally that the market has producing appliances now in course of construction been largely held by the German, Belgian. French are completed it is expected that it will be 120 tons a and English glass manufacturers, where labor skilled day, or basing the estimate on six days a week, 37,-560 tons a year. The most recent available figures showing the amount of potash demanded in this tically all of the glass manufactured in Canada was country are contained in export tables for 1911, is- controlled up to the present by one amalgain

country in the year 1911. Cannot Meet Demand.

As the imports in subsequent years have unques- in this con tionably been greater than the figures given, it will ment that in one year the import duties increased Exhibits Made at Country Fairs Are be gathered that the plant at Searles Lake will hard- over a million dollars, the rate being 32½ per cent. cope with any situation that may have arisen as result of the cessation of German imports.

As to whether the potash situation is acute, is a matter that is debated by fertilizer men. While, they say, potash, in combination with phosphoric acid and armonia makes the ideal fertilizer, potash is the ele-ment which best could be spared from the combina-tion. Fhosphoric acid and armonia are effective as a combination. However no a guestions that with As to whether the potash situation is acute, is a a combination. However, no one questions that potash rounds out the best-known formula for enriching soil.

Thus American companies which annually consume large quantities of the chemical have viewed with parent that the field is ripe and it only remains for over join in giving the public ocular demonst large glantities of the chemical nave viewed with interest the work at Searles Lake—which, by the way, is not a Government plant—as well as investi-cier in order to reap a rich harvest from the manu-the manugations of the potash-producing qualities of Pacific facture of Canadian raw materials into finished glass gations of the potash-producing qualities of Pacific Coast kelp. A supply of kelp from the west coast of a fertilizer ocmpany, and there is no doubt it is or a fertilizer company, and there is no doubt it is rich with potash. Atlantic coast kelp found in this vicinity is valueless in this respect, but kelp containing a large percentake of potash has been summation has evidently been reached in the or- value of the farm-to-table plan of direct exchange 1912 ...... 50,387,720 found off Central America.

Aided by Government.

The Lake Searles work is being conducted by a The Lake Searles work is being conducted by a private corporation, the Trona Company, which has been encouraged, if not aided, by the Government. The lake, which is a lake in name only, there being not time this plant will be in running order. The company will then companent will the normenent will the normenent the supervision of a short time this plant will be in running order. The company is the bottom, lies between the supervision of the parcel post, which was contained in the Postmaster of August 10. The letter was adno water above the level of the bottom, lies between the Siate and Argus ranges of mountains, just south of all kinds of commercial glass, white and colored, dreds of letters in reply, showing of the boundary line between Inyo and San Bernar-as technically known to the trade flint, green or adoption of the plan, have now be dino counties, in California. It is really the floor of amber. A wide variety of forms will be turned out Postmaster General cient lake, upon which and beneath which C. to meet trade demands-bottles of all forms from E. Dolbcar, a chemical engineer, of Berkeley, Cal., the narrow-mouthed druggists' prescription bottle to overca deposits of potash salts some ten years the heavier amber or dark brewers' bottle, lamp chimneys, bar goods, druggists' and surgeons' sund-

The area of the bottom of the lake-the shore line ries and lighting goods. is still visible for many miles along the sides of the mountains, 600 feet above the bottom—is about 40.-000 acres. Boring through the hard salt floor re- and its plant of fifty tons daily capacity is located publication sets forth the regulation dium chloride and the like. But the presence of po- the main lines of the Canadian Pacific Railway and 800,000 additional copies.

## **OLD DOMINION COPPER**

Last Dividend at Rate of \$4 per Share Per Annum But This Payment Cannot Be Maintained

Boston September 10 .- Old Dominion, in comm with many other prominent producers of copper, will selection took advantage of the offer of the municipal-very shortly have the dividend question to consider. Ity in which it is located to give it freedom from taxation for a period of ten years, thus reducing over- part thus: "The first week in October in this city take action on the quarterly dividend payable during head expenses very materially. Furthermore, in the will be held a great carnival, an absolutely free agthe first week of October. This meeting will be de-haved, however, until the figures for August have n mads up, in order that it may be known what showing a civic confidence in the company and its Ohio Valley below Pittsburg, and our display is gocan earn with the present restricted aims. The actual work of operating the plant is in ing to be made one of the features. It so happens

Concern Has Been Fully Financed and Will be in a Position to Meet All Demands Upon it Throughout the Deminion. The mercantile and Financial Times, of New York

plans have beer

sued in Germany. These show that 227,453 tons— each ton of 2,204 pounds—were imported into this in profits, the demand for this class of products was supplied to the extent of 50 per cent. by imported goods. An idea of the immense volume of trade done

nection may be gathered from the state-

Bogey Forever Stilled. Another feature connected with the industry a

of glass.

