L. XXX. NO. 66

63 Companies in

IN WEST

Decreased By .31 Per Per Cent.-Large outhern States.

e the depression in busith this country has been industry has breasted other industries, accordthe American Electric y satisfactory manner. coss and net earnings for e, respectively, 4.41 and stern States the increase cent. In this district, ed .31 per cent., and the

npanies throughout the n of .68 per cent., and t. In comparing these In comparing these industries, however, the ic railways speaks for our farm crops in 1914 of 1913; bank clearings eam railroad earnings. and net, 8.39 per cent dropped 8.14 per cent. fell 24.5 per cent., and ropped 37 per c industry was the only

ontinues the article, in lished, "compared with s greater stability atively more profitable, hand for 1915 show de ver previous years. In heavy.

m year to year under nd furnishing more and ch is vastly less, when terial and labor it goes nty years ago, is likely act that it requires an even dollars to produce annually indicates the perating skill that must naintained in order to

that is transported by 00 population and over nore than 250 times a an integral part of the service furnished, un-lustries, cannot be ac-

on the increase of its petition with other inwhen rates are reason the volume of traffic turn below that which inesses more spe less stability of earntraffic, the con own habits can create."

MAKES RDING RE-EXPORTS.

d of Trade desires to to the following arwith which may result Customs authorities at

those in Canada, New

the Customs author ig from Holland, Den-rland and Italy, either nt under the Customs Inited Kingdom, When ed are imported into equently re-exported a required in the overset mporter at that port y of the "Specification landise" (Form 30), or as the case requires on to lodge with the goods from the Unit-

s in the United Kingd of Customs and Exte duplicate copies of ng Bill" or extracts ame time as the origd on a "Specification for two or more con-extracts signed and ch consignee. These re-exported from this orts (other than those Egypt), as fom July 7. rican ports, in respect August 1.

ther curious develop with some West End diverse ideas of bond eat world war has in-

RKET CONDITIONS.

AS

as coming due an is-cent, debentures, Bids ston houses, the time 'riday. this amount of bonds

x its own interest rate the maturity . Under that a varied assort-lin. Apparently the ure so far apart that ble to make up their t any rate no award

The Arrangements Made by War Office is of Much Importance to Manufacturers

THE NEW SYSTEM

War Purchasing Office As Now Constituted is the Development of a Unit of the Purchasing Department of the Canadian Pacific Ry.

uring war orders is a dominant thought in the ids of the Canadian manufacturer to-day, says the Hardware and Metal Journal. The new arrangeent made by the British War Office for the pursuch importance that every manufacturer should ary close down to repair their machinery. inderstand thoroughly the basis on which the Imerial business is to be conducted from now on.

effic Railway, taken in conjunction with the special in the Canadian market. visit of Sir Thomas Shaughnessy to England, preis an indication that the Imperial authorities are this province. gious to develop the facilities for war material in The appointment of Sir Thomas Shaugh- a little slow this week. essy to an office, the powers of which are indefinite. but which may be as broad as those of J. P. Morgan war supplies needed by the British Government.

What must the Canadian manufacturer do to secure a portion of this increased business. The adoption of the system by which war purchases are made in Canada through the Purchasing Department of the Canadian Pacific took place some months ago. The full significance of this move did not become apparent, however, until Sir Thomas Shaughnessy was called that he had been able to considerably extend the scope of the Purchasing Department. What special powers were granted to Sir Thomas have not been announced, but there is a general belief that they are much. But there is a general belief that they are much broader than has been officially given out. nachinery for placing orders employed by the War In this way the new system will be made efficiently Office, prior to the inauguration of the new system operative from all standpoints.

The New System. the C. P. R. Purchasing Department for the past 20 material covered in these orders pending. Make yo odd years. Although assisted by a large and capable capacity known. staff, the orders will be placed through Mr. Fitzgerald,

important factors, as it is likely that in all cases England takes special significance.

mable allowances will be made. The Canadian Purchasing Department, with the seneral information as to what the War Office and the seneral information as to what the War Office and the seneral information as to what the war of the seneral information as to what the war of the seneral information as to what the war of the seneral information as to what the seneral information as to what the seneral information as the seneral inf or opportunity for manufacture, asking for information as to what quantity could be produced and at what price. When prices and particulars are received, they are submitted to the War Office. It is not until the definite order is placed that it is known whether Canada to to got the business of the country whether Canada is to get the business or not.

