Steel Magnate Reported to ve Purchased Three Thousand

SHIP THEM ABROAD

s it That These Vehicles Are to be De. New York City; Another Affirms Their Destination is Canada.

s been agitation in the e effect that agents of foreign governarly of England, France, Russia and this city negotiating for the purchase er of motor trucks for use in the war. gation by the New York Journal of narters likely to know of such negotiathat whatever was in the wind was arded as to make it virtually impos-r who was doing the buying.

there came stories from Bethlehem to confirm the rumors that Europears are in the market, but these also lit to confirm or dispel. Though in the stories are absolutely denied, in n probable. Briefly stated, the storcate that Charles M. Schwab, who is high influence with European s secured a large contract from the issian governments for the Bethle-pany for motor trucks, horse shoes om \$5,000,000 to \$15,000,000

e said to be from 1,000 to 3,000 motor with transport bodies, which could war purposes, to be delivered witht they would be delivered in New er says that the destination is Can-hem Steel Company does not manuks, but President Charles M. Schwab ure for his Bethlehem Steel Com-says, the agency in America as re-he Government of France. The reaselected to furnish the trucks is numerous dealings in past years opean countries in furnish and France,

he French Government to the Beth-spany was also reported to include noes, to be made chiefly at Pitts been in progress for several weeks nts are already on the ocean d thousand blankets have alread s said the total number of blankets affect the wool market in America

ity at Bethlehem Works.

of motor truck sales manas few days nearly two score of rem the leading automobile een in that city with near trucks, of all shapes, sizes as Friday were undergoing a genera the high-grade roads of Sayre Park sity. Sayre Park is located on Old and its top is nearly 900 feet above roads wind up the mountainside in vas here that the various auto

story said that contracts were let 50 in number, to be finished in 45 to some Canadian port.
to truck manufacturers claimed to

cars in stock, and the Per land was reported ready to put up t would turn out trucks at the rate or Company would receive an o 00 motor trucks, to be supplied in Allentown, Pa., and Plainfield nies to receive large slices of the to be the Kelly, the Garford, the

e trucks there were said to be 100 tractors, it is said, will go to the

de to secure tangible plicit reports, both at Steel Company in this city, at of the various manufacturers aled contracts. At the office of the orporation in this city the report as "wild imagination." The cor-d, did an export business with all nd consequently negotiations are such contract as reported. At the high officials were shy on inferrs, it was said, recently issued by out at Washington, that industria orders from European countries ar should avoid publicity as far

anything definite at this m full details at earliest possible

two classes of information, the to pick a large melon, but are about admitting it.

RMS SUSPENDED

r 30 .- The directors of the Balsuspended six firms until further f the firms have German names, mpanies in which German share

of a modification by the Gove under which the German banks nitted to re-open has been made. are put on their operations i sting accounts, and any balance liabilities must be placed in the the government's account.

PURCHASE REPORTED

VOL. XXIX. No. 124

Foreign Enquiry Constitutes Main Hope of American Producers at Present Time---Orders Small

RAILROADS BUY LITTLE

pig Iron Markets Are Extremely Dull-Tenessee Coal and Iron Company Will Close Rail and Converting Mills at Birmingham For Two

of production orders actually placed has been relatively those sources will not be interfered with. iall, but the continuation of the war will doubtless nit in the diversion of a considerable amount of

and night for several weeks. The general mill situa- Russian product. ion, however, indicates no improvement in the vol-

From this record, it can readily be seen that the From this record, it can readily be seen that the steel trade has suffered a severe blow, particularly as the railroads have not been purchasing equipment in very much greater volume than this for the last year. As a result of the unfavorable conditions in the equipment trade the Tennessee Coal and Iron Company plans to close 4ts rail and converting mills at Birmingham. The suspension will last for two weeks and perhaps longer, if orders show no increase.