In consideration of these conditions it will be anganization of the Premier Glass Company, Ltd.

### Plant Nears Completion.

The company now has a plant 85 per cent. com-

nts, such as sodium chloride, so- in Ville St. Pierre, just west of Montreal, between the parcel service. It has been

Its Effective Consummation.

ing an enormous saving in operating expenses over ments in suitable containers. manufactories less favorably located. Freedom From Taxation.

esting information. One writes:

was made in and around Montreal, and in making its



of Victoria, B.C. Major Ross is in charge of the Vi



# Designed to Teach the Farmer

# PLAN ADOPTED WIDELY

Have Been Given Concerning the Best Type of Containers, in Which to Pack Farm Pro-

Washington, September 10 .- Postmaster General Burleson's suggestion that postmasters the country Scores of county and State fairs, with parcel post th or in October. As the exhibits emphasize the 1898 . ..... between farm and city, an immediate expansion of

this service is foreseen. The exhibits are being installed under postal aus- 1898 ... ...

dressed to the postmasters at all county seats. Hun-

### Governing Parcel Ser

A general demand for detailed working of the parcel post is show in their replies the postmasters are

that the brine in the lake bottom containes sufficient: that the brine in the lake bottom containes sufficient: pany. The plant itself is within a few minutes of the use of pany. The plant itself is within a few minutes of the use of mails. Experience has shown that much still re-that sait for sixteen years. and likewise receive its raw materials, thereby effect- farmers the necessity of properly packing food ship-

In their replies the postmasters gave much inter-

The site for the plant was selected only after a and Fall Festival, beginning September 14, is ex-careful and extended examination of available sites "The attendance at the Coney Island Mardi Gras

Hold Great Carnival The postmaster of Portsmouth, Ohio, writes Food Supply In United Kingdom Ample Roosevelt delivered a public address in the Opera Roosevelt delivered a public address in the Opera House here last night, in which he urged that "this Government, instead of paying \$25,000,000 blackmall to alien wrong-doers and their heirs" as proposed in the dispute with Colombia over the Panama Canal property, should "use that \$25,000,000 and the plant of the Panama Canal, and as many scores of mil-For Some Months' to Come According to Figures

## THE OVERSEAS DOMINIONS

Mother Country Relying Less and Less Upon Foreigr Markets and More and More on Her Colonies.

of the Panama Canal, and as many scores of mil-lions extra as are necessary, to take control of the Mississippi and to develop all its possibilities of use-fulness from the headwaters to the dolta." Colonel Roosevelt made a particular point of the flood problem, which he said must be met not only England's food supply appears to be adequate for some months to come, and, now that the first ex-citement over the war crisis has settled down, the by levees, but great storage reservoirs upstream, which would not only stop the floods, but serve well rumors of a danger of famine in the country are shown to be unfounded. Prices began to go up at shown to be unfounded. Prices began to go up at the integration purposes. He reminder his hearers that he had been an advocate of Federal control of the price of bread, but assurances regarding the resources of the United Kingdom have now begun to have a beneficial effect. The country, as a whole, is taking a rational view of the situation. Only in a grue cases have now begun to be a far-reaching con-that has been the need of such a far-reaching con-

of the Panama Canal, and as many sc

few cases has fear prevailed to the point of attempt-ing to buy up unnecessary household supplies. Many of the grocers, to their credit, have refused to take advantage of excessive demands, and be set to take advantage of excessive demands, and by asking cash phasized the need of a Governm and calming their customers have sought to lessen was right for them to do, and what was wrong, In panic and frustrate selfish buyers. press has been urging the folly of a food New York, he said, the small provision dealers had And press has been urging the folly of a food panic and the Government plans to insure shipping been anxious to come together for consultation as to how to handle flour during these war times, in order carrying food and raw material for the United Kingthat poor people might obtain it at as little added expense possible. Such decisions as that in the om against war risks, and to care for the distribution of food landed, have done much to reassure peo-Harvester case had made it practically impossible ple. They are realizing that danger lies not so much in actual shortage as in a fear of shortage, which for these dealers to come together "for even talking

over an understanding that would be vitally neces might produce panic. A general sentiment against sary in the interest of the com selfish buying is being fostered. Regarding the wheat resources, a writer in The out being liable to prosecution.