Dublic the particulars as to the requirements of the this seems likely to be altered. The Department has War Office, thus giving all manufacturers a chance wider powers apparently than have yet been ano apply for a share of business. hat the Department would not consider this form of the war broke out will serve an admirable pur-Procedure. The reason for not adopting this plan pose. It must be recognized, however, that this list may be extended as Canada's productive abilities are recognized. The last list published by the Colonial of the War Proke out will serve as admirable purpose. It must be recognized, however, that this list may be extended as Canada's productive abilities are recognized. The last list published by the Colonial of the War Proke out will serve as admirable purpose. to the War Office would in the end be increased; and one principle on which the orders are now being placed is that the lowest possible cost, compatible with he essential quality and a fair profit to the maker. just be secured. It was pointed out also that from the standpoint of the Canadian manufacturer high Prices were to be avoided for the reason that they would have the effect of turning the orders from Canada altogether. The system of publicly ancouncing the requirements would be possible if the ^purchasing Department were given carte blanche as o price; an unlikely development except perhaps in

Thus the system to be followed is as stated above. Some will disapprove of this system, but the fact emains that it is on this basis that the Department will work and the manufacturer who expects to get usiness must fall into line and make the best of the

What Manufacturers Must Do. The Purchasing Department claim that they have ery complete information as to the manufacturers in each line. They have on file the trade papers of the Dominion and the Manufacturers' Directories published by the Department of Trade and Comerce and the Canadian Manufacturers' Association. t is the earnest object of the Department now, on ceiving information of requirements, to communi-

COALCOMPANY ate with every manufacturer in the Dominion in a ion to handle some share of the business. It s in this connection that the individual responsibility GENERAL SALES OFFICE of the manufacturer comes into play Manufac-

DOMINION

GROPS GENERALLY LOOK WELL IMPORTED GOODS SLOW IN COMING

There is very little change to note in the routine of nolesale business. It is between seasons in a good many lines, but the trade generally seems satisfied with the present conditions.

Imported goods, which are available, are not coming to hand as quickly as the trade want them, but this is due to the lack of steamers coming to and the limited accommodation for freight, which has delayed the imports.

The market for butter is very quiet. Statistics ow that the make, up to the present, is about 25,-000 pkgs. less than last year.

The cheese market is dull. The demand from the English markets has subsided for the time being, and what bids that do come to hand are too low to induce exporters to ship.

A few more flour mills closed down during the week in order to allow the demand to catch up to the supplies in Canada is, therefore, a matter of the supply, and are taking advantage of the temporprincipal reason for the dullness in the flour trade is the falling off in the export trade. The British Government has been buying wheat in large quan-At the outset it can be taken for granted that the tities, and selling at less than cost to millers in ecision of the British War Office, to make purchases Britain in order to keep down the price of flour. of war supplies in Canada, through the Canadian Pa- Naturally this has slackened off the English buying in the history of the world.

The crops throughout the country look good. Some sections have had too much rain, and are anxiou mably at the request of the British Government. for dry weather, this being especially the case in

Remittances continue good, but city collections are

the United States, and the senging out of D. A. turers or groups of manufacturers who consider that Thomas, the Welsh coal magnate, as special representing they are in a position to supply from present stock tative of the British Department of Munitions, are eridences of the fact that the British official eye has been opened as to Canada's capacity for production.