The nig from markets generally agree extremely during the foreign consolidation and the foreign consolidation of the seek weeks and perhaps to merchaps the merchaps to meet the low prices made by the foreign competi-tors. 25 per cent. of what the trade regards as normal.

manufacturers do not believe it will run much below has been hit hard, and it is not believed this branch that level. Prices which were holding well up to will reach normal proportions while the war lasts.

The Turn of the

Tides

of men which, taken at the flood,

Many Canadian business men are eagerly looking

forward to the "turn in the tide" in Canadian trade.

Some of them are saying: "Just wait until this war

is over - the country will prosper, business will

boom, and we will then start advertising on a large

There is a wiser type of man; the man who is

acting instead of talking — laying his plans NOW,

so as to have his "boat of business" headed UP-

STREAM when the tide turns; advertising NOW, be-

cause he knows that to delay until the war is over

is to add a hundred-fold to the opposition his plea

Public opinion is not to be won "over-night."

When the Canadian public lets loose its cash, the

manufacturers and merchants to whom the golden

stream will most freely flow, are those who are busy

NOW creating good will for themselves and their

To take the tide of business at its flood requires, not days, not weeks, but MONTHS of preparation.

Prepare NOW — advertise NOW — if you would later

for "a share of the big business" must encounter.

leads on to Fortune."

scale to get our share of it."

goods.

nts Cut Off by manganese, but Shipments Cu Germans in Far East.

estimated at this time, but it will not be great in the aggregate. Between the United States and the countries now engaged in the European conflict there is ports exceeding the imports on a scale which is not important. Italy and Austria, and in general the Mediterranean countries, buy a certain amount ore here, the exports to them being roughly 100,000 tons a year—sometimes a good deal more, sometimes considerably less, according to the changes in trade netimes a good deal more, so

Immediately on the outbreak of war there was a olent advance in the price of ferro-manganese, The demand, as a who which jumped from \$34 a ton to about \$14 0a ton, ses would be placed with European man- due to the cutting off of the Russian supply, on which view of prevailing makers of steel in this country, with the exception In this connection, a Sharon concern has practical- of the United States Steel Corporation, largely declosed a commercy this business was placed with trol of the seas, however, fero-manganese has been activity at \$6.

time the average rate is not much better than 50 per cent of capacity.

Projects were considered a few weeks ago for the umen of incoming orders. Operations have been stabilishment of ferro-manganese works in this country. It is doubtful, however, if any of those will materialize, on account of the renewal of shipments for a proper cent of capacity.

Projects were considered a few weeks ago for the catalogue stabilishment of ferro-manganese works in this country. It is doubtful, however, if any of those will materialize, on account of the renewal of shipments from abroad, and the belief in the trade that the project was a considered a few weeks ago for the catalogue stabilishment of ferro-manganese works in this country. It is doubtful, however, if any of those will materialize, on account of the renewal of shipments of catalogue stabilishment of ferro-manganese works in this country. It is doubtful, however, if any of those will materialize, on account of the renewal of shipments of catalogue stabilishment of ferro-manganese works in this country. It is doubtful, however, if any of those will materialize, on account of the renewal of shipments of catalogue stabilishment of ferro-manganese works in this country. It is doubtful, however, if any of those will materialize, on account of the renewal of shipments of catalogue stabilishment of ferro-manganese works in this country. The almost compete the most imporing by the railreads has been by far the most imporing by the railreads has been by far the most imporing the United States Steel Corporation will hereafter
sell a sufficient quantity to provide for the country's
requirements. At present about \$100 a ton is being requirements. At present about \$100 a ton is being American steel industry is now suffering. Equipment concerns are operating at the lowest rate in ten years, and prospects of improvement are remote. When the Steel Corporation begins to sell, it will ten years, and prospects of improvement when the steel corporation to the last week only 14,000 tons of rails were orderin the last week only 14,000 tons of rails were order-

d reflect in a striking way the apathetic condition the steel trade. Last week's business was about Germany is no longer a factor in the steel industry are control what the trade regards as normal. than a seller.

