

MOTOR TRUCKS FOR WAR PURPOSES

Steel Magnate Reported to have Purchased Three Thousand

SHIP THEM ABROAD

It is that These Vehicles Are to be De- New York City; Another Affirms Their Destination is Canada.

September 29.—For the past ten days or more there has been an agitation in the motor truck industry...

destination is Canada. It is said to be from 1,000 to 2,000 motor trucks...

at Bethlehem Works. Bethlehem reports tends to explain the motor truck sales managers from New York haunts...

story said that contracts were let for consignment of the armored motor trucks...

and Confirmations. de to secure tangible information in explicit reports...

two classes of information, the first that the American truck manufacturers...

RMS SUSPENDED.

The directors of the Baltimore 30.—The directors of the Baltimore suspended six firms until further...

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

BIG RUSSIAN STEEL PURCHASE REPORTED

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

RAILROADS BUY LITTLE

Pig Iron Markets Are Extremely Dull—Tennessee Coal and Iron Company Will Close Rail and Converting Mills at Birmingham For Two Weeks or Longer.

(Exclusive Leased Wire to The Journal of Commerce.) Pittsburgh, September 30.—The foreign inquiry in the American steel market constitutes the main hope of producers at the present time...

The almost complete cessation of equipment buying by the railroads has been by far the most important factor in the present depression...

New York, September 30.—The depression in the steel trade is now more severe than it has been at any time in years...

two or three weeks ago are giving signs of weakness, but in this connection the mills are in a better position to maintain quotations...

Germany is no longer a factor in the steel industry and Great Britain is a buyer in this country, rather than a seller.

How long present depressed conditions will last is problematical. Manufacturers are all at sea over the outlook. In the depression which followed the panic of 1907...

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...

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Prepare NOW—advertise NOW—if you would later prosper.

WAR HAVING LITTLE EFFECT ON IRON ORE COMMERCE

Iron Ore Export Small and Imports From Neutral Countries—India is Large Producer of Ferro-manganese, but Shipments Cut Off by Germans in Far East.

New York, September 30.—The war's effect on exports and imports of iron ore cannot be definitely estimated at this time...

Immediately on the outbreak of war there was a violent advance in the price of ferro-manganese, which jumped from \$34 a ton to about \$14 00 a ton...

Projects were considered a few weeks ago for the establishment of ferro-manganese works in this country. It is doubtful, however, if any of these will materialize...

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METAL SITUATION REMAINS STEADY

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

LIVE SHOWS WEAKNESS

A More Cheerful Feeling is Noticed Among Dealers—England is Putting Forward a Good Demand For Wire Rods and Nails. Other Markets Developing.

There has been no change shown in the local metal market during the past week and outside of a slight easiness in tin, caused by the greater supplies to hand, the tone remains generally steady...

tin is slightly weaker at 36 cents. There has been a decline of 1/2 cent in copper and is now quoted at \$15.50. Spelter has declined 10 cents per cwt...

Hardware and Metals. Aluminum: Ingot, 99 p.c. pure, lb. 0.22 Pattern, lb. 0.23 Antimony, per lb. 15.00

Black Sheet Iron: 10 to 12 gauge 2.50 14 to 16 gauge 2.55 18 to 20 gauge 2.45 22 to 24 gauge 2.50 26 to 28 gauge 2.60

Wire Nails: Plain, 55 per cent. Horse Shoe Nails: Nos. 3-12 per 25 lb. box. 4.10 2.45

Black Galvanized: 1/2 inch \$2.16 \$3.06 3/4 inch 2.50 3.51 1 inch 3.05 4.50 1 1/4 inch 4.51 6.21

INTERIOR TERMINAL ELEVATOR CHARGES FOR DOMINION OF CANADA

Tariff 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 30.—The following elevator charges for the Dominion Government Elevator at Moose Jaw and Saskatoon for the year ending August 31, 1915, have been approved by the Board of Grain Commissioners for Canada...

1. Elevation, not otherwise specified, receiving, elevating, cleaning, spouting, insurance against fire, and storage for the first fifteen (15) days.—One half of one cent (1/2c) per bushel.

2. Storage, not otherwise specified, including insurance against fire for each succeeding day or part thereof, after the first fifteen (15) days, one-thirtieth of one cent (1/30c) per bushel per day, or one-half of one cent (1/2c) per bushel for thirty (30) days.

3. On Grain carrying a return of other grain of commercial grade, for first separation, computed on gross weight of car, an additional charge of one-half of one cent (1/2c) per bushel.

4. On Mixed Grains handled as mixtures, receiving, elevating, spouting, insurance against fire and storage for the first fifteen days.—One-half of one cent (1/2c) per bushel.

5. On Mixed Grains handled as mixtures, storage, including insurance against fire, for each succeeding day, for each thereof, after the first fifteen days.—One-thirtieth of one cent (1/30c) per bushel per day or one-half of one cent (1/2c) per bushel for thirty days.

6. On Wheat carrying a return of screenings, an additional cleaning charge of one-half of one cent (1/2c) per bushel.

MARKET FORECAST QUITE IMPOSSIBLE

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

PULP PRICES STIFFENING

To Relieve Tension in American Sulphite Market, Western Mills Have Taken Advantage of Panama Canal and Are Shipping to New York.

One of Canada's leading men in the pulp and paper industry when interviewed by a representative of The Journal of Commerce, said that nothing was more difficult than to forecast market conditions at the present time. Despite an experience of over 20 years in the field, he said that never before had conditions been so uncertain and the tendency of commodities so hard to estimate.

The water shortage of the past few months has added to the difficulties, and no matter how great the call from Britain or the United States and Canada, it is altogether probable that exports of Scandinavian pulp will fall off within six months.

In the second place the ground wood supply of the United States is difficult to obtain on account of the lowering of the water levels in a great many of the rivers.

Paris Wheat. Paris spot wheat opened unchanged from Tuesday at 1.43 1/2 cents.

The Turn of the Tides

"There is a tide in the affairs of men which, taken at the flood, leads on to Fortune."

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 scale to get our share of it."

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, because he knows that to delay until the war is over is to add a hundred-fold to the opposition his plea for "a share of the big business" must encounter.

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 goods.

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 prosper.

THE PULP & PAPER Magazine of Canada Edited by Roy Campbell, B.A., B.Sc.F. The Leading Technical Trade Journal in the English-speaking Pulp and Paper World THOROUGHLY COVERS THE MOST RAPIDLY EXPANDING INDUSTRY IN CANADA AT THE PRESENT TIME, viz.: THE PULP AND PAPER INDUSTRY. NEW PROCESSES, NEW MACHINERY AND INVENTIONS ARE EXHAUSTIVELY DESCRIBED. NEWS SUMMARIES OF THE ENGLISH AND UNITED STATES FIELDS FROM SPECIAL CORRESPONDENTS. REPORTS FROM THE LEADING PULP AND PAPER MARKETS OF THE WORLD The Ideal Advertising Medium for Firms Desiring to do Business with Canadian Mills Published semi-monthly by THE INDUSTRIAL & EDUCATIONAL PRESS, LIMITED 35-45 ST. ALEXANDER STREET, MONTREAL, CANADA