Froadly, Canada is to supply a larger share of the with the C. P. R. War Purchasing Department, so that there can be no question as to their complete Puerto Cabello.

t there is a general belief that they are much in touch with the War Purchasing Office. All others The should do so without any delay.

was still in existence for the purpose of closing up Nor is it the intention of the Department, according to Mr. Fitzgerald, to give out information concerning orders which have been placed. This, he con The War Purchasing Office, as now constituted, is the development of a unit of the Purchasing Deemployed by the Canadian Pacific Rail- This phase of the situation emphasizes still further way; and the internal machinery for the most part the importance of each manufacturer keeping closely will be the same. That the C. P. R. purchasing in touch with Mr. Fitzgerald's department. It may gstem is efficient was demonstrated recently when the city of New York decided to model the Civic Pur-have already been purchased through the new Dechasing Department on the same lines. The depart-ment has been located at 114 Windsor street, Mont-steel forges, helmets and steel wire rope." Further, real, on the Windsor street level of the Canadian it may be stated that at the present time there are Pacific Railway Depot. The chief of the depart- a number of substantial orders in the tentative stage. ment is E. Fitzgerald, who has been connected with Perhaps you are in a position to supply some of the

Extending Scope of Orders.

However, dealing with the requisitions as they are

there may be other sources of supply receiving competitive consideration at the War Office. Canada.

| England tables epicture communication with levels | Mr. Fitzgerald is in regular communication with levels | For spot turpentine 43c to 43½c is asked in the petitive consideration at the War Office. Information is being constantly sent | For spot turpentine 43c to 43½c is asked in the petitive consideration at the War Office. the War Office. Information is being constantly sent that the Empire, will be entitled to some forward as to supplies which can be readily secured. trade There is a fair jobbing inquiry noted with special concessions, but it cannot be expected that

Manufacturers individually must strengthen his hand few round lots moving.

Reneral information as to what the War Office needs, then goes to the Canadian manufacturers, and in some cases to jobbers, when there may not be time forms. His reply was that, so far as he knew, or opportunity for manufacturers.

whether Canada is to get the business or not.

This, in brief, is the system which will be followed. The opinion has been expressed in many quarters that a more satisfactory method would be to make public the restriction of the correction of the ly for a share of business. This suggestion nounced. As a guide to what the Cepartment may be reached to Mr. Fitzgerald, but it was found in a position to purchase, the orders placed since

1,000,000 bayonets and scabbards.

1,900 tons cordite.

4,500,000 fuses. 16.500 tons sulphuric acid

78,000 sets accoutrements. 42,667 ammunition boxes.

25,000 bandoliers. 150,000 brass brushes

200,000 shaving brushes. 5,000,000 pounds candles.

257,700 mess tins. 267,000 picks.

50,000 picketing posts.

200,000 picketing pegs. 120,000 shovels.

108,000 fur sleepers 3,000 aluminum stock pots.

45.900 doses tetanus anti-toxin. 3,000 crossing timbers.

Bradstreet's Montreal Weekly Trade Report says:

THE CZAR AND CZAREVITCH -Rusian forces are now engaged in the biggest battle

THE HIDE MARKET

New York, July 23.—The market for common dry ides was quiet, but the tone was firmer and prices were in some instances higher. Laguayras Puerto Caballos and Caracas, hides were advanced to 291/2 Close cents, showing a rise of 1 cent a pound. Wet salted hides were also advanced lc a pound. Recent sales Open have included 992 Mexicans. Dry salted hides were revised downward.

Laguayra	284
Puerto Cabello	284
Caracas	287
Maracaibo	28
Guatemala 28	29
Central America 28	
Ecuador	243
Bogota	31
Vera Cruz 26	
Tampico 26	
Tabasco	
Tuxpam 26	
Dry Salted Selected:-	
Payta	20
Maracaibo	28
Pernambuco	20
Matamoras	20
Wet Salted:-	
Vera Cruz 18	185
Mexico 18	183
Santiago	17
Çienfuegos	17
Havana	175
City Slaughter Spreads	26
Do., native steers, selected 60 or over	22
Do., branded	193
Do., Bull	174
Do., cow, all weights	21
Country slaughter: Steef's 60 or over 16	• • •
Do., cow 17%	18
.Do., bull. 60 or over 14%	0-0

NAVAL STORES MARKET

New York, July 23. Export buying of spirits and rosins in the south has stiffened the primary markets. Tentative Requisitions Supplied.