New York, September 30.-The depression in the How long present depressed conditions will last is steel trade is now more severe than it has been at problematical. Manufacturers are all at sea over the any time in years. Incoming business of a large outlook. In the depression which followed the panic number of companies is not much over 25 per cent. of capacity, and production is running close to fifty per some degree of accuracy. But nothing big in the way of new business is now expected until there are de-touched 40 per cent. within the next few weeks, but

Business Under Normal in Volume but Considered Good in View of Present Conditions

LIVE SHOWS WEAKNESS

More Cheerful Feeling is Noticed Among Dealer England is Putting Forward a Good Demand For Wire Rods and Nails. Other

Exclusive Leased whe to the country of the country in conditions. Certain American steel interests have tall market during the past week and outside of a sherican steel market constitutes the main hope their own ore properties in Cuba and South American steel market during the past week and outside of a slight easiness in tin, caused by the greater supplies tal market during the past week and outside of a American steel market commendation of the amount erica, and of course the obtaining of supplies from to hand, the tone remains generally steady. The feeling seems to be more cheerful and dealers are looking towards other fields for the extension of business usual at this time of the year, but it is satisfactory in one cent, (1/2c) per bushel for thirty (30) days.

Tin is slightly weaker at 36 cents. There has been In this collider that, a decline of we cent in copper and is now quoted at closed a contract with Russia calling for 50,000 pended. Since Great Britain has re-established con
\$\frac{1}{5}\$15.50. Spelter has declined/10 cents per cwt., quoting decline of 1/2 cent in copper and is now quoted at deel barrels. Formerly this barrels activity at \$6. There have been no changes recorded coming in from England, and supplies are also being obtained from Brazil, which possesses a large gaged from the company running at full capacity day quantity of the ore about equal to quality to the cents, 2½ per cent. off and waste pipe at 9 cents, 2½ per cent. off. Aluminum is selling at 22c per lb., and ing seed grain. nony \$15.00 per pound.

Quotations for the present market are shown in the

HARDWARE AND METALS.

	and or pic. pure, to	0.2
3	Pattern, lb	0.2
	Antimony, per Ib	
l	Copper:	
Ì,		15.50
l	Lengths, round bars, 1/2-2in. per 100 lbs	23.00
	lbs	22.00
	Ingot red	0.14
	Spring sheets up to 20 gauge, per lb	0.26
Ş		0.23
	Tubing, seamless, base, lb	0.25
•	Tubing, iron pipe, size 1 in. base, per lb	0.25
ı	Iron and Steel;	
ı	Common bar, per 100 lbs	2.08
	Forged iron, per 100 lbs	2.30
	Refined iron, per 100 lbs	2.40
	Horseshoe iron, per 100 lbs	2.40
	Steel, tire, per 100 lbs	2.35
	Steel, toe calk, per 100 lbs	3.10
	Steel Capital tool, per 100 lbs	0.50
	High speed	0.65
	Black Sheet Iron:	
	10 to 12 gauge 2.50	2.55
	14 to 16 gauge 2.55	2.40
	18 to 20 gauge 2.45	2.45
	22 to 24 gauge 2.50	2.50
	26 to 28 gauge 2.60	2.70
	Galvanized Sheets (Corrugated):	
	Less 10 per cent.	
	22-24 Gauge, per square 6.75	5.50

Less than cost. B. W. Gauge, 16-20 3.80 B. W. Gauge, 22-24 3.85 B. W. Gauge, 26 4.10

Tin, per 1b, Lead and Lead Pipe:—	0	,
Domestic (trail), per 100 lbs	5.	
Imported pig, per 100 lbs	5	
Cut sheets, 21/2 lbs., sq. ft	7.	
Cut sheets, 3 lbs., sq. ft	6.	
Sheets, 4 to 6 lbs., sq. ft	6.	
Lead Pipe, 21/2 per cent. off		
Lead Waste pipe, 2½ per cent. off		
5 cwt. casks	_	