Daily Telegraph says: eat and flour are far and away the most im-

London, September 10 .--- A dispatch to the Reuters portant into this country. Whereas the average con-Telegraph Company from Amsterdam, quotes Berlin sumption of wheat foodstuff per head of the populapapers as saying that they learn from a reliable tion is, roughly, 342 pounds, the average annual consource that the directors of the Imperial Bank will sumption of meat of all kinds is only about 120 oon publish the terms of the first German war loan. pounds per capita

"Happily, as the following figures show, Great Bri- It is said that the loan will be \$250,000,000, consisting of 5 per cent, treasury bonds and government notes. tain is relying less and less upon foreign markets for her supply of cereals, while more and more grain is Both will be issued at 97.50. The loan will not be being imported from our overseas dominions. Our redeemable until 1924. The amount of the first being imported from our overseas dominions. Our reusemance and activity and the sec-wheat imports now, as compared with 14 years ago, wheat imports now, as compared with 14 years ago,

tions of \$50,000,000 each, redeemable at intervals of Wheat Imports-Grain. ix months, beginning October 1, 1918. From British Empire:

## From foreign countries: 50.387.720 authorities at Billingsgate yesterday predicted a fish

Wheatmeal and Flour. 1.978.320

4,710,727 19,038,789

to meet demands for a considerable time. 5,478,749 "Of these foreign countries, we receive from Rus Vegetables Plenty: Fruit Scarce. arley to "Although the prices of vegetables showed a cona-Huns

iderable increase," says The Standard, "there is no we re fear of a panic in that direction. At this time of the year London is not so dependent upon the resources of including greates French soil as at other seasons. Our own verecolonies table crop is a good one, and it will last for months xport to The staple article-the potato-has the best crop for years, and is generally free from disease. Therefore, while the householder may have to pay a higher 1.551.000 ontribu price for that commodity in the future, any idea of m Am famine prices having to be paid may at once be disat £8.missed. Beans, peas and cabbages may show heavier advances, but these are not so indispensable as the potato, and the householder will be able to economize upplies in that direction.

"The fruit market presents a different aspect. The London market ordinarily receives two-thirds of its upply from France. With the almost abnormal home Year-round Supplies. may be said to come in continuous crop of the present season, our neighbors' contribution was estimated at three-fifths. Advices received are to the effect that the last vessel of the line supply-ing the market from Cherbourg has left, while from January-Wheat from Pacific coast of America February and March-Argentine wheat. Havre and Honfleur there will be no steamers. No May, June and July-Indian wheat notification has been received from St. Malo, and it is boned that that service may be maintained a few days July and August-American (winer) wheat, Cana onger. Even if the prices of French fruit become

September and October-American (spring) wheat, so exorbitant as to prohibit them from the modest schold there will be little hardship." "Only necessaries matter, and in that category must

November-Canadian wheat Optimism about the wheat supply is further re- be included eggs, sugar, butter and bacon. lected by a writer in The Chronicle as follows: "The board of agriculture and fisheries stated oftwo-thirds of our egg supply will be cut off by the closing of the markets of Southeastern Europe. ficially that this year's wheat crop of the United are used to obtain immense supplies of best sugar output, and with copper around 12% cents per pound. the hands of a most expert and experienced glass man, that the Post Office is in the business heart of the Kingdom is grown on an acreage 4 per cent. greater from France, Germany and Russia; these will Old Deminion's last dividend—paid in July—was at the rate of \$4 per share per annum. It is a fore-successful glass manufacturing enterprises in both

VOL. XXIX. No. 107 THE SOUTH BORROWING FREE

Boston and New York Banks Hesitating to Lend on Cotton Cro Prices Are Low

# MANY MATURE LOANS RENEW

oblem Facing Country Does Not Look As 1 less as One Month Ago \$200,000,000 Would Care of Entire 15,000,000 Bale Crop Easily.

September 10.-Barring distress Boston, September 10, management of the small lots, strict middling cotton, which is small state state and the state of the strict state of the stat 15.000.000 bale prospects, accou six cents a pound, or some \$30 a bale since first of August. The drop from the high point first of August. The grop from the high pol sarly June has been about \$34 a bale. For the past six days, cotton prices have adva

rage from 1/4 to 3/6 cents a pound an exception of Georgia, that is offering freely, strictly middling is now quoted at (r; middling at 8½ cents, and strict low middling) ents. All of these quotations represent at 7% ices landed in New England.