The methods employed are along the same lines as adopted in the C. P. R. The first step is when a tentative requisition is received from the War Office. This is not a definite order, but a general inquiry as to what the Department can do in Canada to supply certain goods. Price and date of delivery are both mportant factors, as it is likely that in all cases the needs of the British forces. It is in this comment in the possibilities of Canadian industry in relation to the needs of the British forces. It is in this comment in the possibilities of Canadian industry in relation to the needs of the British forces. It is in this comment in the possibilities of Canadian industry in relation to the needs of the British forces. It is in this comment in the possibilities of Canadian industry in relation to the needs of the British forces. It is in this comment in the possibilities of Canadian industry in relation to the needs of the British forces. It is in this comment in the possibilities of Canadian industry in relation to the needs of the British forces. It is in this comment in the possibilities of Canadian industry in relation to the needs of the British forces. It is in this comment in the possibilities of Canadian industry in relation to the needs of the British forces. It is in this comment in the possibilities of Canadian industry in relation to the needs of the British forces. It is in this comment in the possibilities of Canadian industry in relation to the needs of the British forces. The possibilities of Canadian industry in relation to the possibil turers may see fit to anticipate the future

Tar is steady at the basis of \$5 to \$5.50 for kiln burned and retort. Pitch is repeated at \$3.50.

Rosins are maintained at the basis of \$3.25 for common to good strained. Other grades are steady at

STEEL EARNINGS.

New York, July 23.— Estimates of U. S. Steel earnings for the second quarter of 1915 cover ā wide range Statement of earnings will be published next Tues-

15,883,000 pounds cheese 20,446 tons flour 79,000 pounds fowl. 177,000 tons of oats 4,636,000 pounds preserved meats. 3,120,000 pounds dried vegetables. 2.000,000 bags of oats. 2,500,000 boot laces 103,000 great coats. 500,000 trousers. 512,000 yards white flannel. 1,000,000 cap comforters. 1.040,000 cardigans. 100,000 cholera belts. 500,000 cotton drawers 1 600 000 woollen drawers. 150,000 fingerless gloves. 80,000 pairs woollen mitts. 200,000 pairs leather mitts. 950,000 pairs worsted socks. 25,000 pairs lumbermen's socks. 50,000 pairs long socks. 200,000 woollen undervests. 20,000 pairs rubben boots. 1 068 000 flannel shirts. 100 pairs shoe packs. 200 tons brass strip. 259 travelling kitchens. 2.000 waggons. 50,000 horse collars. 11,000 sets saddlery. 36,000 sets artillery harness. 41,000 saddle blankets. 25,000 pairs wire traces. 300 miles cable.

91 tons copper rod.

11,627,000 pounds bac

EXPERT ORGANIZER WILL DEAL

Charlottetown, P.E.I., July 23.- Meetings of the fox men have just been held at eight important cenres of the Island to discuss the procuring of an expert organizer to deal with the situation

The Provincial Government has agreed to pay the expense of such an organizer and a well known firm of prokers in Toronto, who have had considerable experience in corporation work, have been recommend ed to the Premier by the Minister of Finance, Ot

At the meetings the proposition was generally en sed, and committees were appointed to take up the natter with the organizer.

The need of organization is apparent, owing to the that there are 300 fox companies on the Island, and no two are committed to the same policy. The fox business has grown to immense proportions, and

above policy.

The establishment of a sales board both for the live animals and the pelts would probably be one of the cood results to follow effective organization.

The securing of markets, improvement in the quality of stock, the establishment of a standard price, are mong other possible benefits.

COTTON OPENED DULL.

Liverpool, July 23.- Futures opened dull. off ½ to up 1½ points. At 12.30 p.m. market quiet. July-Aug. Oct.-Nov. Jan.-Feb. March-April. Close ... 5.02 5.21 5.37. Due ... 5.01 ½ 5.20 ½ 5.36 Open ... 5.01 ½ 5.22 ½ 5.38 5.461/2 At 12.30 there was fair deman for spots, prices Middlings 5.13d. Sales 8,000 bales. Re-

ceipts 17,000 bales, including 11,500 American. Spot prices at 12.45 p.m. Middlings fair 5.99d.; good middling 5.43d.; middlings 5.13d.; low midpoint advance. Sales, 8,000 bales, including 6,500 he added, had been unsatisfactory. American. July-August, 5.01 1/2; Oct.-Nov. ,5.22; Jan.-

CRUDE RUBBER UNCHANGED.