Part casks 7.75

Galvanized Barbed Wire 2.35
 Galvanized Plain Twist
 2.95

 Smooth Steel Wire, gauge 9 base
 2.30
 oultry Netting 6.70 Wire Nails: Wire nails, small lots, base 2.25

Cut Nails 2.50 Staples: Horse Shee Nails: Nos. 3-12 per 25 lb. box. 4.10 2.45

No. 2 and larger 3.90 No. 1 and smaller Steel Shoes, 1 to 6: No. 1 and smaller 4.60 Blunt No. 2 and larger, per 25 lb. box 1.25 Blunt No. 1 and smaller, per 25 lb. box . . . 1.50
Sharp No. 2 and larger, per 25 lb. box . . . 1.50

Sharp No. 1 and smaller, per 25 lb. box. 1.75 Bolts and Nuts: Carriage Bolts, \$1 (list) % and smaller 65 and 10 per cent. Carriage Bolts, 7-16 up, 52½ & 12 per cent. Mahcine Bolts, % dia. 35 & 10 p.c.

Machine Bolts, 7-16 and up, 60 p.c. Nuts, square, all sizes, 4½ per 1b. off. Nuts, hexagon, all sizes, 41/2c per lb. off. Iron Pipe: Buttwelded.

Bl	ack.	Gal	vanize
14 and % inch	\$2	.16	\$3.0
½ inch		.50	3.1
% inch	3	.05	4.5
1 inch	4	.51	6.2
11/4 inch	6	.10	8.4
1½ inch	7	29	10.0
2 inch	9	81	
2½ inch			
3 inch			
3½ inch			
5 inch			
Lapwelded. BI	ack.	Gal	vanized
21/2 inch	16.	38	22.2
3 inch			
31/2 inch			
4 inch			
4½ inch			
5 inch			
6 inch			
7 inch			
8 inch., 25 lbs			
10 inch			142.4
12 inch			

of Government Interior Elevators at Moose Jaw and Saskatoon for the Year Ending August 31st Approved by Board of Grain Commissioners.

(Special Staff Correspondence.)
Fort William, September 36.—The following elevator charges for the Dominion Government Elevator at Moose Jaw and Saskatoop for the vessel. se Jaw and Saskatoon for the year ending August 31, 1915, have been approved by the Board of Grain Commissioners for Canada. The rates are nissioners for Canada. The rates are subject to the capacity of the elevator and the nature To Relieve Tension in American Sulphite Market, of its equipment, shipments will be received upon the ffollowing terms and conditions and under the provisions of the Canada Grain Act.

1. Elevation, not otherwise specified, receiving, ele

vating, cleaning, spouting, insurance against fire, and

ance against fire for each succeeding day or part present time. 3.00 Grain carrying a return of other grain of com-

balance for separation, a further charge of one-half

of one cent (%c) per bushel

per bushel. 5. On Mixed Grains handled as mixtures; storage, including insurance against fire, for each succeeding lacking, it being practically impossible to import it.

The water shortage of the past few months has addday or part thereof, after the first fifteen days,-One-thirthieth of one cent (1-30) per bindhel per day

6. On Wheat carrying a return of screenings, an will fall off within six months. When the Baltic additional cleaning charge of one-half of one cent

7. On Tough Grain, drying, one and one half cents (11/2c) per bushel.

9. On Screenings:, elevating, spending insurance but at the same time it is probably true that the

11. On Bulkheads, for their removal and other ad- done justice to first-class material a few months expense in handing and unloading car, two ago. dollars (\$2.00) for each bulkhead.

per is required, one dollar (\$1.00) for each car.

13. All Charges for cashing, which is, for cleva-agent will be computed on gross weights, for cleva-pulp mill in New York State or New England for at ment will be computed on gross wership to the state of th

ing returns is not received within thirty (30) days since there have been additions to the total produc

16. All tough, damp, wet, condemned, heating, heat-hoped that adverse circumstances will not continue

Grain shipped from any of the Dominion Govern ment Interior Terminal Elevators, will be transferred through the Dominion Government Elevator, Port Arthrough the Dominion towershelf of one cent (15c) per thur, to steamers for one shalf of one cent (15c) per day at 1.43% cents.