Lending Freely to South.

for this improvement is found in The that Texas banks are understood to be loa on cotton warehouse receipts, such a s \$30 a bal cent cotton to be a remote poss icating fiv southern growers, are not likely to liquit rents a pound when six can be borrowed in It is evident that the southern bank banks. nate analysis, will dictate the level otton prices will settle in the next 60 c

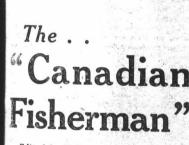
stood that the big-eastern bank New York and Boston have begun to loan free tors and boston have begin to built field uth to assist that section in meeting the p t carrying the cotton crop. Boston's aid, small, as there is hardly \$1,50 pern bank loans carried in the city, stands ready to loan as high as \$7,000 At the close of June on the last Comptrollers southern banks were reported as borrowers to out \$47 000 00. There has been a h rease since then, and it is safe to say that already borrowing in New York, per The added advances which now \$40,000,000 kely, will probably raise that sum to well -

Renewing Mature Loans.

Although the bulk of this loaning is in the sl famine. There are practically no stocks of cured or fresh advances, a great deal is in the shap newing loans which mature at this time. If i salted fish in the country, as the popular taste for addition, moreover, to the aid which is to be "No fears are entertained on the Coal Exchange regh the issuance of emergency curr garding the position. A leading member of the Coal the Southern banks, a factor which cannot l Factors' Society stated that London was well supnediate full play through the fallure of Sout plied with coal, the stocks in hand being sufficient

inks to form emergency currency associations ore hand, as has been the case in the east.

The cotton problem by no means looks hope the Southern bankers. An aid of say \$100,000 amed by borrowing direct with another \$1 000,000 through the Aldrich-Vreeland bill, ng, take care of some 8,000,000 b on the basis of \$25 a bale.



Edited by F. WILLIAM WALLACE 

Fish Culture, and the

Use and Value of Fish

Products :: : :

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The Only Magaz

Particular Canadian

An Annual Value (

A Monthly Illustrated Journal, Devoted to the **Commercial Fisheries of** Canada, the Science of

ng the widespread	sia wheat to the value of £3,940,000, and b
en received by the	the value of £1,283,000. Also from Austria
dite in a	ary, Servia, Roumania, Greece and Turkey
vice.	ceive enormous quantities of foodstuffs, in wheat, maize, currants, eggs, etc. But the
information on the	supplies of wheat come from India and the o
n by the fact that	"India takes the lead with (in 1912) an ex
calling on the De-	Great Britain of 25,379,000 cwt. of wheat, of th
es of Circular No.	of £10,945,000. Canada's consignment of 2
n Class Mail." This	cwt., was valued at £8,845,000. Australia's co
ons now governing	tion of wheat was valued at £5,335,000. Fro
necessary to print	erica came 19,974,000 cwt. of wheat, valued

"Supplies

ian wheat

Russian wheat.

throughout the year, as follows:

April-Australian wheat

327,000, and from Argentina £7,775,000 the main mess of the contents of the lake. Mr. Dolbear estimates to the other passes through the premises of the comthe flour retained for home consumption was 149641,00

gone con , of course, that this rate cannot be the United States and Canada and who is theroughmaintained. The question is whether the company shall temporarily defer dividends, or possibly, if the August figures show up favorably, make a small

red that with its 25 per cent. restriction meeting a great and growing demand for a class of ty Fair, which is to be held in October, to make the allows for the in output Old Dominion can earn, with copper at its present price, between \$50,000 and \$60,000 per it its actual value is much in excess of this figure. or say at the rate of about \$2 per share per Was Privately Financed.

annum. If the August figures bear out this as

annum. If the August figures bear out this as-sumption, it is not unlikely that a dividend of 50 cents per share may be declared payable in October. Old Dominion is very comfortably fixed as regards cash, but the management has no intention of dipping into surplus at this time in order to continue tion of this stock will be offered to the public in Can-In anticipation of a largely increased ada, the enterprise being largely financed by private

output during 1914, there was spent during 1913 ap-proximately \$500,000 for new construction, acquisi-tions of property, stc., so that notwithstanding that earnings made a new high record, the company's dred and fifty thousand dollars of its stock and ninety thousand dollars of its stock and ninety thousand dollars of its bonds.

