

GOING AFTER GERMAN TRADE

Some of the Articles Germany Has Supplied to Canada

The following is a list of some of the markets in which there is German and Austrian competition in neutral markets:—Machinery, cutlery, iron and steel wire, hollow ware, chemicals and dyes, pottery, paper, clothing, cotton prints, woolen and worsted piece goods, cotton hosiery, gloves, boots and shoes, furniture.

The director of the commercial intelligence department of the British board of trade, in a letter, covering an extensive memorandum, which has been sent out broadcast to traders, says:—"In view of the state of war which exists between this country and Germany and Austria-Hungary, the board of trade are confident that British manufacturers and merchants are already devoting special attention to the opportunities now afforded them of establishing themselves in colonial and neutral markets in certain lines of trade in which German and Austrian or Hungarian manufacturers and merchants have hitherto transacted a large proportion of the business.

"The present safety of the trade routes, coupled with the protection afforded by the state scheme of war risk insurance, and the financial measures taken by his Majesty's government to facilitate the continuance of business transactions, should enable this to be done to a very considerable extent, in view of the fact that German and Austro-Hungarian trade with overseas countries must necessarily be at a standstill.

Canadian Imports from Germany.

Canadian imports from Germany amounted in 1912-13 to \$14,500,000, and included:—

Cotton manufactures, \$1,040,000 (including socks and stockings, \$442,000; lace, white or cream colored, \$227,000).
Drugs, dyes, chemicals, etc., \$750,000 (including aniline and coal-tar dyes, etc., \$228,000).

Earthenware, etc., \$343,000 (including tableware, \$301,000).

Electric apparatus, \$112,000.
Fancy goods, \$1,128,000 (including lace, lace collars, etc., \$198,000; toys, \$534,000).

Fur skins, wholly or partially dressed, \$377,000.

Fur skins, not dressed, \$1,204,000.

Glass and manufactures of, \$256,000.

Gloves and mittens, \$380,000.

Jewelry, \$175,000.

Iron and steel and manufactures of, \$2,124,000 (including cutlery, \$400,000; machinery, \$282,000; locomotive and car wheel tyres, \$326,000; tubing, \$340,000).

Zinc and manufactures of, \$350,000.

Lamps, side-lights, head-lights, etc., \$178,000.

Musical instruments, \$193,000.

Paints and colors, \$231,000.

Paper and manufactures of, \$283,000.

Silk manufactures, \$275,000.

Sugar, \$310,000.

Tobacco and manufactures, \$186,000.

Woolen manufactures, \$1,080,000 (knitted goods, including knitted underwear, \$104,000; outside garments for women and children, \$148,000; clothing, \$330,000; fabrics, \$285,000).

Canadian Imports from Austria.

Canada imported from Austria-Hungary goods amounting in 1912-13 to \$1,700,000, including:—

Breadstuffs	\$202,000	Hops	\$ 44,000
Buttons	76,000	Jewelry	45,000
Cotton manufactures	56,000	Iron and steel, and manufactures of	23,000
Drugs, dyes, chemicals, etc.	56,000	Lamps, side-lights, head-lights, etc.	145,000
Tableware of china, etc.	74,000	Silk fabrics	174,000
Electric apparatus	26,000	Tobacco, pipes, pipe mounts, etc.	153,000
Fancy goods	36,000	Furniture	23,000
Glass and manufactures of	90,000	Woolen manufactures	83,000
Gloves and mittens	53,000		

Canadian manufacturers will probably make here some of the goods hitherto purchased in Germany and Austria, at the same time seeking to capture German trade elsewhere.

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References: R. G. Dun & Co. and Imperial Bank of Canada