AMONG THE COMPANIES

INTERCOLONIAL COAL TO PAY DIVIDEND.

The announcement is made by the board of the Intercolonial Coal Company, operating at Pictou, N.S., that there will be a resumption of dividends on the $217,900 of paid-up preferred stock.

This stock is non-cumulative, so that there are no arrears to account for, but the resumption will be none the less welcome to the shareholders, most of whom are Montrealers, as nothing has been paid since 1911. The last annual statement was an encouraging one.

This declaration is for 3½ per cent for the half-year ended June 30.

COBALT SHIPMENTS IN AUGUST MAKE RECORD.

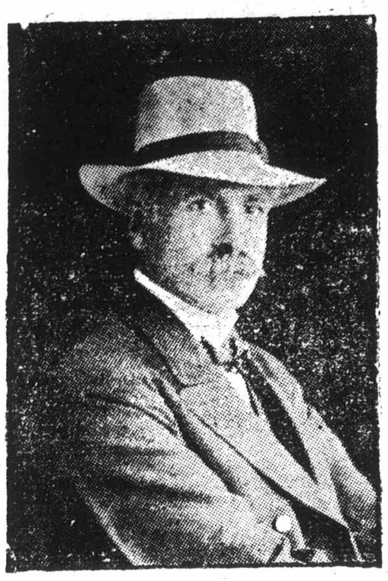
The total ore shipments from the Cobalt camp for the month of August amounted to 49 cars, containing upwards of three and one-half million pounds, the second highest month during the current year. A slight shortage of labor is felt, but in a general way operations are quite satisfactory.

For the first half of 1917, the silver output of Ontario, which comes largely from Cobalt, amounted to 10,073,787 ounces, as compared with 10,267,743 ounces during the first half of 1916. The value, however, of the 1917 half-year production exceeded that of 1916 by approximately $1,396,170.

During the first six months of the current year the price of silver averaged 75.44 cents per ounce, which high quotation is responsible for the large increase in the value of the output. With the price of silver having jumped last week to upwards of 97 cents an ounce, and having averaged over 85 cents during August, it at once becomes evident that the average for the whole of 1917 may possibly be well above 80 cents an ounce. Such being the case, the value of this year's production of probably about twenty million ounces would approximate sixteen or possibly seventeen million dollars, and thus constitute one of the highest records in the history of mining in Cobalt.

RETAIL SELLING AND MAIL ORDER COMPETITION.

In these times when the retail merchant has to compete with the mail order house it is necessary that he keeps himself hight up to the minute in all current affairs. If he is in the country, then he should take an interest in municipal affairs of some kind, education, sanitation, etc., and keep in touch with the people of the community. He will always find the goodwill of his clientelle a substantial asset. With the retailer in a large city it is a different matter. There he is unable to come into personal contact with his customers. He has to rely more upon the efficiency of his employees, and he will always find a broad and liberal policy with regard to them another good asset and one which will do much to consolidate his position. Contented employees make wonderfully good advertisers. Of course, the gambling spirit is in all of us, more or less. We receive a catalogue filled with attractive illustrations. We send our money and we don't know quite what we are going to receive until we open the parcel. Very often we get nothing but experience. The mail order house is not altogether what it claims to be. Certainly by buying in larger quantities they are able to buy at closer prices, and by compiling alluring catalogues vividly illustrated, are able to dispose of goods of a certain class more easily than the retail merchant is able to do by displaying them in his shop window. Reliable merchants may, perhaps, with equanimity hand over this business to the mail order houses and to local five, ten and fifteen cent stores. It is in the marketing of staple products and of quality goods that the retailer needs to concern himself, and notwithstanding the enormous volume of the mail order business in Canada, it still remains true that 90 per cent of staple goods is distributed through the retail trade. The mail order house has come to stay; it has proved its value in some particulars, and if the retailer is to hold his own, he must beat the mail order house at its own game: a cash business, prompt and courteous service. — Merrick Anderson Co's Circular, Winnipeg.



Æmilius Jarvis,
President Canadian Locomotive Company.

CANADIAN LOCOMOTIVE.

According to the sixth annual statement of the Canadian Locomotive Company, Ltd., the year ended June 30, 1917, showed the largest earnings in the history of the manufacturing profits totalling $721,254, an increase of $147,043 over the previous year. Net profits of $616,254, after the payment of bond interest, and sinking fund allotments, is by far the best ever reported by the company and is equal to 25 per cent on the common stock.

Of the total manufacturing profits of $721,254, there was paid out in bond interest $90,000, and for sinking fund provision $15,000, leaving a net profit of $616,254, to which was added balance of $304,322 carried forward from previous account, making total available for dividends, $920,577. Preferred shareholders received $105,000, while $125,000 was transferred to reserves, leaving a balance of $690,577 to be carried forward, a sum equivalent to more than 19 per cent on the issued capital.