PARKE, DAVIS & CO. Detroit, Mich., September 10.—There have been ew share transactions on Detroit Stock Exchange atteriy. Parke, Davis & Co, has been the only weak feature. Parke, Davis & Co, has been the only weak feature. Parke, Davis & Co, has been the only weak feature. Parke at 114%, compared with a pression set of the basy for the purpose of erecting plants further west, in order the plant and equipment and to leave an ample mar-gin of working capital to see this plant in effective atteriy. Parke, Davis & Co, has been the only weak feature. Parke at 114%, compared with a pression set at 114% compared with a pression set at 114%. few share latterly.

atterly. Parke, Davis & Co, has been the only weak feature, with sales at 114%, compared with a previous sale of 12514.

(Carlos)

Parke, Davis & Co. has \$9,856,150 capital, with gross business in wholesale drugs and chemical products of approximately \$11,000,000.

OPEN BRANCH AT TRAINING CAMP. A temporary branch of the Bank of Montreal has been opened at Valcartier Camp, Valcartier, P.Q., in charge of Mr. C. H. C. Smith, as manager.

aroused by the action of the fair officials in offering prizes for the best packed shipments of farm produce.

The moving factor in the enterprise and to whom Canadian manufacturers to cover.

The moving factor in the enterprise and to whom the credit is due for its conception and effective con-summation to this point is Mr. O. J. Klein, with of-fices at Suite 21, No. 11 St. Sacrament street, Mont-real, who has had an international experience in this art, being thoroughly familiar with all of its branches in Germany, Belgium. France and England. He is fully equipped for the position of managing-director

to start out under exceptionally favorable auspices.

of the Post Office building." Postmaster John Dwyer, of Hudson Falls, N.Y., less than 7,000,000 quarters. After deductions for seed

000, but considering its potential possibilities for operating with the officials of the Fairfax, Va., Coun- ply the whole population for about four months. This remains open will depend upon the degree of supremnormal rate of consumption, and it is acy asserted and maintained by the British fleet. If our supremacy at sea is made absolute and indisput

### Meat Supply Large.

in as regularly as in peace time or that prices should The situation with regard to meat is not less satisever reach an exaggerated figure. factory. The normal killings of home-grown stock supply 60 per cent. of the annual consumption. Eng-

Commodities Affected.

able, there is no reason why supplies should not come

"The character of the food supplies imported by land is not necessarily dependent upon foreign im Great Britain to any appreciable extent from countries involved in the war, and therefore liable to curgency it could be provided by slaughtering a larger tailment with a resultant rise in price, may be seen proportion of home stock. This contingency cannot from the following details:

From Russia we import wheat, oats, eggs, barley and butter.

> From Austria-Hungary-Flour From Germany-Oats, eggs and sugar.

Cash assets were somewhat bepiets. Thinks to the first sources of the more prominent Montreal financiers date, modern plant, that the company will add itself the cash that is necessary for working capital, but none to be paid out in uncarned dividends at such a critical time as the present. Constantly contract of the present. Constantly contract of the present and to leave an ample marine the plant and equipment and to leave an ample marine the plant. The plant and equipment and to leave an ample marine the plant and equipment and to leave an ample marine the plant. The plant and equipment and to leave an ample marine the plant and equipment and to leave an ample marine the plant. The plant and equipment and to leave an ample marine the plant and equipment and to leave an ample marine the plant. The plant and equipment and to leave an ample marine the plant and equipment and to leave an ample marine the plant. The plant and equipment and to leave an ample marine the plant and equipment and to leave an ample marine the plant. The plant and equipment and to leave an ample marine the plant and equipment and to leave an ample marine the plant. The plant and equipment and to leave an ample marine the plant. The plant and equipment and to leave an ample marine the plant and equipment and to leave an ample marine the plant. The plant and equipment and to leave an ample marine the plant and equipment and to leave an ample marine the plant. The plant and equipment and to leave an ample marine the plant and equipment and to leave an ample marine the plant. The plant and equipment and to leave an ample marine the plant and to final plant and to final plant. The plant and equipment and to leave an ample marine the plant and to final plant and

goods have cancelled all orders. Importations of this class of goods totalled §5,275,134 during the fiscal year of 1912-13, which leaves a very wide field for Hemp: Russia and Italy contribute about

Canadian manufacturers to cover. As it is only logical to assume that the interests ection as a general shortage. fourth of imported supply. Wood and timber: Russia supplies two-

of the total imports. Petroleum: about one-third from Ru

"The only raw materials of industry, properly so called, imported from Germany, Italy and France, are

"Owing to the depletion of fishing crews by the dyeing and tanning stuffs, raw hides and calling out of the reservists and the position in the chalks."

The "Canadian Fisherman" the Commercial Fishermen. I Photographs, and Specializes in Writers and Special Correspond

The "Canadian Fisherman 5 St. Alexander Street, - Montr