Never Before Have Conditions Been so Uncertain and Tendency so Hard to Estimate

PULP PRICES STIFFENING

Western Mills Have Taken Advantage of Panama Canal and Are Shipping

One of Canada's leading men in the pulp and paper storage for the first fifteen (15) days.—One half of industry when interviewed by a representative of The one cent (15c) per bushel.

Journal of Commerce, said that nothing was more Journal of Commerce, said that nothing was more
2. Storage, not otherwise specified, including insurdifficult than to forecast market conditions at the thereof, after the first fifteen (15) days, one-thirtieth years in the field, he said that never before had con-Despite an experience of over 20 of one cent (1-30c) per bushel per day, or one-half of ditions been so uncertain and the tendency of commodities so hard to estimate. It is well known, he mercial value, for first separation, computed on gross States was the cutting off of supplies of pulp from Norway, Sweden and Germany. This was practically complete a few weeks ago, but the imports are now For each subsequent separation, computed on picking up and there is not so great a necessity of Canada's supplying pulp as there was recently. How ever, prices are stiffening and it is not unlikely that Special rates will be given for cleaning and sackof both classes of pulp. In the first place, conditions 4. On Mixed Grains handled as mixtures: receiving. in Norway and Sweden would seem to indicate that elevating, spouting, insurance against fire and storage for the first fifteen days—the-half of one cent the winter. For several weeks now there has been a very great shortage of coal and two large mills there have closed down on this account. Also sulphur is

> ed to the difficulties, and no matter how great the call one-half of one cent (%c) per bushel for thirty from Britain or the United States and Canada, it is altogether probable that exports of Scandinavian pulp freezes up, as it will before long, it will be impossible to secure the supplies which have been coming waterborne to New York, and freight rates on the railways going across the mountains from Sweden to Nor-8. On Damp or Wet Grain, drying, two and one-half tion of food supplies within the two countries. way will doubtless be raised on account of the diminu-

There is little fear of any tremendous curtailment, 9. On Screenings:, elevating, sponting insurance out at the same time it is proparaty true that the fire, for each succeeding day or part thereof, after the first fifteen (15) days, one-tenth of one cent (1-10c), per hundred (100) pounds

ut at the same time it is proparaty true that the general tendency of prices of sulphite will be to rise noticeably. Prices are already fairly stiff, and stored stock is being sold at levels that would have

In the second place the ground wood supply of the 12. For Preparing cars for flax shipment when pa- United States is difficult to obtain on account of the oer is required, one dollar (\$1.00) for each car.

13. All Charges for cleaning, drying or other treativers. In New England, for instance, it is said that ing after issue of initial compacted.

"It is now bottoms up again. It is reported that to relieve the tension in the sulphite market in the 14. On Wheat carrying a dockage of five per cent. United States that some sulphite mills on the West-United States that some sulphite mills on the West-14. On Wheat carrying a dockage of five per cent. (5 p.c.) or more, after deducting one per cent (1 p.c.) of the gross weight for waste, a return will be made for the balance of the screenings, by paying one-for the balance of the screenings, by paying one-for the balance of \$7. \$8 and possibly \$10 a ton for the balance of the screenings, vo passes, with the difference of \$1, \$8 and possibly \$10 a ton half cent (1/2c) per bushel for cleaning. No other rise in sulphite these Western manufacturers can ship with great advantage to the East. In Canada 15. If disposition of screenings covered by outstandthe situation in ground wood is not quite so tense from date of unload, they may be disposed of for acthe Ottawa district are abnormally poor, but it is ed or fire burnt grain will be received for treatment. long. On the whole, it may be said that the market ed of the burnt grain who she at owner's risk of is holding its own and there should be some tendency in practically all lines to raise.

PARIS WHEAT.

Paris spot wheat opened unchanged from Tues-

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