New York, July 23 .- There was no material change in the crude rubber situation yesterday. As for some time past manufacturers of rubber goods were purchasing sparingly. The demand for rubber goods of 5 per cent. came in the volume of sales in Augus. as compared with July. In September there was a compared with August. This various kinds is declared to be good, but producers decrease resulted in the price of yellow pine reaching now little disposition to purchase ahead. The tone \$11.88 a thousand feet at the mills in December. was apparently easy. The London market was re

CHICAGO WHEAT MARKET.

Chicago, Ill., July 23.— Wheat, July, 1091/4. off 3/4 Sept., 1051/2 to 1/8, up 1/4 to off 1/8. December, 1071/2. unchanged. Corn-Oats, 741/2, up 1/8; December, 64, up 1/8.

Oats-September, 37%, up 1/8; December, 391/8, up

LONDON METALS.

LONDON METALS.

London, July 23... Coper, spot. £74 10s. off 17s 6d; Patures, £75 12s 6d, off £1 2s 6d. Electrolytic, be £89 6s 10d, off £1. Spot tin, £162 10s, off £2 10s. Patures, £160 5s, off £1 15s. Straits, £163 10s, off

New York, July 23—Market steady July 6,95 to 7,05. Sept. 6.80 to 6.85. December 6.89 to 695 March 7.04 to

United States Feder | Trade Commission Given basic Facts by Manufacturers

WAR THE CAUSE

On the Outbreak of War a Reduction of 58 Per Cent. Came in the Volume of Sales in August, As Compared With July.

Chicago, July 23.—First-hand information concern the services of an expert are needed to educate the ing conditions in the lumber manufacturing industry fox owners as to the best methods of co-operation in the United States was presented to members of the Federal Trade Commission, which opened a two The advocates of organization point to what has days hearing here recently. Sawmill owners, wholebeen done by the apple growers of the Annapolis sale dealers, timber-land owners, and representatives valley, and the orange growers of California by the of lumber associations supplied the Commissioners with data on conditions.

The hearings are a part of a nation-wide series arranged toward developing America's foreign com On Wednesday the Commission held a ses sion in Detroit, to-day there will be a sitting in Cincinnati, and on Friday in Indianapolis, returning to Chicago on Monday to resume its inquiry. sessions will be held in many of the large cities of

the West to the Pacific Coast. In outlining the purposes of the hearing. Edward N. Hurley, of Chicago, vice-chairman of the Com

"In the judgment of the best business brains of this country, there never has been so favorable an oppor tunity for American commerce to seek and find for eign markets for its products as at this juncture. The market is there, and we must develop it."

Charles S. Keith said that the tumber trade was not good. His report covered the last eight years. lings 4.67d.; good ordinary 4.27d.; ordinary 3.97d.
Livepool, July 23.—2 p.m. Futures quiet, off 1/2 to last half of 1912 and the first part of 1913, the market and that during that period, with the exception of the

"To-day," Mr. Keith continued, "the lumber man facturing business is virtually rainous, and has been ever since the beginning of 1914. This state of \mathfrak{st}_{75} fairs was accentuated immediately after the declartion of war. On the outbreak of war, a reduction

"The cost of production of yellow pine lumber in 1914 was shown to be not less than \$13.75 a thousand feet, while the price of lumber fell from the high mark of \$18.42 in February, 1913, to \$11.83 in Decemes

"This situation has affected working conditions, it some cases, wages have not been cut, but hours have been increased, while in many instances wages here been reduced from 10 per cent, to as much as 25 per cent. The cost of labor for the manufacture of ye low pine is about \$7 a thousand feet, and where water have been reduced 10 per cent., to e saving is a proximately 70 cents a thousand. The average ways is \$2 a day, and thus each man employed in yellow pine mills contributes \$57 a year out of his right? earnings to this condition of over-production.

"The only remedy we can suggest is to stop pro-Lead. £24 10s, off 2s 6d. Spelter, £96, unchanged, ducing more lumber than the market can assimilate. If this should be done, it ought to be under full supervision of your Commission.

> SPOT WHEAT UNCHANGED. Paris, July 23. Spot wheat unchanged at 1.87.

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