The following is a comparison of some of the chief items:

	1917.	1916.	1915.
Man. profits	$721,254	$574,211	$134,613
Net profits..	616,254	469,812	45,000
Balance	304,322	142,801	303,300
Avail for Dis...	920,577	612,013	348,300
Dividends	105,000	105,000	105,000
Reserve	125,000	125,000	100,000
Surplus Car For.	690,577	304,322	142,802

Aemilius Jarvis, president of the company, referring to the year's business was due to extra production in both locomotives and munitions. The labor problem, he says, was not a serious one, as they were able to secure all the labor they required.

The prospects for the coming years are most encouraging. The amount of contracts for locomotives and locomotive parts amounts to $3,925,400, and contracts for munitions to $199,600, thus showing a total amount of work ahead of $4,125,000, all placed at satisfactory prices.

The class of work turned out by the company has been most satisfactory, and from the present outlook of the locomotive situation in Canada, it is assured that the company's plant will be kept fully occupied for some years to come.

The balance sheet shows fixed assets of $5,495,071, compared with $5,435,329 a year ago. Current assets are also only slightly changed, being $1,340,929, against $1,336,699 last year. Current liabilities are $554,517 compared with $998,434.

The annual general meeting of shareholders of the company will be held at Kingston at 11 a.m., on September 20.

DOMINION TEXTILE.

It is rumored on the Street that sales of Dominion Textile for the first five months of the current fiscal year aggregate $6,000,000, or $800,000 in excess of sales in the corresponding period a year ago. With sales running as at present, an increase of one million dollars is expected to be shown in the first half year. Unfilled orders are said to be about the same as last year, and collections good.

LYALL CO'S PROGRESS.

After the Lyall Co., board meeting on Wednesday, at which an initial dividend at the rate of 8 per cent on the common stock was declared, it was stated semi-officially that the company had written off the balance of the cost of the special plant and equipment provided to carry out its munitions orders. This account, which had risen to nearly $1,500,000, was lowered to the extent of $625,000 by a sum provided out of the earnings of the year ending March 31st last. The balance of $819,286 is now said to have been written off out of the profits of the past few months.

Bank loans, which were well on to $500,000 when the last statement was drawn up, are said to have been reduced to about $125,000.

SPANISH RIVER SHOWS PROGRESS.

The net surplus earnings for the year ending June 30, of the Spanish River Pulp and Paper Mills, Ltd., and the Lake Superior Paper Co., Ltd., were $1,129,504 as against $431,291 in 1915-16. In place of the separate balance sheets hitherto issued, the directors of the Spanish River Pulp & Paper Mills, Limited, and the Lake Superior Paper Co., Ltd., have prepared, for the year ending June 30 last, a consolidated balance sheet showing the united position of both companies. The results of the two companies for the year are sufficient not only to reassure preferred shareholders, but to strengthen the ray of hope reflected to the owners of common from last year's statement.

The total net revenue for the year was $2,117,734, which compares with $1,342,390 in 1916, $1,019,577 in 1915, and $879,285 in 1914. The exceptional profits last year evidently encouraged the directors to strengthen the position through writing off assets, and the reserve for depreciation was $269,821, as against $145,172 in 1916, and $104,129 in 1915.

With the deduction for depreciation and the payment of interest on funded debts and other loans, amounting to $718,409, the net surplus earnings of the year were left at $1,129,504, against $431,291 in 1916, or equal to about 19 per cent earned on the preferred stock, and about 9 per cent on the common. This, with the balance of $699,621 carried forward from the previous year, made a balance of $1,829,125 available for other purposes.

The directors appropriated from this amount $835,399 towards the extinction of the deficiency account, leaving $993,726 to be carried forward into the current year.

The increase shown in net revenue amounting to approximately $775,000, is due to higher prices obtained for newsprint paper during the past twelve months, and to the increased output of the plants.

The property account as at June 30, 1917, shows that there has been expended during the year $1,500,000 on enlargements, improvements and betterments, increasing the capacity of the combined mills approximately 70 tons per day, and the directors state that the additions to be completed during the present summer and fall will still further increase production as well as improve the efficiency of the plants.

The difficulties of obtaining pulpwood and all other materials, including repair parts, etc., necessitate the carrying of unusually heavy stocks, which have increased over June 30, 1916, by $1,180,000, entailing further bank advances.

With regard to the outlook for the paper market and the official inquiry into the paper situation, the report says:

"In spite of every effort to deal fairly with the situation, your company, along with other similar companies in both Canada and the United States, has been subject to attack by certain publishers, and, as a result, investigation by the governments of both countries, but your directors feel that such attacks have been made because of lack of proper or sufficient knowledge of the very grave situation in which the pulp and paper mills of the continent have found themselves in consequence of past years of unprofitable operation, as well as recent months of war conditions, and that when the facts are finally determined the position of the manufacturers will be justified."